DEAR FRIENDS:

We are proud to report that the Women’s Business Enterprise National Council (WBENC) completed a productive year with great success by delivering our “COR” Values of Certification, Opportunities, and Resources to our Corporate Members and WBENC Certified Women’s Business Enterprises (WBEs), in partnership with our vital network of Regional Partner Organizations (RPOs).

In March, we expanded our annual Salute to Women’s Business Enterprises event into a thought leadership and educational forum: The Summit & Salute to Women’s Business Enterprises.

Our Women in Business National Conference and Business Fair theme, “The Bridge to Quality,” delivered a powerful message for the organization, by providing programs enabling our WBENC Certified WBEs to build on elements of business quality, enhancing their potential success in competing for and winning contracts. At WIB2009, a robust new program structure provided four learning tracks featuring a continuum of information about the “Marks of Quality.” These programs or credentials – such as corporate social responsibility initiatives, Six Sigma training, or LEED and ISO certifications – are used by world class corporations and often expected of their suppliers.

As in the past, WBENC, in partnership with our RPOs, created, managed, and implemented the processes and procedures maintaining WBENC’s world-class certification, access to markets, and skill-building programs facilitating the future success of WBENC Certified WBEs.

By year end 2009, 9227 women-owned businesses were granted WBENC certification; and 234 corporations supported WBENC as members.

Leadership Council Chair Michelle Richards, and Women’s Enterprise Leadership Forum Chair Nancy Williams, provided compelling leadership and innovative initiatives that contributed substantially to WBENC’s advancement. The Leadership Council, composed
of the President’s and Executive Directors of the RPOs, and the Forum, are key WBENC leadership teams helping deliver WBENC’s “COR” values.

To address the needs of a changing economic environment, WBENC partnered with Women Impacting Public Policy and other organizations, in creating the Economic Blueprint, The Women Business Owner’s Platform for Growth, which was adopted by the Obama Administration as a basis for its small business policy.

Meanwhile, WBENC’s Gold Standard of Certification reached new economies abroad. WEConnect International launched WEConnect Canada, WEConnect Europe, and WEConnect India.

In the spirit and commitment of valuing excellence, WBENC awarded our first William J. Alcorn Leadership Award, to Barbara Carbone, Partner, KPMG. The award was named in honor and recognition of the outstanding leadership and service of Mr. William J. Alcorn, first WBENC Chair. The William J. Alcorn Award recipient is selected and presented by the Chairman of the WBENC Board of Directors, with input from Past Chairs and the WBENC President.

2009 was a memorable year as WBENC continued its commitment to quality, innovation, leadership, teamwork and excellence. Because of these characteristics and our “COR” values, WBENC emerged a stronger organization and one of which we are most proud.

Thank you to WBENC’s Staff, Board of Directors, Regional Partner Organizations, certified Women’s Business Enterprises and hundreds of volunteers. It is because of you that we have achieved this success together.

With warm regards,

Cheryl Stevens  
Vice President Supplier Diversity  
Energy Future Holdings  
Chair, WBENC Board of Directors

Linda J. Denny  
President & CEO  
WBENC
Mission:
WBENC is dedicated to advancing the success of certified Women’s Business Enterprises (WBEs), Corporate Members, and government agencies in partnership with its Regional Partner Organizations.

Vision:
As the leading advocate for and authority on women-owned businesses as vendors and suppliers to corporations, WBENC builds a stronger economy by creating parity for women business enterprises through its Gold Standard Certification and by providing marketplace access.

Core Values:
To support its constituents, WBENC focuses on its core values of certification, opportunities, and resources, while providing prominent recognition to top corporations and WBENC Certified WBEs.

Who We Are:
• The Women’s Business Enterprise National Council – known as “WBENC” – is the nation’s leading advocate for and authority on WBENC Certified WBEs as vendors and suppliers to corporations.
• WBENC is recognized as a trusted brand that opens doors of opportunity for WBENC Certified WBEs through its Gold Standard Certification Procedures, business opportunities created by Corporate Members and other WBENC Certified WBEs, and resources that include education, scholarships, research findings, and advocacy.
• WBENC brings its Corporate Members and thousands of WBENC Certified WBEs together with the goal of generating business. We are the Opportunity Connection for women’s businesses and the corporations they serve.

What We Do:
• Since our founding in 1997, WBENC, through its 14 Regional Partner Organizations (RPOs), provides certification to women owned businesses that are 51 percent owned, controlled, and operated making WBENC Certified WBEs eligible as vendors and suppliers to its Corporate Members and government agencies.
• We help connect Corporate Members and WBENC Certified WBEs to source business contracts.
• WBENC facilitates access to business opportunities through national program and service offerings that include WBENC’s series of face-to-face and online MatchMaker programs, WBENC’s annual Business Fair, formal/informal networking events, media opportunities, and recognition programs.
• WBENC presents two signature events per year: Summit & Salute to Women Business Enterprises and the Women in Business National Conference and Business Fair.
• WBENC has shifted the paradigm of how corporations work with WBENC Certified WBEs with a business model that eliminates barriers in the marketplace and facilitates business opportunities.

How We Deliver Our “COR” Values:
• Certification: WBENC sets the Gold Standard of national and international certification of women’s business enterprises. Our certification procedure is attaining universal status as the Gold Standard of women’s business certification: administered by 14 Regional Partner Organizations and implemented abroad through WEConnect International in Canada, Europe, and India.
  ° The WBENC certification standard is applied as a model for certification programs abroad, starting with WEConnect Canada and WEConnect Europe. WEConnect India launched in 2009.
• Opportunities: WBENC provides sourcing capability reaching thousands of certified WBEs through:
  ° WBENCLink, a passcode-protected, searchable Internet database that contains all the profiles of WBENC Certified WBEs as well as contact information for every WBENC national and regional Corporate Members.
  ° Face-to-face and online MatchMaker programs. Introduced in 2009, MatchMaker365 is an online portal that facilitates one-on-one meetings through a secured online registration, outreach, matchmaking and scheduling.
  ° Formal and informal networking at WBENC’s Summit & Salute to Women’s Business Enterprises and Women in Business National Conference and Business Fair (WIB). WBENC’s WIB Business Fair is the largest event of its kind
for women business owners with approximately 300 exhibitors.

- Global Business Initiatives, formal and informal networking events, media opportunities, and recognition programs.

- **Resources**: WBENC provides a broad range of resources to support the growth and performance of Corporate Members and WBENC Certified WBEs.
  - WBENC sources Best Practices and development tools for corporations and the WBENC Certified WBEs that serve them.
  - WBENC also serves as a resource to Corporate Members via WBENC’s Balanced Score Card for WBE Process Improvement, a tool that enables corporations to self measure performance in attaining excellence in supplier diversity programs; and a number of other training, mentoring, and professional development opportunities.
  - WBENC offers elite executive education and scholarship opportunities to include the WBENC Tuck Executive Education program and Dorothy B. Brothers Scholarship program, webinars, workshops, and other development vehicles.

**WBENC Constituents:**

- WBENC brings WBENC Certified WBEs and corporations together so that corporate executives can find WBENC Certified WBEs that help them become even more competitive and successful.
  - Representatives of 36 corporations sit on the WBENC Board of Directors, along with nine representatives of our Regional Partner Organizations and nine WBENC Certified WBEs.
  - Our constituents are a powerful group: Information reported to WBENC show the average WBENC Certified company has revenues of $8.065M, 42 employees and 16 years of experience. The majority of WBENC’s Corporate Members are Fortune 500 companies.
  - More than 60 WBENC Certified WBE firms have revenues in excess of $100M, and six WBENC Certified WBE companies have revenues in excess of $1 billion.
  - WBENC Certification is accepted by more than 1,000 corporations and government agencies, representing America’s most prestigious brands, as well as government entities at the state and local levels.

- The collaboration between our Corporate Members and WBENC Certified WBEs illustrates business at its best:
  - WBE innovations in product and service enhance corporate profitability and shareholder value.
  - Strategic alliances that create international trade opportunities for WBENC Certified WBEs, support Corporate Members in connecting to women’s businesses globally, and develop business linkages among certified WBEs around the world.

**About WBENC:**

- Founded in 1997, WBENC is the nation’s leading third-party certifier of businesses owned, controlled, and operated by women, and the leading advocate for and authority on WBENC Certified WBEs as vendors and suppliers to corporations.
- WBENC is a 501(c) (3) nonprofit organization that seeks and accepts donations from corporations, foundations and individuals that support its mission and programs.
- WBENC is supported by 14 Regional Partner Organizations (RPOs), which administer and process WBENC’s world-class certification, provide regional matchmaking programs, and deliver capacity development training to women owned businesses.
- WBENC is operated by WBENC Staff and governed by its Board of Directors under the leadership of the Executive Committee. In addition, WBENC is also supported by its Leadership Council, represented by the presidents and executive directors of its RPOs, and the Women’s Enterprise Leadership Forum, which is comprised of WBEs appointed by its local RPOs and Corporate Members to represent WBE interests and issues.
- WBENC provides annual awards and recognition to America’s Top Corporations for Women’s Business Enterprises, 14 Women’s Business Enterprises Stars, annual Applause Awards, and the William J. Alcorn Leadership Award.
Marks of Quality

What does a corporation expect from a vendor today? The expected basics of offering good products and services, competitive prices and on-time delivery are still mandatory, but no longer enough. WBENC’s 2009 theme, The Bridge to Quality, connects the path that leads from ordinary competency to a level of proficiency that exhibit the important marks of quality.

Corporations are looking for vendors with the additional marks of quality, such as sustainability statements and programs - green initiatives and corporate social responsibility; and core competency credentials, such as Six Sigma training or LEEDS and ISO certifications to name a few. These are the new differentiators you must understand and use to a competitive advantage.

