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.

Joset Wright-Lacy to Receive 2015 President’s Award

Mrs. Joset Wright-Lacy, President of the National Minority Supplier Development Council (NMSDC) will receive the 2015 President’s Award at the 2015 Awards Gala on April 11 at the Boston Convention and Exposition Center.

Mrs. Wright-Lacy is being honored for her wise leadership of the NMSDC through the most significant organizational change in the organization's history. Under Mrs. Wright-Lacy's leadership, regional councils have taken on more territory, and increased their capacity to meet the needs of corporate members and MBEs. Mrs. Wright-Lacy has also brought greater consistency across the network of 24 regional councils for the benefit of both certified MBEs and corporate members.

I am honored to present the 2015 President’s Award to Mrs. Joset Wright-Lacy. (See Press Release.)
We are very pleased to announce that Commonwealth of Massachusetts Governor Charlie Baker will be the Keynote Speaker at the 2015 GNEMSDC Awards Gala. This is a great opportunity for the GNEMSDC to meet the new Governor of the largest state in our region, and for the new Governor to learn more about our wonderful network.

"Charlie Baker was inaugurated on January 8th, 2015 as the 72nd Governor of the Commonwealth of Massachusetts.

Elected in November of 2014 on a platform of making Massachusetts great for everyone, Governor Baker’s arrival in the Corner Office continues a long, successful career in both the private sector and public service where he has worked hard to put the people of Massachusetts first. Governor Baker is committed to making Massachusetts a truly great place to live, work, start a business and raise a family. As Governor, he has pledged to work toward a growing economy with family-sustaining jobs; ensure that schools across the Commonwealth provide opportunity for every child regardless of zip code; and make Beacon Hill a true partner with our local governments to create safer and thriving communities across Massachusetts.

Over the course of his career, Governor Baker has been a highly successful leader of complex organizations in business and in government. As a cabinet secretary under Governors William Weld and Paul Cellucci, Baker helped lead efforts to reform and modernize state government. During his time as Chief Executive Officer of Harvard Pilgrim Health Care, Baker turned a company on the brink of bankruptcy into the nation’s highest ranked health care provider for six straight years."
Registration for the **GNEMSDC 40th Annual Awards Gala** is NOW OPEN!

Learn more at [gala.gnemsdc.org](https://gala.gnemsdc.org)

*(Purchase tickets by **March 15th** and save $75 per ticket.)*

**Promo Code: 40GNE**
**MBE to MBE Empowerment**
Arvin Chaudhary, Nadicent Tecnologies, LLC
Ted Hsa, Horizon Services Company
Ramesh Wadhwani, SAI Systems

**Buyer of the Year**
Greg Zifcak - DTZ
Ninos Hanna - Federal Reserve Bank of Boston
Jack Lemley - UTRC
Janice Beckner - CT Lottery
Panos Lapatas - United Rentals
Al Tawrel - Eversource

**Advocate of the Year**
Bob Pilney - The Hartford
Carole Seares - Federal Reserve Bank of Boston
Jay Wesley - Pitney Bowes
Carla Hunter-Ramsey - National Grid
Alton Moss - Pratt and Whitney
Francisco Vasquez - Eversource
Joan Davidson - UTC Aerospace Systems
David Walsh - St. Francis Hospital & Medical Center

**Corporation of the Year - Local**
Access Health CT
Citizens Bank
CT Lottery Corporation
Eversource
First Transit
Harvard Pilgrim
Pitney Bowes
Pratt & Whitney
Saint Francis Hospital and Medical Center
Travelers
Yale New Haven Hospital

**Corporation of the Year - National**
Aetna
Boehringer-Ingelheim
PerkinElmer Inc.
State Street Corporation
Wells Fargo Bank

**Category 1**
Yumi EcoSolutions, Inc.

**Category 2**
CDP Fastner Group, Inc.
Charter Oak Building Maintenance, Inc.
GBG - The Corporate Gift Source, Inc.
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:
- 8:30 AM  Attorney Smolnik will cover a range of legal issues pertaining to the construction industry
- 12:00 PM  Abul Islam will talk about his experience in growing his firm
- 1:00 PM  Attorney Alvin Bingham will cover Contract Compliance

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@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.

**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 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 13, 2015** - MBE Orientation to be held 9:00 am at the Bridgeport Office 333 State Street, Bridgeport CT; [RSVP](#)
- **March 14, 2015** - Northeastern University Employment Opportunity Info Session 10am - 12pm
- **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; [Register Here](#)
- **March 23, 2015** - Senator Warren's Second Annual Matchmaker, 8:00 am - 12:00 noon, Sheraton Framingham Hotel & Conference Center, 1657 Worcester Rd, Framingham, MA; [Click here](#) for more information and to RSVP
- **March 23, 2015** - Boston Means Business, 5:30 PM to 9:30 PM at the Boston Convention and Exposition Center (Dr. Fred is a speaker on the program where he will deliver a talk entitled “The Destruction and Resurrection of Black Businesses”..)
- **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. [RSVP](#)
- **April 11, 2015** - GNEMSDC 40th Anniversary Awards Gala, Boston Convention and Exhibition Center
- **May 6, 2015** - St. Francis Hospital Supplier Diversity Day at Maneleys Banquet and Catering, 65 Rye Street, South Windsor, CT. For more information contact Tatiana Paredes at [tparedes@stfranciscare.org](mailto:tparedes@stfranciscare.org).
- **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
A program of the U.S. Small Business Administration's American Supplier Initiative in partnership with the U.S. General Services Administration

Join Senator Elizabeth Warren at her 2nd Annual Massachusetts Business Matchmaker, an opportunity for Massachusetts businesses to connect with government procurement specialists.

