



State Office of Minority and Women Business Assistance

[Home](#)
[Business Resources](#)
[Certified Businesses](#)

Newsletter March 31, 2010

DEVAL L. PATRICK
GOVERNOR
TIMOTHY P. MURRAY
LIEUTENANT GOVERNOR
GREG BIALECKI
SECRETARY
MIKE HUNTER
UNDER SECRETARY
REGINALD NUNNALLY
EXECUTIVE DIRECTOR

Newsletter

- SOMWBA Focus
- March 2010 Activity
- Renewals
- Get Connected Events
- Client Spotlight
- Community Partners Small Business Loan Program
- DBE Supportive Services Program
- The ARRA Bonding Assistance Program
- Partner Spotlight
- BID Opportunities
- Project Spotlight
- Upcoming Events

March 2010 ACTIVITY

[Newly Certified Businesses](#)
[Renewed Businesses](#)

RENEWALS

Reminder letters are sent out 30 days prior to the companies 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 and NPO'S - Every 2 years (Biennial renewal)

Companies will be contacted when their files are going to

SOMWBA FOCUS



A Message from the Executive Director

In a recent conversation with the President/CEO of the Greater New England Minority Development Council, Dr. Fred, SOMWBA has gained a greater understanding of the effects of the most recent Health Care Reform on Small Businesses and their employees.

Some of bill's main points include:

- Firms with fewer than 20 employees account for 18 percent of all private sector jobs;
- Only 49 percent of firms with 3 to 9 employees offer any type of health insurance for their employees;
- Firms with fewer than 50 employees account for 96 percent of all firms;
- High premiums are the number one reason why small firms have dropped health insurance coverage;
- It is estimated that without health care reform the numbers of uninsured Americans would grow from 46 million today to 72 million by 2040.

The monumental health care reform legislation signed into law by President Obama will impact all business, including minority businesses. In an effort to establish a baseline on health insurance issues facing MBE's, a number of MBE's were polled from the Greater New England Minority Supplier Development Council. Here are a few things they found:

- 61.2 percent of our MBE's offer health insurance for their employees;
- 26 percent of MBE's have between 2 and 5 employees and 90 percent of MBE's have fewer than 51 employees;
- 61.2 percent of MBE's reported that the high cost of health insurance impacted their ability to attract talented employees;
- 71.4 percent of MBE's reported that the high cost of health insurance negatively impacted their competitiveness;

But what does this health reform legislation mean for MBE's? Dr. Fred indicated he did not read the approximately 2,500 pages of the bill or what will likely be three times as many pages of regulations and interpretations, but some of the highlights of the bill that will impact MBE's are:

- The bill will cover an additional 32 million Americans who are currently uninsured;
- The bill eliminates the ability of insurers to not cover Americans with "pre-existing" conditions;
- Businesses with fewer than 25 employees and average wages of less than \$50,000 will be eligible for a tax credit of up to 35 percent of their health insurance premiums;
- Students will be able to remain on their parents health insurance coverage until the age of 26

be reviewed for a 6 year substantive review.

- DBE - Every year (Annual Review)

In coming weeks the Greater New England Minority Supplier Development Council will announce a minority business health care summit and information session where they will look more closely at the legislation and its impact on MBE's throughout the region.

SOMWBA thanks the New England Minority Supplier Development Council and Dr. Fred for their contribution to this focus.

Get Connected Events

"Get Connected" is a series of events geared towards providing technical assistance, access to resources, and networking opportunities for SOMWBA's portfolio of clients. For more information contact Brian Ross at (617) 973-8574 or by [email](#).

[Get Connected: Access to MassDOT & DCAM](#) This session will explain the process for becoming DCAM Certified and the requirements for MassDOT prequalification. Participants will include representatives from; U.S. DOT, MassDOT, DCAM, the SBA, First Commons Bank, Interise, Next Street, and MassHousing among others. Light refreshments will be served.

April 7, 2010, Conference Room 2 & 3 at the State Transportation Building, 10 Park Plaza 2nd Fl, Boston, MA.

10:00 AM - 10:30 AM - Registration/Networking

10:30 AM - 1:30 PM - Presentations/ one-on-one opportunities

[Get Connected: Access to the DBE Supportive Services Program](#) This is an informational session about the Disadvantaged Business Enterprise Supportive Services Program developed by SOMWBA. The Program comes in three phases and is designed to support DBEs with increasing capacity, better understanding their finances and the flow of capital, human resources, marketing, and more. Light refreshments will be served.

