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EXECUTIVE DIRECTOR



Massachusetts

Operational Services Division

Supplier Diversity Office

Fulfilling the Promise of Access and Opportunity

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Newsletter April 30, 2011

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SDO newsletter

SDO Mar & Apr 2011
Activity

For State and Federal
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Important
The Supplier Diversity Office
FKA: SOMWBA
Relocated on April 8th, 2011
Please update your records
New Address

The McCormack Building
One Ashburton Place, Room 1313
Boston, MA 02108

Main Telephone Number 617-502-8831
Main Fax Number 617-502-8841

Supplier Diversity Office (SDO) Focus

GNEMSDC and State of MA Applying for MBDA Grant

The Greater New England Minority Supplier Development Council is applying for a Minority Business Development Agency grant that would bring a Minority Business Center (MBC) to Boston in 2011.

The GNEMSDC has agreed to partner with the State of Massachusetts on this project. The five year federal grant, if approved, would allow the GNEMSDC to open and staff a MBC. The purpose of the MBC is in perfect alignment with the goals and mission of the GNEMSDC and the State of Massachusetts Supplier Diversity Office (SDO). The goals are to increase MBE spend with corporate and public sector organizations, and to increase the capacity of MBE's in the region. David Hinson, Director of the MBDA made it clear at our March 3 "Capital and MBE Capacity Building" Summit at the Federal Reserve Bank of Boston that MBE's need to get larger through joint ventures, strategic alliances and access to appropriate capital. The MBC would assist in this effort to build larger more viable MBE's.



The target MBE's for this proposal are:

- fast-growth MBE's,
- MBE's that have the capacity grow rapidly (20 percent or more per year),
- large MBE's with the existing capacity to handle multimillion dollar - multiyear contracts with private or public sector organizations,
- MBE's trying to access global markets,
- MBE's that are in high growth targeted markets like green technology, energy, health care and telecommunications.

The MBDA will measure success by the dollar value of contracts, loans and financial investments for MBE are who participate in the MBC program.

The proposal is due early next month and we would appreciate MBE's that fall into these areas and would be interested in participating in the MBC to write a brief letter on your letterhead simply saying you are interested in learning more. Corporate members can assist our chance of being the winner in this grant competition by writing a brief letter saying that you welcome the opportunity to working with such a center to work with larger MBE's on larger contracts. Banks and financial services companies can also participate in this effort by writing a brief letter saying that your institution stands ready to provide appropriate financial support to MBE's participating in the program. All letters should be addressed to the GNEMSDC and be in by April 27. [Click here to see sample letters.](#)

The GNEMSDC and the State of Massachusetts are very excited about this program and our collaboration. We have already put together an impressive list of other strategic partners. Your assistance and your comments are welcome. We look forward to bringing a MBC to Boston. The MBC can serve corporate members, and MBE's throughout the GNEMSDC region, so even if you are not in Boston or MA, you are still welcome and eligible to participate.

Operational Services Division (OSD) Highlights



Gary Lambert was appointed Assistant Secretary for Operational Services on March 21, 2011. Prior to accepting his appointment as the head of Massachusetts' Operational Services Division, Lambert spent eleven years as a senior member of CGI's Spend Management Solutions Service Line Group where he served as Vice President for Spend Management Solutions. At CGI, Mr. Lambert oversaw Spend Management initiatives with a focus on the public sector. He was the solutions architect for the Commonwealth of Virginia's nationally recognized, award winning eVA eProcurement system. He was key contributor to the design and development of the AMS Advantage Procurement solution, recognized as one of the leading end-to-end procurement solutions in state government today. Additionally, Mr. Lambert provides thought leadership and subject matter expertise in the area of public sector spend management, and procurement.

