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.

5th Annual MBE Capital Summit
This Wednesday, March 25th

Final Day to Register
Press Release on Capital Summit

GNEMSDC & MBDA
5th Annual MBE Capital Summit

Hosted by
The Federal Reserve Bank of Boston
600 Atlantic Avenue, Boston, MA 02210

Wednesday, March 25th, 2015
8:00am—1:00pm

“Bridging the Gap between MBEs and Access to Capital”

To RSVP visit www.gnemsdc.org/events
For more information contact Zuzana Dworkin
zdworkin@gnemsdc.org • (617) 578 8900
"Business Means Business" TODAY at BCEC!

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 events are 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:

- **March 23, 2015** - Senator Warren's Second Annual Matchmaker, 8:00 am - 12:00 noon, Sheraton Framingham Hotel & Conference Center, 1657 Worcester Rd, Framingham, MA; [Click here](#) for more information and to RSVP.
- **March 23, 2015** - Boston Means Business, 5:30 PM to 9:30 PM at the Boston Convention and Exposition Center (Dr. Fred is a speaker on the program where he will deliver a talk entitled "The Destruction and Resurrection of Black Businesses".
- **March 24, 2015** - MGM Springfield Groundbreaking Event, 11:00 am to 12:00 PM, Zaneti School, 59 Howard Street, Springfield, MA; RSVP.
- **March 25, 2015** - 5th Annual MBE Capital Summit at the Federal Reserve Bank of Boston.
- **April 7, 2015** - MBE Pre-Certification Webinar 2:00 pm - 3:00 pm [Click here](#) to RSVP.
- **April 7-9, 2015** - Farm to Institution Summit, UMass Amherst, Amherst, MA; [click here](#) for more information and to RSVP.
- **April 10, 2015** - Eds, Meds, and Pharma Supplier Diversity Conference at Boston Convention and Exhibition Center, RSVP.
- **April 11, 2015** -- GNEMSDC 40th Anniversary Awards Gala, Boston Convention and Exhibition Center.
- **April 22, 2015** - New MBE Orientation 9:30am, GNEMSDC Office 100 Huntington Avenue Dartmouth Shops/Copley Place Boston, MA

- **April 28, 2015** - ISM CT Forum, Anthony's Ocean View, New Haven, CT. [Enter drawing](#) to receive 1 of 20 free tickets that were generously donated by [United Rentals](#).
- **May 5, 2015** - Small Business Accelerator Forum, 5:30 pm to 8:30 pm, Whittier Street Health Center, 1290 Tremont Street, Roxbury, MA; for more information and RSVP [click here](#).
- **May 6, 2015** - St. Francis Hospital Supplier Diversity Day at Maneely's Banquet and Catering, 65 Rye Street, South Windsor, CT. For more information contact Tatiana Paredes at tparedes@stfranciscare.org.
- **May 17-23** - Tuck School of Business "Building a Successful Minority Business Program" at Dartmouth College Hanover, NH. The GNEMSBC has scholarship funds generously donated by a corporate member. If you are interested in attending this fantastic program call the office. Priority will be given to MBEs who have been certified for at least 3 years.
- **July 13, 2015** - GNEMSBC Supplier Diversity Golf Classic, Lake of Isles at Foxwoods.
- **September 24-25, 2015** - GNEMSBC Trade Expo at Foxwoods.
- **November 18, 2015** - GNEMSBC - MBDA - CWE Supplier Diversity Best Practices Forum at Fenway Park, Boston, MA.

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**Senator Warren's Second Annual Matchmaker**

**Today, March 23rd**

A program of the U.S. Small Business Administration's American Supplier Initiative in partnership with the U.S. General Services Administration

Join Senator Elizabeth Warren at her 2nd Annual Massachusetts Business Matchmaker, an opportunity for Massachusetts businesses to connect with government procurement specialists. Meet one-on-one with representatives from federal government agencies, prime contractors and other large commercial entities to promote your business and learn about upcoming contracting opportunities. Four workshops will also be offered to help small businesses learn how to gain access to capital, certification, and other business opportunities.

