



MASSACHUSETTS GAMING COMMISSION
VETERANS SMALL BUSINESS FORUM

NOVEMBER 5, 2018

101 Federal Street, 12th Floor, Boston, MA





Veterans Working With Plainridge Park Casino

November 5, 2018



PLAINRIDGE PARK
CASINO

Plainridge Park Casino & Penn National Gaming

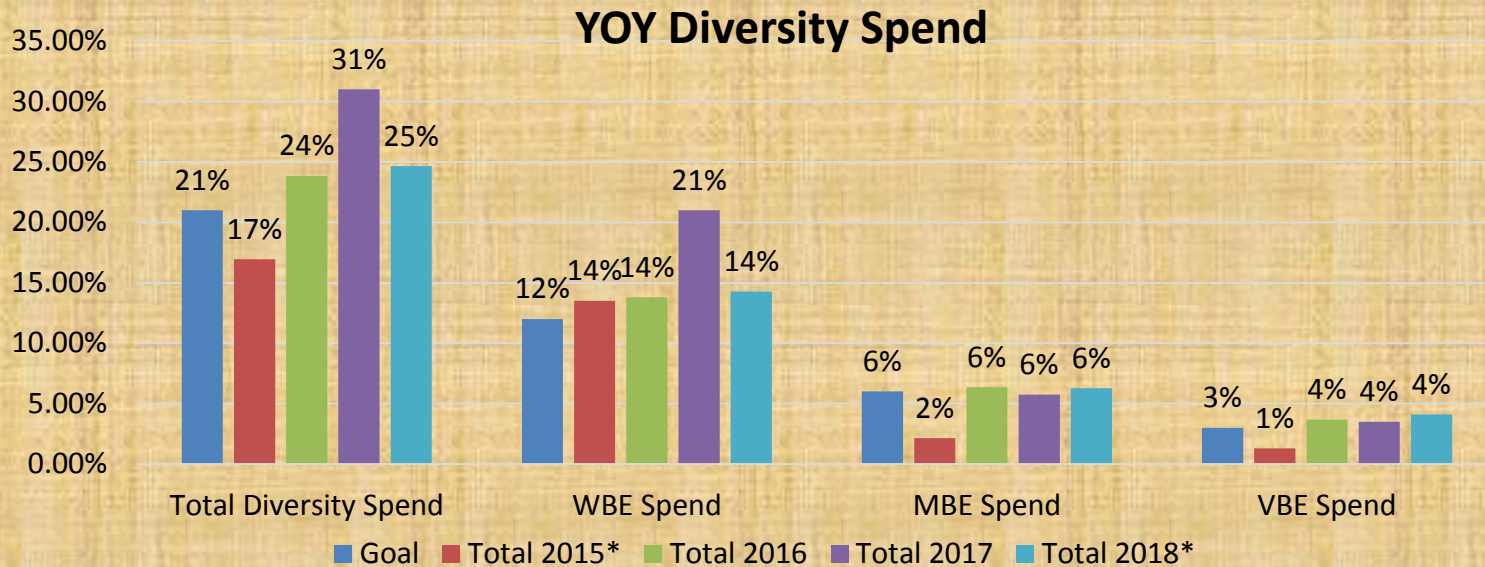


- Plainridge Park Casino
 - Opened June 24, 2015
 - 1250 Game Slot Parlor
 - Live Harness Racing - April through November
 - Simulcast – Year Round
 - 6 Food & Beverage Outlets
 - Banquet & Event Space
- Penn National Gaming
 - Recently Acquired Pinnacle Gaming
 - 40 Locations
 - 30,000 Team Members
 - Largest Regional Gaming Company in North America
 - Vendor Opportunities Locally and Regionally

Diversity at Plainridge Park Casino



- Plainridge Park Casino Diversity Goals
 - 12% Woman Owned Business Spend
 - 6% Minority Owned Business Spend
 - 3% Veteran Owned Business Spend



Opportunities



Vendor Diversity Fair @ Plainridge Park Casino

- Early 2019 (Date TBD)
- Collaboration with CWE & GNEMSDC
- Networking Opportunities
- Customized Matchmaking Sessions
- Meet with Key Decision Makers
- Property Tours
- Giveaways