Before going to work in the private sector, Mr. Lambert spent almost 20 years working for the Commonwealth of Massachusetts in a number of positions ultimately serving as the Deputy State Purchasing Agent for the Massachusetts Operational Services Division. In this capacity, Mr. Lambert worked as the Chief Operating Officer for a division charged with overseeing commodity, service, information technology, and health and human service procurements on behalf of the Commonwealth with annual expenditures of approximately \$2 billion. He also developed and maintained the Commonwealth Procurement Access and Solicitation System (Comm-PASS), an Internet-based solicitation distribution system and was the champion behind the multi-state eMail pilot program. Other duties during his tenure with Massachusetts included developing policy and regulations for human and social service delivery systems as well as managing the operations of 20 Commonwealth of administration and finance agencies. Mr. Lambert is a frequent speaker on the subject of spend management, and has been featured in publications such as Government Technology Magazine and Washington Technology Magazine.

Mr. Lambert earned his bachelor's degree with honors in Political Science from Suffolk University.

Patricia Wynn recently joined the Operational Services Division as Deputy State Purchasing Agent. At OSD Patricia oversees Training and Outreach Programs, the Human and Social Service Provider Audit Unit, Quality Assurance, Fleet Management, Comm-PASS (on-line solicitations and bidding), the Commonwealth Print Shop and the Surplus Property Program. Before joining OSD, Patricia served as the Senior Director for Intergovernmental Affairs in the Office of the Governor. A practicing lawyer for more than twenty years, Patricia served as the Deputy Chief Counsel of the Committee for Public Counsel Services, CPCS, the statewide public defender agency of Massachusetts. Her legal career included private practice as a sole practitioner specializing in criminal defense and bankruptcy. In addition, Patricia served as Chief Counsel to the Massachusetts House Committee on Ways and Means, Assistant District Attorney in Plymouth County, MA and staff attorney with the Solicitor's Office of the United States Department of Labor.

In 2009 Governor Patrick appointed Mr. Reginald A. Nunnally as the Executive Director of the Massachusetts Supplier Diversity Office Diversity Office formerly known as the State Office of Minority and Women Business Assistance (SOMWBA) for the Commonwealth of Massachusetts. His responsibilities will be to lead the agency to what he refers to "Beyond Certification" assisting minority and women owned small business with increasing their capacity to better be able to participate in the Massachusetts economy. As a result of the consolidation of the Supplier Diversity Program, Gary Lambert , Assistant Secretary for Operational Services has elevated Nunnally to a leadership level within OSD to continue to oversee the Supplier Diversity Program as well be responsible for policy and procedures for the Small Business Purchasing Program and the Supplier Diversity Program.



Nunnally has been involved in economic development for the past 18 plus years, initially as the Executive Director of the Grove Hall Neighborhood Development Corporation that spearheaded the redevelopment efforts on Blue Hill Avenue Corridor in Boston Massachusetts

He was the first Executive Director for the Enhanced Enterprise Community responsible for processing over \$44 million of federal funds for Empowerment Zone economic development projects. His career highlights include facilitating the process for the financing of the Mecca Mall in Grove Hall, the South End Health Center, Merengue Restaurant on Blue Hill Ave, the Best Western Round House Suites and the Hampton Inn Hotel, (the first African American owned hotel in Boston and the first hotels to be built in Roxbury since the turn of the 20th century.) These projects created over a thousand new job opportunities for residents living in the inner city . Mr. Nunnally was also the creator of Boston Connects Inc. micro loan program geared for existing business and individuals aspiring to start or expand a business within Boston's Empowerment Zone neighborhoods.

Reggie has been a past recipient of the Small Business Administration's Minority Small Business Advocate of the year award for both Massachusetts as well as all of New England, the City of Boston's Henry L Shattuck Award, Mattapan Life Time Achievement Award and ABCD's Outstanding Volunteer Award at it's 30th Annual Dinner, and is a member of the Board of Directors for the Boston Local Development Corporation, A Loan Program assisting small businesses with accessing capital in the City of Boston.

He has received his BSW from Providence College and completed his graduated studies at Boston University as well as received training at Harvard Kennedy School of Government.

