Celebrating 20 Years

2017 Annual Report

WBENC
Dear Colleagues,

What an exciting time for the WBENC network! In 2017, we celebrated the incredible growth and success WBENC has experienced over the last 20 years, while also planning for a bright future full of opportunity. I am honored to have served another year as your Board Chair and have immensely enjoyed working with the impressive roster of committed executives who join together to advance the mission and vision of WBENC.

In 2017, as we celebrated WBENC’s 20th anniversary, we continued to grow our network of WBEs and Corporate and Government Members, while breaking attendance records at our signature events. The Summit & Salute in New Orleans, Louisiana attracted 1,600 attendees, with 71 sponsors and 482 MatchMaker Meetings. The event also honored 59 of America’s Top Corporations for Women’s Business Enterprises (including EY where I am fortunate to be able to lead the Supplier Diversity program) as well as 241 WBE Stars from the last 20 years representing each of our tireless Regional Partner Organizations.

In June, we headed to Las Vegas, Nevada for the largest ever WBENC National Conference & Business Fair, with more than 4,300 attendees, 327 exhibitors and 1,392 MatchMaker Meetings! The memorable event paid tribute to the accomplishments of many leaders in the WBENC network throughout the past 20 years, while also focusing on paving the way for the future of the network through the introduction of the NextGen program and continued growth of the Student Entrepreneur Program.

Working with the Board of Directors, I continue to be inspired by their energy, enthusiasm and laser focus on executing the WBENC strategic plan. Thank you to each board member for your time, talent, and support across our committees and governance of this exceptional organization.

Of course, none of this would be possible without the WBENC staff, who continue to impress our constituents with their creativity, dedication and hard work. A special thanks to Pamela Prince-Eason, my partner and an exceptional leader who is truly the driving force behind WBENC’s continued success.

As we begin the third decade of this extraordinary organization, we continue to raise the bar for women’s business development. I truly believe that big things are in store for all of us on this journey of diversity and inclusion in an ever-changing business landscape.

I look forward to the journey ahead and I hope you enjoy reading this annual report to celebrate the successes of 2017.

Sincerely,

Theresa Harrison
# Table of Contents

4  
WBENC Mission & Vision  
Constituents  
Certification  
Opportunities  
Women Owned  
ACTIntentionally  
Year In Review  
Resources  
Engagement  
Top Corporations  
Financials  
Corporate Members  
Board Of Directors  
WBENC Staff

5  

6  

8  

13  

13  

14  

16  

18  

23  

24  

27  

30  

34

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The Women’s Business Enterprise National Council (WBENC) is founded in March of 1997.

In 1997, there are five original Women’s Business Organization Partners (WBOPS) based in Illinois, Ohio, Pennsylvania, Texas, and Louisiana.

Susan Phillips Bari becomes the first President and CEO of WBENC.
WBENC Mission & Vision

VISION
To be the leader in women's business development.

MISSION
To fuel economic growth globally through access to opportunities by identifying, certifying, and facilitating the development of women-owned businesses.

ROADMAP
With the strong commitment of our constituents, we foster diversity in the world of commerce. We will broaden our reach and focus on growth throughout our network by delivering our programs and services through our CORE platform.

Core Platform

CERTIFICATION
WBENC Certification validates that a business is at least 51 percent owned, controlled, operated and managed by a woman or women. Our world-class certification standard is accepted by more than 1,000 corporations representing America’s most prestigious brands, in addition to many states, cities and government entities.

OPPORTUNITIES
Throughout the year, WBENC provides best-in-class programming, events and networking opportunities for women-owned businesses, supplier diversity experts, government and corporate procurement professionals, and other industry and thought leaders throughout the U.S. From our signature events to executive education programs, we are dedicated to connecting women-owned businesses and our Corporate and Government Members in meaningful ways, as well as providing the programs and resources that enhance business development and growth.

RESOURCES
To address the challenges many women face in building and growing a business, WBENC provides support and resources through the full lifecycle of entrepreneurship. Our goal is to ensure WBEs have access to the education, support and tools they need to grow and succeed.

ENGAGEMENT
Our theme is Join Forces. Succeed Together because we know that success is only possible when we partner with our constituents toward a set of common goals. We foster healthy engagement through advisory councils, ambassador programs, and a robust recognition and awards program.
Constituents

14,114
Certified WBEs

WBENC-Certified Women’s Business Enterprises (WBEs) are companies that are at least 51 percent owned, controlled and operated by women. WBENC is the nation’s leading advocate for WBEs as viable vendors and suppliers to its Corporate and Government Members.