Marks of quality are especially important because the current state of the 2009 economy and business environment indicate that competition is getting tougher and tougher as contract opportunities become more restricted.

Throughout 2009, WBENC provided meaningful information and resources that ultimately resulted in expanded business opportunities for WBENC Certified WBEs, deeper knowledge about the marks of quality and how it helps your business and your clients, and elevation of those that are the best in business.

WBENC’s trademark MatchMaker meetings connected approximately 300 Corporate Purchasing officials and WBEs for private face-to-face 30 minute meetings to discuss potential opportunities. In addition, WBENC’s WIB2009 Business Fair gave attendees a first-hand look at WBENC Certified WBEs exhibiting their companies’ capabilities, as well as an opportunity to meet Corporate Supplier Diversity representatives and buyers without barriers.
In keeping with its leadership role in advancing the success of both Women’s Business Enterprises and the corporations they serve, WBENC presented its 10th annual America’s Top Corporations for Women’s Business Enterprises at a ceremony in Washington, DC on March 26, 2009.

WBENC President and CEO, Linda Denny and Top Corporations Selection Panel Chair, Olsa Martini, President, OLSA Resources, Inc presented the awards during this prestigious ceremony held at the U.S. State Department.

The Top Corporations application and review process validates supplier diversity best practices of companies that have attained world-class programs that create level playing fields for Women’s Business Enterprises (WBEs) to compete for corporate contacts.

WBENC recognizes the 21 following Top Corporations for Women’s Business Enterprises for 2009:

Accenture
Alcatel-Lucent
AT&T Inc.
Avis Budget Group, Inc.
Chevron
Dell
Energy Future Holdings
Ernst & Young
Exxon Mobil Corporation
IBM Corporation
Johnson & Johnson
Manpower Inc.
Marriott International, Inc.
Microsoft Corporation
Office Depot
PepsiCo, Inc.
Pfizer Inc
Shell Oil Company
The Home Depot
UPS
Verizon

AMERICA’S TOP CORPORATIONS FOR WOMEN’S BUSINESS ENTERPRISES

Seated L to R: Magda N. Yrizarry, Chief Diversity Officer, Verizon; Annette Verschuren, President, Canada and Asia, The Home Depot; Francene Young, Vice President Talent & Development Upstream Americas and US Diversity & Inclusion, Shell Oil Company; Jean Ann Baderschneider, Vice President Procurement, ExxonMobil Corporation; Lisa Martin, Senior Vice President, Worldwide Procurement, Pfizer Inc.; William Fanning, Director Global Supply Operations, IBM Corporation; Maria Lindenberg, Vice President, Global Downstream Procurement, Chevron Corporation; Martha Artilles, Global Chief Diversity Officer, Manpower, Inc.; Carol Weiner Wilner, Vice President, Public Affairs, AT&T; Kristen Wise Micalizio, Vice President, Business Strategy Development and Strategic Initiatives Office Depot.

Standing L to R: Pamela Prince-Eason, WBENC Board Chair; Gil Casellas, Chief Diversity Officer and Vice President of Corporate Responsibilities, Dell; Alex Gorsky, Worldwide Chairman, Medical Devices & Diagnostics and a member of the Executive Committee for Johnson & Johnson; James E. Mallard, Vice President Global Procurement, UPS; Al Williams, Chief Procurement Officer, Accenture; Mitchell J. Adamek, Senior Vice President and Chief Procurement Officer, PepsiCo, Inc.; Tim McBride, Chief Procurement Officer, Microsoft Corporation; Robert Lambert, Senior Vice President, Global Account Sales, Avis Budget Group; Mike Greene, Vice Chair, Energy Future Holdings; Nick DeTura, Vice President, Supply Chain & Logistics, Alcatel Lucent; Theresa Harrison, Director, Supplier Diversity, Ernst & Young; Linda Denny, WBENC President & CEO; Olsa Martini, President/CEO, Olsa Resources, Inc. Not pictured: Arne M. Sorenson, President & Chief Operations Officer, Marriott International, Inc.
On March 26, 2009, WBENC celebrated its 12th Salute to Women’s Business Enterprises. It was held at the Gaylord National Resort and Convention Center in National Harbor, MD. The 2009 Summit & Salute was attended by over 700 Corporate Members, women business enterprises, government officials, and journalists. The black-tie dinner and awards program was chaired by Kevin Campbell, Group Chief Executive-Outsourcing, Accenture LLP.

Dana Chryst, Chief Executive Officer, The Jay Group, representing Women’s Business Enterprise Council – PA-DE-sNJ
www.jaygroup.com

Christina Fischer, President, The Fischer Group, representing Women’s Business Development Center – Florida
www.thefischergroup.com

Alma Abdul-Hadi Jadallah, Ph.D., President and Managing Director, Kommon Denominator, Inc., representing Women Presidents’ Education Organization – Washington, DC
www.kommonodenominator.com

Marlene Kelly, CEO and President, Exhibits South, representing Greater Women’s Business Council
www.exhibitssouth.com

Katherin Nukk-Freeman, Esq., Co-founder and CEO, Nukk-Freeman & Cerra, P.C., representing Women Presidents’ Education Organization – New York
www.nfclegal.com

Patricia Rodriguez Christian, President and Chief Executive Officer, CRC Group, Inc., representing Women’s Business Council – Southwest
www.crcbusinessservices.com

Cheryl W. Snead, President & CEO, Banneker Industries, Inc., representing Center for Women & Enterprise
www.banneker.com
Pamela Hardy, President, Owe No Man Marketing, LLC, representing Women’s Business Enterprise Council Great Lakes
www.onmm.com

Kayhan Hellriegel, Chief Executive Officer and Founder, Kayhan International, Ltd., representing Women’s Business Development Center – Chicago
www.kayhan.furnishgroup

Sandra L. James, President and Founder, Private Eyes, Inc., representing Astra Women’s Business Alliance
www.privateeyesinc.com

Janice Pellar, President, EMCO Technologies, representing Women’s Business Enterprise Council South
www.emcobr.com

Amelia Rodriguez, CEO, Vocalink Language Services, representing Ohio River Valley Women’s Business Council
www.vocalink.net

April Stremming, President & CEO, April’s Images & Productions, representing Women’s Business Enterprise Council – West
www.aprilsimages.com

Lisa Torcasio, President & CEO, Torcasio Sales & Marketing, Inc., representing the Women’s Business Enterprise Alliance
www.torcasiosales.com

Designed to recognize the contributions of Women’s Business Enterprises (WBEs) to the U.S. economy, WBENC distinguished 14 WBEs as its 2009 Women’s Business Enterprise Stars. This elite cadre of WBENC Certified Women’s Business Enterprises was honored for their leadership in their local business communities, their inspiration to other women business owners, and their active roles at the helm of their successful certified businesses.
Introduced in 1999, the Applause Award recognizes and “applauds” exceptional accomplishments that expand opportunities for Women’s Business Enterprises on a national or international level while furthering WBENC’s mission of breaking down barriers that impede the progress and growth of businesses owned and operated by women. Award recipients are selected based on their impact on growth of WBEs; creation of policies, procedures or initiatives that increase opportunities for WBEs; and innovative and inspirational leadership on behalf of women business owners and their companies.

The 2009 Applause Award recipients were Virginia Littlejohn and Elizabeth A. Vazquez, leaders of Quantum Leaps, Inc. and TradeBuilders, Inc. These organizations, respectively, promote women’s enterprise development globally and seek to expand opportunities for WBEs to participate in global trade.

**Virginia Littlejohn**

Since the 1970s, Virginia has focused on women entrepreneurial advocacy, and women’s access to markets. She has been a delegate to all three White House Conferences on Small Business, has served on the National Women’s Business Council and federal trade advisory commissions, and was Vice President of the World Association of Women Entrepreneurs. As the Organization to Economic Cooperation and Development’s (OECD) Senior Advisor for Women’s Entrepreneurship, she helped organize three best practices conferences in Paris and Istanbul. She has brought international expertise to small business advisory boards for IBM, American Express and the US Chamber of Commerce, and has spoken at numerous global conferences. In 2009, Ms. Littlejohn coordinated the development of “The Roadmap to 2020” to fuel women’s enterprise development in the US between 2009 and 2020.

**Elizabeth A. Vazquez**

Elizabeth A. Vazquez is the Executive Director of Quantum Leaps, Inc., a non-profit that promotes women’s enterprise development globally. Through Quantum Leaps, she works on critical issues for businesses at all stages of development including “The Roadmap to 2020,” which is a strategic action plan to fuel the growth of women’s enterprise development in the United States. Elizabeth worked with the WBENC Global Business Committee to help launch a global network that offers business opportunities for corporate buyers and women’s business enterprises. As president of WEConnect International, Elizabeth also helped to launch new certification organizations in the UK and Canada as part of WEConnect International, and she is also the principal architect of a global portal that will help to qualify and connect this developing network.

**WBENC AND QUANTUM LEAPS PARTNER IN GLOBAL INITIATIVES**

In 2005, under the leadership of Joan Kerr, Executive Director of Supplier Diversity for AT&T—and with the support of WBENC’s founding President, Susan Bari, and her successor, Linda Denny—WBENC’s Global Business Committee was launched. This dynamic committee of global leaders had a vision to promote certification for Women’s Business Enterprises (WBEs) based outside of the United States, in order to create international trade opportunities for WBENC Certified WBEs, to support Corporate Members in connecting to women’s businesses globally, and to develop business linkages among certified WBEs around the world.

