Dear Jennifer,

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.

Nominations are In!

Below please find the deadline dates and links to the Nomination Forms for the Corporations and MBEs.

**Important Deadline Dates**
- **02/20/2015** Nomination Forms due
- **03/06/2015** Nominee Information due

**MBEs** [Click here to nominate a Corporation](#)
**Corporations** [Click here to nominate a MBE](#)

Thank you for taking the time to complete the nomination Forms.

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:

- **February 24, 2015** - ISM Supplier Diversity Forum, Bryant University Douglas Pike, Smithfield RI. For more Information [click here](#).
- **February 27, 2015** - GNEMSDC 1st Quarterly Meeting hosted by Boston Scientific
- **February 27, 2015** - Certifications Panel hosted by Operational Services Division (OSD); [click here](#) for more information and RSVP
- **March 12, 2015** - CT Lottery 2nd Annual Supplier Diversity Open House, 777 Brook Street, Rocky Hill, CT
- **March 18, 2015** - Keolis Supplier Diversity Outreach, 8:30 AM - 11:30 AM, Reggie Lewis Track and Athletic Center, at Roxbury Community College, 1350 Tremont Street, Boston, MA; registration details to follow
- **March 25, 2015** - 5th Annual MBE Capital Summit at the Federal Reserve Bank of Boston
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
April 11, 2015 - GNEMSDC 40th Anniversary Awards Gala, Boston Convention and Exhibition Center
April 30, 2015 - Business Beyond Gaming at the Mashantucket Pequot Museum and Research Center
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

GNEMSDC 1st Quarterly Meeting - February 27th

We are pleased that the 1st Quarterly Meeting of the year will be hosted by Boston Scientific. This is an excellent opportunity to hear the latest news from the Council and gain new insight into doing business with our host.

The meeting will take place on Friday, February 27th from 1:00 pm to 4:30 pm in Marlborough, MA.

It is a great honor to confirm that Mr. Ratanjit Sonhem will be the keynote speaker at this event.

Internationally renowned as Mr. Stress-Free, Mr. Sonhem is an inspirational speaker, successful entrepreneur, consultant and well know radio & television personality.

Mr. Sondhe was the founder and 34-year CEO of a material science company recently acquired by The Dow Chemical Company. He credits all of his worldly success and good fortune to realizing his place in the universe and unconditionally adding value to the bigger one ...our society.

Please [click here](#) to read more about Mr. Sonhem's Bio and his success story.

GNEMSDC 40th Annual Awards Gala Registration

Registration for the **GNEMSDC 40th Annual Awards Gala** is NOW OPEN!

Learn more at [www.gala.gnemsdc.org](http://www.gala.gnemsdc.org)
(Purchase tickets by **March 15th** and save $75 per ticket.)
William M. Jennings
President & CEO, Bridgeport Hospital

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.
Please join us on Thursday April 30, 2015 for the inaugural Business Beyond Gaming Conference with the Minority Business Development Agency (MBDA), the Greater New England Minority Supplier Development Agency (GNEMSDC), and the Native American Contractors Association (NACA).

This event will be held at the Mashantucket Pequot Museum and Research Center. Click the link below for additional event information.

Please RSVP here: http://bbg2015.gnemsdc.org/

Special Advanced Leadership Program for Construction MBEs/DBEs
Friday, February 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 next session will feature:

Wesley Stith Clark Construction - Estimating, Bidding & Purchasing

- Fundamentals of construction estimating are covered
- Learn to read blueprints
- Quantify labor and material cost
- Review of standard estimators forms

Each class will feature guest presenters from the industry who will share their knowledge and opportunities. Because of the support from Connecticut DOT, the program is free to certified DBEs. Scholarships are available for other MBEs who are not currently certified by Connecticut 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@gnemscd.org.

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

---

**GNEMSDC Community Business School Opened**  
**Saturday, February 21, 2015**

The GNEMSDC Community Business School opens **Saturday, February 21, 2015**. Click on the link [CBS 2015 Spring Schedule](#) to view the schedule of seminars. For more details or to register for a seminar Call the GNEMSDC office at (203)288-9744.

---

**Institute for Supply Management- Supplier Diversity Forum**  
**February 24, 2015**

**Supplier Diversity Forum**

Register Today!