320
Corporate and Government Members

WBENC Corporate Members are predominantly Fortune 500 companies with established Supplier Diversity programs. WBENC connects these corporations with WBEs to generate business contracts. More than 1,000 corporations and government agencies accept WBENC Certification at state and local levels.

14
Regional Partner Organizations

WBENC is supported by 14 Regional Partner Organizations (RPOs), which administer and process certifications throughout the nation and provide regional programs, events, and training for women-owned businesses.

22
WBENC Staff

Our staff consists of several departments dedicated to the mission and vision of the organization: business development, programs, marketing and communications, certification management, and operations. The execution strategy is governed by the Board of Directors under the leadership of the Executive Committee.
Certification

WBENC continues to set a world-class certification standard to validate that a business is at least 51 percent owned, controlled, operated and managed by a woman or women. WBENC Certification is relied upon by thousands of corporations and government agencies. WBENC is also a third-party certifier for Women Owned Small Business (WOSB) certification as part of the SBA’s WOSB Federal Contracting Program.

WBENC works with 14 Regional Partner Organizations authorized to administer WBE and WOSB certification across the United States, including Puerto Rico, Guam and the Virgin Islands.

14,114 WBE Certified
4,658 WOSB Certified

PROFILE OF THE AVERAGE WBE

46 Employees
19 Years of Experience
5 Years Certified

WBEs BY REVENUE

- < $1 million: 40%
- $1 million < $5 million: 33%
- $5 million < $10 million: 12%
- $10 million < $20 million: 7%
- $20 million < $50 million: 5%
- $50 million < $100 million: 2%
- $100 million and above: 1%
Certified WBES per Regional Partner Organization

PAMELA WILLIAMSON, PhD
Women’s Business Enterprise Council-West
WBEC-WEST
1,616

EMILIA DIMENCO
Women’s Business Development Center-Chicago
WBDC-CHICAGO
1,891

MICHELLE RICHARDS
Great Lakes
Women’s Business Council
GLWBC
1,329

NANCY ALLEN
Women’s Business Development Center-Florida
WBDC-FL
622

ROZ LEWIS
Greater Women’s Business Council
GWBC
1,968

SHEILA MIXON
Ohio River Valley
Women’s Business Council
ORY-WBC
1,057

PHALA MIRE
Women’s Business Enterprise Council South
WBEC SOUTH
765

SANDRA EBERHARD
Women President’s Educational Organization-DC
WPEO-DC
584

MARSHA FIRESTONE, PhD
Women President’s Educational Organization-NY
WPEO-NY
1,260

PHALA MIRE
Women’s Business Enterprise Council South
WBEC SOUTH
765

NANCY ALLEN
Women’s Business Development Center-Florida
WBDC-FL
622

ROZ LEWIS
Greater Women’s Business Council
GWBC
1,968

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622

ROZ LEWIS
Greater Women’s Business Council
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1,968

SHEILA MIXON
Ohio River Valley
Women’s Business Council
ORY-WBC
1,057
In 2017, WBENC continued to provide best-in-class programming, events and networking opportunities for women-owned businesses, supplier diversity experts, government and corporate procurement professionals, and other industry and thought leaders throughout the U.S.

The celebration of WBENC’s 20th anniversary was a highlight at our signature events, which drew record-breaking attendance numbers and glowing reviews. We also introduced several new executive education programs, including NextGen, the WBENC Energy Executive Program, and the Tuck-WBENC Strategic Growth Program, and also awarded $20,000 to rising women entrepreneurs as part of the WBENC Student Entrepreneur Program.

<table>
<thead>
<tr>
<th>Opportunities</th>
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<tbody>
<tr>
<td><strong>Event Attendees</strong></td>
<td>5,961</td>
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<tr>
<td><strong>Student Entrepreneurs</strong></td>
<td>20</td>
</tr>
<tr>
<td><strong>Executive Education Scholarships Awarded</strong></td>
<td>30</td>
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<tr>
<td><strong>MatchMaker Meetings</strong></td>
<td>1,874</td>
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<tr>
<td><strong>WBEs in Executive Education</strong></td>
<td>67</td>
</tr>
<tr>
<td><strong>Educational Workshops</strong></td>
<td>23</td>
</tr>
<tr>
<td><strong>WBENC Energy Executive Program</strong></td>
<td>30</td>
</tr>
<tr>
<td><strong>Tuck-WBENC Strategic Growth Program</strong></td>
<td>37</td>
</tr>
</tbody>
</table>

**CELEBRATING 20 YEARS**

WBENC hosts the first annual “Salute to Women’s Business Enterprises” in Washington, D.C.