April 13, 2010, Conference Room 5 & 6 at the State Transportation Building, 10 Park Plaza 2nd Fl, Boston, MA.

10:00 AM - 10:30 AM - Registration/Networking

10:30 AM - 12:00 PM - Presentation

[Get Connected: Access to Capital](#) This event is designed to provide business owners with a better understanding of their options and the multiple sources of capital potentially available to them. Light refreshments will be served.

April 30, 2010, Conference Room 2 & 3 at the State Transportation Building, 10 Park Plaza 2nd Fl, Boston, MA.

10:00 AM - 10:30 AM - Registration/Networking

10:30 AM - 1:30 PM - Presentations/ one-on-one opportunities

CLIENT SPOTLIGHT

Ms. Beverley Johnson



[Bevco Associates, Inc.](#)
(MBE/WBE and DBE)

Sixteen years ago Beverley Johnson founded Bevco Associates, (MBE/WBE and DBE), during the real estate downturn in 1994 believing she could create a niche with the company's land-use planning and public involvement services

by initially focusing on neighborhood-based community economic development and transportation planning projects until the real estate market began to turn around. Today, Bevco continues to thrive in Boston and is strategically focused on broadening its reach by penetrating untapped markets in Massachusetts and the Federal government.

Beverley was the Assistant Director for Institutional Planning and Development at the Boston Redevelopment Authority. Beverley indicates she is asked by numerous associates how she manages to get so much done as a sole practitioner. She credits her conservative approach to business development. She says "her passion for all aspects of entrepreneurship, including business development, client management, and project management keep her energy flowing."

Mr. Darin H. Yee



[Total Mechanical Service Corp.](#) (MBE and DBE)

Darin Yee uses the same principles he acquired at age 9 from Uechi-ryu Karate training to steer Total Mechanical Service Corp, which he founded 26 years ago. Those principles are honesty, respect, integrity, and loyalty. Mr. Yee says, "If you don't use this philosophy in business you risk your business."

Back in 1984, Darin's business endeavor was born out of daring and necessity to support his family. His entrepreneurial opening worked out and now his children are helping him with the business. His daughter currently works with him and so do his sons. One day, Darin hopes to add his son's skills as a master electrician to the portfolio of services his firm offers. Currently, Total Mechanical offers the services of a master piper, plumber, and master refrigerator plumber. Mr. Yee's vision for his firm is to be able to offer everything which relates to mechanical service.

Mr. Yee believes the reason his firm stands apart from the competition is because they are upfront

The firm also played a key role in the successful project planning, permitting/zoning, and community support for Crosstown Center at Massachusetts Avenue. The bulk of Bevco's public involvement work is with the Massachusetts Bay Transportation Authority (MBTA). Bevco's projects include The Urban Ring, Silver Line Phase III, and renovation of the Ashmont, Fields Corner and Shawmut, Red Line stations just to name a few.

Ms. Johnson, "thanks SOMWBA for opening doors at the State level that put her firm in a position to be involved in the exciting re-development of the Boston State Hospital site, it's relationship with MHFA, their continuing work with resident groups, and business relationship with the MBTA."

With new growth opportunities on the horizon for Bevco, Beverley concedes that "it is time to develop a staffing plan."

with their customers, know when to delegate, have an ability to execute ideas and are responsible for their actions. Yee feels, "you can control what you do." This has allowed them to receive call backs from general contractors based on the fact they've received no complaints.

SOMWBA certification has opened numerous doors that otherwise people wouldn't talk with him. Earlier in his career as a foreman, he recalls being a sought after foreman. After setting up his business, those calls virtually stopped.

Darin has diversified interests. He holds a 7th degree black belt with hopes of receiving his 8th later this year. He teaches martial arts internationally. He also owns an indoor/outdoor sports facility, Jungleplex in Plymouth.