More details to follow

Opportunities



- Food & Beverage
 - Equipment Sales & Service
 - Banquet & Event Supply Rentals
 - Disposables
- Retail
 - Sundries/Snacks
 - Apparel/Gifts
- Facilities/Building Maintenance
 - Plumbing/HVAC/Fire Suppression/Electrical/Landscaping
 - Cleaning Equipment/Services
- Money Handling Supplies
- General
 - Document Destruction/Shredding
 - Vehicle Repairs
- Much More

Contact Information



Purchasing Department

Plr-purchasing@pngaming.com

<https://www.pngaming.com/vendors>

Statement of Business Relationship Form Requests

Eli Huard

Purchasing Manager

508-576-4462

Eli.huard@pngaming.com

Vendor Registration Submissions

Massachusetts Gaming Commission - Division of Licensing

101 Federal St., 12th Floor Boston, MA 02110

617-725-0258

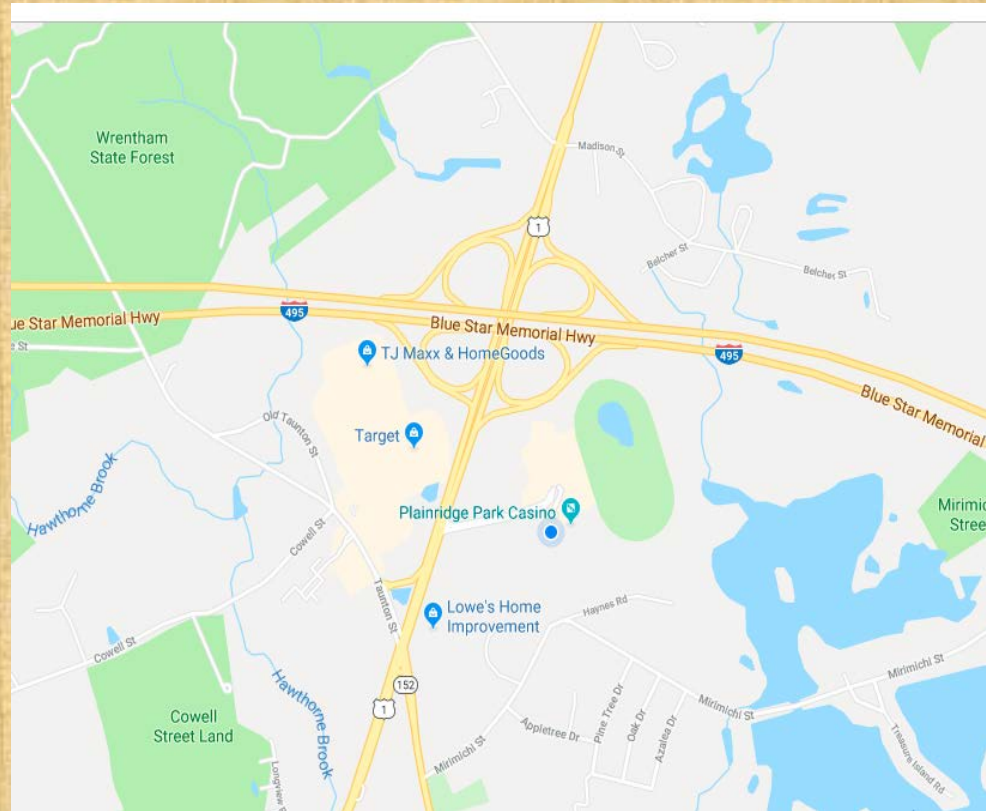
Vendorlicensing.mgc@state.ma.us

Contact Information



Address:

Plainridge Park Casino
301 Washington Street
Plainville, MA 02762
508-576-4500
www.plainridgeparkcasino.com



MGM Springfield

Procurement

Post-Opening Update



Ryan Geary
Operations Controller
MGM Springfield



Our Commitment to Diversity...