Six WBEs are honored as the first WBE Stars, and 15 Corporate Members are recognized as the first America’s Top Corporations for Women’s Business Enterprises.
WBENC’s 17th annual Summit & Salute in New Orleans brought together women business owners, corporate and government representatives, and strategic partners from across the nation. The two-day event themed Reflection & Vision marked WBENC’s 20th Anniversary and highlighted awards, education, Industry of the Future sessions, and networking. The Presenting Sponsors were Accenture, EY, Amicus, and ASAP.

1,600 Attendees

853 WBES

572 Corporate & Government Members

146 WBENC & RPO Leaders and Staff

29 Other

71 Sponsors

482 MatchMaker Meetings

650 WBES

72 Corporate & Government Members

11 Industry of the Future Sessions

98% of attendees would recommend WBENC Summit & Salute to a colleague or peer
WBENC’s 20th Anniversary National Conference & Business Fair marked a week of education, networking, and celebrations, “Looking Back….To the Future.” Amongst record breaking attendees the energy and engagement was inspiring and contagious. This memorable event was Co-Chaired by Bristol-Myers Squibb, MGM Resorts International, Southern California Edison, ALOM, Ampcus Inc., and NEI Global Relocation.

4,361
ATTENDEES

2,070
WBEs

1,352
Corporate & Government Members

91
WBENC & RPO Leaders and Staff

848
Other

1,392
MATCHMAKER MEETINGS

590
WBEs

151
Corporate & Government Members

327
EXHIBITORS

6
Industry Pavilions

96%
of attendees would recommend WBENC National Conference & Business Fair to a colleague or peer
**NextGen Program**

In 2017, WBENC introduced NextGen, a program dedicated to building a community of WBEs and Supplier Diversity Professionals under 40 as we pave the future of the WBENC network. The inaugural NextGen Meeting was held in June at the National Conference & Business Fair and featured targeted programming, peer grouping, and collaborative learning opportunities. As part of the NextGen program, we also introduced the NextGen Reverse Mentorship Program, providing an opportunity for the young professionals and WBEs to share knowledge and learn from more experienced generations of Corporate Members and WBEs within the WBENC network.

- **210**
  - NextGen Participants

- **64**
  - “ThisGen” Participants for NextGen Reverse Mentorship Program

**WBENC Student Entrepreneur Program**

The 2017 Student Entrepreneur Program (SEP) cohort included an incredible group of new prospective female founders and SEP alumnae from past years to celebrate WBENC’s 20th Anniversary. The program was hosted June 18–23 in Las Vegas, Nevada, where students participated in a tailored entrepreneur curriculum, received one-on-one mentoring from some of the most successful women-owned businesses and America’s largest Fortune 500 companies, and had the opportunity to participate in a live pitch competition awarding $20,000 at WBENC’s National Conference & Business Fair.

- **30**
  - Participants
- **20**
  - Students
- **+ 13**
  - Corporate Member Mentors
- **+ 13**
  - WBE Mentors

WBENC launches its online certification database, WBENCLink, with more than 2,000 WBENC-Certified WBEs.

WBENC Energy Executive Program

In November, thanks to our generous sponsors BP America Inc, Chevron, Exxon Mobil Corporation, the National Minority Supplier Diversity Council, Shell, and the Women’s Business Enterprise Council South, WBENC brought together 30 women-owned businesses, industry experts, and professors from the University of Texas, McCombs School of Business for one week of training, skill development and networking further showing the commitment towards impacting the long-term success of diverse businesses that are critical to the global energy supply chains.

Dorothy B. Brothers Scholarship

WBENC is proud to offer the Dorothy B. Brothers Scholarship as an opportunity for WBEs to receive up to $11,000 in tuition to attend some of the best executive education programs in the country. This scholarship provides women business owners access to the same high caliber executive development that is available to Fortune 500 companies and a framework that enables WBEs to formulate and implement business strategies and achieve a competitive advantage.

Tuck–WBENC Strategic Growth Program

In September, WBEs and several accompanying WBE executive officers from across the country convened in Palisades, NY to participate in a six-day course, in partnership with IBM, and led by top professors from the Tuck School of Business at Dartmouth College.
BRINGING CONSUMER RECOGNITION TO WOMEN OWNED BUSINESSES.