**When**

Monday, March 23, 2015

8:00 am - 12:00 noon

[Click Here](#) for more information.

To RSVP for the event, please visit: warren.senate.gov/matchmaker

**Important MBE Notice From NMSDC**
NMSDC/Rochester Institute of Technology MBE Survey

On February 24, 2015, we announced our joint collaboration with RIT's Center for Urban Entrepreneurship to conduct research that will be used to evaluate and enhance NMSDC services to you, our MBEs. Please click on Access to Capital Questionnaire to access the survey and instructions. Please note, your expediency of completing this survey is crucial. WE NEED TO HEAR FROM YOU!!

As we are aware, time is a precious commodity. Allow us to thank you in advance for your due diligence. ALL RECEIVED RESPONSES WILL BE USED FOR THE SOLE PURPOSE OF THIS ANALYSIS AND SHALL BE COMPLETELY CONFIDENTIAL. You will not be identified by name or company in any reports that derive from this research.

Any questions about the study can be addressed to Dr. DT Ogilvie at dt@saunders.rit.edu. Please contact Human Subjects Research Office Associate Director at Heather Foti, hmfsrs@rit.edu or (585) 475-7673, if you have any questions about your rights or if you experience an adverse event.

- Marquis Miller, VP of Field Operations

Joset Wright-Lacy to Receive 2015 President’s Award

Mrs. Joset Wright-Lacy, President of the National Minority Supplier Development Council (NMSDC) will receive the 2015 President’s Award at the 2015 Awards Gala on April 11 at the Boston Convention and Exposition Center.

Mrs. Wright-Lacy is being honored for her wise leadership of the NMSDC through the most significant organizational change in the organization's history. Under Mrs. Wright-Lacy's leadership, regional councils have taken on more territory, and increased their capacity to meet the needs of corporate members and MBEs. Mrs. Wright-Lacy has also brought greater consistency across the network of 24 regional councils for the benefit of both certified MBEs and corporate members.

"I am honored to present the 2015 President’s Award to Mrs. Joset Wright-Lacy."

(See Press Release.)

GNEMSDC 40th Gala Award
Corporation Member and MBE Nominees

**MBE to MBE Empowerment**
- Arvin Chaudhary, Nadicent Technologies, LLC
- Ted Hsu, Horizon Services Company
- Ramesh Wadhwani, SAI Systems International, Inc.

**Buyer of the Year**
- Greg Zifcak - DTZ
- Ninos Hanna - Federal Reserve Bank of Boston
- Jack Lemley - UTRC
- Janice Beckner - Connecticut Lottery Corporation
- Panos Lapatas - United Rentals
Al Tawrel - Eversource

**Advocate of the Year**
Bob Pilney - The Hartford
Carole Sears - Federal Reserve Bank of Boston
Jay Sheldon Wesley - Pitney Bowes, Inc.
Carla Hunter-Ramsey - National Grid
Alton Moss - Pratt and Whitney
Francisco Vasquez - Eversource
Joan Davidson - UTC Aerospace Systems
David Walsh - St. Francis Hospital and Medical Center

**Corporation of the Year - Local**
Access Health CT
Citizens Bank
Connecticut Lottery Corporation
Eversource
Harvard Pilgrim Health Care
PerkinElmer
Pratt & Whitney
Saint Francis Hospital and Medical Center
Travelers
Yale New Haven Health System

**Corporation of the Year - National**
Aetna
Boehringer Ingelheim Pharmaceuticals
CVS Health
Pitney Bowes
State Street Corporation

**Category 1**
Yumi EcoSolutions, Inc.
Soltrix Technology Solutions, Inc.

**Category 2**
GBG - The Corporate Gift Source, Inc.
Charter Oak Building Maintenance, Inc.
Kool Ink, LLC - Sir Speedy Printing of Bloomfield
CDP Fastener Group, Inc.

**Category 3**
SAI Systems International, Inc.
Roxbury Technology Corporation
Total Clerical Services, Inc.
C&D Electronics, Inc.