MGM Springfield is committed to utilizing Best Efforts to ensure the following goals are met in providing opportunities for diverse companies:

Diversity Classification	Goal
Women Owned Business (WBE)	15%
Minority Owned Business (MBE)	10%
Veteran Owned Business (VBE)	2%

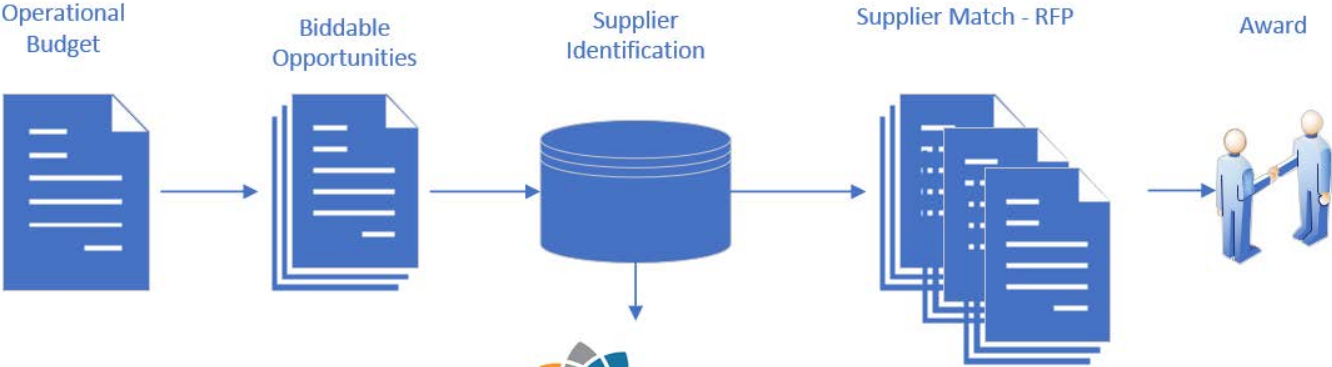
**Represented as percentage of total biddable spend on goods and services.*



Our Approach...



The Process...



Our Team...



Jeffrey Lynes
Procurement Operations
Manager



Eddie Estrella
Procurement Operations
Assistant Manager

Deborah Arnold
Purchasing Coordinator



Successes...



Vendor Name	City	State	Diversity Cert
MBE			
A POMERANTZ & COMPANY	Philadelphia	PA	MBE
ADVOQT LLC	Boston	MA	MBE
AF-AM POINT OF VIEW LLC	Springfield	MA	MBE
C&D ELECTRONICS INC	Holyoke	MA	MBE
FIRST LIGHT TRADING CO INC	Framingham	MA	MBE
LAMILL INC	Alhambra	CA	MBE
LANDRY HOLDINGS LLC	Cypress	TX	MBE
LORD & MITCHELL INC	Fort Washington	MD	MBE
PHILCOR TV & ELECTRONIC LEASIN	Las Vegas	NV	MBE
PLP VENTURES NEVADA INC	Anaheim	CA	MBE
SILVER LINING AMENITIES INC	Lake Forest	CA	MBE
SOBEL LINEN COMPANY	Las Vegas	NV	MBE
SUNBAY SUPPLIES LLC	Las Vegas	NV	MBE
THE ELOCEN GROUP LLC	Bowie	MD	MBE
UNITEX INTERNATIONAL INC	Suwanee	GA	MBE
WILLIAM R PARKER	Woodbridge	VA	MBE
WBE			
AM-DA ENTRPRISES INC	Wilbraham	MA	WBE
AMERICAN HOTEL REGISTER CO	Dallas	TX	WBE
AT WORK SALES CORP	Orange Beach	AL	WBE
BELL DESIGN LLC	Las Vegas	NV	WBE
DESTINATIONS BY DESIGN INC	Las Vegas	NV	WBE
DOLE & BAILEY INC	Woburn	MA	WBE
ENFIELD PRINTING COMPANY	Springfield	MA	WBE
GREENOUGH PACKAGING &	West Springfield	MA	WBE
INCENTA REWARDS LLC	Dayton	OH	WBE
INSPIRED MARKETING INC	Springfield	MA	WBE
KITTREDGE EQUIPMENT COMPANY	Agawam	MA	WBE
LAW OFFICE OF LESLIE HOLLMANN	Las Vegas	NV	WBE
LIFESAFE SERVICES LLC	Jacksonville	FL	WBE
LINK TECH LLC	Las Vegas	NV	WBE
RHOOST LLC	Watertown	MA	WBE
SPA UNIFORMS INC	Surrey	BC	WBE
TUFFSKIN SURFACE PROTECTION	Las Vegas	NV	WBE
UNITED PERSONNEL SERVICES INC	Springfield	MA	WBE



Veteran Owned Businesses...