Women Owned is an initiative from WBENC and WEConnect International to create a movement of support for Women Owned businesses. We support female entrepreneurs and those who do business with them by raising awareness for why, where and how to buy Women Owned.

LOOK FOR THE WOMEN OWNED LOGO
Any storefronts, websites and product labels bearing the Women Owned Logo have been certified as at least 51 percent owned, operated and controlled by a woman or women by WBENC in the United States, and globally by WEConnect International.

Women Owned Digital Reach

36,020 Website Visits to WomenOwnedLogo.com (40 percent increase YOY)
2,319 @BuyWomenOwned Twitter Followers
1,893 Women Owned Facebook Fans

LAUNCHED WOMEN OWNED INSTAGRAM ACCOUNT

ACTIntentionally
EVERY DECISION. EVERY DAY.
#ACTINTENTIONALLY

Morning, Noon, and Night. As we move through the day, we have many opportunities to support the WBENC network. How do you ACTIntentionally?

ACTIntentionally is a WBENC campaign that enables us to show our appreciation for our Corporate Members. We support those who support us.
WBENC continues to provide the tools and support WBEs need to grow and succeed, particularly by helping them build and maintain relationships with Corporate and Government Members. We also work to support our Corporate and Government Members with resources and opportunities to form meaningful connections with WBEs and continue to build strong supplier diversity programs.

**Resources**

**Tools**

**WBENC LINK 2.0**

*Digital certification tool and database connecting WBEs and Corporate and Government Members.*

Provided monthly trainings for WBEs and Corporate and Government Members to help them get the most out of the tool.

**WBENC INSIGHTS**

*Exclusive online resource library featuring industry research, webinars, toolkits and more.*

Launched several new guides on how to do business with Corporate Members and other exclusive resources.

**WBENC Blog**

One-stop resource for timely WBENC updates, engaging success stories, opportunities, and inspiration. Our readership includes thousands of ambitious entrepreneurs, industry and thought leaders, diversity champions, and business experts across the U.S.

153 Blog Posts Published

28,725 Page Views
WBENC President’s Report

In 2017, WBENC published its final President’s Report, opting to move toward more dynamic, short and timely communications, primarily using the WBENC Blog, email and social media. This was in part a response to constituent feedback on the quantity, frequency and types of communication they prefer to receive from WBENC, and in part, a strategic move to streamline our efforts and ensure we’re being efficient and effective with our resources.

4 Issues

9,712 Views

WBENC Social Media

11,489 Facebook Fans

3,137 LinkedIn Followers

6,710 Twitter Followers

1,614 Instagram Followers

150 Corporate Membership reaches 150.

WBENC presents the inaugural Tuck-WBENC Executive Program and sends 45 WBEs and three RPO Executive Directors to an executive development program at the IBM Palisades facility.

WBENC commissions a first-ever study examining the track record of Women’s Business Enterprises seeking entry to corporate markets.
Our theme is Join Forces. Succeed Together, because we know that success is only possible when we partner with our constituents toward a set of common goals. We foster healthy engagement through advisory councils, ambassador programs, and a robust recognition and awards program.

In honor of WBENC’s 20th anniversary in 2017, we launched the Legacy of Leaders program, a new recognition structure designed to honor and engage both WBEs and Corporate Members who have served in a significant leadership role throughout the WBENC network. The Legacy of Leaders program honored 25 WBEs as Women of Distinction and inducted 15 advocates from the corporate world into the new EnCORE program.

At Summit & Salute in March, we also honored 241 WBE Stars from 1998 to the present and 59 America’s Top Corporations for WBEs.

| 15 | EnCORE Members |
| 25 | Women of Distinction |
| 59 | America’s Top Corporations for Women’s Business Enterprise |
| 241 | WBE Stars |
**WBENC Lifetime Achievement Award**

During the WBENC Summit & Salute in March, WBENC presented our first president, Susan Phillips Bari with the inaugural Lifetime Achievement Award. Four others were also recognized with the award, including Carol Dougal, Hedy Ratner, and posthumously to Dorothy B. Brothers and Lillie Knox. This inspiring group of leaders have spent their entire life making a difference for women business owners, and without their work there would be no parity for women-owned businesses in corporate and government supply chains.

At the National Conference & Business Fair in June, WBENC also presented WBEC-PA-DE-sNJ founding president, Geri Swift with the Lifetime Achievement Award coinciding with her retirement.

