Greater New England Minority Supplier Development Council

GNEMSDC

CT · MA · ME · NH · RI · VT

Introduction to the GNEMSDC

Monday June 21, 2010

Basketball Hall of Fame, Springfield MA

Greater New England Minority Supplier Development Council (GNEMSDC)

- Merger Between NEMSDC and CMSDC January 2009

Greater New England Minority Supplier Development Council (GNEMSDC)

- Merger Between NEMSDC and CMSDC January 2009
- Regional Affiliate of NMSDC
- Mission is to connect Corporate America to Certified Minority Business Enterprises (MBEs)

The Key Stakeholders

250 Corporate Members	450 Certified MBEs
• Local Corporate Members • National Corporate Members	• Local MBEs (Six State Region) • Reciprocal MBEs • Corporate Plus MBEs • $120 Billion in MBE sales nationally

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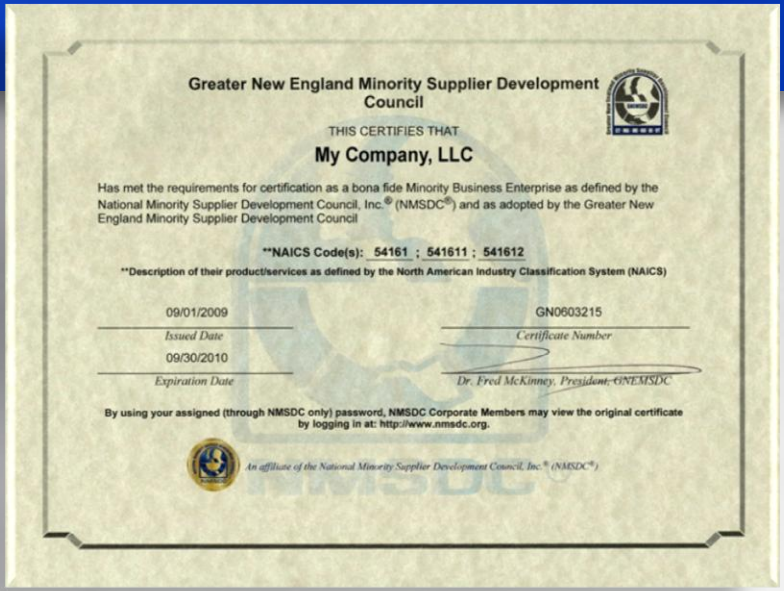
Activities



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THIS CERTIFIES THAT

My Company, LLC

Has met the requirements for certification as a bona fide Minority Business Enterprise as defined by the National Minority Supplier Development Council, Inc.® (NMSDC®) and as adopted by the Greater New England Minority Supplier Development Council

**NAICS Code(s): 54161 ; 541611 ; 541612

**Description of their product/services as defined by the North American Industry Classification System (NAICS)

09/01/2009
Issued Date

GN0603215
Certificate Number

09/30/2010
Expiration Date

Dr. Fred McKinney, President, GNEMSDC

By using your assigned (through NMSDC only) password, NMSDC Corporate Members may view the original certificate by logging in at: http://www.nmsdc.org.

An affiliate of the National Minority Supplier Development Council, Inc.® (NMSDC®)

- Certify MBEs
- Promote Corporate MBE Programs
- Share Opportunities for MBEs with Corporate Members
- Develop MBE Capacity
- MBE Executive Education Programs
- Networking Opportunities
- Publicize MBEs and Corporate Members
- Weekly e-Newsletters
- Promote Corporate to MBE Activity through events such as
  - Trade Shows, Quarterly Meetings, Seminars, Golf Outings

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Minority Groups Buying Power

Minority groups' share of $10 trillion U.S. consumer market is growing steadily, according to annual buying power study

Source: Terry College's Selig Center for Economic Growth

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Connection Between MBE Development and Corporate Goals

- MBE Development Creates Consumers with Greater Disposable Income
- MBE Development increases consumer confidence
- MBE Development develops a pipeline of high quality employees
- MBE Development offers insight into an expanding market of consumers and producers
- MBE Development increases competition in your supply base

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Keys to Building A Great MBE Program