Register to attend the ISM Supplier Diversity Forum. The guest speaker will be Dr. Fred McKinney. Below is the event details:

**Date:**  
Tuesday, February 24, 2015  
Networking: 5:30-6:00 pm  
Meeting Time: 6:00-8:00 pm

**Location:**
Bryant University  
Douglas Pike,  
Smithfield, RI  02917  
Gulski Room - Unistructure Bldg

**Registration Fee:**
ISM Members:  
No Charge, included with membership  
Non-ISM Members: $30

Click here to [Register](#) for this event.
Dr. Fred will be the Keynote Speaker at the "Black Success Beyond Tomorrow Gala" at the Hartford Club on Friday, February 27. The Gala honors outstanding Black businesses in the Greater Hartford area. One honoree is Rohan Freeman of the Freeman Companies, a certified GNEMSDC MBE. Yvonne Davis of Davis Communications, is the Mistress of Ceremonies for the event. For more information on the event visit, www.smallbusinessnightout.com.

**GNEMSDC 40th Anniversary Annual Sponsorship**

We are excited to announce that in 2015, the GNEMSDC will be celebrating 40 years of Minority Business Development and Supplier Diversity. We hope that all of our certified MBEs and Corporate members will consider being an Annual Sponsor this very special year. Attached is the Sponsorship Package for 2015. Your support is greatly needed and appreciated. Annual Sponsorship Package 2015

**Corporate Member of the Week: CT Lottery**

The Connecticut Lottery Corporation (CLC) recognizes the value and importance of promoting diversity and inclusion within their organization, amongst the suppliers and retailers they do business with, and across the communities they serve.

The CLC Supplier Diversity Program is reflective of the CLC's commitment to Corporate Responsibility and incorporates the goals of the CT Department of Administrative Services (DAS). The program is designed to ensure Connecticut's small, minority-owned, businesses have an opportunity to bid on state purchases.

While they continue to consistently exceed the DAS supplier diversity goal, the CLC believes supplier diversity is a critical business strategy, so they recently boosted their commitment by launching a more robust program.

In addition to complying with DAS requirements the CLC also tracks expenditures with businesses certified by the following organizations:

- National Minority Supplier Development Council
- Women's Business Enterprise National Council
- Association for Service Disabled Veterans
- Small Business Administration

Their website now features online registration for certified diverse suppliers, easy links to view open bids in addition to employment opportunities, and a calendar showcasing upcoming events to bring diverse suppliers together with their internal buyers and prime vendors. When fully implemented, they will enhance their metrics and tracking capacity to better help monitor progress and ensure the program continues to align with their overall inclusion strategy.

The CLC does business with many different types of retailers across every community in Connecticut. Together, they responsibly contribute significant revenues to the CT General Fund- which supports education, infrastructure, public health and safety, and other much-needed community based projects.

To find out more about how to do business with the CT Lottery Corporation Click Here.

For more information visit them at www.ctlottery.org.
MBE of the Week: Bridgeport Partners, LLC d/b/a Millennial+

Barry Wade - Managing Director
Bridgeport Partners, LLC d/b/a Millennial+ analyzes consumer shifts brought about by rapid technological norming and generational reformation. We use cross-disciplinary thinking, rigorous cultural research and creative synthesis to decode millennials and the emerging alphas.

We are millennial ETH-KNOWLEDGE-ISTS who align acceptance and commerce on the consumer’s terms in their playground of mobile devices. The consultancy utilizes proven and proprietary frameworks to conduct customer and business analysis to provide creative solutions for modern brand marketers.

To learn more about Millennial+ go to millennialplus.com or call (212)856-8535.

February 2015 MBE Orientation

Pictured above are the newly Certified MBEs who attended the Massachusetts Orientation. Special thanks to our corporate member Jo Ann Schlick of Eastern Bank for presenting at the orientation.

Disney Supplier Diversity Reception, Las Vegas April 13, 2015

Walt Disney Corporation is once again hosting its annual supplier diversity reception in conjunction with the National Association of Broadcasters in Las Vegas, NV on Monday, April 13. This year Disney is collaborating with NBC Universal. Both companies are inviting MBEs in four focus categories. If you are a certified MBE in any of the categories listed below, and you are interested in marketing your services to Disney or NBC Universal, you should register for this event. If you are not in any of these four categories, please do not register, even though I know you would love the opportunity to interest Disney or NBC Universal in your company.

registration link Disney Supplier Diversity Reception Profile Submission
Focus Categories:

- **Production & Post Production:** Technology products and services related to production and post-production workflows.
- **OEM / Reseller & Systems Integration:** Broadcast related original equipment manufacturer or reseller, as well as systems integration.
- **Gaming Peripherals:** Design and manufacturing of peripherals for video game console platforms.
- **Content Management:** Collection, management and publishing of various forms of contents.

