Greater New England Minority Supplier Development Council e-Newsletter

January 12, 2015

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.

Business Beyond Gaming Conference

SAVE THE DATE!

Business Beyond Gaming is a groundbreaking one day conference aimed at fostering sustainable economic growth in Indian Country and increasing opportunities for Minority-owned businesses everywhere.

Attendees will gain in-depth exposure to business expert’s, innovated ideas, new tools, techniques and resources for establishing successful enterprises.

We look forward to seeing you on March 5, 2015 at Mashantucket Pequot Museum and Research Center. For more information contact Jade Melvin: Jmelvin@bridgeportmbdacenter.com

Special Advanced Leadership Program for Construction MBEs/DBEs

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.

Because of the Community Capital/GNEMSDC BondSure Program, we can offer bid and performance bond guarantees up to $100,000 for every participant who completes the program. Where else can you get $100,000 at no cost?

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 203-288-9744. 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.

Please RSVP: 1/21/15 Boston MBDA CEO Roundtable Event

On Wednesday, January 21 the Boston MBDA Business Center will hold its first Roundtable Event of 2015. This event will be held from 10am - 12pm in the Palladium Room at the Towers in the Copley Place Mall (2 Copley Place, 4th Floor, Boston). For more information or to RSVP, please contact Joanne Wang at jwang@bostonmbdacenter.com

Speakers:
Jonathan DePina, the City of Boston's Assistant Director, Capital Construction in the Property & Construction Management Department will be speaking about opportunities with the city of Boston.

Jennie Peterson, Manager of Development at Wynn Resorts, will discuss the procurement opportunities at Wynn's newest location in Everett.

Michael Randazzo, Vice President of Corporate Purchasing for Penn National Gaming, Inc. will discuss procurement opportunities at Plainridge Park Casino in Plainville, MA.
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:

- **January 15, 2015** - Northeastern University "Grow Your Own Business"
- **January 20, 2015** - Pullman & Comley Legal Seminar at: 9:30
- **January 23, 2015** - MBE Orientation at 9:00 am, GNEMSDC Bridgeport Office, 333 State Street, Bridgeport CT. Click here to RSVP.
- **January 28, 2015** - GNEMSDC 1st Quarterly Meeting hosted by Boston Scientific. RSVP
- **March 5, 2015** - Business Beyond Gaming, at Foxwoods
- **March 25, 2015** - Capital Summit at the Federal Reserve Bank of Boston
- **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
Partners HealthCare Supplier Diversity Program

What's the Supplier Diversity Program?

At Partners HealthCare, Supplier Diversity refers to the process of including diverse suppliers in our method of procurement, in order to achieve sustainable relationships and enhance competition. The Supplier Diversity Program was developed by Partners HealthCare's Material Management department in 2004.

Ingrid Beckles, Manager of Minority Business Enterprise, Partners Materials Management, says, "Partners HealthCare is committed to patient care, research, teaching, and service to the community. Our dedication to supplier diversity demonstrates our commitment to the communities in which we operate."

The Supplier Diversity Program's mission is to sustain a program that identifies, develops and builds strong partnerships with diverse suppliers. Partners is committed to increasing the supply chain spend with a diverse supplier community.

An example of this is Partners Supplier Diversity Program's relationship with Roxbury Technology Inc. (RTC). A remanufacturer of ink and toner cartridges, Partners began doing business with RTC in 2004. This Minority Woman Business Enterprise (MWBE) is located in Boston and is a model supplier. They employ local residents who are challenged in finding employment at other organizations, thus keeping these individuals off the neighborhood streets and out of homeless shelters and prisons. Ingrid adds, "We view our partnership as one way of supporting our community. Roxbury Technology provides academic scholarships and sponsors local charitable events. They represent everything we look for when choosing a diverse supplier."

Most recently, the Supplier Diversity Program was recognized with the 2014 Earl G. Reubel Award at the Healthcare Supplier Diversity Symposium, hosted by Owens & Minor. Every year the award is presented to honorees for their commitment to diversity in the health care industry. The three categories include a women/minority business entrepreneur, health care systems, and a civic leader. Winners are selected by a committee from nominations in each category.

Other information about the Supplier Diversity Program:

- The program currently consist of 3,900 suppliers
- Partners is a member of the Greater New England Minority Supplier Development Council
- The manager of supplier diversity program was 2013 advocate of the year, nominated by MBEs
- Partners received the 2014 VHA Excellence Award for Supply Chain Management
- Spend with diverse suppliers above industry average, 13% of total supply chain spend
- Member of VHA Supplier Diversity Advisory Group
- The program host annual vendor fairs to educate suppliers on how to do business with Partners
The Bernd Group has specialized in streamlining the procurement process of high tech manufacturers since 1989 when founded by its current president, Pilar Bernd. The focus is to offer a broad range of products and services that allow customers to benefit from consolidated purchasing, which eliminates long hours of research, phoning and emailing sub-tier suppliers with no progress.

