Greater New England Minority Supplier Development Council e-Newsletter

January 5, 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

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 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 6, 2015** - GNEMSDC MBE Pre-Certification Webinar
- **January 15, 2015** - Northeastern University "Grow Your Own Business"
- **January 20, 2015** - Pullman & Comley- Legal Seminar at: 9:30 am, Bridgeport Office, 333 State Street, Bridgeport CT
- **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
- **March 5, 2015** - Business Beyond Gaming, at Mashantucket Pequot Museum and Research Center, Mashantucket, CT
- **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

Local Corporate Member of the Week: Prince Lobel

Diversity Overview and Mission

At Prince Lobel, diversity and inclusion are integral to the firm’s culture of openness, transparency, and communication. We see great reward to working with lawyers, staff, and vendors that bring with them a variety of talents, skills, experiences, perspectives, and viewpoints. We believe that it is these differences that help strengthen the fabric of our community and allows us to offer clients informed, creative solutions in an enthusiastic work environment.

We long ago recognized that we had a responsibility to make a conscious, ongoing effort to ensure that our workplace reflects the community in which we live and work. It is our responsibility to provide opportunity to the youth in our community who have limited resources or options. It is our
responsibility to actively seek qualified, minority candidates to join our firm. And it is our responsibility to partner with hard-working businesses that provide local jobs and are themselves trying to build a sustainable community.

**Diversity Initiatives**

For many years, Prince Lobel has partnered with Madison Park, a high school in Roxbury, Mass. that offers its diverse population the opportunity to acquire an integrated vocational and academic education. Since 2006, the firm has provided entry-level jobs for students while they complete their studies. Virtually every firm employee works with the students, from job training to building office skills, to learning how to interact and build connections with adult professionals. We are proud that every student who has worked with us is either attending college or has graduated and is now employed full-time here at the firm or elsewhere in Boston. By reaching out to these young learners, we can help develop the next generation of professionals and improve the diversity of the workplace.

To learn more about Prince Lobel, visit us at [www.PrinceLobel.com](http://www.PrinceLobel.com).

**National Corporate Member of the Week: Ernst & Young**

**Accelerating growth, networks and access**

EY is committed to maintaining a diverse supplier base and building relationships with suppliers who reflect the market, clients and communities we serve. Our commitment to helping diverse entrepreneurs extends far beyond EY’s own efforts to team with diverse suppliers. It means enabling fast-growing business owners to reach their fullest potential through access to funding and networks, validation and boosting brand recognition.

Nearly three decades ago, we started the EY Entrepreneur Of The Year™ Program to honor those who seek to manifest their ideas, fuel the economy and create a better world for their communities. In less than two decades it has expanded to 145 cities, 60 countries and a roster that includes more than 12,000 entrepreneurs worldwide.

Recognized as one of the most prestigious business award programs in the country, the Entrepreneur Of The Year celebrates the country’s most innovative business leaders. Entrepreneur Of The Year finalists and winners receive great publicity in and beyond their communities, which contributes to valuable network-building. Participation in the awards program elevates the company’s brand awareness through exposure to diverse entrepreneurs, sponsors, judges and guests, many of whom may be seeking customers, alliances, M&A or other growth opportunities. It is more than an award, it is a lifetime network with access to advisors, speaking engagements and media profiles and interviews.

**So who’s next?** We are looking for the country’s best entrepreneurs. They’re all around us - maybe you’re one of them. But often what’s missing is the recognition and access that propels them forward even faster!Nominate a great entrepreneur today and help us make a difference tomorrow.[ey.com/us/eoy](http://ey.com/us/eoy)
Congratulations to Cheryl W. Snead, Banneker Industries

Inducted into the 2014 Hall of Fame
Cheryl Snead, Founder and Chief Executive Office of Banneker Industries was inducted into the 2014 Hall of Fame at a ceremony presented by the American Institute of Diversity and Commerce in Dallas on December 2, 2014. Mrs. Snead was one of nine executives to be inducted. GNEMSDC salutes Cheryl for this great accomplishment and are proud to have you as a certified MBE. For more information visit www.banneker.com.

Penn National Exceeds MBE Goals
Congratulations to Penn National and Turner Construction for blowing their MBE and WBE goals out of the water on the construction project in Plainville MA.

For more story on the news click here.

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

- Haynes Construction Invitation To Bid - Bids due: Friday, January 16, 2015 @ 5:00 pm
- UCONN Medical Center Academic Building Renovation - Contracting Opportunities - due Tuesday, January 6, 2015 @ noon
- Fannie Mae is conducting a RFP for General Contractors / Repair Contractors in Maine - for more information visit Fannie Mae Contracting Opportunities.
- Greater Hartford Transit District - Contracting Opportunities.
- Keolis Commuter Services is currently accepting applications for the following positions: Accounts Payable Clerk; Financial Analyst Transportation and Customer Service; Financial Analyst Engineering
- CT Lottery is currently accepting applications for following positions: Lottery Sales Representative ; Secretary
- 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
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 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...

A new year is always an opportunity to set new goals and put to rest old accomplishments. New Years is such a special time because at 12:00 AM on January 1 it is the only time that from a cash flow point of view, everyone is absolutely equal. One second after the strike of midnight, everything begins to change. Warren Buffet by 1:00 AM on the first hour of the first day of the New Year has already recorded income of well in excess of $1 million. For others, the New Year is just an extension of the old year with losses being recorded from the first moment. Like it or not, time and money is how we measure our lives and our businesses.

Although success in terms of time and money are often best achieved when they are viewed properly from the perspective of results and not goals. It is ironic how when we focus on the things that are important and true that the results tend to take care of themselves. Take our mission of creating opportunities for certified MBEs with our corporate members. When we focus on our mission, the financial health of the Council is all but assured. But when we chase the results, there is often frustration and disappointment. It is easy for us as a non-profit to be mission driven, but what about entrepreneurs who are trying to grow their businesses and become perhaps the next Warren Buffet? Can you as a certified MBE focus on a mission and be financially successful?

In business there are often tough choices that we must make. Should we hire or fire someone whose family needs the cash? Should we switch vendors, with the resulting consequences for all involved? Should we borrow more money at the possible expense of our children’s educational resources? These and other choices are part of business and life. I believe that MBEs and representatives from Corporate America can and should strive for success, and do this in ways that fundamentally works to improve the human condition. Minority business development provides us an opportunity of doing good while doing well. At times we spend more time of doing well, but we should never lose sight of the opportunity to do good. I wish everyone in our network a wonderful New Year and all of the personal and professional success. The GNEMSDC is here to help you to do well and to do good.

And I could not close without my condolences to Stuart Scott of ESPN who died this weekend after a battle with cancer. Mr. Scott graciously produced a video for the CMSDC several years ago for our Annual Awards Gala. Stuart you will be missed.

In your service,