All supplier profiles must be submitted by March 8th, 2015. You will not be allowed into the event unless you have registered by March 8.

---

**Lawrence Wooten Hired as New Bridgeport MBDA Center Director**

On behalf of the GNEMSDC board of directors, I want to welcome Lawrence Wooten as the new Bridgeport MBDA Business Center Project Director. Mr. Wooten is no stranger to the GNEMSDC or the MBDA. Mr. Wooten served recently as the Chairman of the GNEMSDC board of directors and as the supplier diversity leader at Pitney Bowes. More recently, Mr. Wooten served as the President and CEO of the Western Regional Minority Supplier Development Council. Mr. Wooten has also worked for an impressive array of Fortune 500 companies including, Time Warner, MeadWestVaco, Sikorsky (UTC) and Pitney Bowes.

The Bridgeport MBDA Business Center’s goal is to develop MBEs and assist them in winning contracts. The Bridgeport Center has a particular interest in developing Native American businesses throughout the region. However, all MBEs are encouraged to consider engaging the Bridgeport MBDA Business Center. Mr. Wooten has extensive experience with many large corporations around the country and perhaps, can assist you on your next contract.

---

**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
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](http://www.PrepareCT.com) for more information.

---

**Invitations for Bid and Opportunities**

- **CT Department of Transportation Examination Announcement:** [Transportation Rail Officer 1](#) & [Transportation Rail Officer 2](#)
- Keolis Commuter Services - following new job opportunities are available: [Contract Compliance Manager](#); [Lean Specialist](#); [Signal Maintenance and Construction Apprentice](#); [Training Coordinator](#); [Human Resource Generalist](#)
- 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)
And Finally...

It was the second of the major snow storms this season. It started blowing and snowing on Sunday February 1 and by Monday everything from the NY line to Boston was closed. So that Monday morning, like every morning, despite the snow I let my two Springer Spaniels, Princess Aurora AKA Rory and Lord Bentley, AKA Bentley out to play in the snow. (Springer Spaniel breeders have this haughty tradition of giving their dogs, particularly show-dogs honorific names. Who am I to change traditions?) After a few minutes outside, I heard this uncharacteristic loud and persistent barking, so I put on my coat and snow boots and went around the back of the house through two feet of snow and found my lovely dogs had cornered a skunk.

I could immediately smell that the skunk defensively had sprayed both dogs. So I grabbed Bentley and while backing away from the skunk, I stood up underneath the four foot deck and hit the back of my head so hard that I fell to the ground. While on the ground with one dog still in hand, the skunk slinked right past my head. I am eye level with the critter, hoping that he does not also see me as a threat. Fortunately, he does not. I get both dogs into the house and the skunk runs off into the woods behind my house.

Two days and six showers later, I let them out again thinking that both the dogs and the skunk had learned their lessons and had arrived at some sort of territorial truce. Wrong! Again I hear the loud barking coming from the side of the house. I was literally on my way to work for a GNEMSDC board meeting that morning. Again, the skunk sprays both dogs. I get both dogs into the house again and into the shower for another set of showers. After my fourth shower of the morning, sans canines, and get dressed again to go the board meeting. In my haste and because by now, I cannot smell the pungent aroma of skunk on me anymore, I put on the same suit I had on when I retrieved the dogs from the skunk an hour earlier.

As soon as I walk into the office, Julia, Jose, Jennifer, Jerilynn and Diane start sniffing and they ask, "Do you smell a skunk?" I have to admit that I am the source of the offense. But now it is too late to go back home and change to be on time for the board meeting. So I start the board meeting with an apology for smelling like a skunk. It was a meeting that unfortunately, did not have the smell of success.

After the board meeting I had a meeting with New Haven Mayor Toni Harp. On the advice of all I had come within sniffing range, I returned home, took another shower put my suit in a bag and changed clothes.

I wonder if there is a lesson here for anybody other than to not let your dogs play with skunks. Or perhaps more philosophically, if you hang out with people (dogs) who hang out with skunks, don't be surprised if you smell like a skunk - and you might not even realize it!

In your service,