- Board and CEO Commitment
- Building a MBE Supplier Development Team
- Establishment of Goals & Strategies
- Opportunity Assessments
- Development and Maintenance of Supplier Database
- Identification of Second Tier Opportunities
- Working with GNEMSDC

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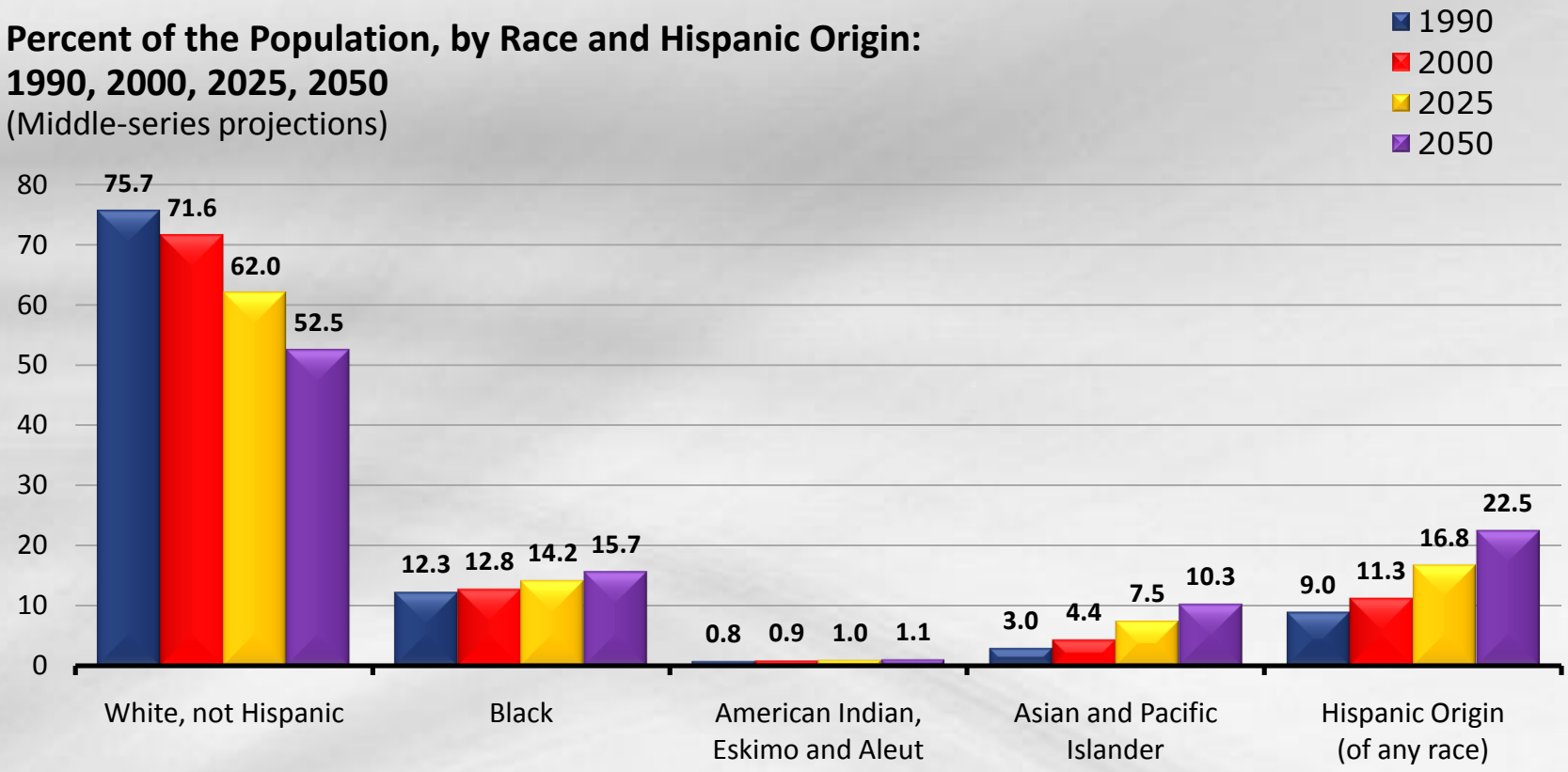
Population by Race & Hispanic

Percent of the Population, by Race and Hispanic Origin: 1990, 2000, 2025, 2050
(Middle-series projections)



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Thank you

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