Dear Diane,

The mission of the Greater New England Minority Supplier Development Council is to significantly increase business relationships between our corporate members and our certified MBEs. We believe that minority business development is a key component of reducing poverty, unemployment, increasing wealth, and integrating American society. You are receiving this email in order to keep you abreast of developments with the Greater New England Minority Supplier Development Council, Supplier Diversity Issues and Minority Business Development. If you like what you read please share internally and externally.

2015 GNEMSDC Supplier Diversity Golf Classic - July 13th

The Registration link is opened for the annual Supplier Diversity Golf Classic. This year will be hosted on both the public and private courses of Foxwoods' Lake of Isles.

The Golf Classic is a unique opportunity where you can build new business relationships and further existing ones with colleagues, suppliers, corporate executives, supplier diversity and procurement professionals. This is the place where timely introductions and discussions can lead to long-term business relationships and partnerships.

**June 10, 2015** is the deadline for annual sponsors to submit golf participant names.

Upcoming Events

There are several events coming up on our calendar that are designed specifically for MBEs to learn about corporate opportunities. We know how busy everyone's schedule is, but these are events often hosted by our corporate members with the expressed purpose of finding out more about you and your business with the ultimate aim, to make you a valuable supplier to their companies. Here are some events you should consider:

- **June 10, 2015** - New MBE Orientation, 9:30AM - 11:30AM, GNEMSDC Office 333 State Street, Bridgeport, CT 06604.
Corporation of the Week: Metropolitan District Commission

The Metropolitan District (MDC) is a non-profit municipal corporation chartered by the Connecticut General Assembly in 1929 to provide potable water and sewerage services on a regional basis. The mission of the MDC is to provide our customers with safe, pure drinking water, environmentally protective waste water collection and treatment and other services that benefit the member towns.

The MDC contracts with a diverse supplier base for over $100 Million of goods and services annually. The procurement staff collaborates with both internal customers and contractors to ensure a transparent, fair, and timely procurement process while consistently improving procurement processes and procedures for employing best business practices.

The MDC continuously improves their supplier base by contracting with State of Connecticut certified firms, and strives to strategically source their commodity purchases by utilizing green and other best industry products.

The MDC is committed to stimulating the local economy by increasing the nature and amount of contracting opportunities available to local small businesses in Connecticut. In support of this commitment, The District Board adopted purchasing and subcontracting procedures for their Small Local Business Enterprise ("SLBE") Program- a race and gender neutral procurement initiative which provides certain contracting preferences for eligible and qualified local, small businesses.

The MDC also provides diverse contractors with a multitude of industry education opportunities including the Small Contractor Development Academy, certificate programs, and mobile service centers. Additionally, the office of diversity provides outreach meetings for contractors including business opportunity conferences, business card exchange, pre bid/bid package briefings and business to buyer match maker sessions.

For any questions regarding procurement with the MDC, contact us at procurement@themdc.com.

To find out more about the MDC's diversity programs, click the link: www.themdc.com/assets/uploads/files/Publications/Diversity%20Brochure%20Full.pdf

MBE of the Week: Spectro Coating Corporation

Spectro Coating Corp. has been providing the world's highest quality roll-to-roll flocked goods for over 25 years.

With over 200 years of combined experience, we have designed and manufactured the most innovative flock materials to solve some of the most interesting and challenging demands from a wide range of industries and applications.

With a strong emphasis on product development, quality, service, and on-time delivery, Spectro Coating began making history in 1988. Today, Spectro Coating Corp. houses the world's largest flocking operation under one roof!
Our 110,000 square foot facility produces much of the world’s finest and most unique suede, velvet, and coated products. From commercial furnishings, to drapery and apparel, from high tech, to medical and industrial applications, Spectro Coating Corp. supplies coated products worldwide for almost every conceivable use.

Roll-to-roll flocked materials are crucial components to a variety of products and packaging. Flock is a versatile, durable, and decorative material that can be easily customized, making it ideal for a wide range of markets and applications, including:

- Digital Printing
- Commercial Décor
- Automotive
- Fashion
- Polishing and Industrial
- Medical
- Packaging and Display
- Promotional Products

To learn more information about Spectro Coating Corp, call (978) 534-1800 or email flock@spectrocoating.com.

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**Getting to Know Each Other - June 11, 2015**

Greater New England Minority Supplier Development Council, in partnership with the Hispanic - American Chamber of Commerce, would like to cordially invite you to the 4th annual “Getting to Know Each Other” networking event.

Participants include members of the Brazilian, Cape Verdean & Vietnamese Chambers of Commerce, Massachusstes Gaming Commission, Keolis Commuter Services, MBTA, Partners HealthCare, Tufts Health Plan, University of Massachusetts, Wynn Resorts Casino and many others.

We are honored that Jabes Rojas, Deputy Chief for Access and Opportunity from The Office of the Governor will be our guest speaker.

