

Greater New England Minority Supplier Development Council

Capital and Minority Business Capacity Building Summit

**Thursday, March 3, 2011
8:30 A.M. - 5:00 P.M.**



**Federal Reserve Bank of Boston
600 Atlantic Ave, Boston, MA 02210**

Agenda

8:30 to 9:00 Registration

8:50 to 9:30 Continental Breakfast

- David Hinson, National Director, *Minority Business Development Agency*
- Lynn Brown, Executive Vice President, *Federal Reserve Bank of Boston*

9:30 to 10:45 Panel Discussion 1:

State Treasurers in the Public Sector Capacity

- Denise Nappier, Treasurer, *State of CT*
- Chip Flowers, Treasurer, *State of DE*
- Steve Grossman, Treasurer, *State of MA*
- Dr. Len Greenhalgh, Professor, *Tuck School of Business*

10:45 to 12:00 Panel Discussion 2:

The Role of Private Equity Firms, Venture Capitalists and Banks

- Ron Walker, President, *Next Street Financial*
- Peter Hurst, President/CEO, *The Community's Bank*
- Ed Powers, Managing Director, *Bank of America Capital Access Funds*
- Charles Grigsby, President/CEO, Moderator, *Massachusetts Growth Capital Corporation*

12:00 to 1:00 Lunch:

Keynote speaker- Ralph Moore, President/CEO, *RGMA*

1:30 to 2:45 Panel Discussion 3:

Effective Relationships with Funding Sources

- Gary Heidel, Sr. Vice President, *Business Banking, Citizens Bank*
- Mark Harrison, President/CEO, *Business Consortium Fund*
- Carlyle Peake, Chief Operating Officer, *Aladdin Capital*
- George Donnelly, Moderator, *Boston Business Journal*

2:45 to 4:00 Panel Discussion 4:

Case Studies: the Large MBE's Perspective

- Carl Highsmith, Retired Vice Chairman, *Specialized Packaging Group*
- Gary Stiffler, President/CEO, *The Matlet Group*
- Kelvin Bernard, President/CEO, *Total Technical Services*
- Dwain Carver, Moderator, *Procter and Gamble*

4:00 to 4:15 Closing Remarks:

Dr. Fred McKinney, President/CEO, *GNEMSDC*



Message from...

**Fred McKinney, President & CEO
Greater New England Minority
Supplier Development Council**

“It is a great pleasure to convene this meeting of thought leaders on the important topic of “Capital and Minority Business Capacity Building”. We have heard often and loudly from the corporate membership of the GNEMSDC that the greatest opportunities for

MBEs will be for those MBEs who provide mission critical goods and services and have the capacity to deliver on a national or global scale. It is incumbent on our organization to foster initiatives and share information about how to make this happen for the benefit of corporate members, MBEs and the broader community. I hope that this event represents the beginning of a concerted effort to build MBE capacity throughout the region by sharing information and best practices. On behalf of the GNEMSDC board of directors, we thank you for your attendance, participation and support.”

GNEMSDC Upcoming Events

April 28: Awards Banquet - Aqua Turf, Plantsville, CT

May 11: 2nd Quarterly Meeting - Raytheon, Waltham, MA

May 18: NMSDC Awards Gala - New York City

July 15: Golf Outing - Lyman Orchards Golf Club, Middlefield, CT

August 11: 3rd Quarter Meeting - EMC Corporation Hopkinton MA

July 19-21: NMSDC Quarterly Meeting, Boston, MA

September 26-28: Trade Expo - MGM Grand at Foxwoods- Mashantucket, CT

October 30: NMSDC Conference and Business Opportunity Fair, Atlanta, Georgia

December 1: Holiday Card Exchange, New Haven, CT

December 8: 4th Quarter Meeting - RBS Citizens Bank, Providence, RI

December 8: Holiday Card Exchange - Providence, RI

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