Bill McAvoy currently serves as the Deputy State Purchasing Agent for Policy and Compliance and as Chief Legal Counsel in the Operational Services Division (OSD), which oversees the Commonwealth of Massachusetts procurement process for goods and services and specific operational services. In this role, Bill oversees all legal issues and matters and policy development and ensures OSD's compliance with all laws, regulations and policies and also oversees specific functional areas, including Special Education Pricing, Contract Management and OSD web content. Prior to his current role, Bill served as OSD's General Counsel for the past 11 years, where he oversaw all legal issues and matters related to the Commonwealth's procurement and contracting responsibilities in addition to all legal issues surrounding OSD's other operational services. He has served as the Chairperson of the Massachusetts Continuing Legal Education Procurement Panel and has presented at numerous NASPO and other government procurement events.

Prior to being appointed as OSD's General Counsel, Bill served for over 11 years in the Office of the Massachusetts Attorney General in numerous positions, including Budget Analyst, Procurement Manager, Assistant Attorney General, Legal Counsel for Operations, Budget Director and as Senior Counsel to the Attorney General. He also worked for several years in the private sector for several companies, including Hewlett Packard Corp. Bill received his Bachelor of Science degree in Business Administration from Merrimack College, where he majored in Marketing and minored in Spanish. He also earned his Masters degree in Business Administration from Suffolk University and his Juris Doctorate degree from New England School of Law.

Bonnie Cunningham has worked for the Commonwealth of Mass for over 31 years in six different state agencies. Her primary responsibilities have been in Human Resources and Payroll Administration. Initially she assume responsibility for budget development and maintenance as well as HR and Payroll. In her new position as Director of Administration and Finance for OSD she will have responsibility for all financial matters including but not limited to accounts receivables, account payable, payroll and budget development. She will continue in her role as the Director of Human Resources and will also have overall responsibility for office management. Ms. Cunningham earned her Bachelor's degree in Sociology from Misericordia University. Supporting her in this new role is the Administration team of Elaine LaMonica, Amy Fu, Grace McLaughlin, Susan Egidio and MaryAnn Abbott.



Division of Capital Asset Management (DCAM) Highlights

Ms. Cornelison, recently appointed by Secretary Jay Gonzalez as Commissioner of the Division of Capital Asset Management, has over 30 years of management and



supervisory experience in public and private sector organizations, including ten plus years in the neighborhood revitalization and facilities management arena. As a strong manager, she is able to present a wealth of techniques and strategies for maintaining the construction of facilities while strengthening this agency's effort to establish a consolidated management and maintenance regime for the state's considerable capital assets. Carole's prior position with the Commonwealth was as Superintendent of the Bureau of State Office Buildings, where she has served with distinction for nearly three years.

Before that Carole worked with the City of Boston as the Deputy Director of Neighborhood Housing Development. This agency grants public funds to developers of affordable housing and mixed-use projects. She managed multi-million dollar budgets; ensured projects complied with complex local, state and federal regulations; negotiated partnerships with the financial community, non-profit and private contractors, elected and appointed officials and community leaders. She initiated the City's green housing initiative, a partnership with the Massachusetts Technology Collaborative.

Carole is an Urban Planner holding a dual Masters Degree in History and Urban & Regional Planning from Cornell University and a Masters in Urban Affairs & American Studies from George Washington University.

Carole is a board member of Casa Esperanza, YouthBuild Boston and is the Chair of the Governance Committee for Victory Programs.

Client Spotlight

SKY RISE, LLC dba: SKY RISE ADVERTISING & MARKETING

Sky Rise, LLC Certifications:
SOMWBA (State Office of Minority and Woman Owned Business Assistance)
MBE (Minority Business Enterprise)
DBE (Disadvantaged Business Enterprise)
SDVOSB (Service Disabled Veteran Owned Small Business)

Sylvester Ryan

Established in 2005, Sky Rise is a multi-service advertising and marketing agency providing strategic planning for businesses. We help clients develop their corporate brand, graphic design, web design, media planning & buying (radio, TV, Web, billboard, taxi, bus), photography services, print services, special events and personalized promotional marketing solutions/ad specialist.



We offer a free 30-minute consultation to assist you with your marketing and advertising needs. We believe in building relationships built on trust, honesty and integrity.