COMMUNITY PARTNERS SMALL BUSINESS LOAN PROGRAM



Business owners who are seeking financing for their businesses and have found the formal bank financing process intimidating and unfamiliar, should look into lending

assistance from banks such as [Boston Private Bank & Trust Co.](#), BPBT. They are a full-service commercial bank with a strong commitment via their board members and senior management to serve the community and surrounding areas nearest their branches. Although they've only been around 21 years spokesperson, Sarah Lamatie of BPBT points out they've had steady growth and assets of over 3 billion dollars. These assets were not gained by acquiring other smaller banks, but through their continued efforts to help with community development. Ms. Lamatie believes businesses owners who work in concert with technical assistance providers such as SOMWBA and [SBDC's](#) throughout Massachusetts aid entrepreneurs, have a smoother transition in the lending procurement process.

To meet small business needs, BPBT has developed the Boston Private Bank Community Partners Small Business Loan Program (Community Partners). As an added incentive to work through the Community Partners Program, BPBT provides reduced-cost loans, flexible underwriting and excellent customer service to small businesses. Businesses trying to preserve or create new jobs should be aware that resources are available to lower income individuals or located in low- and moderate-income areas or neighborhoods targeted for economic development by federal, state or local government. The loans are always below-market rate and no points or fees are charged. The Community Partners Program's goal is to improve access to reduced cost loans for small businesses that may have difficulty in obtaining financing from traditional bank lending programs at standard rates. Loan amounts usually are at a minimum of \$25,000, but the institution will consider loans as low as \$5,000 with lower than average interest rates for participating with technical assistance providers.

If you are interested in learning more about this program, you are encouraged to contact Anna Bautista at (617) 912-4252 or [email](#), or Sarah Lamitie at (617) 912-4312 or [email](#).

DBE Supportive Services Program

The Disadvantage Business Enterprise Supportive Services (DBE SS) Program is continuing phase III, during which participants have been enrolled in the Interise (formerly the InnerCity Entrepreneurs) program. Participants have completed the Financial overview and implementation phase and are currently finishing up its Marketing and Sales phase. The business participants will begin working on concepts of Resource management in April. The Resource phase will focus on identifying both human and financial resources needed to achieve their individual growth plans. Each business owner has used their own company as a case study as they examined their own fiscal numbers. By doing this, they have learned better ways to manage capital, assets, balance sheets, and income statements. Each business has also completed a section of their three-year business growth plan.

A prior component of phase III of the DBE SS Program was participation in the Turner Construction School of Management, a ten session program with emphasis on all aspects of the construction field including estimating, bonding, financing, general management, safety, and more. Feedback on the DBE SS Program has been overwhelmingly positive. The participating business owners are already seeing the benefits of putting their three-year business growth plans together, and are able to start moving toward growth even in this down economic time.

As the first class of business owners are continuing phase III of the Program, we are happy to announce that the recruiting process is beginning for the next season of the DBE SS Program. If you are interested in learning more about the entire program and how to become a participant please contact [Brian Ross](#) at 617-973-8574.

The ARRA Bonding Assistance Program (ARRA BAP):

Under the American Recovery and Reinvestment Act of 2009, \$20 million was allocated to the U.S. Department of Transportation's (U.S. DOT) to provide Disadvantaged Business Enterprises (DBE) with bonding assistance. The U.S. DOT's Office of Small and Disadvantaged Business Utilization (OSDBU) will provide direct reimbursement of bonding premiums and fees incurred by DBEs competing for, or performing on, eligible transportation infrastructure projects receiving U.S. DOT ARRA funding. If you have ARRA contracts that require bonding and would like SOMWBA to send you more information about the DBE ARRA BAP please contact Brian Ross at (617) 973-8574 or by [email](#).

Downloadable application is available at [website](#)

PARTNER SPOTLIGHT



Karrie Loiselle, Sr. Consumer Sales Executive
FALLON COMMUNITY HEALTH PLAN

As the healthcare debate continues on the front and back pages of newspapers, we had the opportunity to speak with our 2009 sponsor of our Human Resources forum, Fallon Community

Health Plan's Karrie Loiselle. She is the Sr. Consumer Sales Executive for Fallon Community Health Plan.

Karrie outline FCHP's health coverage, which is tailored to the many diverse needs of small business owners and their employees. FCHP main types of network coverage are, the Triple Option strategy, FCHP Direct Care, FCHP Select Care, PPO, and Fallon Preferred Care. Preferred Care allows employers the chance to offer their workers multiple products in different networks to ensure their employees plans meet their individual or family requirements. Owners and employees can choose from lower premium options to provider selectivity which offers plans with more flexibility for their employees.

