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.

Access Health CT Open Enrollment Closes February 15!

Reminder: Open Enrollment Closes February 15, 2015

- Small Business Health Options Program
  See How it impacts your bottom line: Small Business Health Care Tax Scenarios
- For Small Group Customer Service, Enrollment, Billing, etc., please call 1-855-762-4928 or email Shop.AHCT@ct.gov
- 10 Reasons why Access Health CT is Better for Small Business
- Click here to find out how to enroll with Access Health CT
- For more information about the Affordable Care Act (ACA) in Your State visit https://www.healthcare.gov.

If you and your employees are not insured today, you should take a look at the information above. Just recently the GNEMSDC sent out a survey to see how MBEs are doing with health insurance coverage and utilization of the ACA. The results are preliminary, but they show MBEs and their employees are significantly underinsured. If you have not taken the survey and you would like to take the survey visit - http://survey.constantcontact.com/survey/a07eah8rqymi5h4h48n/start. We will report the summary results of the survey in two weeks.

GET INSURED!!!

It's Time to Submit Your Nominations!

It is time for corporate members to provide their nominations for Suppliers of the Year, and for MBEs to provide their nominations for Corporation of the Year (Local and National), Buyer of the Year, and Advocate of the Year. Corporation members can make one nomination for each of the four categories of MBEs. Council staff can provide you information about the eligibility of the MBE and their category. MBEs will submit their nominations to the MBE Input Committee.
These awards are very important for both corporations and MBES. MBEs on the MBE Input Committee select the corporate awardees, and any NMSDC certified MBE is eligible to submit a nominee. There are not too many better ways for an MBE to say thank you to a corporate client for a job well done, than by nominating them for one or more of these prestigious awards.

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

**Important Deadline Dates**

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>02/20/2015</td>
<td>Nomination Forms due</td>
</tr>
<tr>
<td>03/06/2015</td>
<td>Nominee Information due</td>
</tr>
</tbody>
</table>

**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.

---

**Business Beyond Gaming Conference**

Please join us on Thursday, March 5, 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.

The GNEMSDC in conjunction with Connecticut DOT and the Community Capital/GNEMSDC BondSure Program will offer a special 6-week training session for MBEs/DBEs in the construction and engineering areas. This six-week program will begin on Friday, February 20 and run through March 27. Each Friday, we will have experts who will focus on:

1. Estimating
2. Bidding
3. Construction Contract Law
4. Construction Accounting and Finance
5. Construction Marketing
6. Operational Management

Each class will also feature guest presenters from the industry who will share their knowledge and opportunities. Each session will start at 8:00 AM with breakfast, each session will have a luncheon speaker, and each session will end at 4:00 PM.

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@gnemsdc.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 not to attend.

If you are interested in attending this program, contact Diane Thomas at dthomas@gnemsdc.org. Space is limited. Here is what one DBE said about the GALP program that took place this fall:

"I am pleased to report that the GALP program was outstanding. I was particularly impressed by the level of expertise of all the professors. The subject matter was appropriate and will be instrumental in growing our company and improving operating efficiencies. I was also impressed by the luncheon presenters and the advice provided.

I highly recommend this course to any entrepreneur that is interested in developing his or her management skills and improve their ability to run a more efficient company." - Ray Boa, A & J Construction, 2nd Place Winner in the GNEMSDC 2014 Shark Tank Competition.

**Black Tie Gala - February 27, 2015**

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.
The GNEMSDC Community Business School opens Saturday, February 21, 2015.

Click on the link CBS 2015 Spring Syllabus to view the schedule of seminars. For more details or to register for a seminar Call the GNEMSDC office at (203)288-9744.

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 10, 2015** - Haynes Construction Subcontractor Event (rescheduled from last week), 10:00 AM - 12:00 PM, Norwalk City Hall, 125 East Avenue, Norwalk, CT; for more information and to RSVP click here
- **February 12, 2015** - Clarke Skanska Subcontractor Open House, District Hall 75 Northern Ave, Boston MA from 4 pm - 6 pm. Call Kayla Carroll to RSVP at (617)574-1400.
- **February 18, 2015** - MBE Orientation @ 9 am to be held at the GNEMSDC Boston Office, Boston MA.
- **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 5, 2015** - Business Beyond Gaming at the Mashantucket Pequot Museum and Research Center
- **March 12, 2015** - CT Lottery 2nd Annual Supplier Diversity Open House, 777 Brook Street, Rocky Hill, CT; registration details to follow

Institute for Supply Management-CT FORUM 2015

**SAVE THE DATE!**

**Tuesday, April 28, 2015**

8:00 AM to 5:00 PM

Anthony's Ocean View

450 Lighthouse Rd, New Haven, CT

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 (GNEMSDC), 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.

This Forum is about Responsibility; helping both big and small businesses in Connecticut and providing economic stability within our world.

**Event Registration**
- **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
- **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 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](#)

**Connecticut's Commercial Property Assessed Clean Energy Program Legal Seminar - February 9, 2015 (POSTPONED)**

Pictured on the left is Adam Mocciolo Attorney, Labor, Employment Law & Employee Benefits Practice Pullman & Comley, LLC.