Sky Rise provides products, services and assistance to small, medium and large prime contractors for local, state, and federal contract opportunities. We believe in teaming and collaboration to take on projects, which are beneficial for all parties concerned.

Our SDO Certifications have helped us with our current contract opportunities with MASSPORT (Massachusetts Port Authority), MBTA (Massachusetts Bay Transportation Authority, State Universities, VA Hospitals (Veterans Administration) and other MBE & DBE Firms. Sylvester Ryan, President, is proud of the relationships his company has built over the past 5 years.

Sylvester Ryan is Principal Owner and Creative Director of Sky Rise, LLC also dba Sky Rise Advertising & Marketing based in Plymouth MA. Prior to starting his agency/creative firm he was on the sales & marketing staff at WBZ NewsRadio, Viacom Boston, creating marketing solutions for the Greater Boston area radio and television networks. Ryan's first career was serving in the United States Army as a Medical Logistician, Recruiter and later became a Combat Developer and Operations Non-Commissioned Officer for the Army Medical Department Center and School. During his 20 years of service he completed his Bachelors Degree in Business Administration and served a combat tour in Operation Desert Shield and Desert Storm in Saudi Arabia. While serving he dedicated many hours of community service mentoring youth at the Boys and Girls Club. Most recently, while managing two companies of his own, he served as the President of the Friends of the Plymouth Council on Aging supporting senior citizens. Ryan, now retired from the U.S. Army also dedicates his time to support Veterans and Veterans initiatives. He found a way to support Veterans by creating the Veterans Identification Program, which issues Identification Cards to Veterans. Ryan reaches out to private corporations to offer Veterans a discount for their products and services to honor them for their service. Any company can take part in this program. To find out more go to: www.Veteransid.com or call 508-732-0007 if you are interested in offering our United States Military Veterans a discount. This program is important to Ryan, as he is a Veteran, Veteran of Foreign War and Service Disabled Veteran. If you would like to find out more about Sky Rise Advertising & Marketing go to: www.skyrisellc.com or call 508-732-0455. Ryan would like for you to know that: he has dedicated his life to helping people by serving his country, his community and he takes the same approach to helping his clients with their business needs.

Colonial Steel Corporation



Colonial Steel Corp. is a steel erection company that sets steel, precast and prestressed bridge beams as well as performing other related bridge work such as the installation of bearings, SIP forms, utility brackets, joints and rail. They also perform steel bridge repair and maintenance and do miscellaneous steel work.

Colonial Steel Corp. was incorporated in Massachusetts in March of 1996. They operate most frequently as a subcontractor, but have also performed as a general contractor. They have been in business 15 years, are WBE and DBE certified and are MassDOT prequalified for \$500,000 in the categories of Bridge: Construction, Culverts, Deck Repairs and Joints.

Colonial Steel has worked in all six districts of the MassDOT system for general contractors, state agencies and authorities and several municipalities. They have established relationships with E.T. & L. Corp., James A. Gross, Inc., R. Zoppo Corp., Mackin Construction, Massachusetts Port Authority, MassDOT, the MBTA and several municipalities.



Colonial Steel Corp.'s ability to perform work on schedule, on budget and safely is their strength.

Triunity Engineering & Management awarded Subcontract supporting MBTA Green Line Extension



Supplier Diversity Office (SDO) Disadvantaged Business Enterprise Supportive Services (DBE-SS) Program participant, Triunity Engineering & Management, was recently awarded its first subcontract supporting the MBTA Green Line Extension project.

The joint venture of the Gilbane Building Company and HDR Engineering, Inc has subcontracted Triunity to provide Advanced Conceptual Design and Preliminary Engineering for the telephone, intrusion detection, public address system, electronic message signs, CCTV, passenger assistance, elevator intercoms and WAN connection at each station.