FCHP has an option allowing workers the chance to pay for only what they choose. At FCHP, a \$0 co-pay exists for routine physical exams. CVS Caremark is teamed up with FCHP offering a mail at home prescription benefit for its members.

Health insurance is not all FCHP offers, they also offer something most HMO's don't, preventive dental benefits and discounts for the whole family, as a part of their standard HMO benefits package. FCHP offers a Wellness Works program providing on-site seminars and classes. This program is designed to keep workers their healthiest and most efficient by targeting their health concerns. At FCHP, a \$0 co-pay exists for routine physical exams. CVS Caremark is teamed up with FCHP offering a mail at home prescription benefit for its members. Their networks range from cost-efficient local HMO and PPO networks to more expansive multi-state 21,000 provider networks to a national and regional network of up to 600,000 providers.

Many employers believe the enrolling process is intimidating and complicated. You can receive an easy plan administration for billing, which gives



Jeff DiCiaccio, Senior Director of Purchasing
UMASS Medical School

SOMWBA works with purchasing & procurement directors who are committed to expanding their spending with SOMWBA certified businesses. Senior Director of Purchasing for the University

of Massachusetts Medical School, Jeff DiCiaccio, is a prime example of the type of supporter and advocate. SOMWBA strives to connect businesses with. Jeff DiCiaccio has been with UMass Medical School for 6 years, and has over 22 years of diverse purchasing experience in both the public and private sectors.

Jeff and UMass Medical School are partnering once again with Brian Ross, SOMWBA's Regional Director of Business Development and Client Management, in an effort to provide procurement opportunities to SOMWBA certified vendors by hosting a Diverse Vendor trade show. The event will be held in the "old" student lobby at UMass' Medical School in Worcester, MA, Wednesday May 12, 2010, 11:30 AM - 1:30 PM. It's free for participants and a tables and chairs are provided. For information, call Brian Ross at (617) 973-8574, or [email](#).

Jeff and Brian are also working together to present SOMWBA and its portfolio at the National Association of Educational Procurement's Diversity Conference (NAEP), August 1-4, 2010, in Providence, RI, which will explain SOMWBA/DBE certifications, the rigorous review process that SOMWBA enforces to ensure the businesses they certify are viable, and how end users can access SOMWBA's portfolio.

Annually, Jeff's department administers over 14,000 purchase orders valued at of over \$250 million. He oversees a procurement card program with annual numbers reaching over 100,000 transactions and \$28 million in spending. The chart below illustrates how the ongoing relationship between UMass Medical School and SOMWBA has positively impacted UMass Medical School's spending with diverse providers and increased opportunities for SOMWBA certified businesses:

	Minority	Women	Total
Fiscal 2006	\$2,406,590	\$2,153,407	\$4,559,997

small business a simple process from enrolling to premium billing through FCHP. Employees can choose different benefit plans, but the enrollment process stays the same

For additional information about FCHP's healthcare options for small businesses employees, owners are encouraged to access FCHP online at fchp.org or contact Karrie directly, at (508) 368-9419, [email](mailto:karrie@fchp.org).

Fiscal 2007	\$1,762,579	\$4,126,357	\$5,888,936
Fiscal 2008	\$717,085	\$5,651,373	\$6,368,458
Fiscal 2009	\$983,669	\$5,057,590	\$6,041,259
Qtr 1 Fiscal 2010	\$204,822	\$525,421	-

BID OPPORTUNITIES

Below are some of the many bid opportunities currently available to your business. We hope you will take advantage and bid on those contracts your business qualifies for.

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

[Download Bid](#)

Project - [Fitchburg Commuter line](#)

[Massport Opportunities](#)

Fuel, solar arrow boards, IT software inventory, Shuttle bus fleet, low sulfur fuel

PROJECT SPOTLIGHT

Public Announcement

IFB #: Haverhill PES-03262010

Stone Ballast

Bid opening date: Friday, April 9th, 2010 at 2:00 PM, EST/EDST

The Massachusetts Bay Commuter Railroad Co. LLC (MBCR) is soliciting sealed bids for Stone Ballast- in strict accordance with MBTA/MBCR specifications. Bid documents may be requested by contacting the below:

Contract Manager: [Philip Sutton](#) or 617-222-6324.

