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.

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:

- **March 2, 2015** - MBE Pre-Certification Webinar 2:00 pm - 3:00 pm [Click here to RSVP].
- **March 12, 2015** - CT Lottery 2nd Annual Supplier Diversity Open House, 777 Brook Street, Rocky Hill, CT; [Click here] for more information and to RSVP.
- **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 40th Annual Awards Gala Registration

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

Learn more at [gala.gnemsdc.org](http://gala.gnemsdc.org)  
(Purchase tickets by **March 15th** and save $75 per ticket.)

**GNEMSDC 5th Annual MBE Capital Summit**

**GNEMSDC & MBDA 5TH ANNUAL MBE CAPITAL SUMMIT**  
Hosted by  
The Federal Reserve Bank of Boston

“Bridging the Gap between MBEs and Access to Capital”

March 25th, 2015  
8:00am—1:00pm  
Federal Reserve Bank of Boston  
600 Atlantic Avenue, Boston, MA 02210

**Register**

[CLICK HERE TO REGISTER](http://example.com/REGISTER)
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.

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:

- **Doug Cunningham** - Walsh Construction Group
  - How to manage a project
  - Maximize your profits

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 MBers 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 to not attend.

**GNEMSDC Eds, Meds & Pharma: Keynote Speaker Introduction**

**William M. Jennings**  
**President & CEO, Bridgeport Hospital**

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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.

**Bryant Associates Announces New Hire**

![Image of Gary Moore with text](image-url)

Bryant Associates, Inc. is pleased to announce Gary A. Moore, Sr., PE has joined the Bryant Team as Director of Operations. Mr. Moore will be overseeing business development and daily operations for the Firm’s Mid-Atlantic offices. Mr. Moore brings a wealth of knowledge and over 33 years’ experience in water/waste water distribution, civil/site engineering, construction management, and project management; and has worked with the public and private sectors.

Mr. Moore has penned numerous papers and presentations. Additionally, he has served with USAID and the US Corps of Engineers enabling him to have a familiarity in working with other cultures and developing countries.

Please welcome Gary to the team by reaching out to him at [direct] 301.276.4014.
The Connecticut Lottery Corporation is pleased to invite you to attend its second annual Open House Event for Diverse Suppliers:

An Educational and Networking Session with CLC Prime Vendors and Potential Tier II Suppliers

Thursday, March 12, 2015 8:00 am - 12:30 pm
777 Brook Street Rocky Hill, CT 06067

Register
Corporate Member of the Week: Eastern Bank

Eastern Bank's history goes back almost 200 years. We are the largest and oldest mutual bank in the country with more than 100 banking and insurance offices throughout Massachusetts and New Hampshire. We are proud to be recognized by our customers and the community for our dedication to exceeding expectations and for making our workplace and communities a better place.

At Eastern Bank, we believe in putting our customers and colleagues first. That's why we've been nationally recognized for our superior customer service, consistently make more small business loans than any other bank in New England, and rank among The Boston Globe's "Top Places to Work."

We are firm in our belief that everyone is entitled to a fair deal and should be treated equally. For the past two years, the Human Rights Campaign's Corporate Equality Index has recognized Eastern Bank as one of the "Best Places to Work for Lesbian, Gay, Bisexual and Transgender Equality." Additionally, just last year, the Boston Business Journal named Eastern as a "Leader in Diversity" as a result of our corporate social responsibility efforts.

As part of those efforts, Eastern's Supplier Diversity program was initiated to enhance our ability to create opportunity for emerging businesses, as well as those who traditionally have had limited access to opportunity. It is our desire to have a supply chain that reflects not only our customer base, but the communities that we serve. Sourcing with designated businesses is a natural fit given these priorities. We decided we could accomplish this by including a qualified, certified vendor in all applicable RFP's. Eastern's Procurement Department serves as the advocate for designated vendors, introducing suppliers to various departments within the bank.

We require that minority business partners be certified by an established third party council or municipality. This includes, but is not limited to: Minority Owned, Woman Owned, disabled, developmentally impaired, Gay Lesbian Bi-Sexual Transgendered and Veterans groups.

Partnering with "The Greater New England Minority Supplier Council" and similar organizations helps increase our connection to a diverse marketplace, gain access to qualified minority business enterprises and network with other supplier diversity professionals. These alliances provide advice and network access to lessons learned from companies with established programs.