**Category 4**
Worldcom Exchange, Inc.

If you have been nominated and have not received notification, or have made a nomination and do not see your nominee listed, please contact Jennifer Little-Greer via email at jlittle-greer@gnemsdc.org.

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**Honorary and Committee Gala Co-Chairs Announced**
We are very pleased to announce that Joe Black, the Chief Procurement Officer at Aetna and Dr. Ramesh Waahdwani of SAI Systems (pictured at left) will serve as the Corporate & MBE Honorary Gala Chairs, respectively.

Rose Hatcher of Aetna and Lori Johnson of commVerge Marketing are serving as Corporate & MBE Gala Committee Co-Chairs, respectively.

This great team is working hard to make this an incredibly successful night. Be sure to thank them when you see them on April 11th for their service!

Massachusetts Governor Charlie Baker to speak at 2015 GNEMSDC Awards Gala

We are very pleased to announce that Commonwealth of Massachusetts Governor Charlie Baker will be the Keynote Speaker at the 2015 GNEMSDC Awards Gala. This is a great opportunity for the GNEMSDC to meet the new Governor of the largest state in our region, and for the new Governor to learn more about our wonderful network.

"Charlie Baker was inaugurated on January 8th, 2015 as the 72nd Governor of the Commonwealth of Massachusetts.

Elected in November of 2014 on a platform of making Massachusetts great for everyone, Governor Baker's arrival in the Corner Office continues a long successful career in both the private sector and public service where he has worked hard to put the people of Massachusetts first.

Governor Baker is committed to making Massachusetts a truly great place to live, work, start a business and raise a family. As Governor, he has pledged to work toward a growing economy with family-sustaining jobs; ensure that schools across the Commonwealth provide opportunity for every child regardless of zip code; and make Beacon Hill a true partner with our local governments to create safer and thriving communities across Massachusetts.

Over the course of his career, Governor Baker has been a highly successful leader of complex organizations in business and in government. As a cabinet secretary under Governors William Weld and Paul Cellucci, Baker helped lead efforts to reform and modernize state government. During his time as Chief Executive Officer of Harvard Pilgrim Health Care, Baker turned a company on the brink of bankruptcy into the nation's highest ranked health care provider for six straight years."

Signature Event Registration Promotions
GNEMSDC 2015 Awards Gala / Eds, Meds & Pharma Symposium

April 10, 2015 - Eds, Meds, & Pharma Symposium
This Supplier Diversity Conference is designed to bring leaders in these industries together with our certified MBEs to explore opportunities and learn how these growing and unique industries are changing.

Register: [http://emps.gnemsdc.org](http://emps.gnemsdc.org)
Sign up for the Awards Gala and receive FREE entry into the Eds, Meds, & Pharma Symposium.
(This event is valued at $75)
April 11, 2015 - GNEMSDC 40th Award Gala
Over 600 MBEs and Corporate Members will come together for one night to celebrate the hard work and dedication of our nominees.

Register: http://gala.gnemsdc.org

Click on the link below to book your hotel!
https://www.starwoodmeeting.com/events/start.action?id=1502240858&key=966126A

GNEMSDC 2015 Eds, Meds & Pharma Symposium

New England is home to some of the strongest higher educational institutions, hospitals and pharmaceutical companies in the world. The "Eds, Meds, and Pharma" Supplier Diversity Conference is designed to bring leaders in these industries together with our certified MBEs to explore opportunities and learn how these growing and unique industries are changing.

Attendees will include procurement and supplier diversity professionals from the three industries and minority business enterprises. If you are a diverse business owner, you will want to attend this conference.

During this interactive event you will learn about new perspectives in Supplier Diversity, procurement, and how to do business with the top industries of the Greater New England region.

Harvard Pilgrim Health Care, Medtronic, Northeastern Universit, Partners Healthcare, Saint Francis Hospital and Medical Center, Sanofi, Takeda Pharmaceuticals International and many more will be part of this exciting symposium.

Register now at http://gnemsdc.org/emps/

Eds, Meds & Pharma Symposium: Keynote Speaker Introduction

William M. Jennings was appointed President & Chief Executive Officer of Bridgeport Hospital and Executive Vice President of Yale New Haven Health System, effective October 1, 2010.