Bids will be publicly opened and read aloud at the Purchasing Materials Management Department, 70R Third Ave., Somerville, MA 02143 on the date indicated.

[MassDEP](#)

[Project List](#)

UPCOMING EVENTS

Alternate Dispute Resolution Services (Free)

Avoid costly litigation & preserve business relationships, address problems before they start. SOMWBA and Bentley University's Service-Learning Center are helping businesses resolve disputes, save money and preserve business relationships.

ADR trained students are not law school students or attorneys, but neither is necessary for dispute resolution.

Example of services

- Conflict Evaluation
- Negotiation Prep, help preparing for a negotiation
- Subcontractor – prime relationship disputes
- Payment problems, receiving payments on-time or not at all
- Contract disputes and/or non-contract disputes
- Negotiating with landlords or tenants
- Credit and/or finance issues

Contact Bentley [email](#) or [John F. Fioriti](#), 617-973-8573

Free Legal Workshops for Small Businesses

The Lawyers' Committee, in association with Wilmer Hale and SOMWBA, is hosting free business legal workshops on legal issues that many small businesses face.

The Lawyers' Committee's provides free legal assistance to small businesses on many issues, including: Contracts, Business Entity Formation, Real Estate.

Date: April 14, 2010

Time: 10:00 a.m. – 12:00 p.m.

Location: 1100 Winter Street, Bay Colony Corporate Center, Waltham, MA

Date: May 12, 2010

Time: 10:00 a.m. – 12:00 p.m.

Location: 6 South Main Street, Randolph, MA

[Sign up](#)

Business Development Forum Sponsored by Eastern Bank

Eastern Bank, 50 Central Street, Lowell, MA

Tuesday, April 13, 2010 9:30 - 11:15 am

- COMM-PASS & SMARTBID
- Locate opportunities with government and private industry
- List of programs and services available to help your business
- Benefits of certification as a minority or women owned business

- List of financial resources in Massachusetts

Presenters:

SOMWBA, OSD-MA, ICE-Interise, SBA, Women's Collaborative, MVVF

[Registration](#)

SOMWBA, Operational Services Division and Affirmative Market Program Workshop

SOMWBA, Operational Services Division and Affirmative Market Program are offering a FREE workshop designed for businesses who are interested in learning how to do business with the State.

This workshop will cover:

- Where to find bidding opportunities
- Bidding process for statewide contracts
- Where to find ARRA - federal stimulus procurement & grant opportunities
- Comm-PASS overview
- Marketing to public entities
- How to become SOMWBA certified
- How the Affirmative Market Program supports SOMWBA certified businesses

Tuesday, April 6, 2010 Holiday Inn: 700 Myles Standish Blvd., Taunton, MA.

Thursday, April 29, 2010 City of Salem: 120 Washington St. Salem City Hall 3rd floor Conf Rm, Salem, MA

Registration is required: To register for this workshop, go to the PACE JobAid for Business.

It is highly recommended that you print out the job aid and follow the instructions to register.

Details on the Connecting your Business to the Commonwealth of Massachusetts workshop can be found on the OSD training [webpage](#). If you have questions please send [e-mail](#).

SOMWBA online webinars with C S Wurzberger

[SOMWBA](#) and [C S Wurzberger](#) from [New Media Marketing Power](#) have teamed up to bring you a series of 5 web development and Internet marketing webinars. From the comfort of your office, home, log in and listen to these jam-packed, 60 min. sessions. Showcasing strategies and approaches you can use immediately to improve your marketing results.

- **Friday, April 9, 2010** 12:00 p.m. – 1:00 p.m. 5 Steps to a marketing power action plan™
- **Friday, April 16, 2010** 12:00 p.m. – 1:00 p.m. Networking and Social media

Each session is limited to only 15 participants. [Register Online](#)

April 2010 SBDC Business Workshops

BUSINESS LEGAL ISSUES

Wednesday, April 7, 2010, 6:00p.m. - 8:00p.m. (5:45 Sign-in)

Northern Essex Community College Osgood Landing, 1600 Osgood Street, No. Andover, MA FREE

DEVELOPING A BRAND ESSENCE TO CAPTURE & KEEP YOUR CLIENTS

Thursday, April 8, 2010, 8:30a.m. - 10:30a.m., (8:00 Networking and sign-in)

Salem State College Enterprise Center
121 Loring Avenue, Room 106, Salem, MA, FREE

FINANCING YOUR BUSINESS: DO YOU QUALIFY?

