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.

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."

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.)

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 will serve as the Corporate & MBE Honorary Gala Chairs, respectively.

Rose Hatcher of Aetna (pictured at left) 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!

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.

15 Days Until the GNEMSDC 2015 Awards Gala

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! Hotel Promotion extended until April 2!

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.

Bridgeport Hospital, Emerson College, Harvard Pilgrim Health Care, Medtronic, M.I.T., Northeastern University, Partners Healthcare, SAI Systems International, Saint Francis Hospital and Medical Center, Sanofi, Takeda Pharmaceuticals International, Yale New Haven Health System and many more will be part of this exciting symposium.

Register: 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)

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.

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:

- **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.
- **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 and Medical Center [Healthcare Supplier Diversity Event] at Maneeleys Banquet and Catering Facility, 65 Rye Street, South Windsor, CT. [RSVP]
- **May 13, 2015** - GNEMSDC 2nd Quarterly Meeting *Hosted by UConn*, Storrs, CT 06269; [RSVP]
- **May 18-20, 2015** - Diversity Alliance for Science 8th Annual East Coast Conference & Expo, Renaissance Newark Airport Hotel, 1000 Spring Street, Elizabeth, NJ. [Click here] for more information and to RSVP
- **May 17-23** - Tuck School of Business "Building a Successful Minority Business Program" at Dartmouth College Hanover, NH. The GNEMSDC 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** - GNEMSDC Supplier Diversity Golf Classic, Lake of Isles at Foxwoods
- **September 24-25, 2015** - GNEMSDC Trade Expo at Foxwoods
- **November 18, 2015** - GNEMSDC - MBDA - CWE Supplier Diversity Best Practices Forum at Fenway Park, Boston, MA.

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**Corporate Member of the Week: Wynn Resorts**

Wynn Resorts is the premier developer and operator of luxury integrated destination resorts and currently owns and operates properties in Las Vegas and Macau, with a new resort underway in Everett, Massachusetts. Each Wynn property has won prestigious Forbes Travel Guide Five Star awards for its hotel, restaurant and spa facilities. The company as a whole has been awarded more Forbes Five Star awards for service excellence than any other independent company in the world. The company's commitment to making every visit a once in-a-lifetime experience is what makes Wynn Resorts who we are.

Wynn Everett is a $1.6 billion resort development located on the Mystic River waterfront. The resort will include a luxury hotel, a gaming area, retail space, restaurants and bars, convention and meeting space, a spa and gym, and other recreational facilities. Wynn Everett will also feature beautiful landscaping and open space amenities, including a public gathering area with an outdoor pavilion, a waterfront harbor walk and a water transportation dock, will also be key parts of the resort.

**SUPPLIER DIVERSITY**

Wynn recognizes the importance of Minority-owned, Women-owned, and Veteran-owned Business Enterprises (M/W/VBEs) for successful development. Wynn is committed to working with these businesses throughout the design, construction and operations phases of Wynn Everett.

Once opened, Wynn Everett will generate spending of more than $125 million a year on vendor-supplied goods and services that are related to the operation and maintenance of the resort. Prior to opening, hundreds of millions of dollars will be spent on construction-related goods and services.

All vendors interested in working directly with Wynn Everett MUST be registered through the Massachusetts Gaming Commission. To register, please visit [http://massgaming.com/wp-content/uploads/6-Non-Gaming-Vendor-Registration-Form.pdf](http://massgaming.com/wp-content/uploads/6-Non-Gaming-Vendor-Registration-Form.pdf) and complete the paperwork for non-gaming vendors. Keep in mind that this process may take a couple of weeks. We recommend that vendors get the process started now!

Construction subcontractors will be licensed through Wynn's Construction Manager and do not need to register directly with the Massachusetts Gaming Commission.
For more information about Wynn Everett, and to submit your information to the Wynn Everett vendor portal, please visit: www.wynnineverett.com/vendors.html.

We look forward to working with you!

**MBE of the Week: Comfort Care Resource Group**

Compassionate care with the sense of urgency is available with Comfort Care Resource Group. Always be in the careful hands of our road expert medical team to arrive to your destination safe and sound.

Comfort Care Resource Group has been serving the Greater Boston area and neighboring locations for years. Our staff members are trained towards professionally serving you anytime you need to be in the hands of competent professionals in the areas of home care and medical transportation. We pay respect to our clients. We extend the reverence to the client-family and to everyone aboard our medical vehicle.

