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## **Suffolk launches third annual Subcontractor Development Series beginning Sept. 4**

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Suffolk Construction will be launching its third annual Subcontractor Development Series to assist disadvantaged, minority, and women-owned trade subcontractor firms in fostering long-term relationships with Suffolk. Provided at no cost to selected participants, the eight-session program will begin September 4.

The Subcontractor Development Series is part of Suffolk's award-winning Learning + Development program, which continues to set the industry standard for construction training initiatives. Designated as a 2014 finalist of The Ad Club's Rosoff Awards in the External Diversity category, the series will be offered exclusively to union and non-union subcontractors that are certified by the Massachusetts Supplier Diversity Office as a Disadvantaged Business Enterprise (DBE), Minority Business Enterprise (MBE), or Women Owned Business Enterprise (WBE). Firms must also have been in business for a minimum of two years.

"We take great pride in creating equal access and opportunity for quality-driven, experienced subcontractors on all of our projects, and we are thrilled to have support from the City of Boston and Mass. Supplier Diversity Office for our Subcontractor Development Series," said Brian McPherson, director of diversity and workforce compliance at Suffolk.

"In the last few years alone, Suffolk has awarded over \$200 million in projects to DBE, MBE and WBE firms. Fifty percent of these contracts have been given to graduates of the Subcontractor Development Series."

"It was a great experience, and I recommend that all qualified firms apply to Suffolk's Subcontractor Development Series," said Janet Peguero, owner of All Time Services, Inc. "The ultimate success for us was obtaining several contracts with Suffolk that have generated nearly \$1 million in revenue over the past three years for our business. To further our relationship, I continue to meet with a Suffolk mentor on a regular basis where I am able to gain insight on how to effectively work with Suffolk on potential future projects."

Participants of the Subcontractor Development Series will learn firsthand about Suffolk's "build smart" approach to construction management, including how Lean Construction principles are applied to projects and innovative, web-based collaboration tools result in an efficient document management process for all project stakeholders. This year's program will also feature an additional class designed to discuss the importance of developing strong relationships with union affiliations in order to gain greater access to Suffolk's projects.

Each two-hour course will be presented in an interactive format and led by Suffolk executives and local industry experts. Classes will take place every Thursday from 6-8pm at Suffolk's state-of-the-art Conference and Learning Center in Roxbury, Massachusetts. Attendance will be mandatory at all eight sessions for each selected subcontractor. Upon successful completion of the

program, participants will receive a graduation certificate and have one-on-one access to Suffolk subject matter experts.

The application deadline is Friday, August 15 at 5pm EDT. Selected participants will be notified by 5pm EDT on Friday, August 22. All eligible firms are encouraged to apply. Space will be limited. For more information and to apply, visit [www.suffolk.com/subcontractor\\_development\\_series.html](http://www.suffolk.com/subcontractor_development_series.html).

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