Marvin Thomas, President of Triunity said, "Since we began participating in the DBE-SS business development program things have really taken off for us in Massachusetts. We are thankful to the Gilbane/HDR JV for reaching out to us and showing their embrace of diversity not only in their companies but also in their selection of project partners and to DBE-SS for providing training and access. This subcontract is a testament to the community that we are here to stay and that we intend to be a vital part of public projects in my home state of Massachusetts."

About Triunity Engineering & Management, Inc

Triunity Engineering & Management, Inc. provides an every growing range of technical services, to government and industry customers, including Engineering, Project Controls and Information Technology. Triunity has been selected as one of three finalists for The Denver Metro Chamber of Commerce 2011 Minority-Owned Business of the Year.

For more information go to www.triunityeng.com

Supplier Diversity Program

Each Fiscal Year the Supplier Diversity Program (fka Affirmative Market Program) sets a goal to perform better than the prior year. During FY10 we were challenged by budget reductions, causing a decrease in the Executive Branch Department FY10 discretionary spending. Despite the roadblocks, I am excited to share with you that M/WBE expenditures in FY10, were beyond anyone's expectations. Simply said, we rocked!

We are pleased to announce the online publication of the Fiscal Year 2010 Supplier Diversity Program Annual Report. The report can be viewed or downloaded online at: [Annual Report](#)

In fiscal year 2010, the combined total of M/WBE statewide expenditures for Goods and Services was \$757,117,964, which represents an increase of \$173,609,120 or 30% over FY 2009 statewide spending.

Some additional statistics and accomplishments:



- FY 2010 MBE commodities and services expenditures totaled \$250,031,260, which represents a 17% increase over FY 2009.
- FY 2010 WBE commodities and services expenditures totaled \$507,086,704, which represents a 37% increase over FY 2009.
- SDP is providing technical assistance and outreach to municipalities interested in learning about the program and expanding city and town contracting opportunities to minority and women owned businesses.
- SDP Kick Off and Networking Event attracted over 500 attendees.

I would like to thank all OSD Procurement Managers, SDP Department Officers and our SDO Advisory Board for another successful year. Lastly, I would like to acknowledge two people that helped me through this wonderful ride, SDP staff, Donna Fleser and Maria Gonzalez. Our customers and I are very lucky to have two of the most committed individuals supporting and promoting equality in the State procurement process.

If you have any questions about the FY10 AMP Annual Report please send them to SDP@state.ma.us.

DBE Supportive Services Program

DBE SS March activities included hosting "Get Connected: Access to Sales and Marketing" and Co-Sponsoring "Access to Credit and Capital" with MassHousing. In the Business Development Tract portion of the program, class participants learned the three pieces of business financials, how they are inter-related, and the ratios that can be derived from each piece. Class participants further explored how others view their financials and the simple, every day calculations they can perform to measure their financial health.

If you are a RWA DBE and are interested in any portion of the DBE SS Program, please contact Brian Ross at 617-973-8574 or Mary Richmond at 617-973-8696.

DBE SS Advisory Board

The Advisory Board has created and is in the process of finalizing a bid and change order checklist. This checklist includes components of a bid or change order that DBEs should take into consideration when preparing their quotes. The Board will also be creating model templates for DBEs to use when compiling costing data for quotes.

The Board continues to add issues to it's parking lot so as not to lose track of important items on which they may be able to offer resources and assistance to the DBE Program overall. If you have any challenges, thoughts, or comments please contact Brian Ross at 617-973-8574.

Next month the Board is excited to welcome its newest member Bernard Brown, Manager of Compliance and Diversity at MassHousing.

Opportunity Database

The Opportunity Database tallies survey responses from DBEs and Prime Contractors. Scope of work items related to highway construction are listed for Primes and DBEs to enable SDO in matching Prime Contractors' needs with available DBEs and the DBEs' specific items of work in which they are certified. The database is posted for use by Prime Contractors and DBEs alike to promote new relationships and business activity. If you are interested in participating in the survey, complete the forms below and fax them to (617) 973-8637 until April 5th. After April 8th, 2011 fax them to (617) 502-8841.

