

Pathways & Connections

*News and events from the Massachusetts
Supplier Diversity Office (SDO)*



July 2024

Resources for
Diverse and
Small
Businesses

Open Bid
Opportunities
on COMMBUYS

SDO and
Commonwealth
Training
Opportunities

Directory of
Certified
Businesses

SDO Executive Director Announces Retirement

The Healey-Driscoll Administration announced that Bill McAvoy will retire this Fall, following nine years of leading the state's Supplier Diversity Office (SDO) and 36 years of public service.

Under McAvoy's leadership, the Massachusetts SDO, which has been regarded as the most inclusive state supplier diversity office in the nation, has increased opportunities for countless small and diverse Massachusetts businesses through robust outreach and programmatic initiatives.

"The success of our diverse and small businesses translates to success for the entire state," said **Governor Maura Healey**. "We are proud of the opportunities that the Supplier Diversity Office—with Bill McAvoy at the helm—has opened up for small and diverse

businesses, and we remain energized to continue the SDO's good work under a new Executive Director."

The number of diverse and small businesses and state spending with these businesses has increased dramatically because of the efforts of the Supplier Diversity Office under Bill McAvoy. Certified businesses more than doubled from 2,794 in FY2015 to 5,669 in FY2023, an increase of 103%. Spending from SDO programs rose from \$959 million in FY2015 to \$2.147 billion in FY2023, an increase of 124%.

[To see the full press release on the announcement, click here.](#)

The Executive Office for Administration and Finance has started a search for the next SDO Executive Director. [Details about the position can be found at this link.](#)



SDO Executive Director Bill McAvoy will retire after 36 years in public service.

Disability Independence Day

The SDO celebrated Pride National Disability Independence Day on July 26, which commemorates the signing of the Americans with Disabilities Act (ADA) in 1990. [Learn more about the ADA and Disability Independence Day here.](#)



SDO Means *Business*

Click here for more!

Race/Ethnicity Information for MBEs Now Public

Starting July 1, the Supplier Diversity Office (SDO) made public the race and ethnicity of our certified Minority Business Enterprises (MBEs). This change is in response to many buyers looking to make purchases from Black, Latino/Hispanic, Asian, and Native American/Indigenous Persons-Owned Businesses. These businesses

are still classified as MBEs, but the additional racial makeup is publicly available in our search engine.

Please note that while this information is public, it does not affect any vendor's diversity status as an MBE, their ability to bid on and win bids, and their benefits with the SDO.

In the weeks leading up to July 1, the SDO sent out news alert and surveys to ensure our MBEs would like this information to be public. If any MBE would prefer to make their race and ethnicity information private, please contact us at webmaster.SDO@mass.gov.



New 10-Week Program Cohort Taking Applications from MBE Businesses

Accelerating Contractors of Color in Energy for Sustainable Success is a 10-week program for aspiring clean energy business owners that provides business coaching, connections, mentorship, and access to capital.

Participants learn business fundamentals including customer discovery, go-to-market strategy, and operational efficiency.

Participants will benefit from:

- Weekly virtual workshops that include lectures, breakout sessions for networking, and guest speakers
- Topics include: product-market fit, go-to-market strategy, operational efficiency, and team-building
- Guidance on next steps & available programs: certifications, procurement, wrap-around services, training programs, and grant-writing
- Participant stipends upon completion of the 10-week program to offset the costs of certification, insurance, bonding, legal & finances
- Follow-on support that includes capital grants, mentorship, procurement partner engagement, workshops, and assistance on certification, incorporation, training applications, and bid requests

Now accepting applications for our Fall 2024 cohort! [Apply here!](#)

SBA Matchmaker on August 20

REGISTER TODAY!
Southeastern Mass / Rhode Island / Greater Attleboro

Capital and Resources
MATCHMAKER

Looking for small business funding and need assistance?

Join us in **Attleboro at Bristol Community College** for an opportunity to network and learn about resources available for small businesses to start, grow, and expand.

 Tuesday, August 20th, 2024
9:00 AM to 12:00 PM

 U.S. Small Business Administration



Please join the SBA's Massachusetts and Rhode Island District Offices for an in-person Access to Capital and Small Business Resources Matchmaker.

This event will be held at the Attleboro campus of Bristol Community College on Tuesday, August 20 at 9:00 a.m.

Don't miss this opportunity to network and learn about the resources available for small businesses to start, grow, and expand. There will be representatives from a variety of local SBA-approved lenders, as well as area small business resource providers.

[Register for the event here!](#)

For small businesses to get "lender-ready" in advance of the matchmaker, the SBA will host a free virtual clinic. Attendees will learn

how to prepare a request for capital, what to bring, and numbers they need to have in writing for a productive conversation.

[Register for the virtual clinic here.](#)

Check Out these Current and Upcoming Bids!