Tuesday, April 13, 2010, 8:30a.m. - 10:30a.m. (8:15 Sign-in)

Middlesex Community College at the Career Place
100 Sylvan Road, Woburn, MA

CASH FLOW YOUR WAY TO BREAKEVEN

Tuesday, April 13, 2010, 8:30a.m. - 10:30a.m. (8:00 Networking and sign-in)

Salem State College Enterprise Center
121 Loring Avenue, Room 106, Salem, MA

MARKETING: KNOWING YOUR NICHE

Thursday, April 15, 2010, 8:30a.m. - 10:30a.m. (8:15 Sign-in)

North Shore Community College Cummings Center, Suite 121E
181 Elliott Street, Beverly, MA

Taste Quincy Restaurant Week Returns!

Sunday, April 11, 2010 - Friday, April 16, 2010

Visit participating Quincy Restaurant League restaurants and specialty shops during this week and you'll enjoy great food at great savings! Enjoy specials such as lunch for two for either \$10 or \$15, dinner for two for either \$20 or \$30 and additional specials at other shops!

Participating establishments include: Adams Pub at the Best Western Adams Inn, Alfredos, Beni Cafe, Burke's

Seafood, Captain Fishbones, Common Market Restaurants, Coop's Bar & Grille, Fireflies, Fuji, Ginger Betty's Bakery, La Paloma, Shabu, Siros, The Stadium Bar & Grille, The View Restaurant & Tavern, and The Villa Rosa. New restaurants continue to be added! Visit [website](#) for an updated list and more information!

Workshops for Succeeding in the New Normal - Spring 2010

WPI Venture Forum Monthly Program: Find Financing, Retain Full Ownership

Tuesday, April 13, 2010 networking at 5:30 p.m., meeting from 6:30-8:30 p.m.

Worcester Polytechnic Institute Campus Center - Odeum Room
100 Institute Road, Worcester, MA 01609

[Website](#)

Non-equity financing is possible in today's challenging marketplace, as two experts will explain alternative avenues to funding at the April 13 WPI Venture Forum meeting. John Hession, partner with Cooley Godward Kronish, will discuss case studies that demonstrate the value of strategic partnerships for start-ups, and Natalie Rudolph, PhD, of Rudolph Biomedical Consulting, will explore federal research funding options through the SBIR and STTR programs.

Medical Development Group 2010 Business Matchmaking Event

Monday, April 19, 2010 from 2:30 p.m. to 9:00 p.m.

Newton Marriott
2345 Commonwealth Ave, Newton, MA 02466

[Register](#)

Come speak with medical device manufacturers looking for your innovative and cost-saving products. The 2010 Business Matchmaking Event connects buyers and suppliers in the medical device industry via 10 minute "speed-dating" match-ups to discuss specific, stated product requirements. The conversation continues informally throughout the night, building professional business relationships that last beyond the event. Boost your sales and be a part of an event with a win/win outcome for all members of the medical device manufacturing community. Appointments are limited and the registration deadline is midnight, April 14, 2010.

Plastics for Medical Devices - For the Long Run

Tuesday, April 20, 2010 from 8:00 a.m. to 5:00 p.m.

University of Massachusetts Lowell Inn & Conference Center
50 Warren Street, Lowell, Massachusetts 01852

[Website](#)

This event is a one day conference where 12 guest speakers will present on the latest developments in the area of medical plastics at the new UML Inn and Conference Center. This is a joint conference with the SPE Medical Division and ENE SPE Section & UMass Lowell Plastics Engineering and is co-sponsored by M2D2. The Massachusetts Life Sciences Center is an organization sponsor of this event.