[Click on the icon for the survey tool](#)

Get Connected Events

"Get Connected: Access to Sales and Marketing" was held on Monday, March 14th, 2011. Keynote speaker; Beth Goldstein, President of Marketing Edge Consulting Group delivered a presentation to participants on "Creating a Solid Elevator Pitch" and "the brand known as you".

The elevator pitch needs to be cohesive about what you do and why it matters to who you are talking to. It's really important that the listener understands why what you do is going to have value for him/her. Your brand has to align with customer needs. Quantify what makes you better than your competitors. Talk about turn-around time. What makes you stand out? An elevator pitch is about getting someone's attention so they're going to ask you for more information. The typical adult attention span is 15 - 30 seconds. That's why when you do an elevator pitch, if you haven't gotten everything down you've lost your audience.

A brand is more than a logo. Branding can play on emotions. Other elements of branding include what you say, what you deliver, what you do, how a business performs, how a business executes who they are as a business. Execution is all about who you are. Your brand, your message, to the world is critical but you don't do it just be telling what you do - It's always about performance. It's always about execution.

What do you need to know for who your customers are? Who are they? What influences purchases? When do they buy? Why do they buy? Where do they gather data and how did they find you? You need to be asking these types of questions. You need to know how customers find you so you can go and attract more customers.

The 10 Commandments of Networking:

- Address the audience's needs - Whether it's one or 500 people, it's all about them
- Make strong eye contact - It impacts credibility and shows your confidence
- Be confident - A solid handshake, Make eye contact, Have your right hand free to shake
- Be clear and articulate - Watch tone and inflection, Minimize accents
- Pace yourself - Don't talk too fast,
- Speak in appropriate volume - Don't speak like you're addressing 500 people in an elevator
- Watch your body language - Appropriate gestures help explain your point and show your passion
- Show sincerity - Look interested, don't look bored
- Be easily approachable - Smile - Project a friendly, open manner
- Practice, practice, practice

[Click on the icon for slide presentation](#)

Up-Coming Events

Access to Leadership and Strategy : May 10, 2011 09:30 a.m.
Access to Accounting: June 13, 2011 09:30 a.m.
Access to Human Resources: June 27, 2011 09:30 a.m.

[Click Here to Register](#)

Feedback

Feedback on our events continues to be positive. This is an excerpt from an exit survey taken at our March 14th, 2011 "Get Connected: Access to Sales and Marketing" event - "Thank you for the excellent meeting with Beth Goldstein . . . She was informative, helpful, and professional in every aspect . . . Still trying to navigate the many tendrils of the WBE/DBE programs . . . Your monthly newsletters have been helpful by keeping me pretty well informed."

Disadvantage Business Enterprise (DBE)

Unified Certification Program (UCP) Update

U.S. Transportation Secretary Ray LaHood Expands Program to Help Small Businesses Participate in Transportation Programs

This rule improves the administration of the Disadvantaged Business Enterprise (DBE) program by increasing accountability for recipients with respect to meeting overall goals, modifying and updating certification requirements, adjusting the personal net worth (PNW) threshold for inflation, providing for expedited interstate certification, adding provisions to foster small business participation, improving post-award oversight, and addressing other issues. For the full Federal Register notice [Download](#).

Renewals

Reminder letters are sent out 30 days prior to the company's certification expiration date. These letters detail the documentation the company is required to submit to remain in good standing. Certifications are renewed according to the following schedules:

- MBE, WBE, MBE/WBE & NPO'S - Every 2 years - (Biennial renewal)
- DBE - Every year (Annual Review)

BID Opportunities

We strongly encourage you to go to www.comm-pass.com to learn about other bid opportunities throughout the Commonwealth.