These are some of the time costly practices that The Bernd Group handles with an excellent customer-centered and consistent approach.

Corporations primarily in the aerospace, transportation, construction and manufacturing sectors are assisted with The Bernd Group's highly experienced sales team. The Bernd Group's procurement and billing departments accept major credit cards, allowing you to quickly become our trading partner, utilizing state-of-the-art technology and web-based pricing documents to speed up the procurement, expediting and billing processes. They also have access to a network of over 35,000 suppliers worldwide.

The Bernd Group offers world-class service and quality to expedite your overnight and monitored purchases to ensure on time delivery, further servicing their customers with:

- Post award administration
- Extensive research capabilities
- Web Integration
- Limited visual inspection
- Quality assurance

The Bernd Group is a "Preferred Supplier" to some of the world's leading corporations such as Lockheed Martin Corp. & United Technologies Corp. They can save your company time and money by focusing on your requirements, making your buyers' transactions easy, pleasant and most importantly accurate.

Anyone who may be interested in The Bernd Group can reach their Rapid Response Team by calling 1-800-346-8835 or email info@berndgroup.com.

GNEMSDC and Dr. Fred Featured in CT Post Cover Story

Connecticut Post Article ran a Business Section cover story on the GNEMSDC and Dr. Fred on Friday, January 9, 2015. Please feel free to share and comment.

"Champion of Minority Business"

Can your business survive a disaster?

According to the Red Cross 40% of businesses do not reopen after a disaster. A Disaster Recovery Plan can increase your chances of survival. Please go to www.PrepareCT.com for more information or email Andres Lopez alopez@gnemsdc.org for one on one consultation. Get ready today to develop a Disaster Recovery Plan.

Invitations for Bid and Opportunities

- City of New Haven Invitation for Subcontractors - quotes due by today at 5:00 pm
- Skanska -Bid Addendum - Bids due by January 14, 2015 @ 10:00 am
- Haynes Construction Invitation To Bid - Second Notice; bids due: Friday, January 16, @ 5:00 pm
- Greater Hartford Transit District - Contracting Opportunities
- Keolis Commuter Services - following new job opportunities are available: Signal Maintenance and Construction Apprentice; Training Coordinator
- Federal Home Loan Bank of Boston is seeking a Recruiting Specialist / Contract Recruiter
- Suffolk Construction is currently accepting applications for a Compliance Officer
Columbia University is seeking MWBE Vendors. See details [Click here].

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. Please visit their [career website] for employment opportunities.

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]

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**Bridgeport MBDA Project Director - Job Posting**

The Greater New England Minority Supplier Development Council (GNEMSDC) is the program operator of the Bridgeport Minority Business Development Agency (MBDA) Business Center. The Center is funded by the U.S. Department of Commerce, Minority Business Development Agency. The purpose of the Center is to assist minority business enterprises with growing their sales and profits, and increasing their access to capital. The Center supports its clients by offering business critical advice and expert consulting services. The Bridgeport MBDA Business Center is one of 44 Business Centers across America. The Bridgeport MBDA Business Center has a particular focus on growing Native American business enterprises.

The Project Director is the professional responsible for the accomplishment of performance goals and metrics. The goals include contracts, client financings, exports, the establishment of maintenance of strategic relationships and job creation and retention. The position is full-time. The Project Director reports to the CEO of the GNEMSDC and works closely with other MBDA Centers across the country and the National Office of the MBDA at the U.S. Department of Commerce in Washington, D.C.

The Project Director needs to possess strong senior-level managerial and business development skills along with great oral and written communication skills. The position also requires that the person have experience in corporate and government supply chain management and minority business development. The position is available immediately.

If interested, send your resume to Diane Thomas at dthomas@gnemsdc.org.

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**FYI**

- [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.
I have been known to exaggerate a tidbit. But this is no crying wolf. I want to strongly encourage all of our corporate and MBE stakeholders to become sponsors this year. This year is the 40th Anniversary of the GNEMSDC, and we have a really special line-up of really - really special guests and speakers at all of our major events this year. Annual sponsors will get priority seating and guaranteed participation in these major events. I am not at liberty to disclose who we will have at our Annual Awards Gala on Saturday, April 11 at the Boston Convention and Expo Center, but suffice it to say, it is going to be big! And the same can be said for our Expo at Foxwoods on September 24 and 25th. We have someone lined up to be our Keynote speaker at the Expo this year that you will want to see and hear. In addition to some fantastic speakers and guests, for the Gala and Expo, we have confirmed Professor Len Greenhalgh of the Tuck School of Business to be our Keynote Speaker at the Capital Summit (March 25th) hosted this year by the Federal Reserve Bank of Boston. It is good to be back at the Fed.

Not only will your Annual Sponsorship secure your seats and participation at some historic events in 2015, this is the best way to show your love for the GNEMSDC. We need your support.

For more information about our Annual Sponsorship Packages for Corporate Members and MBEs, see the article above or visit www.gnemsdc.org. Don't delay!

In your service,

Dr. Fred