VBE

ARROW SECURITY CO INC	Springfield	MA	VBE
MANSFIELD PAPER COMPANY INC	West Springfield	MA	VBE

We Need You!



Resources...

MGC Vendor Advisory Task Force

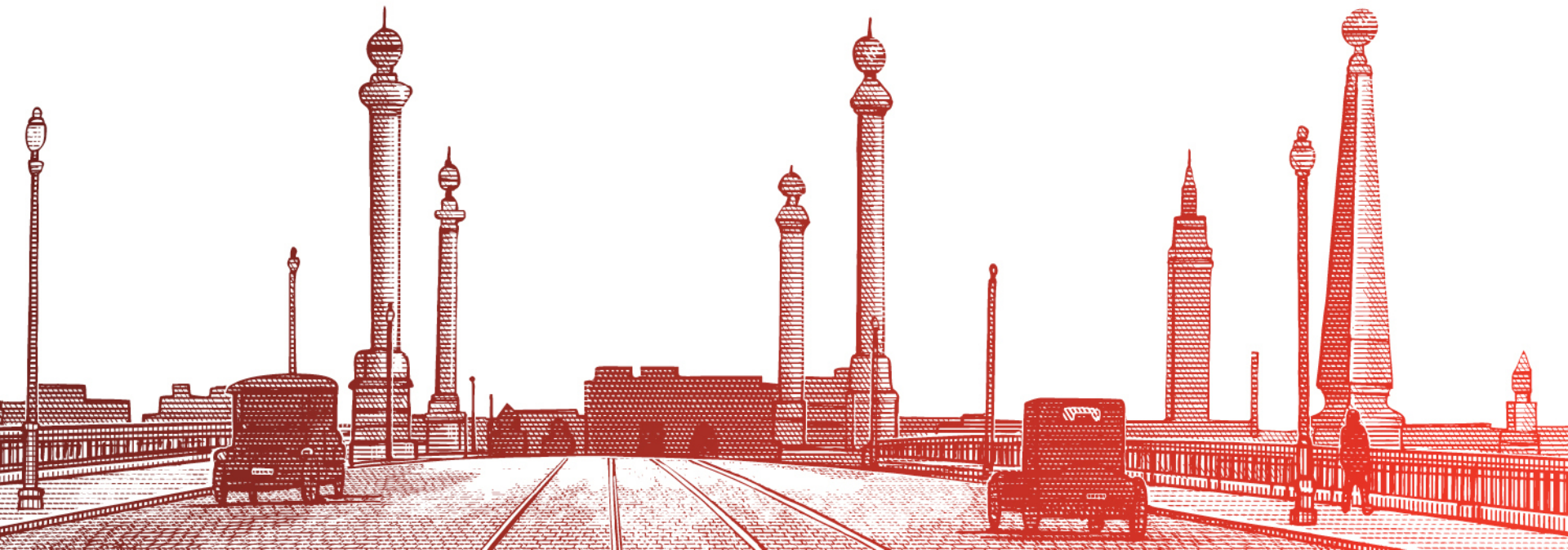


Register with us at...

mgmspringfield.com/suppliers



THANK YOU



BOSTON HARBOR
Encore®







Procurement: Assignments of Responsibility

Construction:
Suffolk Construction

Furniture, Fixtures, &
Equipment (FF&E):
*Wynn Design &
Development*

Operations:
*Encore Boston
Harbor Procurement
Team*

\$100 million in Annual Operating Spend...

F&B Beverages:

Beer, Wine, Spirits, Soda, Juice, and water.

F&B Food:

Bread, Dairy, Fruit, Produce, Grocery Items, Meat (beef, pork, poultry, lamb), Seafood, and Specialty Foods.

F&B Products:

China, Glass, Silver, Small-wares, Kitchen Equipment & Parts, Paper & Disposable Goods.