The BIOMEDevice Forum

Wednesday and Thursday, April 21st -22nd, 2010 all day

Boston Exhibition & Convention Center
415 Summer Street, Boston, MA 02111

[Website](#)

The BIOMEDevice Executive Forum will focus on convergence and cross-sector collaborations among biotechnology, medical device, IVD, and pharmaceutical companies. This two-day conference will provide you with the resources you need to strengthen connections between key stakeholders involved in investing, partnering, licensing, and developing business opportunities in the rapidly growing market for innovative healthcare products. MLSC President & CEO Dr. Susan Windham-Bannister will co-chair the event, and will moderate the session "Technology Transfer: Can Academic Institutions Bridge the Innovation Gap?" on Wednesday at 2:00 p.m.

Your First Business Plan

Plan for your business future in these uncertain economic times. Topics will include business planning, financing and marketing. Presented by Keith Girouard, Regional Director of the Berkshire Regional Office of the MSBDC
MSBDC Berkshire Regional Office, 75 North Street, Suite 360, Pittsfield, MA

Thursday, April 29, 2010, 9:00 a.m. - 12:00 noon Cost: \$25

Health Information Technology: Saving Lives, Reducing Costs, and Creating Jobs

Thursday, April 29, 2010 from 1:30 p.m. to 7:00 p.m.

Friday, April 30, 2010 from 8:30 a.m. to 4:15 p.m.

Weston Waterfront Hotel
425 Summer Street, Boston, MA 02210

[Register](#)

Join Governor Patrick, U.S. Secretary of Health and Human Services Kathleen Sebelius, National Coordinator for Health Information Technology Dr. David Blumenthal, and the Massachusetts healthcare community to discuss how we can successfully implement health information technology and health information exchange.

2010 Awards Gala Weekend

Presented by: Greater New England Minority Supplier Development Council and Minority Business Enterprise

Input Committee

Friday, April 23, 2010 Boston MA
Westin Copley Place,
Sports, Media and Minority Entrepreneurship Conference 12:00 p.m. - 7:00 p.m.

Saturday, April 24, 2010 Boston MA
Fairmont Copley Plaza, VIP RECEPTION 5:30 p.m.
Reception 6:00 p.m./ Awards Gala 7:00 p.m.
Black Tie

Special Guests

Awards Gala Keynote Speaker
Earvin "Magic" Johnson, Jr., Chairman and CEO, Magic Johnson Enterprises

Deval Patrick, Governor of the State of Massachusetts -
2010 GNEMSDC President's Award Recipient

Wendy Lewis, Sr. VP, Diversity and Strategic Alliances, Major League Baseball, Office of the Commissioner
Herschel Walker, Chairman and CEO, Herschel Walker Enterprises



MassHousing

MassHousing, an agency that spends millions of dollars annually with businesses owned and operated by women and minorities has announced its 20th Anniversary Minority and Women Business Enterprise Trade Fair. The Trade Fair will be held **Wednesday, April 28, 2010** in Randolph in the Grand Ballroom at Lombardo's, 6 Billings Street, Randolph, MA 02368. The Reception and Attendee Registration begins at 5:00 PM and includes a light complimentary buffet. For more information or to register online, visit the MassHousing [website](#) and click on Diversity Programs under Popular Links, or you can call the Compliance and Diversity information line at (617) 854-1825.

SBA CAPE & ISLANDS SMALL BUSINESS RECOVERY EXPO

FREE EXPO Since recovery began, the SBA has provided \$22 billion in supported lending to over small businesses. Meet the people who can help you survive economic conditions! Learn about: Low interest Rate Financing, Business Mentoring, Procurement Technical Export Assistance , and more...

Thursday APRIL 29, 2010 7:30a.m.-11:30a.m.

Cape Codder Resort 1225 Iyannough Road Hyannis, MA

Registration and networking 7:30 a.m. - 8:00 a.m.

Business Excellence Awards 8:00 a.m. - 8:20 a.m.

Expert Panel Presentation 8:30 a.m. - 10:00 a.m.

One-to-one with Lenders, 10:00 a.m. - 11:30 a.m.

Technical Assistance Providers and Federal & State Agencies

FOR MORE INFORMATION AND REGISTRATION CONTACT:

Chris Carter at 617-565-5560 or [email](#)

This event is planned in Partnership with Coastal Community Capital and the Cape Cod Chamber of Commerce.

[Website](#)

Copyright © [State Office of Minority and Women Business Assistance](#)

10 Park Plaza, Suite 3740

Boston, MA 02116

Phone 617-973-8692