WBENC’s Global Business Committee hired Quantum Leaps, a non-profit led by Virginia Littlejohn and Elizabeth Vazquez, and dedicated to the growth of women owned businesses internationally, to help develop and implement a global strategy.

In June 2008, WBENC and Quantum Leaps signed an agreement for Quantum Leaps to continue to build a global network of certification partners in target countries, as well as create a global umbrella organization, WEConnect International, that could play a coordinating role to help share knowledge and best practices across countries.
WBENC’s International Luminary Award recognizes exceptional accomplishments that growth of businesses owned and operated by women on an international level while furthering WBENC’s mission of breaking down the barriers that impede the progress and growth of businesses owned and operated by women. Award recipients are selected based on their international impact on the growth of WBEs; creation of policies, procedures, or initiatives that increase opportunities for WBEs; and innovative and inspirational international leadership on behalf of women business owners and their companies. WBENC’s 2009 International Luminary Award recipients are Lorely Burt, a member of the British House of Commons, and Canadian Minister of State Helena Guergis.

Lorely Burt
Lorely Burt’s political career began on Dudley Metropolitan Borough Council, where she served for five years. In the run up to the 2005 general election, Lorely campaigned on various local issues affecting Solihull. After the election of Sir Menzies Campbell to the leadership of the party, Lorely became the Liberal Democrat spokesperson on Small Business and Women and Equality.

Lorely discovered the work of WEConnect UK at an event in June 2007 where she was speaking and WEConnect was being introduced as a concept new to the UK. Lorely immediately recognized the importance of bringing such economic opportunity to the women business owners of the UK and became the voice of WEConnect within the UK Parliament. Lorely has asked questions in the House of Commons, met with Ministers to raise awareness cross party, and continues to make sure that WEConnect is talked about in industries. Lorely visited the Dallas WBENC offices in September 2007 and became one of the first trained site assessors for the UK. As WEConnect goes forward, Lorely continues to speak about and support WEConnect UK. She is a true champion and pioneer and the UK team truly values her wonderful support.

Helena Guergis
Helena Guergis was appointed Minister of State by Canada Prime Minister Stephen Harper in October 2008 and previously served as Secretary of State for Foreign Affairs and International Trade, where her priority files included women in trade, consular and diplomatic affairs, Afghanistan, the Global Commerce strategy and the Prime Minister’s America’s Strategy. She was elected to the Canadian House of Commons in 2004 and re-elected in 2006 and 2008. Guergis previously served as Parliamentary Secretary to the Minister of International Trade, and also served on the Standing Committee on the Status of Women as well as a number of other Parliamentary standing committees and subcommittees.

As Minister of State, Guergis has advocated WEConnect Canada as an avenue for promoting full participation of women in the economic, social and democratic life of Canada. Through her advocacy, WEConnect Canada received funding to help increase economic opposition for WBEs.

William J. Alcorn Leadership Award
Barbara Carbone
WBENC is pleased to announce that Barbara Carbone is the first recipient of the William J. Alcorn Leadership Award. The Alcorn Award was established in 2008 in honor and recognition of the outstanding leadership and service of Mr. William J. Alcorn to the Women’s Business Enterprise National Council (WBENC). Alcorn served as WBENC’s first Chairman of the Board of Directors from September 1997 to December 2000. Under Alcorn’s leadership as Chair and Officer of the Board, WBENC grew its constituency base to 244 Corporate Members and nearly 8,000 WBEs.

The Award recipient is selected by the Chairman of the WBENC Board of Directors, with input from Past Chairs and the WBENC Executive Staff. WBENC’s 2009 Chair, Cheryl Stevens, Vice President, Energy Future Holdings, selected Carbone due to her leadership as a WBENC director since 1998, as well as her achievements in the financial industry for 28 years.

Carbone is currently Chair of the Audit Committee, as well as a member of the Finance, Program, and Allocations Review Committees. In a heightened regulatory environment, Carbone’s expertise has been invaluable in developing strong internal controls at WBENC, understanding new guidelines for non-profits, and the Sarbanes-Oxley Act of 2002.

Through her leadership and participation, Carbone has significantly contributed to the overall success, progress, and development of WBENC as an organization. The leadership, commitment, and excellence that Carbone has brought to WBENC and the financial industry is a stellar example of the type of honorees that represent the ideals and principles associated with The William J. Alcorn Leadership Award.
WBENC was created in 1997 to be an advocate for WBEs and to assist women-owned businesses in linking with corporations committed to diversifying their supply chain. WBENC could not fulfill these goals without its 14 Regional Partner Organizations (RPOs). It is with great pride, that WBENC recognizes each RPO and their certification staff.

ASTRA Women’s Business Alliance
– Diane McClelland, President
2009 Recognition Recipients:
Suzanne Lackman and Lori Lackman
Center for Women & Enterprise
– Susan Rittscher, President & CEO
2009 Recognition Recipients:
Ryann Price and Sarah Winters
Greater Women’s Business Council (GWBC)
– Rez Lewis, Executive Director
2009 Recognition Recipients:
Sharon Judge, Lakesha White, and Parri Womack
Ohio River Valley Women’s Business Council
– Rea Waldon, Ph.D., Executive Director
2009 Recognition Recipients:
Sharon Stengel and Heather Burton

Women’s Business Council Southwest
– Debbie Hurst, President
2009 Recognition Recipient:
Candy Briggs
Women’s Business Development Center Chicago
– Carol Dougal and Hedy Ratner, Co-Presidents
2009 Recognition Recipients:
Debbie Lyall, Deon Crayton, and Natasha Federova
Women’s Business Development Center Florida
– Nancy Allen, President & CEO
2009 Recognition Recipients:
Lisa Roblejo and Ana Maria Manresa
Women’s Business Enterprise Alliance
– Susan Repka, Executive Director
2009 Recognition Recipients:
Mariella Hernandez, Andrea Moore, and Ingrid Hill

Women’s Business Enterprise Council Great Lakes
– Michelle Richards, President
2009 Recognition Recipients:
Pamela Smith and Veronica Johnson
Women’s Business Enterprise Council PA-DE-NJ
– Geri Swift, President
2009 Recognition Recipient:
Sherry Nacci
Women’s Business Enterprise Council South
– Blanca Robinson, President
2009 Recognition Recipient:
Evelyn King
Women’s Business Enterprise Council West
– Pamela Williamson, Ph.D., Executive Director
2009 Recognition Recipients:
Nicole Davis, Melissa Moore, Dana Soriano, and Martha Valenzuelo
Women Presidents’ Educational Organization-DC
– Liz Cullen, Executive Director
2009 Recognition Recipient:
Liza Avruch
Women Presidents’ Educational Organization-NY
– Marsha Firestone, Ph.D. President
2009 Recognition Recipient:
Amy Blais, Lauren Walker, and Teresa Cantu
In 2009, WBENC hosted its first Summit, consisting of discussion panels and forums tailored for Women’s Business Enterprises (WBEs) and Corporate Members. The day and a half long Summit provided attendees a formal opportunity to delve into WBENC’s 2009 theme, *The Bridge to Quality*.

Four industry roundtables consisting of corporations and WBEs came together to foster an understanding of the current business environment in each of these fields and to analyze trends that could have implications for WBEs in corporate supply chains. These four industries included:

- Financial Services
- Petrochemical
- Professional Services
- Telecommunications

In addition, workshops were conducted that focused on accelerating the growth of businesses owned by women of color, maximizing results in the current economic downturn, and using golf as a vehicle for gaining insights into clients, prospects, and colleagues.

Integrated into the event is WBENC’s celebration of America’s Top Corporations for Women’s Business Enterprises. These prestigious corporations have not only instituted programs to offer equal access resulting in a high volume of business with women’s business enterprises, but also have built world-class initiatives that create level playing fields for WBEs to compete for corporate contracts. After a rigorous competition, WBENC selected 21 companies for this honor.

Through the Summit, WBENC fulfills its responsibility to serve as a leading resource for information for WBEs, Corporate Members, and government agencies, and provides a venue in which best practices in supplier diversity can be shared.

In addition, WBENC’s Salute to Women’s Business Enterprises program specifically honors 14 women business owners, all certified WBEs, who provide leadership in their respective business communities. These women offer inspiration to other women business owners and are at the helm of successful certified businesses. The 2009 Women’s Business Enterprise Stars presentation is WBENC’s tribute to them for their passion, talent, creativity, and success.
The Bridge to Quality


Conference Corporate Co-Chairs Wal-Mart Stores Inc. and Wells Fargo, and WBE Co-Chairs Artech Information Systems L.L.C. and Hollister Construction Company were joined by eighty-five other Corporate and WBE sponsors.

WIB2009 Corporate kick-off keynote addresses were provided by Claire Babineaux-Fontenot, Senior Vice President and Chief Tax Officer, Wal-Mart Stores, Inc. and Patricia R. Callahan, Executive Vice President, Office of Transition, (Wells Fargo/Wachovia merger).

WIB2009 keynote speakers included Chip R. Bell, Founder and Manager, The Chip Bell Group; Barbara Kasoff, President, CEO and Co-Founder, Women Impacting Public Policy, Ann Sullivan, President, Madison Services Group, Inc.; Nell Merlino, Founder, President, and CEO, Count Me In for Women’s Economic Independence.

For the first time ever, WBENC offered symposiums at its National Conference, providing an opportunity for an in-depth look at four topics which included the following:

- Environmental Sustainability as a Mark of Quality
- Manufacturing: Benchmarking to Drive Growth
- Thriving in a Challenging Economy
- International Business Strategies

In addition, a number of riveting workshops addressed key business issues facing both corporations and WBEs. Workshops included:

- Supplier Diversity ROI in Working with Qualified WBEs
- Innovative Corporate Best Practices
- Bridging Quality Gaps Through Effective Use of Technology
- The Benefits of Quality Certifications
- Creating a Culture of Quality

WBENC’s Women’s Enterprise Leadership Forum also hosted a pre-conference workshop entitled, \textit{Bulletproofing Your Company in Today’s Economy}.