Our services are highly recommended and there’s a reason for that. It’s because we treat our clients as if they were our own family. We guard their health during travel or while they are at home recovering from injury, illness or a recent surgery. We offer home care programs and non-emergency transportation services.

For many of our clients, Comfort Care Resource Group is considered to be one of the leading medical transportation agencies. Throughout our service years, we have provided relief to the citizens and medical organizations in Massachusetts.

To learn more email info@ccresourcegroup.com to speak to a customer care agent.

**Special Advanced Leadership Program for Construction MBEs/DBEs**

Congratulations to all DBEs completing the first Advanced Leadership Program for Contractors.

**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.
The theme for this year's Forum is "Responsibility: Social, Economic and Environmental" featuring the phenomenal line-up of presenters.

There will be a panel discussing "Big Business, Government and Small Business Enterprise" and the panelists include Dr. Fred McKinney (Tuck School of Business), Jamie Crump (United Rentals) and state officials as well as other big business diversity leaders. Peter Gioia, from the Connecticut Business & Industry Association, will discuss the state of the Connecticut economy. In addition, the committee is still reviewing speakers on sustainability and how it impacts the bottom line.

Tuesday, April 28, 2015
8:00 AM to 4:30 PM
Anthony's Ocean View
450 Lighthouse Rd,
New Haven, CT

Register Today!

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.

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](mailto:apeters@gnemsdc.org) for a free consultation or go to [www.PrepareCT.com](http://www.PrepareCT.com) for more information.

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**Invitations for Bid and Opportunities**

- Turner Construction Project Bid - [Granite Square Garage Concrete Repairs](#) **Due 3/31**
- Turner Construction Project Bid - [Union Station/Environmental Services](#)
- CT Lottery Corporation **RFP Announcement**
- MGM Springfield - [Call for Bidders](#) - Mass Excavation; Underground MEP & Site Utilities; Foundation & Waterproofing
- City of Boston **current Bidding Opportunities**
- 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: [Human Resources Information System Analyst](#); [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](http://www.bostonfed.org/about/employment/index.htm)

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**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.

**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.

**GNEMSDC President and CEO Job Posting**

Use your leadership skills to take GNEMSDC to the next level. We are currently seeking a President/CEO to lead the execution of the organization's vision and mission. For the full job description and resume submittal instructions please click here. Resumes must be submitted by April 30, 2015.

**And Finally...**
The box above this one includes a job description for the position of President and CEO of the Greater New England Minority Supplier Development Council. I am confident that the board of directors of the GNEMSDC will find an outstanding new leader for this organization. The new leader must have experience in leading an organization. They must know their way around a spreadsheet. They must have a certain amount of savvy and poise. They must know how to sell to both corporate leaders and MBEs. But if there was one thing - one trait that I would look for in the future GNEMSDC leader, it would be passion.

Passion, or my grandfather liked to say "fire in the belly". Passion in my view is not as intangible and unmeasurable as the term suggest. I believe that passion is manifest in the behavior, specifically the zest for accomplishing a goal or mission. Passion in leadership is critical, because it is contagious to all who support the leader and more importantly the mission of the organization. Passion also is key to focus. Passionate leaders do not get distracted by the noise all around.

If you can keep your head when all about you
   Are losing theirs and blaming it on you,
If you can trust yourself when all men doubt you,
   But make allowance for their doubting too;
If you can wait and not be tired by waiting,
   Or being lied about, don't deal in lies,
Or being hated, don't give way to hating,
   And yet don't look too good, nor talk too wise:

Passion allows you to lead and not be caught up in the leadership.

If you can talk with crowds and keep your virtue,
   Or walk with Kings—nor lose the common touch,
If neither foes nor loving friends can hurt you,
   If all men count with you, but none too much;

Passion gives you the courage to take on the necessary challenges.

If you can make one heap of all your winnings
   And risk it on one turn of pitch-and-toss,
And lose, and start again at your beginnings
   And never breathe a word about your loss;
If you can force your heart and nerve and sinew
   To serve your turn long after they are gone,
And so hold on when there is nothing in you
   Except the Will which says to them: 'Hold on!'

Whether it is leading this organization or any organization, passion is necessary for success.

I know there are many passionate people in our network and those who are currently outside of our network. If you have that fire in the belly to develop minority entrepreneurs, this job might be for you.

In your service,

Dr. Fred and Rudyard Kipling ("If")