General Operations:

Car Wash & Detailing, Copier Equipment & Maintenance, Furniture, and Office Supplies & Equipment.

Hotel Operations:

Hotel Room Amenity Products, Laundry Services (Duvets/Mats/ Specialty), Room Keys (Logo'd Mag Cards), Spa & Salon Products.

Hotel Sales & Events:

Audio Visual Equipment & Services, Destination Management Companies, Bands & DJs, Photographers & Videographers, Promotional & Gift Items, Stage & Lighting Rigging Equipment.

Resort Operations/Retail:

Display Cases, Racks, Hangers, Retail Bags, Paper, Plastic, and Tissue.

Maintenance Materials:

Carpeting/Fabric/Upholstery, Cleaning & Janitorial Supplies, Electrical Supplies, Glass, Marble, Tile & Metal, HVAC Parts & Supplies, Lumber (Rough & Millwork), Paints & Stains, Plants, Trees, Plumbing Supplies & Fittings, Propane, Gases, & Diesel, Safety & Protective Equipment, Signage, and Tools & Hardware.

Maintenance Services:

Carpenters, Carpet Cleaning & Installation, Specialty Cleaning (Duct, Grease), Electricians (High and Low Voltage), Fire Detection & Suppression, Glass & Mirror Work, HVAC Repair, Landscapers, Locksmiths, Manufacturer Maintenance Contracts, Marble Cleaning & Installation, Masonry, Painters, Pest Control, Plumbers, Roofing, Snow Removal, Waste Removal (Hazardous & Regulated, Recycling & Trash), Water Treatment (Chilling/Spa/Systems), and High Rise Window Washing.

Marketing:

Direct Mail Fulfillment, Graphic Design Services, and Print Services (Brochures/Tags/Receipts/Forms).

Transportation:

Coach Bus Services, Limousine Services, Luxury Ferry Services, Maintenance Services (Fleet & Equipment), and Misc. Vehicles.

BOSTON MARKET
Encore

Commitment to Local & Diverse Businesses

Locally Owned Business

- Everett
- Malden, Medford, Boston, Chelsea, Cambridge, Somerville

Women Owned Business

- Massachusetts Supplier Diversity Office (SDO)
- Center For Women in Enterprise (CWE)
- Women's Business Enterprise National Council (WBENC)

Minority Owned Business

- Massachusetts Supplier Diversity Office (SDO)
- Greater New England Minority Supplier Development Council (GNEMSDC)

Veteran Owned Business

- United States Department of Veterans Affairs (VA)
- Massachusetts Supplier Diversity Office (SDO)

Procurement Guidelines

TIMELINES

Bidding	Q4 2018 - Q2 2019
Purchase Order Award	Q4 2018 and beyond
Delivery and Installation	Q4 2018 and beyond

SELECTION CRITERIA FOR ALL AWARDS

- Quality of product or service
- Cost
- Scale of supplier's operation; i.e. ability to deliver product/service in required volume and at required frequency

ADDITIONAL REQUIRED SUPPLIER CRITERIA FOR CERTAIN AWARDS

Due to their nature, certain goods and services have additional criteria. Please visit our website at <https://encorebostonharbor.com/files/WBHSupplierOpportunitiesMatrix.pdf> to view those details which include:

- **On-Call:** Capable of responding within an agreed timeframe (typically within hours).
- **24x7:** Services must be available 24 hours per day/365 days per year.
- **Trade Licensed:** Properly licensed if required by necessary authorities to provide the goods/services.
- **OEM Authorized:** Must be a certified reseller or service provider of the manufacturer.

Vendor Registration

- We work with businesses of all sizes
- In most all cases, business awards are determined by bid results and the criteria noted on the previous slide
- MGC and Encore registration is required prior to conducting business with Encore
- MGC and Encore will not register a business unless Encore is about to commence business with a firm
- If your business is already registered with the MGC, then only Encore registration will be required
- If formally certified, please submit your WBE/MBE/VBE Certification to Encore

Thank You From Our Team!