With three days of high-profile keynote speakers, information-rich workshops and business-building opportunities, WIB again proved to be a core initiative dedicated to advancing WBENC’s mission to advance the success of our Corporate Members and WBENC Certified WBEs.
WBENC Student Scholar Program

In 2009, WBENC teamed up with Bridging the Gap for a second year to reach out to the next generation of potential WBEs by bringing aspiring women entrepreneurs from diverse universities across the U.S. to the Women in Business conference. The students are introduced to key corporate leaders and women business owners in dynamic settings that assist with career planning, creative and critical thinking, and entrepreneurial development.

The conference experience is a platform where the students engage in networking, dialogue exchange, and professional education workshops. This interaction and exposure increases awareness and knowledge to support pipeline development and better prepare individuals aspiring to become entrepreneurs.
A joint initiative between the Women’s Business Enterprise National Council (WBENC) and the Women Presidents’ Organization (WPO), The Zenith Group was formally launched in 2005 for women-owned businesses with revenues of $50 million and above.

As a result of compression in the corporate supply chain, larger women business enterprises were asked to serve as a resource and a dynamic forum to provide business development and sourcing insights to major corporations.

Together, The Zenith Group:

1. Conducts high-level business meetings to promote business development opportunities with Fortune 1000 companies.

2. Works to change the way women-owned businesses are perceived in corporate America and the media.

3. Develops cutting edge information and strategies for successful and fast growth companies.

Led by Linda Denny, WBENC President and CEO, and Marsha Firestone, Ph.D., President and Founder of WPO, The Zenith Group meets three times a year throughout the country. The sessions are facilitated by Barbara Roberts of Roberts & Company. Meeting topics include growth issues; global expansion; exit strategies and succession planning; finding and developing good people; and economic, demographic, scientific, and political trends that may affect business.

**2009 Zenith Group Members**

- **Gina Addeo**
  ADCO Electrical Corporation
- **Roz Alford**
  ASAP Staffing
- **Gloria Bohan**
  Omega World Travel
- **Carmen Castillo**
  Superior Design International
- **June Ressler**
  Cenergy International Services
- **Linda Drake**
  TCIM Services
- **Rosalie Edson**
  Meadows Office Furniture
- **Celeste Gudas**
  24 Seven Inc.
- **Maureen Henegan**
  Henegan Construction Co., Inc.
- **Margery Kraus**
  APCO Worldwide
- **Mercedes LaPorta**
  Mercedes Electric Supply
- **Jayne Millard**
  Turtle & Hughes
- **Andra Rush**
  Rush Trucking Corporations
- **Sandy Solmon**
  Sweet Street Desserts, Inc.
In the seventh year of the WBENC-Tuck partnership, an advanced executive education program that could be attended by previous Tuck-WBENC alumni or first-time attendees was developed and launched. Fifty-eight WBEs participated in the new program, Positioning for Growth. Designed to teach women business owners a systematic way of assessing and improving their businesses, the Tuck-WBENC Executive Program provided WBEs with tools to develop and implement strategic initiatives to grow small-to-medium-sized enterprises.

In 2009, Tuck and WBENC agreed to launch an advanced executive education program that could be attended by previous Tuck-WBENC alumni or first-time attendees.

2009 Tuck-WBENC Executive Program: Positioning for Growth

Weak suppliers are falling by the wayside, presenting the opportunity for high-performing WBEs to serve their customers. Many businesses are for sale at bargain prices, presenting the opportunity to grow quickly to scale. Many other businesses are seeking out partnering relationships to increase their appeal to customers, presenting opportunities to jointly pursue business the WBE might not be able to get working alone. Despite the challenges of the current economy, women business owners who want to step up to the next level have a unique opportunity to do so.

This advanced program will explore three alternatives for growing to scale:

- Organic Growth
- Strategic Alliance
- Acquisition

The central case study will be the WBE’s own business, and the assignment for the week will be for participants to develop a strategic growth plan for their own business. This will include plans for financing, marketing, innovation, expanding operations, negotiation business deals, shaping collaborative business relationships, valuing businesses that might be acquired—or valuing a participant’s own business if selling out is an attractive option.

The Amos Tuck School of Business Administration at Dartmouth is the nation’s oldest graduate school of business and renowned for the quality of its teaching and the degree to which it fosters collaborative learning, inclusion, and community. It is designed to make a big difference in how owners think about and operate their businesses when they return from the program. Collaborative learning groups apply the tools they have learned to assess and improve their businesses, using the same diagnostic and strategy-implementation approaches that external consultants would use.

The faculty includes some of Tuck’s best teachers—such as Kathleen McGahran, and Len Greenhalgh—all of whom are highly attuned to the needs of high-potential diverse businesses.

For more information, see “Opportunities” on our website at www.wbenc.org.
2009 GRADUATES OF TUCK-WBENC EXECUTIVE PROGRAM

Gail Ahlers
Ahlers Designs, Inc.

Barbara Wein Allen
MultiPoint Communications

Nancy Balkcom
My Supplies

Helen Baxter-Southworth
HBS & Associates, LLC

Sheila Benson
Employment Screening Services

Demetrica Berry
Berry Technology Solutions

LaSonya Berry
McPherson Berry & Associates, Inc.

Elizabeth Bliquez
RSG, Inc.

Linda Boasmond
Cedar Concepts

Sue Boers
Silveredge Consulting

Dianna Booher
Booher Consultants, Inc.

Barbara Bosha
Bosha Designs & Communications

Lisa Braden-Harder
Butler Hill

Leah Brown
ATEN Solutions, Inc (A10)

Jennifer Collins
The Event Planning Group, LLC

Laurie Corona
Lixit Corp

Lu Ramsay Cotta
Annapolis Accommodations

Nicole Curran

WhyDesignWorks

Jennifer Dunleavy
The Accuro Group, Inc.

Kathie Edwards
Westpark Communications, Inc.

Nancy Elberty
NTSG, Inc.

Diane Flem
Spitfire Marketing & Creative, Inc.

Marleen Geyen
Geyen Group South, Inc.

June Gold
GraphLogic Inc.

Barbara Goldman
BG/Strategic Solutions, LLC

Melissa Gray
MultiPoint Communications

Alisa Hall
Stiletto Advantage, LLC

Christine Hammerlund
Assured Healthcare, LLC

Katrin Hillner
PC Network Inc.

Julia Hubbel
The Hubbel Group

Marlene Kelly
Exhibits South Corporation

Brenda Loube
Corporate Fitness Works

Monica Maldonado
Interprint Communications

Michele McHenry
Laser Lab, Inc.

Jayne Millard
Turtle & Hughes, Inc.

Claudia Mirza
Akorbi

Mary Moslander
LiveHealthier

Mary Nittolo
The Studio

Maxine Nordmeyer
Bihler of America, Inc.

Debra Peterson Oberbillig
Allen Partners, Inc.

Georgy Olivieri
Go Initiatives

Sharon Olzerowicz
The Matrix Company

Patricia E. Patricco
Image Office Environments

Prashanthi Reddy
Accura Engineering and Consulting Services, Inc.

Pamela Robinson
Financial Voyages LLC

Sharon Ryan
Dasher Services, Inc.

Vijaya Sabineni
SRISYS, Inc

Carolyn Sawyer
Tom Sawyer Company

Evelyn Shea
Shea Writing and Training Solutions, Inc.

Valerie Shondel
SelectoFlash

Lisa Somerville
Restor Telecom, Inc.

Deborah Stallings
PHR, HR Anew

Gwen Thomas
HR Now!

Kristin Tucker
TDK Technologies, LLC

Paula Turner
Lexair

Carol White
Capstone Concepts, Inc

DBA HAMCO-Atlanta

Traci Williams
Crescent Construction Services

Judith Zimmermann
Artcraft Promotional Concepts
A Division of Artcraft & Foremost

2009 Tuck-WBENC Executive Sponsors

Underwriter
IBM

Major Sponsor
Merck & Company and Dorothy B. Brothers Executive Scholarship Fund

Supporters
Chevron
MasterCard
MetLife
Microsoft
Office Depot
Pfizer
Target
UPS
Bank of America, its communities and its extended family of suppliers and business partners suffered a great loss in July 2002 with the passing of Dorothy Brothers, Supplier Diversity & Development executive and WBENC board member. Dorothy Brothers founded the Executive Management Scholarship Program in order for women business owners to have access to the same high caliber management education that is available to Fortune 500 companies.

As a tribute to Dorothy’s accomplishments in helping diverse suppliers grow and successfully participate in competitive bid opportunities, WBENC, with the support of Bank of America, established the Dorothy B. Brothers Executive Scholarship.

This program provides diverse executive suppliers with the educational development that will help them grow and successfully compete in corporate supply chains.

In 2009, in lieu of awarding scholarships, WBENC and a Program Committee consisting of Corporate Members, members of WBENC’s Women’s Enterprise Leadership Forum and Leadership Council reexamined the program and made several modifications to include:

- Increased amount from up to $4,500 to up to $11,000 effective in 2010.
- A temporary increase of 21 award recipients will be named in 2010. However, the number of award recipients will return to 14 in 2011.

To learn more about this opportunity, contact Betty Cole, WBENC Sr. Director of Programs at BCole@wbenc.org.
WBENC Ambassadors make connections. Today, even more women in the United States are entrepreneurs, helping to build our economy and our country. Twenty-eight percent of all private firms are owned by women. Women-owned firms employ 13 million people.