Prior to joining YNHHS, Bill served as the President & Chief Executive Officer of SSM St. Mary's Health Center, a 582-bed urban teaching hospital in St. Louis, Missouri, and President of the SSM St. Louis Heart Institute, both of which are part of the $2.6 billion SSM Health Care System. During his tenure there, the hospital markedly improved patient and physician satisfaction, increased community engagement and enhanced financial performance. In 2008, St. Mary's was the recipient of the Premier National Quality Leader award.

Prior to St. Mary's, Bill served for seven years as the Administrator and Chief Operating Officer at Morton Plant North Bay Hospital, part of the $1.5 billion BayCare Health System on Florida's west coast. There he enhanced patient care quality, improved patient satisfaction, reduced length of stay and achieved positive financial performance in an extremely competitive market.
Bill serves on the Board of the Bridgeport Regional Business Council, the Diversified Network Services Board of the Connecticut Hospital Association and the Board of Central Connecticut Coast YMCA.

Bill earned his Bachelor's degree in Business Administration from Miami University in Ohio and a Master of Health Administration degree from The Ohio State University. In 2012 he was elected, and remains, the Regent for Connecticut with the American College of Healthcare Executives. He and his wife, Kristin, have two children, Sarah and Mason.

We are honored that William Jennings will be the KeyNote Speaker at the GNEMSDC Eds, MEds & Pharma Symposium. The event will take place on April 10th, 2015 at the Boston Convention and Exhibition Center.

Introducing New Corporate Member: Tufts Health Plan

We are pleased that Tufts Health Plan has become the latest corporate member of the Greater New England Minority Supplier Development Council. A nonprofit organization founded in 1979, Tufts Health Plan is nationally recognized for its commitment to providing innovative, high-quality health care coverage. The plan offers members and employers an array of health management programs, which support evidence-based approaches to health and wellness. Tufts Health Plan is one of the few health plans in Massachusetts to participate in the commercial, Medicare and Medicaid/subsidized markets, offering coverage across the life span regardless of age or circumstance. With headquarters in Massachusetts, Tufts Health Plan also serves members in Rhode Island.

To find out more about Tufts Health Plan visit www.tuftshealthplan.com

MBE of the Week: Creative Video Corporation

Since the founding in 1997, Creative Video Corp. has won many industry awards. But they consider none of the awards as important as the praise they've earned from our clients. They're passionate about delivering great work that reflects well on their clients and community.

At CVC, creativity and service go hand in hand. Having good ideas and executing them well are important, but so is having an easy and positive experience working with us. Whether you want to reach out to employees, sell to clients or consumers, raise funds for charity or use video to enhance your website, they pride themselves on finding the perfect solution for your particular goals and budget. CVC's state-of-the-art video production center features the latest high definition digital workstations, complete with sophisticated graphics, animation, and FX capabilities.

Their commitment to in-house production enables them to hold down costs and deliver high-quality work on time within rational costs. To do that, they immerse themselves in your business culture and approach a project as if they're a part of your team.

For more information about Creative Video Corp. services, please visit their website or call (203)866-8700.

Boston MBDA Center Featured MBE: Leading Edge Design Group
We would love to hear from you! Visit us [online](#) or contact Todd Boucher, Principal & Founder: tmb@ledesigngroup.com, (603)-632-4507 x 300.

**Massachusetts Port Authority**
**Airport Concession Disadvantage Business Enterprise Certification**

Massport's Office of Diversity & Inclusion/Compliance is utilizing an [online ACDBE Program certification documentation process](#). This web-based system is now available to process all new ACDBE Certification Applications, Interstate ACDBE Certification Applications, No Change Affidavits, and Three Year Eligibility Reviews.

**To apply** for ACDBE Certification, please visit massport.mwdbe.com and select "Apply for ACDBE Certification".

For further ACDBE certification questions please contact our office at compliance@massport.com.