Encore BOSTON HARBOR

Commonwealth of Massachusetts Operational Services Division / Supplier Diversity Office November 5, 2018

Serving Public Buyers and Vendors of the Commonwealth of Massachusetts



Commonwealth Business Opportunities for Veterans



- Introduction to OSD and SDO
- SDO Certification Services for Small and Diverse Businesses
- SDO Programs for Small and Diverse Businesses
- Commonwealth Business Opportunities
- COMMBUYS

Operational Services Division (OSD)



- OSD is an oversight agency of the Commonwealth of Massachusetts within the Executive Office for Administration and Finance.
- OSD is a diverse organization, comprised of several units that administer a broad range of services and activities including: Oversight of the procurement process and statewide contracts for executive agencies, managing the state's fleet of vehicles and training.
- Two key units pertinent to today's discussion:
 - The Supplier Diversity Office (SDO), which manages the State Certification process for and programs to benefit small and diverse businesses, and
 - COMMBUYS, which is the Commonwealth's eProcurement system that includes the Commonwealth's bidding opportunities.

Supplier Diversity Office (SDO)



The mission of the Supplier Diversity Office is to serve minority, women, veteran, service-disabled veteran, disability and LGBT-owned businesses and small Massachusetts businesses, including the responsibility to certify eligible businesses.

Commonwealth Certification Programs:

State Certification Program

- Certifies Minority, Women, Veteran and Portuguese Owned Businesses and Minority and Women Nonprofit Organizations
- Accepts Veteran, Service-Disabled Veteran, Disability and LGBT certifications issued by reputable third-party organizations

Unified Certification Program certifies

- Certifies Disadvantaged Business Enterprises (DBE)

Supplier Diversity Certification Categories and Cross-Certification Partners



Certification Categories	Certification Options
Minority (MBE)	SDO certification. Accept Greater New England Minority Supplier Development Council (GNEMSDC) and City of Boston applications.
Women (WBE)	SDO certification. Accept Center for Women in Enterprise (CWE) certification and City of Boston applications.
MA Based Small Business (SBPP)	SDO and DOR Verification.
Service-Disabled Veteran (SDVOBE)	Accept U.S. Business Leadership Network (USBLN) and U.S. Department of Veterans Affairs certifications .
Veteran (VBE)	SDO certification. Accept U.S. Department of Veterans Affairs certification.
Disability (DOBE)	Accept Disability:IN (formerly U.S. Business Leadership Network) certification.
Lesbian, Gay, Bisexual and Transgender (LGBTBE)	Accept National LGBT Chamber of Commerce certification.

The Commonwealth of Massachusetts

By the Numbers



Over **\$1.46 Billion**
of this was spent
with MBE, WBE,
VBE & MA Small
Business

\$4,658,241,234 ←

FY17 Annual Goods and Services Spending

\$1.4 billion

Spending on State Contracts

654,706

Items on State Contracts

1,400

Businesses on Statewide Contracts

Supplier Diversity Office (SDO)



Procurement Programs:

Small Business Purchasing Program (SBPP):

- Applies to Small Procurements (total value of \$150,000 or less)
- Promotes the utilization of eligible COMMBUYS-validated Massachusetts small businesses

Supplier Diversity Program (SDP):

- Applies to Large Procurements (total value exceeding \$150,000)
- Promotes the utilization of SDO-certified minority, women and veteran businesses (MBE, WBE and VBE/SDVOBE)
- Multiple opportunities, including prime vendor, subcontractor or business to business relationships

Municipal Affirmative Marketing Construction Program:

- Provides opportunities for MBEs, WBEs and VBEs in state-funded municipal construction projects.

SDP Categories	SDP Benchmarks
• Minority	8%
• Women	14%
• Veteran	3%
• Small Business	3.3%
• Disability • LGBT	Not Yet Established

Affirmative Marketing Construction Program

- Applies to State Building and State Funded Municipal Vertical Construction Projects
- Projected expenditures \$100,000 or more
- Must include Supplier Diversity Program Partners (MBE, WBE, VBE/SDVOBE)
- Spending MBE/WBE Goals (Blended M/WBE Goal):
 - Design Phase = 17.9%
 - Construction Phase = 10.4%
- Veteran Benchmark:
 - 3% of Contract Price