Meet one-on-one with representatives from federal government agencies, prime contractors and other large commercial entities to promote your business and learn about upcoming contracting opportunities. Four workshops will also be offered to help small businesses learn how to gain access to capital, certification, and other business opportunities.

**Date:** Monday, March 23, 2015  
8:00 am - 12:00 noon

**Place:** Sheraton Framingham Hotel & Conference Center  
1657 Worcester Rd.  
Framingham, MA 01701

To RSVP for the event, please visit: [warren.senate.gov/matchmaker](http://warren.senate.gov/matchmaker)

[Click Here](http://warren.senate.gov/matchmaker) for more information.

---

**CT Lottery Open House Event with Diverse Suppliers**

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](#)
Travelers, in partnership with DiversityInc, invites you to join diversity and procurement professionals for a day of networking and discussion around what it takes to increase opportunities for supplier diversity. Speakers and a panel discussion with executives from Diversity Inc Top 50 Companies for Diversity® will share innovative ideas that move the needle and deliver results.

**Where:**
**EY, 5 Times Square**
(7th Ave. between 41st and 42nd Streets)
23rd Floor, Room BCDE
New York, NY 10036

**When:**
Tuesday, March 24, 2015
9:00 AM to 3:15 PM

Register  View Agenda

---

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

**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.

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.
2/27 United Walls Systems Event

The Council and the Boston MBDA Business Center congratulate Santiago Fernandez, President of United Walls Systems of Fitchburg, MA for the continued success of the company. United Walls continues on a high growth trajectory with success in facilities management and construction. The company was recently honored by the Mayor of Fitchburg, Lisa Wong, State Representative Stephen DiNatale, Senator Jennifer Flanagan, Larry Andrews, President of Mass Growth Capital and others at a ceremony at their offices. "Santiago Fernandez and United Walls is a great example of an MBE with the "Right Stuff" and we expect even more success in the future," said Warren Bacon, Director of the Boston MBDA Business Center.

MBE of the Week: Fitzhugh & Mariani, LLP

This law firm has been resolving complex legal problems for corporate clients since it was founded as Fitzhugh & Associates in 1986. All of our skilled and experienced attorneys have trial experience and have been in practice for more than twelve years. Using skills learned at top-tier law schools and honed within some of the world's largest law firms, consulting practices and corporations, Fitzhugh & Mariani's attorneys seek cost-effective, business-appropriate resolutions for all our clientele.

As the premier minority-owned law firm in New England, Fitzhugh & Mariani routinely handles assignments throughout New England. With offices in Boston, Massachusetts; Warwick, Rhode Island; and Hartford, Connecticut; and attorneys admitted to practice throughout the Northeast, Fitzhugh & Mariani brings consistent solutions to our clients' legal issues.

Our mission is to add value to our clients' businesses by providing the highest quality legal services at competitive rates.

To learn more about this firm, please visit http://www.fitzhughlaw.com.
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: Leading Edge Design Group

Leading Edge Design Group is a critical infrastructure specialist with vendor-neutral solutions for DataCenter, LED Lighting, and Information and Communications Technology projects. Founded in 2007, Leading Edge Design Group helps organizations design, build, and maintain systems that are reliable, scalable, and energy efficient.

Leading Edge Design Group has been named to the Inc. 5000 list of the Fastest Growing Private Companies in America and listed as the #1 Business to Watch in the State of New Hampshire. Our customers include global leaders like Anheuser Busch, Harvard University, The TJX Companies, TomTom, National Life Group, Fidelity Investments, Boston Children's Hospital, and many more.

We would love to hear from you! Visit us online or contact Todd Boucher, Principal & Founder: tmb@ledesigngroup.com, (603)-632-4507 x 300.

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
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.

**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](mailto: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](#).
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.
This week I am attending the RES Conference and Expo in Las Vegas. This conference brings together Native American Tribal leaders, Native American business leaders, and leaders in the public and private sector. To get in the spirit of the conference I am reading the book, Working in Indian Country by Larry Keown. Mr. Keown is not a member of Native tribe, so he is recounting the lessons he learned often from some very common mistakes made by non-Natives looking to conduct business with Natives. If I were to boil down the key to being successful in Native country to one word, the word would be - Respect.

As I thought about this, I realized that respect is something that all business relationships should be built on regardless of whether it is a situation involving people of different cultures, races, genders or people with similar backgrounds and beliefs. Respect should be the basis of a relationship, particularly when power, either economic or political, is not equal between the parties. For the more powerful to respect the less powerful requires humility, which has the same root word found in human and humane. It has always been my experience that showing respect is almost always reciprocated regardless of whom has the most power.

Respect in the fullness of the word and the practice is also unrelated to moral judgments of right or wrong. Wars are fought because of the lack of respect. Young Black and Hispanic men lose their lives because of the lack of mutual respect between them and "authority". Some business is never consummated because of the lack of respect. And love is lost for the lack of respect - just ask Aretha Franklin - "all I want is a little R-E-S-P-E-C-T."

I hope to be successful at this conference in building more and deeper relationships with my Native brothers and sisters. In truth I can personally claim to be Choctaw given my maternal great grandmother was "full-blooded" Choctaw. But while my personal heritage can help in building those relationships this week, nothing can overcome the failure to show respect.

In your service,

Dr. Fred