Ambassadors are enthusiastic about what WBEs have to offer. So they help make connections that matter. WBENC Ambassadors believe that it is important to support entrepreneurs and, in particular, to help women connect and create enterprises.

Ambassadors educate others about WBENC and how the WBENC Ambassador Program can help their companies achieve supplier diversity goals. By hosting and attending WBENC Ambassador events, the Ambassador helps everyone understand the priorities of corporations -- a critical step in creating a successful WBENC experience. Ambassadors engage members of senior management, from operations to finance, marketing, and human resources. Together the Ambassador and these roles communicate a clear and concise mission statement and vision for supplier diversity to employees, vendors, customers, and shareholders.

**ASTRA Women’s Business Alliance**
Denise Coley, Senior Manager, Cisco Systems, Inc.
Joan Kerr, Executive Director, AT&T retired
Bev Strand, Business Manager, Cisco Systems, Inc.
Joan Lasalle, President, Lasalle-Ramsay, Inc.

**Greater Women’s Business Council**
Nancy Williams, Principal, ASAP Staffing LLC
Terri Hornsby, President, TLC Adcentives LLC
Patricia Richards, Manager, Corporate Supplier Diversity, Shell Oil Company
Pamela O’Rourke, President, ICON Information Consultants
Connie Rankin, President, Customized Real Estate Services
Dawn Magnan, President, n8 Solutions

**Ohio River Valley Women’s Business Council**
Sherry Robison, Supplier Diversity Program Manager, IBM Global Procurement, IBM Corporation
Mary Cantando, President, Cantando and Associates
Lisa K. Moore, President, 3D Consulting
Judy K. Sheppard, President, Professional Services of America, Inc.

**Women’s Business Council South**
Alta Baker, President & CEO, Safe Haven Enterprises, Inc.

**Women’s Business Council – Southwest**
Lynn Scott, Senior Director Supplier Diversity, Alcatel-Lucent

**Women’s Business Development Center – Chicago**
Cynthia J. Johnson, President, Johnson & Associates Business Interiors, Inc.
Sharon Castillo, Principal, SB Services, Inc.

**Women’s Business Development Center – Florida**
Robert McCormes-Ballou, Director, Vendor Diversity, Office Depot
Nancy Allen, President & CEO, Women’s Business Development Center – Florida
Annette Taddeo, President, LanguageSpeak, Inc.
Leslie A. Saunders, President, Leslie Saunders Insurance and Marketing
Mercedes LaPorta, President, Mercedes Electric Supply, Inc.

**Women’s Business Enterprise Council – Great Lakes**
Nikki Olyai, President & CEO, Innovation Technology, Inc.

**Women’s Business Enterprise Council – PA-DE-sNJ**
Geri Swift, President, Women’s Business Enterprise Council – PA, DE-sNJ
Mary Kay Hamm, DFA Management

**Women’s Business Enterprise Council – West**
Holli Dorr, President, HOLLISTER Construction Company

**Women Presidents’ Educational Organization – DC**
Laurie Acreman, Strategic Improvements Manager, Global Procurement, ExxonMobil

**Women Presidents’ Educational Organization – NY**
Therisa Harrison, Director of Supplier Diversity, Ernst & Young
Linda Coughlin, President, Parallels
Lynne Marie Finn, President, Superior Staffing Services, Inc.
Ranjini Poddar, President, Artech Information Systems
Pamela Prince-Eason, Vice President, Worldwide Procurement, Pfizer, Inc.
Laura Taylor, Vice President, Global Strategy and Operations, Pitney Bowes Inc.
The information presented here is derived from financial statements audited by Drolet & Associates, PLLC.

## WOMEN’S BUSINESS ENTERPRISE NATIONAL COUNCIL, INC. STATEMENT OF FINANCIAL POSITION

*December 31, 2009*  
*(With Summarized Financial Information for December 31, 2008)*

<table>
<thead>
<tr>
<th></th>
<th>2009</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>CURRENT ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$1,031,225</td>
<td>$236,436</td>
</tr>
<tr>
<td>Accounts receivable, net of allowance for doubtful accounts of approximately $48,000 in 2009 and $40,000 in 2008</td>
<td>707,087</td>
<td>1,504,159</td>
</tr>
<tr>
<td>Unconditional promises to give</td>
<td>25,000</td>
<td>17,500</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>311,147</td>
<td>304,986</td>
</tr>
<tr>
<td>Other</td>
<td>35,585</td>
<td>27,953</td>
</tr>
<tr>
<td><strong>TOTAL CURRENT ASSETS</strong></td>
<td>2,110,044</td>
<td>2,091,034</td>
</tr>
<tr>
<td><strong>FIXED ASSETS, net</strong></td>
<td>161,654</td>
<td>181,478</td>
</tr>
<tr>
<td><strong>RESTRICTED CASH</strong></td>
<td>919,005</td>
<td>825,452</td>
</tr>
<tr>
<td><strong>DEPOSIT</strong></td>
<td>16,504</td>
<td>17,104</td>
</tr>
<tr>
<td><strong>CASH SURRENDER VALUE OF LIFE INSURANCE</strong></td>
<td>91,396</td>
<td>41,222</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>$3,298,603</td>
<td>$3,156,290</td>
</tr>
<tr>
<td><strong>LIABILITIES AND NET ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>CURRENT LIABILITIES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>$441,796</td>
<td>$350,972</td>
</tr>
<tr>
<td>Deferred rent</td>
<td>22,914</td>
<td>13,711</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>1,629,516</td>
<td>2,220,440</td>
</tr>
<tr>
<td><strong>TOTAL CURRENT LIABILITIES</strong></td>
<td>2,094,226</td>
<td>2,585,123</td>
</tr>
<tr>
<td><strong>DEFERRED COMPENSATION PAYABLE</strong></td>
<td>91,396</td>
<td>41,222</td>
</tr>
<tr>
<td><strong>DEFERRED RENT, net of current portion</strong></td>
<td>25,697</td>
<td>48,611</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td>2,211,319</td>
<td>2,674,956</td>
</tr>
<tr>
<td><strong>NET ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrestricted net assets (deficit)</td>
<td>21,913</td>
<td>(478,671)</td>
</tr>
<tr>
<td>Temporarily restricted net assets</td>
<td>992,271</td>
<td>886,905</td>
</tr>
<tr>
<td>Permanently restricted net assets</td>
<td>73,100</td>
<td>73,100</td>
</tr>
<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td>1,087,284</td>
<td>481,334</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES AND NET ASSETS</strong></td>
<td>$3,298,603</td>
<td>$3,156,290</td>
</tr>
</tbody>
</table>

The accompanying notes are an integral part of these financial statements.
## WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL, INC.
### STATEMENT OF ACTIVITIES
For the Year Ended December 31, 2009
(With Summarized Financial Information for the Year Ended December 31, 2008)

The information presented here is derived from financial statements audited by Drolet & Associates, PLLC.

### REVENUE

<table>
<thead>
<tr>
<th></th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>2009 Total</th>
<th>2008 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Membership dues</td>
<td>$3,113,567</td>
<td>$3,113,567</td>
<td>$3,333,349</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions</td>
<td>88,922</td>
<td>$331,504</td>
<td>420,426</td>
<td>478,750</td>
<td></td>
</tr>
<tr>
<td>Exhibitor fees</td>
<td>362,800</td>
<td></td>
<td>553,802</td>
<td>710,719</td>
<td></td>
</tr>
<tr>
<td>Conference fees</td>
<td>2,735,979</td>
<td></td>
<td>2,735,979</td>
<td>3,080,916</td>
<td></td>
</tr>
<tr>
<td>Sponsorships</td>
<td>6,590</td>
<td></td>
<td>6,590</td>
<td>16,572</td>
<td></td>
</tr>
<tr>
<td>Global Business Initiatives</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Certification fees</td>
<td>40,300</td>
<td></td>
<td>40,300</td>
<td>257,200</td>
<td></td>
</tr>
<tr>
<td>Other income</td>
<td>205,068</td>
<td></td>
<td>205,068</td>
<td>276,349</td>
<td></td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>174,769 (174,769)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**TOTAL REVENUE**

|                        | 7,281,797 | 160,366 | -0- | 7,442,163 | 8,741,575 |

### EXPENSES

<p>| | | | | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Membership</td>
<td>102,155</td>
<td></td>
<td>102,155</td>
<td>61,292</td>
<td></td>
</tr>
<tr>
<td>Salute</td>
<td>560,576</td>
<td></td>
<td>560,576</td>
<td>580,441</td>
<td></td>
</tr>
<tr>
<td>Women in Business</td>
<td>2,425,505</td>
<td></td>
<td>2,425,505</td>
<td>2,651,860</td>
<td></td>
</tr>
<tr>
<td>Alliance relationships</td>
<td>1,484,966</td>
<td></td>
<td>1,484,966</td>
<td>1,720,855</td>
<td></td>
</tr>
<tr>
<td>Other programs</td>
<td>852,125</td>
<td></td>
<td>852,125</td>
<td>741,558</td>
<td></td>
</tr>
<tr>
<td>Total program services</td>
<td>5,425,327</td>
<td></td>
<td>5,425,327</td>
<td>5,756,006</td>
<td></td>
</tr>
<tr>
<td>Supporting services:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management and general</td>
<td>924,492</td>
<td></td>
<td>924,492</td>
<td>1,439,496</td>
<td></td>
</tr>
<tr>
<td>Fundraising</td>
<td>431,394</td>
<td></td>
<td>431,394</td>
<td>532,692</td>
<td></td>
</tr>
</tbody>
</table>

**TOTAL EXPENSES**

|                        | 6,781,213 | -0-     | -0- | 6,781,213 | 7,728,194 |

### CHANGE IN NET ASSETS BEFORE TRANSFER OF TEMPORARILY RESTRICTED NET ASSETS

|                        | 500,584    | 160,366  | -0- | 660,950   | 1,013,381 |

### TRANSFER OF TEMPORARILY RESTRICTED NET ASSETS

|                        | (55,000)   | (55,000) | -0- |           |           |

### CHANGE IN NET ASSETS

|                        | 500,584    | 105,366  | -0- | 605,950   | 1,013,381 |

### NET (DEFICIT) ASSETS, BEGINNING OF YEAR

|                        | (478,671)  | 886,905  | 73,100 | 481,334   | (532,047) |

### NET ASSETS, END OF YEAR

|                        | $21,913    | $992,271 | $73,100 | $1,087,284 | $481,334 |
### WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL, INC.