**Special Advanced Leadership Program for Construction MBEs/DBEs**
**Friday March 27, 2015**

The GNEMSDC in conjunction with Connecticut DOT and the Community Capital/GNEMSDC BondSure Program offer a special 6-week training session for MBEs/DBEs in the construction and engineering areas. This six week program will run from February 20th through March 27th on each Friday.

Our *FINAL* session will feature:
- Tom Harley - DOT Chief Engineer
- Duane Cashin - Marketing Consultant
- Bette Botticello - Director of Surety Relations, Smith Brothers
- Yolanda Caldera - Durant CT Health Foundation
- Debra Goss & Shari Pratt - DOT

Upon the completion of the Special Advance Leadership Program for Construction MBEs/DBEs program and if your company is located in Southern Connecticut you will be eligible to apply for up to $100,000 in guarantee/collateral for a performance bond under our BondSure program. For more details and requirements regarding BondSure please go to BondSure.org or email alopez@gnemsdc.org.

For any company doing business with state DOTs or other large prime contractors, we "GUARANTEE" that this class will make your business more profitable and prevent you from making BIG avoidable mistakes. You really cannot afford to not attend.

**BondSure 2015**
On January 22nd, elected officials from Southern Connecticut gathered in Bridgeport to launch BondSure, a state funded surety bond guarantee program. This program is co-managed by GNEMSDC and Community Capital Corporation. It provides up to $100,000 in collateral to facilitate the issuance of a surety bond to minority contractors.

Please click here for a short clip from the event [http://youtu.be/gPU4Ato2_PA](http://youtu.be/gPU4Ato2_PA).

For more information about BondSure go to [www.bondsure.org](http://www.bondsure.org) or email alopez@genmsdc.org.

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**MBEIC Meeting and Jazz Evening - May 2, 2015**

The GNEMSDC MBEIC is sponsoring a Meeting and Jazz Evening at the John Lyman Center of Performing Arts on Saturday, May 2, 2015. The dinner meeting is from 5:00 pm - 7:00 pm and the Jazz Concert is from 8:00 - 10:30 pm. The cost for dinner and the Jazz Concert is $33.00.

Tickets are limited and can be purchased via this link [Jazz Concert ticket](#).

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2015 Snow Storm Fund

The Governor of Massachusetts, Charlie Baker, announced that MGCC, a quasi-public organization, has approved a $1 million 2015 Snow Storm Fund to help the small businesses of the state regain financial stability and recover from lost storm revenue.


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**Can your business survive a disaster?**

Do you have a plan for your business in the event of a prolonged power outage? A Disaster Recovery Plan can increase your chances of survival.

According to the Red Cross 40% of businesses do not reopen after a disaster. **YOU NEED A PLAN.**
Please contact Tony Peters apeters@gnemsdc.org for a free consultation or go to www.PrepareCT.com for more information.

Invitations for Bid and Opportunities

- CT Lottery Corporation RFP Announcement
- MGM Springfield - Call for Bidders - Mass Excavation; Underground MEP & Site Utilities; Foundation & Waterproofing
- CT Department of Transportation ENG job Postings: TE3(E)Bridge-external / TE3 (E) HD external / TSE (E) Research - external / TSE CE Specification_OOC_external
- CT Department of Transportation Examination Announcement: Transportation Rail Officer 1 & Transportation Rail Officer 2
- CT Lottery is currently seeking applications for Lottery Drawing Associate
- Keolis Commuter Services - following new job opportunities are available: Director of Quality & Performance Improvement; Signal Maintenance and Construction;
- Suffolk Construction is currently accepting applications for a Compliance Officer
- Mass Dept of Revenue has several job openings: MassDOR.
- Harvard University is committed to increasing their efforts in hiring a more diverse population at Harvard Medical School. Currently accepting applications for the following position: Senior Advisor, Supplier Development and Diversity
- 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

