

THE ART OF ENTREPRENEURSHIP



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The Blueprint for Corporate and Minority Business Success

2014 NMSDC CONFERENCE +
BUSINESS OPPORTUNITY FAIR
NOV. 2-5 | ORLANDO, FL

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WRMSDC Recognizes Three Regional Supplier of the Year Winners

- ➡ **CLASS I** (Annual Sales Less Than \$1 Million): **Enterprise Publisher, Inc.** (Henderson, NV)
- ➡ **CLASS II** (Annual Sales Between \$1 Million and \$10 Million): **D and B Painting Company, Inc.** (Oakland, CA)
- ➡ **CLASS IV** (Annual Sales Greater Than \$50 Million): **World Wide Technology, Inc.**—WRMSDC MBE Annual Sponsor (Maryland Heights, MO)
- ➡ **CLASS IV:** **ATR International, Inc.** (Sunnyvale, CA)

[Review the Entire List Here](#)

FRIENDS, CONNECTIONS, FOLLOWERS...

➡ Choose whichever route you'd like to go and join us!



PRESIDENT'S PERSPECTIVE



Hello, and welcome to the October edition of the WRMSDC Newsletter. My message is about **finding your passion and committing to its success**. The word passion is used often in our daily lives. I firmly believe that

finding your true passion will lead to greater success. Committing the time and effort will result in a true return on your investment.

I was recently recognized by the Greater New England Minority Supplier Development Council for my many years of service on the board and as a Corporate Member. As I was giving remarks during the acceptance of the award, I talked about commitment and passion for Supplier Diversity. I spoke on the fact that I found my passion in assisting diverse suppliers in growing their business and finding opportunities to work with corporations. I spoke on the fact that I was committed to success and ensuring diverse suppliers were given a fair opportunity to compete. As I was speaking, I realized that over the years Supplier Diversity has become more than a job or profession. Supplier Diversity is my passion, and it's in my DNA. I realized that this passion has allowed me to grow as a person and play a small role in the success of small businesses across the country. I realized by

finding my passion and committing to its success, I've been given more than I ever expected in terms of a career.

I encourage you all to find your passion and commit to its success. Finding your passion and committing to its success will turn the daily task of a job into a labor of love. Whether you are an entrepreneur, Supplier Diversity professional, or Supply Chain professional, it does not matter.

"Finding your passion and committing to its success will turn the daily task of a job into a labor of love."

Take advantage of the abilities given to you, and I am confident you will achieve success.

In closing, Melissa and I will be attending the NMSDC National Conference in Orlando, Florida next week. We hope to see you there. The conference is a perfect place to realize your passion.

In Your Service,

A handwritten signature in black ink that reads "Lawrence B. Wooten". The signature is written in a cursive, flowing style.

Lawrence B. Wooten

NOTEWORTHY NEWS

Are you Involved in The Bigger Discussion?

Joset Wright-Lacy, CEO of NMSDC,
partners with the top leaders in
Supplier Diversity



➡ [The BIGGER DISCUSSION III Attracts Top Leaders in Supplier Diversity.](#) The Future of Supplier Diversity III panelists were **Scott A. Vowels**, moderator, The Bigger Discussion cofounder; **Joset Wright-Lacy**, president and CEO, NMSDC; **Gerald Fernandez**, president and CEO, Multicultural Food Service & Hospitality Alliance; **Pamela Prince-Eason**, president and CEO, Women's Business Enterprise National Council; and **Richard Huebner**, president and CEO, Houston MSDC. For more information on future events and to view the conversation visit www.thebiggerdiscussion.com.

Nevada Supplier Diversity News

➡ [Nevada MBE Xavier Peterson, CEO of Quality Investigations Security Services \(QI\), awarded a \\$63 million, five-year contract with the Department of Transportation and NASA headquarters.](#)

➡ [SBA Announces New Nevada Deputy District Director, Robert Holguin](#)

On the Upcoming National Minority Supplier Development Council Conference in Orlando

➡ Are you Ready? The National Minority Supplier Development Council's [Conference and Business Opportunity Fair](#) is November 2-5 at the Orange County Convention Center in Orlando, Florida. The conference is expected to bring \$30 million in economic impact, 6,000 corporate executives, procurement officers, Supplier Diversity professionals, and minority-owned businesses.