#### STATEMENT OF CASH FLOWS

For the Year Ended December 31, 2009  
(With Summarized Financial Information for the Year Ended December 31, 2008)

<table>
<thead>
<tr>
<th></th>
<th>2009</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CASH FLOWS FROM OPERATING ACTIVITIES:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Change in Net Assets</td>
<td>$605,950</td>
<td>$1,013,381</td>
</tr>
<tr>
<td>Adjustments to reconcile change in net assets to net cash provided by operating activities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>80,023</td>
<td>56,354</td>
</tr>
<tr>
<td>Loss on disposal of fixed assets</td>
<td>-0-</td>
<td>4,441</td>
</tr>
<tr>
<td>Decrease in accounts receivable</td>
<td>797,072</td>
<td>281,441</td>
</tr>
<tr>
<td>(Increase) decrease in unconditional promises to give</td>
<td>(7,500)</td>
<td>345,625</td>
</tr>
<tr>
<td>Increase in prepaid expenses</td>
<td>(6,161)</td>
<td>(63,449)</td>
</tr>
<tr>
<td>Increase in other assets</td>
<td>(7,632)</td>
<td>(10,635)</td>
</tr>
<tr>
<td>Decrease in security deposits</td>
<td>600</td>
<td>-0-</td>
</tr>
<tr>
<td>Increase (decrease) in accounts payable and accrued expenses</td>
<td>90,824</td>
<td>(276,620)</td>
</tr>
<tr>
<td>Decrease in deferred revenue</td>
<td>(590,924)</td>
<td>(757,485)</td>
</tr>
<tr>
<td>Decrease in deferred rent</td>
<td>(13,711)</td>
<td>(4,861)</td>
</tr>
<tr>
<td><strong>NET CASH PROVIDED BY OPERATING ACTIVITIES</strong></td>
<td>$948,541</td>
<td>$588,192</td>
</tr>
<tr>
<td><strong>CASH FLOWS FROM INVESTING ACTIVITIES:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Increase in Dorothy Brothers Scholarship Fund</td>
<td>(93,553)</td>
<td>(408,070)</td>
</tr>
<tr>
<td>Purchases of fixed assets</td>
<td>(60,199)</td>
<td>(117,742)</td>
</tr>
<tr>
<td><strong>NET CASH USED IN INVESTING ACTIVITIES</strong></td>
<td>(153,752)</td>
<td>(525,812)</td>
</tr>
<tr>
<td><strong>CASH FLOWS FROM FINANCING ACTIVITIES:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Repayments under line of credit</td>
<td>-0-</td>
<td>(300,000)</td>
</tr>
<tr>
<td><strong>NET CASH USED IN FINANCING ACTIVITIES</strong></td>
<td>-0-</td>
<td>(300,000)</td>
</tr>
<tr>
<td><strong>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</strong></td>
<td>$794,789</td>
<td>(237,620)</td>
</tr>
<tr>
<td><strong>CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR</strong></td>
<td>236,436</td>
<td>474,056</td>
</tr>
<tr>
<td><strong>CASH AND CASH EQUIVALENTS, END OF YEAR</strong></td>
<td>$1,031,225</td>
<td>$236,436</td>
</tr>
</tbody>
</table>
Officers
Cheryl Stevens, Chair
Vice President Supplier Diversity
Energy Future Holdings
Joan Kerr, Vice Chair
Executive Director, Supplier Diversity Programs
AT&T
Pamela Eason, Treasurer
Vice President, Worldwide Procurement
Pfizer Inc
Tanya Penny*, Secretary
Vice President, Procurement
Verizon
Linda J. Denny, ex-officio
President & CEO
WBENC
Jorge Romero., Counsel to the Board
Partner
K & L Gates, Of Counsel

Committees
Audit Committee
Barbara Carbone
Partner in Charge Audit, Northern California
KPMG

Development Committee
Theresa Harrison
Director of Supplier Diversity
Ernst & Young, LLP

Ethics Committee
Mary Tacher
Vice President, Acting General Counsel
J.C. Penney Company

Finance Committee
Pamela Eason, Vice President, Worldwide Procurement
Pfizer Inc

Global Business Committee
Joan Kerr
Executive Director, Supplier Diversity Programs
AT&T

Leadership Council
Michelle Richards
President
Women’s Business Enterprise Council-Great Lakes

Marketing Committee
Debra Jennings Johnson
Director, Supplier Diversity
BP America, Inc.

National Certification Committee
Nancy Conner
Manager, Supplier Diversity
W. W. Grainger

Nominating Committee
Lynn Scott
Senior Director Supplier Diversity
Alcatel-Lucent

Program Committee
Ruby McCleary
Director of Supplier Diversity,
United Airlines

Supply Chain Committee
Laurie Acreman
Strategic Improvements Manager,
Global Procurement
ExxonMobil

Technology Committee
Benita Fortner
Director, Supplier Diversity
Raytheon Company

Women’s Enterprise Leadership Forum
Nancy Williams
Principal
ASAP

2009 Ad Hoc Committees and Task Forces

Goverance
Lynn Scott
Senior Director Supplier Diversity
Alcatel-Lucent

Allocations Review
Barbara Carbone
Partner in Charge Audit, Northern California
KPMG

C3 Task Force
Laurie Acreman
Strategic Improvements Manager, Global Procurement
ExxonMobil

Directors
(alphabetical by company)

Accenture
Chief Procurement Officer
Al Williams

Accel Inc.
Chief Executive Officer
Tara Abramam

Alcatel - Lucent
Senior Director Supplier Diversity
Lynn Scott

Altria
Senior Manager, Purchasing,
Quality & Compliance
Diane Pinkney

ASAP
Principal
Nancy Williams

Astra Women’s Business Alliance
President
Diane McClelland

Avis Budget Group, Inc.
Vice President Strategic Business & Diversity Relations
Lynn Boccio

Bank of America
Vice President, Supplier Diversity
Martha Rangel

BP America, Inc.
Director, Supplier Diversity
Debra Jennings-Johnson

Chevron Corporation
General Manager MidStream Procurement
Betsy Hosick

Dell Inc.
Director General Procurement & Supplier Diversity
Jens Gruenkemeier

Ernst & Young, LLP
Director of Supplier Diversity
Theresa Harrison

ExxonMobil
Strategic Improvements Manager, Global Procurement
Laurie Acreman

Ford Motor Company
Director, Supplier Diversity Development
Armando Ojeda

*Note: Tanya Penny resigned 3rd quarter of 2009. 
Greater Women’s Business Council
Executive Director
Roz Lewis

Halliburton
Vice President and Corporate Secretary
Sherry Williams

Hollister Construction Company
President
Holli Dorr

IBM
Program Director, Global Supplier Diversity Integrated Supply Chain
Michael K. Robinson

ICON Information Consultants
President & CEO
Pamela Chambers O’Rourke

J.C. Penney Company
Vice President, Acting General Counsel
Mary Tacher

JP Morgan Chase & Co.
Global Employee Relations Director
Katryn Wikman

Johnson & Johnson
Vice President, Business Process Excellence
Beverly Williamson

Johnson Controls
Manager, Diversity Business Development
Shelly Brown

KPMG LLP
Partner in Charge Audit, Northern California
Barbara A. Carbone

Leslie Saunders Insurance
President & CEO
Leslie Saunders

Macy’s
Operating Vice President - Purchasing and Supplier Diversity
Howard Thompson

Management Decisions, Inc.
CEO
Ella Koscik

Manpower, Inc.
Chief Diversity Officer
Martha Artiles

Marriott International Inc.
Vice President and Senior Counsel
Rosemarie Schmidt

MBE Magazine
Publisher
Ginger Conrad

Microsoft
Senior Supplier Diversity Program Manager
Carol Desmarais Hoffman

Motorola, Inc.
Vice President, Indirect Procurement
Michelle Hawkins

Neutral Posture, Inc.
CEO and Chairman of the Board
Rebecca Boenigk

Office Depot
Manager, Vendor Development
Shari Francis

PepsiCo, Inc.
Vice President, Worldwide Other Goods & Services Procurement
Scott Buchanan

Pitney Bowes
Vice President Enterprise Procurement Strategy and Operations
Laura Taylor

Raytheon Company
Director, Supplier Diversity
Benita Fortner

SB Services, Inc.
Principal, CPA, CVA
Sharon Castillo

Shell Oil Company
Manager, Corporate Supplier Diversity
Patricia Richards

Superior Staff Resources, Inc.
President
Lynne Marie Finn

TelTech Communications, LLC
Managing Partner
Lisa Hanlon

The Coca-Cola Company
Director of Supplier Diversity
K. Michelle Sourie Johnson

The Home Depot
Director, Supplier Diversity
K. Michelle Sourie Johnson

The Warrior Group
President & CEO
Gail Warrior Lawrence

Time Warner Inc.
Executive Director of Supplier Diversity
Greta Davis

United Airlines
Director of Supplier Diversity
Ruby McCleary

UPS
Director, Supplier Diversity
Kathy Homeyer

Verizon
Director Supplier Diversity
Delores Johnson-Cooper

W. W. Grainger
Manager, Supplier Diversity
Nancy Conner

Wal-Mart Stores
Vice President Global Indirect Sourcing
Tonia Smith

Women’s Business Council-Southwest
President
Debbie Hurst

Women’s Business Development Center—Chicago
Co-President
Carol Dougal

Women’s Business Development Center/—Florida
President & CEO
Nancy Allen

Women’s Business Enterprise Alliance
Executive Director
Susan Repka

Women’s Business Enterprise Council-Great Lakes
President
Michelle Richards

Women’s Business Enterprise Council South
President
Blanca Robinson

Women’s Business Enterprise Council of PA-DE-sNJ
President
Geri Swift

*Note: Johnson-Cooper joined WBENC board in 4th quarter of 2009.
WBENC has 14 Regional Partner Organizations (RPOs), which are responsible for managing and processing WBENC’s world-class certification and recertification applications and site visits at the regional level. In addition, each RPO is also responsible for providing WBENC Corporate Members with access to WBENC Certified WBEs in response to the companies’ procurement needs and providing skill-building programs to enable the success of WBENC Certified WBEs.