For more information or to contact Eastern Bank, please visit easternbank.com, @easternbank on Twitter or facebook.com/easternbank.
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, 2015.

Boston MBDA Center Featured MBE: The Fidess Group

Fidess Group’s ERPSAA division offers a unique Procurement Service for Oracle® E-Business Suite, JD Edwards and PeopleSoft Customers. We have worked with many Mid-Sized Clients with Annual Revenues of $250MM-$1B as well as dozens of Larger Enterprises with over $1B in Annual Revenues, all of whom did an Excellent job negotiating very high discounts with Oracle and every Client we have worked with was committed to moving forward with an ERP Software Purchase. In each
case, our Proprietary System which includes (expertise in Oracle’s IT Business Practices, Legal Policies and Pricing Metrics) has never once failed to result in deep cuts to the 5 Year Total Cost of Ownership a Client would have paid to Oracle, had we not been involved.

Further, there is NO FINANCIAL RISK to a Client. We charge no fees to analyze a Client’s lowest Oracle offer and we place in writing, how deeply we will reduce your costs. If we do not deliver, we are not paid. Our fee (when we do deliver) is a win-win, since our service called Active Cycle Procurement™charges a pre-agreed percentage of the savings we placed in writing. Thus, not only are our fees paid by what we save you, your cost is drastically reduced. For more details call us at: 888-970-5222 or visit our website. Thank you.

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.

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 for a free consultation or go to www.PrepareCT.com for more information.

Invitations for Bid and 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
- 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

FYI

- GNEMSDC MBE Highlight - Daniel Penn Associates Article Features
- 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 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.
Last week I gave two talks to very different organizations, yet the topics I covered were largely the same. I spoke to the Institute of Supply Management, Rhode Island chapter at Bryant University on Tuesday night and I spoke to the Business Night Out organization in Hartford, CT on Friday night. ISM asked me to come and speak to their members and some Bryant University supply chain management students on supplier diversity. On Friday in Hartford, I addressed the role of history in the development of Black businesses as part of the Business Night Out's Black History Month program. I was able to weave into both speeches the reasons why minority business development is important for large corporate organizations, minority businesses, and the community at large.

One story I told on Tuesday night was the story of how Penn National Gaming and Turner Construction have exceeded some impressive goals in the utilization of M/W/VBEs and diverse workers on the Plainville Casino project. The construction phase of the project is now almost over, and they have exceeded 20 percent M/W/VBE utilization. The message to ISM was that this does not just happen. This required commitment from the senior leadership at Penn National and Turner. It required a well-constructed plan for outreach and on-boarding of diverse firms. It required constant on-site monitoring of subs and corrective action when goals were not being met. It required treating the diverse businesses with respect. Penn National and Turner reported to me, as a member of the supplier diversity committee they created for the project, that in only one case out many diverse contracts did cost come in above expected. This is a record often not seen when there is no diversity. And in all cases, Penn National's and Turner's expectations on quality were exceeded. Supplier diversity can and does work.

On Friday night, I was honored that both Senators Richard Blumenthal and Chris Murphy, as well as Connecticut State Treasurer Denise Happier and LT Governor Nancy Wyman were in attendance to celebrate the occasion. (Also I must give a shout out to Ron Williams, Tom Davis, Jennifer Little-Greer and Vincencia Adusei for being our guest). My remarks on Friday focused on the history of Black businesses in Hartford. In researching the subject I found an interesting case of a Hartford Black entrepreneur by the name of Augustus Washington. Mr. Washington owned a daguerrotype shop in Hartford in the mid-19th Century. Daguerro typography was the first generation of image reproduction. Mr. Washington by all accounts was successfully serving the needs of both Black and White Hartford residents. And not only was Mr. Washington a successful businessman, he was also a community and political leader who advocated tirelessly for allowing Black Hartford citizens the right to vote. You see there is an unbreakable connection between economic opportunity and political opportunity for the benefit of all. Black and minority business development is not only about the success of the entrepreneur. This is about the success of us all, in the fullness of our lives.

We can do this. It takes all of us to contribute a small part. But we can do this.

In your service,

Dr. Fred