GNEMSDC would like to thank Adam for presenting at the Employment-Law Issues For Federal Contractors seminar that took place at our Bridgeport office on January 20th. This legal seminar was one of many presentations in the series of Pullman & Comley events being held in the near future.

The next seminar in the Pullman & Comley series has been postponed. A new date will be determined.
Corporate Member of the Week: National Grid

National Grid is an international electricity and gas company based in the UK and northeastern US. The company play a vital role in connecting millions of people safely, reliably and efficiently to the energy they use. National Grid delivers electricity and gas to approximately 7 million customers in Massachusetts, New York and Rhode Island and is the largest distributor of natural gas in the northeast US.

Supplier Diversity Program

National Grid's supplier diversity efforts began in 2009, when the company's executive team started developing a business strategy to revitalize a stagnant program. And that's when Director of Supplier Diversity, Carla Hunter Ramsey, and her team began increasing the amount of business with small and diverse suppliers and supporting local economic development. National Grid's Supplier Diversity initiatives were recently featured in the latest issue of the National Minority Business Council (NMBC) "Better Business" Magazine. Click here to read the full cover story.

Power of Connections

National Grid has also been hosting 'Power of Connections' events across its New York and New England service area since 2010, with a successful conference in Rhode Island in 2014 and one planned in Syracuse, NY for 2015. National Grid hosts the program in collaboration with other large corporations that have world-class supplier diversity programs and a whole host of organizations that certify and support small diverse business development. Among these are the U.S. Small Business Administration, Massachusetts Office of Supplier Diversity, Minority Business Development Agency, Center for Women & Enterprise, The Greater New England Minority Supplier Development Council, NYNJ Minority Supplier Development Council, Women Presidents' Educational Organization, Greater Providence Chamber of Commerce, Northern Rhode Island Chamber of Commerce, Roger Williams University, the State of Rhode Island Division of Purchases Department of Administration, Executive Chamber New York and Empire State - Minority and Women Business Development. Through "Power of Connections" and similar events, National Grid is constantly looking for opportunities to support local economic growth and develop long-term relationships with diverse suppliers.

Introducing New Corporate Member: Biogen Idec

Biogen Idec is one of the world's leading biotechnology companies. For more than 35 years, the company has developed medicines that change the lives of people living with neurodegenerative diseases, hematologic conditions and autoimmune disorders.

Biogen’s collaborations with some of the world's leading academic institutions and scientists are accelerating insights into a number of the most devastating and hard to treat diseases, like Alzheimer’s, amyotrophic lateral sclerosis (ALS) and Parkinson’s. As a global organization dedicated to improving the well-being of others, Biogen's commitments to its patients, communities and the world at large go beyond simply discovery and delivering important treatment advances.

To find out more about how Biogen Idec uses science to address some of the world's most pressing medical challenges and how they meaningfully impact people's lives, please visit www.biogenidec.com.

MBE of the Week: Unique System Skills, LLC

Unique System Skills (USS) was established in 2008 in the USA and started development center/BPO operation in India as Salvi Consulting & Recruitment Pvt. Ltd. (SCRPL) in 2009. We take the role as young, dynamic and high level executive recruitment consultants, committed to performance, quality placements and fruitful results.
We are expert strategists, helping our clients with their most complex strategic challenges and build tailored solutions to help them achieve sustained growth. We begin by helping our clients choose where to focus in order to get the most effective boost to their business. We aim to find the quickest route to success.

We connect the experienced IT Professionals with the right vacancy to accelerate the success of both candidate and client. When its time to convert paper-based patient records into electronic files, we deploy expert healthcare IT teams to get the job done. We manage large scale projects for multinational corporations. And our unique assessments help scientifically determine a candidate's best fit - beyond core skills and competencies - with the culture of a client's organization. In addition we also undertake candidate training (if required) as a complementary service to our core job. If it sounds like USS provides great people that can help, it's because we do.

For more information on USS click on the link info@systemskills.net

**BondSure**

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. For more information about BondSure go to www.bondsure.org or email alopez@genmsdc.org

**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.
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.

---

**Invitations for Bid and Opportunities**

- Haynes Construction - **Subcontractor Meeting Invitation**
- MGM Springfield - **Call for Bidder for Preliminary Fencing and Demolition**
- Greater Hartford Transit District - **Contracting 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)

---

**FYI**

- 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 Buisness 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...

One should never fail to make the distinction between activity and results. I think about this often given the amount of "stuff" we have going on in the GNEMSDC on a regular basis. This newsletter is entering its 15th year of operation. Every year, despite our attempts to keep it concise and relevant, it seems to grow in length. I wonder however, if it has become too long. I say that looking at the last few newsletters. Take this one as an example. As I look at the articles above and the information included, I am convinced that every single entry is important enough to be shared with the over 10,000 subscribers to the GNEMSDC weekly e-newsletter. But I, like the parent of a precocious child asked to make an assessment of their ability, am hopelessly biased.

In many respects, the length of the e-newsletter is a great problem to have. If we had nothing going on, the newsletter would be short or non-existent. I honestly hope that the information we provide weekly is of value to both our MBEs and our corporate members. I believe, the activities represented in the newsletter should lead to the results we are trying to foster - more business for certified MBEs in corporate supply chains and stronger MBEs. But if I am wrong, please let me know.

In your service,

Dr. Fred