**ASTRA Women’s Business Alliance**
Leadership Council Delegate: Diane J. McClelland
Program Manager: Suzanne Lackman
5 Centerpointe Drive, Suite 400
Lake Oswego, OR, 97035-8620
[www.astrawba.org](http://www.astrawba.org)

**Center for Women & Enterprise**
Leadership Council Delegate: Susan Rittscher
Program Director: Kristine Viera
24 School Street, 7th floor
Boston, MA, 02108
[www.cweonline.org](http://www.cweonline.org)

**Greater Women’s Business Council**
Leadership Council Delegate: Roz Lewis
Program Manager: Sharon Judge
1201 Peachtree Street
400 Colony Square, Suite 200
Atlanta, GA, 30361
[www.gwbc.biz](http://www.gwbc.biz)

**Ohio River Valley Women’s Business Council**
Leadership Council Delegate: Rea Waldon, Ph.D.
Certification Coordinator: Heather Burton
3458 Reading Road
Cincinnati, OH 45229
[www.orwcbc.org](http://www.orwcbc.org)

**Women’s Business Council-Southwest**
Leadership Council Delegate: Debbie Hurst
Certification Manager: Eunice Harris
2201 North Collins, Suite 158
Arlington, TX, 76011
[www.wbcsouthwest.org](http://www.wbcsouthwest.org)

**Women’s Business Development Center-Chicago**
Leadership Council Delegate: Carol Dougal, Co-President
Hedy Ratner, Co-President
Program Manager: Deon Crayton
8 South Michigan, 4th Floor
Chicago, IL, 60603
[www.wbdc.org](http://www.wbdc.org)

**Women’s Business Development Center-Chicago**
Leadership Council Delegate:
Nancy Allen
Program Manager: Lisa Roblejo
11205 South Dixie Highway, Suite 101
Pinecrest, FL, 33156
[www.womensbusiness.info](http://www.womensbusiness.info)

**Women’s Business Enterprise Council-PA-DE-sNJ**
Leadership Council Delegate: Geri Swift
Program Manager: Sherri Nacci
1315 Walnut Street, Suite 1116
Philadelphia, PA, 19107-4711
[www.womenssbdc.org](http://www.womenssbdc.org)

**Women’s Business Enterprise Council South**
Leadership Council Delegate: Blanca Robinson
Director of Certification: Evelyn King
400 Poydras Street, Suite 1730
New Orleans, LA, 70130
[www.wbcGulfCoast.org](http://www.wbcGulfCoast.org)

**Women’s Business Enterprise Council-West**
Leadership Council Delegate: Pamela Williamson, Ph.D.
Program Manager: Nicole Davis
840 E. McKellips Road, Suite 107
Mesa, AZ, 85210
[www.wbce-west.org](http://www.wbce-west.org)

**Women Presidents’ Educational Organization-DC**
Leadership Council Delegate: Liz Cullen
Program Manager: Liza Avruch
1120 Connecticut Avenue, NW,
Suite 1000
Washington, DC, 20036
[www.wpeo.us](http://www.wpeo.us)

**Women Presidents’ Educational Organization-NY**
Leadership Council Delegate: Marsha Firestone, Ph.D.
Program Manager: Theresa Cantu
155 E. 55th Street, Suite 4H
New York, NY, 10022
[www.wpeo.us](http://www.wpeo.us)
The Leadership Council is comprised of executives from the 14 Regional Partner Organizations (RPOs). The Leadership Council provides a forum for discussion; serves as a creative hub for sharing ideas; and initiates policy recommendations to be considered by WBENC and the Board of Directors.

**Diane McClelland**  
President  
ASTRA Women’s Business Alliance

**Susan Rittscher**  
President & CEO  
Center for Women & Enterprise

**Roz Lewis**  
Executive Director  
Greater Women’s Business Council

**Rea Waldon, Ph.D.**  
President  
Ohio River Valley Women’s Business Council

**Debbie Hurst**  
President  
Women’s Business Council - Southwest

**Carol Dougal**  
Co-President  
Women’s Business Development Center - Chicago

**Nancy A. Allen**  
President & CEO  
Women’s Business Development Center - Florida

**Susan Repka**  
Executive Director  
Women’s Business Enterprise Alliance

**Michelle Richards**  
President  
Women’s Business Enterprise Council - Great Lakes

**Geri Swift**  
President  
Women’s Business Enterprise Council - PA- DE- sNJ

**Blanca Robinson**  
Executive Director  
Women’s Business Enterprise Council South

**Pamela Williamson, Ph.D.**  
Executive Director  
Women’s Business Enterprise Council - West

**Liz Cullen**  
Executive Director  
Women Presidents’ Educational Organization – DC

**Marsha Firestone, Ph.D.**  
President  
Women Presidents’ Educational Organization - NY
The Women’s Enterprise Leadership Forum drives the success of all WBENC certified Women Business Enterprises (WBEs) through education, opportunities and resources. Forum members work closely with WBENC to promote the benefits of certification and to facilitate corporate business opportunities for WBEs, regardless of revenue or employee size, while reaching back into the regional forums to facilitate relevance and value.