FY15-17 Spend with Diverse Suppliers



OPERATIONAL SERVICES DIVISION

Women Businesses	FY15	FY16	FY17
Discretionary	\$754,362,871	\$789,216,445	\$849,537,282
Non-Discretionary	-	\$236,481,283	\$236,596,970
Grand Total	\$754,362,871	\$1,025,697,728	\$1,086,134,252

Minority Businesses	FY15	FY16	FY17
Discretionary	\$386,216,197	\$427,687,665	\$434,097,556
Non-Discretionary	-	\$228,680,905	\$237,572,980
Grand Total	\$386,216,197	\$656,368,570	\$671,670,536

Small Businesses	FY15	FY16	FY17
Discretionary	\$136,276,111	\$161,521,236	\$186,318,175
Non-Discretionary	-	\$52,067,022	\$71,950,587
Grand Total	\$136,276,111	\$213,588,258	\$258,268,762

Veteran Businesses	FY15	FY16	FY17
Discretionary	\$33,621	\$2,166,802	\$14,877,414
Non-Discretionary	-	\$2,970	\$18,311
Grand Total	\$33,621	\$2,169,772	\$14,895,725

\$1.9B total
in FY17
with over
2,000
companies

Where to Find Bidding Opportunities

COMMBUYS = Commonwealth's online market center. Any business may register, browse state and municipal bidding opportunities and contracts, be visible to purchasers, and bid on contracts.

- It's FREE!
- Automatic notification for goods/services that match your profile
- To register, go to www.commbuys.com and Click the "Register" button.
- COMMBUYS resources, including job aids and Help Desk are available.

Secretary of State: (Go to www.sec.state.ma.us/)

- Goods and Services Bulletin – municipal commodities and (non-construction) services.
- Central Register - design, construction and reconstruction of public facilities in the Commonwealth.

Municipalities: See Municipal Websites

TRD Categories

<p>TRD01 10 Categories</p> <p>Bid Opening Date: <i>6/30/2018, 5PM E.S.T.</i></p>	<p>TRD02 5 Categories</p> <p>Bid Opening Date: <i>8/31/2018, 3PM E.S.T.</i></p>	<p>TRD03 7 Categories</p> <p>Bid Opening Date: <i>9/30/2018, 3PM E.S.T.</i></p>	<p>TRD02 5 Categories</p> <p>Bid Opening Date: <i>8/31/2018, 5PM E.S.T.</i></p>
<ol style="list-style-type: none"> 1. Boiler Services 2. Drain Services 3. Electrician Services 4. Fencing Services 5. General Contracting 6. Generator/Turbine Services 7. Glass Window Doors Services 8. HVAC/Sheet Metal Services 9. Painting Services 10. Plumbing Services 	<ol style="list-style-type: none"> 1. Asphalt Paving Services 2. Excavation Services 3. Carpentry Services 4. Masonry Services 5. Septic Services 	<ol style="list-style-type: none"> 1. Elevator Services 2. Exhaust System Services 3. Fire Prevention Services 4. Fire Suppression Services 5. Overhead Door Services 6. Signage Services 7. Welding Services 	<ol style="list-style-type: none"> 1. Cleaning Restoration Services 2. Compressor Services 3. Kitchen Exhaust Services 4. Pump Motor Services 5. Roofing Services

Resources for Veteran Businesses

- Training – OSD conducts training classes on the following subjects:
 - Connecting Your Business to the Commonwealth
 - SDO Pre-Certification Workshop
 - COMMBUYS –related Training (full curriculum for vendors)
- Veteran Businesses are encouraged to register their businesses in:
 - Register in COMMBUYS and
 - Register in the Small Business Purchasing Program (if applicable).
 - Take the SDO Certification Self-Assessment: mass.gov/sdo/start
- “SDO in the Community Days”:
 - One-on-one meetings (30-minutes) with local business owners to discuss the resources available to small and diverse businesses.
 - SDO is seeking Municipalities to host these monthly events.
- Co-sponsored events

Additional Resources

Thank you for your time!

- OSD Main Number (617) 720-3300
- SDO Help Desk wndo@state.ma.us
- COMMBUYS Help Desk commbuys@state.ma.us
- OSD Website: www.mass.gov/osd
- SDO Website: www.mass.gov/sdo
- COMMBUYS: www.commbuys.com

 @Mass_OSD