There will be an information about MBE certification prior to the event (5:00 PM). All minority businesses are welcome to join.

**When:** Thursday, June 11, 2015
5:00 PM - 7:00 PM

**Where:** New England Center for Arts and Technology
23 Bradston Street Boston, MA  Directions>>

Registration  Event Information>>

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2015 BondSure Program
The new construction season is underway!

If you are a minority contractor in Southern Connecticut, BondSure can help you get the bond that you need to get the jobs you want.

Contact Andres Lopez via email and visit BondSure.org.

Disaster Recovery Plan

Is your business ready for a Disaster?

As natural disasters become more frequent and more severe, next-generation disaster recovery and business continuity planning are rapidly becoming an operational necessity and a customer expectation for businesses of all sizes.

According to the Red Cross 40% of businesses do not reopen after a natural tragedy. A Disaster Recovery Plan can significantly increase your chances of survival.

Please email Andres Lopez for a free consultation and visit www.PrepareCT.com for more information.

Invitations for Bids and Opportunities

- The Connecticut Department of Transportation is recruiting for Summer Workers in the areas of Professional Engineering, Maintenance, and Information Technology System Analysis. To apply, please visit www.ct.gov/dot/seasonaljobs and follow the application instructions.
- Landscaping & Irrigation Bid Package # 02-90 - Bass Pro Shops - Steelpointe Harbor, Bridgeport - Contact Anthony Soprano (585) 943-8050.
- Pioneer Valley Transit Authority is seeking proposals for a qualified Owner's Project Manager.
- Mass Gaming Commission has recently posted two positions for staff attorneys. For more information click here.
- City of Boston current Bidding Opportunities.
- Keolis Commuter Services - following new job opportunities are available: Roadmaster - Flagging, Safety Officer, Superintendent Service Inspection - South
- The Federal Reserve Bank of Boston’s vision revolves around the core notion of excellence in serving the public. They have highly skilled and proud employees and provide meaningful and challenging development opportunities to a diverse workforce. Please visit their career page for additional information and a listing of open positions. http://www.bostonfed.org/about/employment/index.htm

FYI

- How To Avoid A $81,000,000 Liability- Gonzalez, Saggio & Harlan LLP Article Feature
- The 2015 GNEMSDC Gala Photos can be found here.
- The MBE Magazine is hosting a Welcome Reception at the Austin Convention Center on June 23, 2015 and the "30th Anniversary Wrap Reception" is to follow, featuring the WBES Who Rock contest.

Note from the President

This past Friday, I concluded my first week as the President and CEO of the Greater New England Minority Supplier Development Council. I am humbled and excited about the decision of the Board of Directors of the Council to select me to lead this important organization. Parenthetically, after practicing law and stints as an investment banker, I have served as President and owner of two MBEs for a total of over 24 years. Because of this, I am intimately aware of the myriad of challenges faced by MBEs, including a lack of opportunities and a dearth of access to financial and intellectual capital.

We all have an opportunity to make MBEs more successful. Successful MBEs provide a variety of opportunities for positive impacts for our country, the states that comprise the New England region, and corporations that find
and use diverse suppliers. MBEs that are successful and growing are more important today than ever. Supplier diversity is good for MBEs, purchasers in the private and public sector, and for America. Supplier diversity initiatives that result in more contracts, more revenue, and more cash flow for the MBEs that we serve will fuel their growth and continued success. If buyers in the private sector and the public sector purchase more goods and services from diverse suppliers, the result will be an increase in wealth for the owners of these diverse businesses, and job growth and job retention for their employees, many of whom are persons of color. The benefits are not one sided. The owners and employees of more successful MBEs will be able to buy more goods and services from our corporate partners, and pay more taxes to our public sector partners. And, the owners and leaders of MBEs often are important contributors to, and leaders in, their respective communities.

The Council will continue to seek opportunities for our existing corporate members to increase the amount of dollars they spend with diverse suppliers, and we will seek to expand our base of potential buyers by recruiting Middle Market companies in a variety of industries. The Council will also continue to seek out opportunities for our MBE members to sell their goods and services to the private sector and the public sector. And, through our MBDA Centers in Bridgeport and in Boston, we will continue to provide opportunities for MBEs to develop and grow by providing access to intellectual capital and financial capital. Most importantly, we will never miss an opportunity to share our fundamental premise with boards of directors, CEOs, CFOs, Chief Purchasing Officers, Governors, and Mayors: Improving the results of our supplier diversity efforts will 1) reduce income and wealth inequality, 2) increase the purchasing power of the owners of MBEs and their employees, and 3) increase tax revenue for government at the Federal, state and local level.

So, as I start this journey with the Greater New England Minority Supplier Development Council, I hope that we all work together to increase the success and wealth of our MBEs and to provide MBEs with more opportunities to create and retain jobs. I want to thank you in advance for helping the Council to make this happen!

Sincerely,

Peter F. Hurst, Jr.
President & CEO