- GNEMSDC Highlight - Tony Rodriguez, president of Daniel Penn Associates, LLC recently had an article published by PlantEngineering Lean Two Key Ingredients
- Large Private University is looking for Supplier Diversity Professional. If interested in learning more contact Dr. Fred at fmckinney@GNEMSDC.org.
- GNEMSDC featured in the latest issue of Mass Lawyer Weekly. Dr. Fred news article on "Champion of Minority Business" January 9, 2015.
- GNEMSDC 2014 EXPO Photos
- Dr. Fred on Comcast Newsmakers, August 2014.
- Hartford Office Open House Photos
- 2014 GNEMSDC Annual Gala Photos
- Dr. Fred Editorial on $2.4 Million Federal Fine of Connecticut Contract at Hartford Business Journal
- Dr. Fred interviewed on National Public Radio regarding the Manafort Brothers $2.4 million fine. Also see last week's And Finally. Last week's And Finally will appear in the Hartford Business Journal next week.
- SBA Loans Are Not Reaching Black Businesses - A Wall Street Journal Article
- 4th Annual GNEMSDC/MBDA Capital Summit Photos
- Dr. Fred's "Minimum wage should be significantly higher" Editorial Published in Hartford Business Journal on February 3, 2014
- Dr. Fred interview with Gwen Edwards on News12
- Please enjoy this video message from Dr. Fred on Supplier Diversity.

And Finally...

Over the years I have tried to use this And Finally column to give the stakeholders an insight into how I think about business, society and life in general. But more than this, I have tried to provide support for both our MBEs and the representatives of our corporate membership. Business is hard. It is not for the faint of heart. This is true whether you are an MBE or a corporate supplier diversity professional. We all need to make decisions with imperfect information, that even if they are the right
decision., are rarely perfect in their outcomes. So lately, I have been thinking a lot about what MBEs and our corporate members want.

I have learned over the years, MBEs want access to opportunities. MBEs want corporate members to give them the chance to make the case that they can compete and over-deliver. On the other side, corporate members want MBEs that fit into the strategy of their corporate employer. Corporations want MBEs that are efficient, competitive, and low-maintenance. This has not changed since I started in this network as an MBE in 1984. But minority supplier development has changed dramatically over the past thirty years, and is likely to change over the next decade.

I will use these last few columns to give my views on what the future holds for our work in minority supplier development, but this much is clear to me; as an organization, we must expand the number of corporate members to include more corporations that are closer in size and scope as our certified MBEs. Increasingly it will be smaller local corporate members who will have the interest and ability to buy from smaller MBEs. While every MBE wants to sell to the largest national corporate members, the reality is it will become increasingly difficult for Category 1 MBEs to enter global supply chains - and be profitable. While Category 1 MBEs do not represent a majority of MBEs, they are a plurality. The strategy I would recommend for smaller MBEs is to focus their efforts on smaller local corporate members and smaller corporations who are not yet local members. With the help of our smaller MBEs, we can bring these smaller non-minority businesses into the network. And it will be today's Category 1 MBEs who will be tomorrow's Category 4 powerhouses.

There is no shortage of smaller local corporate members who could have a significant impact on. The development of smaller MBEs. In fact, many potential local corporate members have statutory or strategic requirements to buy local. Organizations like school districts, water authorities, housing authorities, transportation districts, hospitals, universities and colleges, and the corporate leaders of most chamber of commerce organizations make ideal local corporate members for smaller MBEs to target and for regional councils to recruit. Access to the decision makers is simply much easier in these organizations than it is with large national corporate members where strategic sourcing and decision by committee has become the norm.

The dilemma with this approach is that it is the large national members that understandably dominate the network. And for these large global companies, we (the network) must continue to develop high-growth, high-capacity, well-financed, well-managed MBEs. We can no longer afford to have a simple strategy of one size fits all. We as a network must meet our MBEs where they are and help them achieve their dreams. This means that MBEs must also be ready to adjust their strategies to be successful in our network as local Councils build the local corporate membership.

These are not mutually exclusive goals, in fact I would argue that they are mutually inclusive goals. We must satisfy the needs of large global corporate members while building the local corporate membership for the benefit of smaller - growth oriented MBEs. But our ability to accomplish this is what will determine whether we will continue to relevant and successful. I am confident we can and will make the necessary changes.

In your service,

Dr. Fred