**Forum Governing Group Members**

**Nancy Williams, Chair**
Principal  
ASAP  
Denver, CO

**Holli Dorr, Vice Chair**
President  
Hollister Construction Company  
Anaheim, CA

**Tara Abraham**
CEO  
ACCEL Inc.  
Lewis Center, OH

**Sharon Avent**
President & CEO  
SMEAD Manufacturing Company  
Hastings, MN

**Alta Baker, Chair Emeritus**
President & CEO  
Safe Haven Enterprises, LLC.  
Jennings, LA

**Anisa Balwani**
President  
RCI Technologies  
Iselin, NJ

**LaSonya Berry**
CEO  
McPherson, Berry & Associates, Inc.  
Ellenwood, GA

**Himanshu Bhatia**
CEO  
Rose International, Inc.  
Chesterfield, MO

**Rebecca Boenigk, Chair Emeritus**
CEO/Chairman of the Board  
Neutral Posture, Inc.  
Bryan, TX

**Michelle Boggs**
CEO  
McKinley Marketing Partners  
Alexandria, VA

**Billie Bryant, Chair Emeritus**
President/CEO  
Robart Transportation, Inc.  
Duluth, GA

**Sharon Burton**
President/CEO  
CESCO Inc.  
Dallas, TX

**Mary Cantando**
Growth Expert  
WomanBusinessOwner.com  
Raleigh, NC

**Sharon Castillo**
Principal  
SB Services, Inc.  
Grayslake, IL

**Julie Copeland**
President & CEO  
Arbill  
Philadelphia, PA

**Janet Crenshaw-Smith**
President  
Ivy Planning Group  
Rockville, MD

**Marsha Davidson**
President  
Telecopy, Inc.  
Dallas, TX

**Rosalie Edson**
President  
Meadows Office Furniture  
New York, NY

**Sharon Evans**
CEO  
CFj Manufacturing  
Fort Worth, TX

**Lynne Marie Finn**
President & CEO  
Superior Staff Resources, Inc.  
Williamsville, NY

**Peg Fitzpatrick**
President  
PMG Inc.  
Blue Bell, PA

**Barbara Goldman**
CEO  
BG Strategic Solutions, LLC  
Atlanta, GA

**Ellie Halter**
CEO/President  
Schnipke Engraving Co. Inc.  
Ottoville, OH

**Mary Kay Hamm**
President  
DFA Management  
Wellington, FL
<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Company</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lisa Hanlon</td>
<td>Managing Partner</td>
<td>Teltech Communications</td>
<td>Edwards, CO</td>
</tr>
<tr>
<td>Kayhan Hellriegel</td>
<td>CEO</td>
<td>Kayhan International Ltd.</td>
<td>Schaumburg, IL</td>
</tr>
<tr>
<td>Terri Hornsby</td>
<td>President</td>
<td>TLC Adcentives, LLC</td>
<td>Houston, TX</td>
</tr>
<tr>
<td>Jean Johnson</td>
<td>President &amp; CEO</td>
<td>LegalWATCH</td>
<td>Houston, TX</td>
</tr>
<tr>
<td>Marlene Kelly</td>
<td>President &amp; CEO</td>
<td>Exhibits South Corp.</td>
<td>Lawrenceville, GA</td>
</tr>
<tr>
<td>Patricia Kelly</td>
<td>President &amp; CEO</td>
<td>Limerick Inc.</td>
<td>Burbank, CA</td>
</tr>
<tr>
<td>Ella Koscik</td>
<td>CEO</td>
<td>MDI</td>
<td>Norcross, GA</td>
</tr>
<tr>
<td>Mercedes LaPorta</td>
<td>President</td>
<td>Mercedes Electric Supply, Inc.</td>
<td>Miami, FL</td>
</tr>
<tr>
<td>Joan Lasselle</td>
<td>President</td>
<td>Lasselle-Ramsay, Inc.</td>
<td>Mountain View, CA</td>
</tr>
<tr>
<td>Dawn Magnan</td>
<td>President</td>
<td>n8 Solutions</td>
<td>Houston, TX</td>
</tr>
<tr>
<td>Olsa Martini</td>
<td>President/CEO</td>
<td>OLSA Resources, Inc.</td>
<td>Aloha, OR</td>
</tr>
<tr>
<td>Terri McNally</td>
<td>President</td>
<td>Global Capital, Ltd.</td>
<td>Grayslake, IL</td>
</tr>
<tr>
<td>Fran Mills</td>
<td>Owner</td>
<td>Cajun Treats/Bravo Collection</td>
<td>Jennings, LA</td>
</tr>
<tr>
<td>Nancy Mobley</td>
<td>President</td>
<td>Insight Performance</td>
<td>Dedham, MA</td>
</tr>
<tr>
<td>Nancy Murphy</td>
<td>President</td>
<td>J &amp; J Exhibitor Service, Inc.</td>
<td>Chicago, IL</td>
</tr>
<tr>
<td>Sharon Olzerowicz</td>
<td>President/CEO</td>
<td>Matrix Information Consulting, Inc.</td>
<td>Rochelle Park, NJ</td>
</tr>
<tr>
<td>Pamela O'Rourke</td>
<td>President</td>
<td>ICON Information Consultants, LP</td>
<td>Houston, TX</td>
</tr>
<tr>
<td>Janice Pellar</td>
<td>President</td>
<td>EMCO Technologies</td>
<td>Baton Rouge, LA</td>
</tr>
<tr>
<td>Sue Pistone</td>
<td>CEO &amp; President</td>
<td>Sue Pistone &amp; Associates</td>
<td>Houston, TX</td>
</tr>
<tr>
<td>Ranjini Poddar</td>
<td>President</td>
<td>Artech Information Systems LLC</td>
<td>Cedar Knolls, NJ</td>
</tr>
<tr>
<td>Kanchana Raman</td>
<td>President</td>
<td>Avion Systems</td>
<td>Roswell, GA</td>
</tr>
<tr>
<td>Patricia Rodriguez-Christian</td>
<td>President</td>
<td>CRC Group</td>
<td>Dallas, TX</td>
</tr>
<tr>
<td>Cassandra Sanford</td>
<td>CEO</td>
<td>Kelly Mitchell Group, Inc.</td>
<td>St. Louis, MO</td>
</tr>
<tr>
<td>Hallie Satz</td>
<td>CEO</td>
<td>HighRoad Press LLC</td>
<td>New York, NY</td>
</tr>
<tr>
<td>Leslie Saunders</td>
<td>President &amp; CEO</td>
<td>Leslie Saunders Insurance Agency Inc</td>
<td>Charlottesville, VA</td>
</tr>
<tr>
<td>Andrea Schrager</td>
<td>President</td>
<td>Meadowlands Consumer Center</td>
<td>Secaucus, NJ</td>
</tr>
<tr>
<td>Andrea Shpall</td>
<td>President</td>
<td>Polk Majestic Travel Group</td>
<td>Desoto, TX</td>
</tr>
<tr>
<td>Cheryl Snead</td>
<td>President/CEO</td>
<td>Banneker Industries Inc</td>
<td>North Smithfield, RI</td>
</tr>
<tr>
<td>Annette Taddeo, Chair Emeritus</td>
<td>President/CEO</td>
<td>LanguageSpeak, Inc.</td>
<td>Miami, FL</td>
</tr>
<tr>
<td>Gail Warrior-Lawrence</td>
<td>President &amp; CEO</td>
<td>Warrior Group Inc.</td>
<td>Irving, TX</td>
</tr>
</tbody>
</table>
2009 CORPORATE MEMBERS

Accenture
Adecco USA Inc.
ADP (Automatic Data Processing)
AEG (Anschutz Entertainment Group, Inc.)
Aetna, Inc.
Aflac
AIG
Alcatel-Lucent
Allergan, Inc.
Altria Group
AMDocs, Inc.
Ameren Services
American Airlines
American Cancer Society
American Electric Power
American Express
American Family Mutual Insurance
American Red Cross
Amgen Inc.
Brooke党风廉政
Brocade Communications
Burger King Corporation
CA, Inc.
Campbell Soup
Capital One Financial
Cargill
CB Richard Ellis
CDW
CenterPoint Energy
Chevron Corporation
Chrysler, LLC
Chubb & Sons
CIGNA
Cisco Systems, Inc.
Citgo Petroleum Corporation
Citigroup
Clariant Health Partners, Inc.
ClioCor Corporation
CNA Insurance
Coca-Cola Enterprises
Coca-Cola Company, The
Enterprise Rent-A-Car
Epicurious, Inc.
Ernst & Young
Exelon
Express Scripts
Exxon Mobil Corporation
Federal Home Loan Bank of San Francisco
Ferguson Enterprises
Fidelity Employer Services Company LLC
Fleishman-Hillard
Fluor
Ford Motor Company
Genentech
General Electric
General Mills
Grif Holding, Inc.
Granger, Inc.
GS&D Idea City
Halliburton
Hallmark Cards, Inc.
Hargrove Inc.
Harley-Davidson, Inc.
Harral’s Entertainment
HD Supply
Health Care Service
HealthTrust Purchasing Group
Hewlett-Packard Company
Hilton Hotels
Home Depot
Honda of America Mfg., Inc.
HSBC
Humana, Inc.
IAP Worldwide Services, Inc.
IBM
Interpublic Group
JC Penney Company
Johnson & Johnson
Johnson Controls
Jones Lang LaSalle
JP Morgan Chase
Kaiser Permanente
Kellogg Company
Kelly Services, Inc.
Kimberly-Clark Corporation
Kohl’s Department Stores
KPMG LLP
Kraft Foods
Kroger Company, The
Limited Brands
Lockheed Martin Corporation
Loomis Sayles and Company
Mack Trucks, Inc.
Macy’s Inc.
Major League Baseball
Manpower, Inc.
Marathon Oil Company
Marriott International
Mars, North America
MasterCard Worldwide
McCain Foods
McHenryCom Company, Inc.
MedAssets Supply Chain
Merk & Co.
Merrill Lynch
Metavante
MetLife
MGM Mirage
Microsoft Corporation
MillerCoors Brewing Company
Milwaukee Public Schools
Monsanto Company
Morgan Stanley
Motorola, Inc.
MSD (Louisville & Jefferson County Metropolitan Sewer District)
National Grid
Nationwide
New York Life Insurance Company
Newell Rubbermaid
News Corporation
Nike
Nokia Inc.
Novo Nordisk, Inc.
O.C. Tanner Company
Office Depot
Office Max
Oracle USA
Pacific Gas and Electric Company
PepsiCo, Inc.
Pfizer Inc
Pitney Bowes, Inc.
PNC Financial Services Corporation
Premier Inc.
PricewaterhouseCoopers
Principal Financial
Procter & Gamble
ProcureStaff, Ltd.
Prudential
R. R. Donnelley
Raytheon Company
RBS Citizens
Reed Elsevier Inc.
Regions Financial Corporation
Regulus
Reliant Energy
Robert Half International Inc.
Rockwell Automation
Ryder
Saatchi & Saatchi North America, Inc.
Samsung Telecommunications America, LLC
Sandia National Laboratories
Sara Lee Corporation
Schering-Plough, Inc.
Schneider Electric
Sears Holding Company
Shell Oil Company
Siemens Corporation
Sodexo, Inc.
Southern California Edison
Southwest Airlines Co.
Spherion
Sprint Nextel Corporation
Staples
Starwood Hotels and Resorts Worldwide
State Farm Insurance Companies
Steelcase Inc.
SUPERVALU, Inc.
Target Corporation
Telecordia Technologies
Texton
Time Warner
TJX Companies
Toyota Boshoku America
Toyota Motor North America, Inc.
Tyco International (US) Inc.
U.S. Bank
United Airlines
United Parcel Service
United Rentals, Inc.
United States Postal Service
URS Washington Division (formerly Washington Group International)
Verizon
Volvo Trucks North America, Inc.
Wachovia
Walgreens
Wal-Mart Stores, Inc.
Washington Mutual, Inc.
Waste Management, Inc.
Watson Wyatt & Company
WeillPoint, Inc.
Wells Fargo & Co.
Windstream Communications
Wisconsin Energy Corporation
World Bank Group, The
Wyndham Worldwide Corporation
Xcel Energy
Yum Brands!

* WBENC Board

Members are in bold
Linda Denny
President & CEO

Lynn Grossman Quinn
Chief Operating Officer

Susan Prado
Vice President, Alliance Relationships

Cristy McCullough
Assistant Vice President
Marketing & Communications

Betty Cole
Senior Director of Programs

Jason Moore
Information Technology Manager

Paige Adams
Director of Development & Corporate Relations

Candace Waterman
Director of Compliance

Brad Upham (not pictured)
Controller

Kim Jones
Corporate Membership Services Manager

Alice Spears
Office Manager

Susan Cates
Affiliate Relations Coordinator

Samantha Xia
Accounting Assistant

Marjohn Heath
Executive Assistant to President & CEO