➡ Read the [NMSDC Pre-Conference E-Newsletter](#) and gain insight on **International MBE Day** & the **Conference Speakers List**. Also offered is the **NMSDC Mobile Conference App** that provides the schedule of workshops, speakers, and exhibitors guide, which will allow for the ultimate Conference route planning experience.

NOTEWORTHY NEWS

Congratulations to Nevada MBE

➡ **Quincy Branch** ←

President & CEO

Branch Benefits Consultants

For recognition as a **Young Gun in Insurance** by Business America magazine!



➡ **Quincy** was nominated by his peers around the country for this award. **Shaundell Newsome, Founder of Sumnu Marketing**, celebrates Quincy as a family member to their firm and had this to say: "Quincy has always been a great master of his craft when it comes to service to his clients. He pushes the envelope to assure he does the right thing in educating the public about insurance. He truly deserves this award."

GET INVOLVED! JOIN OUR

MINORITY BUSINESS ENTERPRISE INPUT COMMITTEE

(Shown Right)

Make sure and **VOTE** for your three new Committee Members between November 7 and November 14! WRMSDC will disperse the ballot on the 7th.

HispanicBusiness.com releases 2014 Best Companies for Diversity, recognizing a few WRMSDC Annual Sponsors



➡ WRMSDC Annual Sponsors - **Wells Fargo, Pacific Gas and Electric Company, Comcast, and MGM Resorts International** – are among the 17 "Stalwarts of Diversity" since 2005. Also on the list are **MUFG Union Bank, N.A.** and **AT&T**. [See the full list here.](#)



MBE Input Committee

NOTEWORTHY NEWS

➡ Newly-Certified MBEs ←

- Brio Engineering Associates, Inc.
- ECF DATA LLC
- Generations Millwork LLC
- Infostretch Corporation
- Integrated Government Services, LLC
- J Simms Contractors
- KKOL Inc. dba Pro Guard USA
- Lead 5 Media LLC
- Mason Tillman Associates, Ltd
- Metro Contract Group
- Zenith Talent Corporation

Congratulations to California MBE

➡ Way To Be, LLC. ←

For winning the **2014 Teamwork Award** & the **2014 Diversity and Inclusion Award** at the McDonald's Supplier Summit!

WAY TO BE®

PROMOTIONAL PRODUCTS & UNIFORMS

➡ The **2014 Teamwork Award** recognizes Way To Be's dedication to demonstrating a collaborative spirit, and driving enhancements that provide substantial benefits to the McDonald's system. The **2014 Diversity and Inclusion Award** was presented in recognition of Way To Be's dedication and devotion to demonstrating a mindset and culture throughout their organization that supports diversity.

Diwali Lunch at Akraya Headquarters brings together WRMSDC MBE and Corporate Members



➡ (From left to right) **Pankaj Jindal**, Akraya Inc., **Sonu Ratra**, Akraya Inc., **Lawrence B. Wooten**, WRMSDC, **Charleen Hamel**, Brocade, **Charmaine Jackson**, San Jose Water, and **David Feldman**, Chevron.

NFL Launches Business Connect to Link Bay Area's Diverse Business Community to Super Bowl 50

BUSINESS CONNECT KICK-OFF WORKSHOPS		
WHO: San Francisco Bay Area minority, women and disabled veteran owned enterprises (MWDVBEs) looking to do business with Super Bowl 50. Attend one of the following workshops to learn how your company can participate in Business Connect, the NFL's supplier diversity program.		
WHEN: Monday, November 17, 2014 1:30 P.M. Arrival/Networking 2:00 P.M. Program 3:30 P.M. Stadium Tours	OR	Wednesday, November 19, 2014 7:30 A.M. Arrival/Networking 8:00 A.M. Program 9:30 A.M. Adjourn
WHERE: LEVI'S® STADIUM - BROCADE CLUB 4900 Marie P. DeBartolo Way Santa Clara, CA 95054		MOSCONE CENTER WEST 747 Howard Street San Francisco, CA 94103

➡ [Register Today](#) for **11/17 (Santa Clara)** or **11/19 (San Francisco)**. Business Connect Workshops are free, but pre-registration is required to attend.