**PUBLIC FACILITIES DEPARTMENT (PFD)
INVITATION FOR BIDS
NOTICE TO CONTRACTORS C. 149 Projects**

Invitation for General Bids: John D. O'Bryant School of Math and Science Phase II: New Stair and Plaza Repair - #6934C

For information specific to this particular bid, please contact the Bid Counter 617-635-4809

The City of Boston acting by its Public Facilities Commission, through its Director of the Public Facilities Department, 10th Floor, 26 Court Street, Boston, MA 02108, hereinafter referred to as the Awarding Authority, hereby invites sealed bids for the above-entitled project. Bids shall be on a form supplied by the Public Facilities Department, shall be clearly identified as a bid, and signed by the bidder. All bids for this project are subject to all sections 29 and 44A-J, inclusive of Chapter 149 of the General Laws, as amended, and in accordance with the terms and provisions of the contract documents entitled: John D. O'Bryant School of Math and Science Phase II : New Stair and Plaza Repair

For detail [click here](#)

Upcoming Events

Supplier Diversity Office (SDO) Pre-Certification Workshop

The SDO requires all interested businesses to attend this session in order to apply for certification as a Minority, Women, or Disadvantaged Business Enterprise. This session will run for approximately two hours. It will also include information about the regulations, qualifications, process, and other information needed to begin the certification process. This session will include information from the Supplier Diversity Program (formerly AMP) detailing the process to take advantage of upcoming opportunities for certified MBE/WBE's.

May 12, 2011 1:00 p.m. – 3:00 p.m.	Framingham	May 16, 2011 6:00 p.m.	Lowell
May 19, 2011 1:00 p.m. – 3:00 p.m.	Mansfield	June 9, 2011 1:00 p.m. – 3:00 p.m.	Lynn

[REGISTER](#)

Legal Workshop

Free Legal workshop (2 hours) for small businesses, this is part of SDO's business development and technical assistance resources. All companies may sign-up for the legal workshop. (This is not a pre-certification session.)

May 11, 2011 10:00 a.m. - 12:00 p.m.	Lawrence
June 8, 2011 10:00 a.m. - 12:00 p.m.	Framingham

[REGISTER](#)

Supplier Diversity Program (SDP) Workshop

Basic SDP Program Overview - Services and Resources for SDO Certified Businesses

This three hour training session is opened to Minority and Women-Owned Businesses, who are interested in learning how to use their SDO certification in the procurement process, find opportunities for SDP partnerships and market as an SDP participant to state entities. An overview of Comm-PASS is provided including an interactive session on how to navigate the system, search for open opportunities, and list your business as an interested bidder and other Comm-PASS features. (This workshop will be cancelled or rescheduled if the minimum number of participants (8) is not met).

Thursday, June 16, 2011 9:30 a.m. to 12:30 p.m.

How to Submit an Effective SDP Plan Training

The SDP Plan form is a requirement for all large procurements and Statewide Contracts. SDP is offering this workshop to both Certified and Non-certified Bidders who are interested in learning how to submit effective SDP Plans. The training is designed to provide all Bidders with the necessary information, resources, tools and skills to complete an SDP Plan for all types of solicitations. (This workshop will be cancelled or rescheduled if the minimum number of participants (8) is not met).

Friday, June 3, 2011 9:30 a.m. to 12:00 p.m.

SDP FY2012 Annual Kickoff and Networking Event **Save the Date!**

For the largest Minority and Women Owned Business (M/WBE) Marketing Event of its kind in the Commonwealth. Last year we had over 500 registered attendees. MBE & WBE Sellers—This is your best opportunity to meet and market your business to the Commonwealth SDP Officers, OSD Procurement Management Team Leaders/Directors, and Prime Contractors on Statewide Contracts who are looking for partnerships early in the Fiscal Year.

All State Buyers—Your time is important, don't miss this great networking opportunity to meet State Certified M/WBE Vendors. Special recognition will be given to Departments and their SDP Officers for outstanding performance.

Tuesday, September 20, 2011 8:45 a.m. to 2:00 p.m.

For complete details about SDP training and registration instructions please go to the [SDP Program and Services](#)

[page](#).

[The Massachusetts Small Business Development Center](#)

The Massachusetts Small Business Development Center Northeast Regional Office conducts free or low-cost workshops addressing a wide range of concerns for both start-up and existing businesses. Many of these programs are cosponsored with local chambers of commerce, colleges and universities, community development organizations, trade associations, banks and corporate sponsors.