- **FAC119: Maintenance Repair and Operations (MRO) Retail Products and Supplies.** [Link to the Bid.](#)

There are a number of catering bids, many of which have rolling enrollments:

- **Catering Conference** - [Link to the bid](#)
- **Emergency Assistance Food Services** - [Link to the bid](#)
- **MassDOT RFR Catering Services** - [Link to the bid](#)
- **EA Hotel Motel Provider Services** - [Link to the bid](#)
- **Event Services** - [Link to the bid](#)
- **RFR 232128 Catering Services, Conference Space, Hotel Room** - [Link to the bid](#)
- **Restaurant Food Take-out/Delivery Services** - [Link to the bid](#)
- **Restaurant Food Take-out/Delivery Services** - [Link to the bid](#)
- **Event and Emergency Services Contracts** - [Link to the bid](#)
- **MDAR- Conference Service Vendors** - [Link to the bid](#)
- **Conference Space, General Catering Services, and Hotel Accommodations** - [Link to the bid](#)
- **DCF Meetings16-Conference Space and Catering Services** - [Link to the bid](#)

The following Trades Contracts will reopen in late summer/early fall 2024 to add additional vendors:

[TRD02 - Click here to see the Intent to Bid](#)

TRD02 covers:

- Asphalt/Paving
- Carpentry
- Excavation

- Masonry
- Septic

[TRD04 - Click here to see the Intent to Bid](#)

TRD04 covers:

- Cleaning/Restoration
- Compressor
- Kitchen Exhaust/Duct
- Pump/Motor
- Roofing
- Biohazardous Cleaning

You can also check out all the newly posted bids on COMMBUYS each week by [visiting this link](#).



New Updates to the Supplier Diversity Hub

The Supplier Diversity Hub ("The Hub"), a networking tool used to connect diverse and small businesses with interested parties, recently made a number of updates to make the system even more essential.

Now, with these updates, vendors using the Hub will be able to receive important notifications on bids, update their profiles, and upload brochures for their businesses. Agencies and prime vendors will be able to search vendors by departmental contracts and by ethnicity.

"The idea behind The Hub is to make it easier for vendors, agencies, and prime vendors to find each other and communicate," said SDO Executive Director Bill McAvoy. "With these updates, The Hub is a stronger tool than ever before."

If you are a vendor or agency who has yet to use The Hub, [please click here to get started](#); if you have any questions, please don't hesitate to contact us at webmaster.sdo@mass.gov.

Supplier Diversity Office

Supplier Diversity Hub

Welcome to the Massachusetts Supplier Diversity Hub (The Hub).
This online portal facilitates connections between diverse and small businesses,
Commonwealth public buyers, prime bidders, contractors, and resource providers.

New Users

To see if you qualify to use the Hub, diverse and small businesses, Commonwealth public buyers, prime bidders, contractors, and resource providers should click here:

[Start Registration](#)

Existing Users

Login

Password

[Reset Password](#)

[Sign In](#)

[Supplier Diversity Office \(SDO\) Home](#)
[Help and Questions](#)

Notice: Emails from The Hub come from the address noreply.sdh@acgovolutions.com. Please add this email to your safe senders list as they may end up in your spam folder. If you have any questions please do not hesitate to contact us at webmaster.sdo@state.ma.us

The new Hub log-in screen



Diverse Business Certification Updates

SDO certified 54 businesses in June 2024. For the latest list of newly-certified businesses, please click [here](#).

REMINDER: SDO certification expires three years after the date of issue and renewal notices are sent via email to the primary contact on file. SDO-certified businesses should [log in](#) and review your contact information periodically to ensure that your certification stays up to date.



Pre-Certification Webinars

For businesses wishing to apply for SDO certification, attending a Pre-Certification Webinar is a must. This webinar covers the different types of SDO and SDO-recognized third-party certifications as well as the State certification process.

Registration is now available for webinars from now through December 2024. Sign up [here](#).



New SDO training now available!

Prime Contractor Onboarding

Are you a Prime Contractor on a Statewide or Departmental Contract? The Supplier Diversity Office (SDO) has a brand-new class designed for you! As part of their contract terms and conditions, prime vendors are required to spend a percentage of contract sales with certified diverse businesses, and report this spending for the duration of the contract.

The SDO will host a fall webinar to help prime contractors understand and meet their Supplier Diversity Plan (SDP) requirement.

Topics to be covered include:

- SDP Overview
- Where to find SDP Partners
- How to report your SDP spend

(PRE-REQUISITE: This class is for prime contractors currently on a statewide or departmental contract).

This webinar will be held on **Thursday, September 26, from 9:00 a.m. - 10:00 a.m.**

[Click Here to Register](#). Once registered, you will receive a confirmation email.

If you need special accommodations to fully participate in the training, please email Julie.A.Kearnan@mass.gov for assistance.

Follow us on:



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