NOTEWORTHY NEWS

WRMSDC is accepting news submissions for “*The Art of Entrepreneurship*” Newsletter!

WRMSDC would like to continue to provide our members and constituents with relevant and educational local, national, and international business news.

If you or your company would like to be featured, or if you have information regarding upcoming events or trainings that would benefit our Corporate Members and MBE Community, please send the following information to newsletter@wrmsdc.org.

Our e-Newsletters are sent out between the 20th and final day of the month. We will include relevant and timely submissions, and will, therefore, hold stories for the next newsletter as we see fit.

Thank you for your participation in spreading great news to the WRMSDC community!

Please note that questions sent to this email address will not be replied to.

MUFG Union Bank, N.A. Named 2014 Corporation of the Year for Outstanding Growth by the Council for Supplier Diversity



➡ **Tuesday, September 30—MUFG Union Bank, N.A.** is recognized during the **Council for Supplier Diversity’s** awards ceremony in San Diego. The award was given to the corporation that has demonstrated superior performance in Supplier Diversity by achieving outstanding growth in diversity spending over the past three years.

NMSDC Conference Speaker on Supplier Diversity

➡ [Read what retired Los Angeles Laker, Earvin “Magic” Johnson, had to say about diversifying Silicon Valley’s technology industry.](#) Hear more about Magic Johnson’s mission to increase the minority workforce percentage across the U.S. in all industries when he speaks at the [2014 National Minority Supplier Development Council Conference](#) on Monday, November 3rd.

UPCOMING EVENTS

WRMSDC EVENTS

➡ WRMSDC's 2014 Annual Meeting & Holiday Luncheon—Tuesday, December 2, 2014
11:00 a.m. to 2:00 p.m., The Westin St. Francis, San Francisco, CA
Hosted by WRMSDC—[Register Now!](#)

CORPORATE MEMBER & AFFILIATE PROGRAMS & EVENTS

➡ National MBE Meeting—Sunday, November 2, 2014
1:00 p.m. to 5:00 p.m., Hilton Orlando Hotel, Orlando, FL
Hosted by the National MBE Input Committee & the National Minority Supplier Development Council—[Click here](#) for more details.

➡ 2014 NMSDC Conference + Business Opportunity Fair—November 2-5, 2014
Orlando, FL
Hosted by the National Minority Supplier Development Council —[Click here](#) for event details.

➡ Fresno Business Matchmaking—Thursday, November 13, 2014
10:00 a.m. to 12:30 p.m., Fresno Downtown Business Hub, Fresno, CA
Hosted by MUFG Union Bank, N.A., U.S. Small Business Administration, Small Business Development Centers, PTAC—[Register Here](#)

➡ Sustainability Management: Designing & Implementing Your Own System—Friday, November 14, 2014
1:00 p.m. to 4:00 p.m., San Francisco, CA
Hosted by Pacific Gas and Electric Company—[Register Here](#)

➡ San Francisco Bay Area Super Bowl 50 Host Committee Kickoff Workshops
1st Workshop: Monday, November 17, 2014—1:30 p.m. to 3:30 p.m.
Levi's Stadium, Santa Clara—[Register for the 1st Workshop Here](#)
2nd Workshop: Wednesday, November 19, 2014 —7:30 a.m. to 9:30 a.m.
Moscone Center, San Francisco—[Register for the 2nd Workshop Here](#)
Hosted by the Super Bowl 50 Host Committee

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Certification Questions:

Please read our [FAQ](#) page
before emailing

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issues.

Meet our Staff



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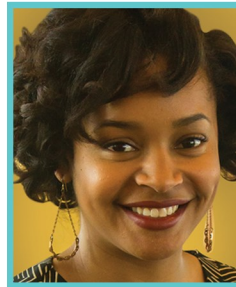
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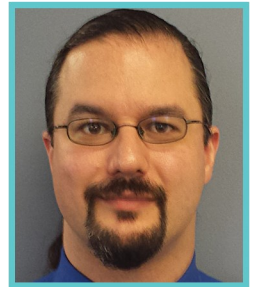
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