[REGISTER Online](#), sbdc@salemstate.edu or phone 978-542-6343. Please remember to include your contact information including email and phone.



Had enough working for the man? Want to start anew? Mark your calendars because the Worcester Chapter of APICS and The Massachusetts Supplier Diversity Office are teaming up to give you the tools and knowledge that you need to create your own small, woman or minority owned business. Learn how to find state generated RFQ 's and bid to win. In this session, lead by the Executive Director of the Supplier Diversity Office Mr. Reginald Nunnally, you will learn how to set yourself free to fulfill your own dreams and become your own boss. Come get connected to the business meetings and forums hosted by SDO. Explore new events and upcoming opportunities planned by SDO. Learn to create hundreds of successful opportunities. Learn to develop a business plan, find financing and get your new business off the ground and certified to compete aggressively and win.

The Supplier Diversity office is an agency within the Commonwealth of Massachusetts helping to promote the development of business enterprises and nonprofit organizations owned and operated by minorities and woman. Each year the Commonwealth of Massachusetts spends more than \$4 billion dollars on goods and services for the state. More than \$240 million of those dollars are targeted for certified woman and minority businesses.

APICS The Association for Operations Management is the global leader and premier source of the body of knowledge in operations management, including production, inventory, supply chain, materials management, purchasing, and logistics. Since 1957, individuals and companies have relied on APICS for its superior training, internationally recognized certifications, comprehensive resources, and worldwide network of accomplished industry professionals.

Be part of the action and attend, **Thursday May 12, 2011** at The Manor Restaurant located at 42 West Boylston Street (Rte12) West Boylston MA. Registration and networking begin at 5:30 followed by a buffet dinner at 6:00 and presentation at 7:00. The cost for this event is \$25 which includes dinner, coffee and the presentation. Register for the event at <http://www.worcester-apics.org/>



J & J CONTRACTORS, INC.

Engineers and General Contractors

Contractor's Briefing & Networking Session

J&J Contractors, Inc. (J&J) is a construction management and general contracting firm based in historic Downtown Lowell, Massachusetts. Founded in 1997, J&J enjoys a solid record of excellent performance in a variety of public and private projects from small renovations to new construction over \$75 Million.

L.H. Daniels Associates is organizing a J&J Contractors' Briefing and Networking Session to formally introduce Minority and Women Businesses Enterprises and minority trade workers to J&J Contractors. We will also orient attendees about current and future projects, and job opportunities. J&J has performed numerous projects for the Federal Government, Commonwealth of Massachusetts, Private Clients, and Local Municipalities; and they're currently handling a high-school construction project in Plymouth, MA.

J&J Contractors is committed to utilizing local, and minority owned businesses and women owned businesses, and wants to enhance its workforce and supplier diversity profile by getting to know various M/WBE subcontractors and trade workers in the Commonwealth for this and future projects.

Aside from the Plymouth project, J&J regularly has many opportunities for Contractors and Sub-Contractors including: Site Improvements, Landscaping, Concrete Foundation & Slabs, Masonry, Rough & Finish Carpentry, Millwork, Doors & Frames, Roofing, Gypsum Wallboard System, Flooring, Ceramic Tile, Painting, Fire Protection, Plumbing, HVAC, Electrical, Voice, Cable & Data Equipment, Materials Supply and many others. J&J Contractors self-performs site work and carpentry, requiring operators, laborers and carpenters.

In order to be considered to participate in their projects, you need to complete the online Contractors Pre-Qualification Statement and email it **BEFORE Friday, April 27, 2011 at 5pm.**

If you have any questions, please call Lonnie H. Daniels of L.H. Daniels Associates at 781-704-4177.



L. H. Daniels Associates, Inc.

Business Consultant • Construction Management
Project Management • Diversity Consultant



When : May 2nd, 2011
Where: Hampton Inn & Suites
Crosstown Center
811 Mass Ave.
Boston, MA.
Time : 4:00 PM to 6:00 PM

[Click Here](#)
to RSVP
Online

If you cannot attend
[Click Here.](#)

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