**Legacy of Leaders: Women of Distinction**

WBENC proudly celebrated our 20th Anniversary year by recognizing an exclusive group of WBENC-Certified WBEs known as Women of Distinction. These 25 women leaders have demonstrated a deep commitment to the organization and to breaking down barriers for women-owned businesses in the corporate and government supply chains. The Women of Distinction program was established to create a strategic role for highly successful and dedicated Women's Business Enterprises (WBEs) as advisors to WBENC, supporting the growth and success of all WBEs.

**TARA ABRAHAM**
Accel inc

**ALTA BAKER**
Safe Haven Enterprises, LLC

**HIMANSHU BHATIA**
Rose International, Inc.

**REBECCA BOENIGK**
Neutral Posture, Inc.

**MICHELLE BOGGS**
McKinley Marketing Partners

**JANICE BRYANT-HOWROYD**
The ActOne Group

**BILLIE BRYANT-SCHULTZ**
CESCO, Inc.

**JULIE COPELAND**
Arbill

**SHARON EVANS**
CFJ Manufacturing

**MAGGIE HARDY MAGERKO**
84 Lumber Company

**LYNNE MARIE FINN**
Superior Workforce Solutions, Inc.

**EARTHA JEAN JOHNSON**
Risk Mitigation Worldwide

**BRENDA LOUBE**
Corporate Fitness Works, Inc.

**OLSA MARTINI**
OLSA Resources, Inc.

**TERRI MCNALLY**
Global Capital Ltd.

**SHARON OLZEROWICZ**
Hired By Matrix, Inc.

**PATRICIA RODRIGUEZ-CHRISTIAN**
CRC Group, Inc.

**ANDRA RUSH**
Rush Trucking Corporation

**LESLIE SAUNDERS**
Leslie Saunders Insurance Agency, Inc.

**CHERYL SNEAD**
Banneker Industries, Inc.

**LYNN TILTON**
Patriarch Partners, LLC

**NINA YACA**
Pinnacle Group

**NANCY WILLIAMS**
ASAP Solutions Group, LLC
Legacy of Leaders: EnCORE

EnCORE creates an opportunity to enable and encourage retention, active participation, and continued engagement of WBENC corporate leaders who have shown deep commitment to WBENC. This group of leaders will be focused on providing counsel and supporting the growth and sustainability of WBENC from a strategic perspective.

CHERYL STEVENS  
BILL ALCORN  
KIM BROWN  
SHARI FRANCIS

KATHY HOMEYER  
JOAN KERR  
BILL KIRK  
JERRY MARTIN

DOUG McMILLON  
DIANE PINKNEY  
LYNN SCOTT  
LINDA SEXTON

HOWARD THOMPSON  
JAMES TURLEY  
JOHN YOUNG

WBE Star Award

In lieu of honoring new WBE Stars in 2017, WBENC took the opportunity to honor 241 WBE Stars from 1998 to the present as part of the 20th Anniversary celebrations at the WBENC Summit & Salute in March.
William J. Alcorn Leadership Award

The William J. Alcorn Leadership Award is the highest honor given to an individual at WBENC. The Award recognizes exemplary leadership contributions made by individuals in support of WBENC’s mission to open the doors of opportunity for WBEs. The award was named in honor of WBENC’s first Chair of the Board of Directors, William J. Alcorn, retired Senior Vice President and Chief Purchasing Officer of the JC Penney Company, for his years of dedication and outstanding leadership.

The winner of the 2017 William J. Alcorn Leadership Award was Benita Fortner, former Director of Supplier Diversity for Raytheon, who was honored on stage at the National Conference & Business Fair in Las Vegas.

2017 WBENC Choice Awards

In 2017, we announced the first ever WBENC Choice Awards, an opportunity for our network to nominate individuals from our community for prestigious awards. Nominations were reviewed by a selection committee and winners revealed at the 2017 National Conference & Business Fair.

Best Corporate Advocate: REGGIE HUMPHRIES, General Motors and ANDY BUTLER, Procter & Gamble
Best Corporate Mentor: NEDRA DICKSON, Accenture, LLP and PETER STOYNOFF, Monsanto Company
Best WBE Mentor: CINDY TOWERS, JURISolutions
Best WBE Pioneer: BILLIE BRYANT SCHULTZ, CESCO, Inc.
Best WBENC Partner: NGLCC
Next Up WBE: MONICA KANG, InnovatorsBox and CASSANDRA BAILEY, Slice Communications
Excellence in Design: BIDDIE WEBB & TEAM, Limb Design
Best Collaboration: 14 REGIONAL PARTNER ORGANIZATIONS, B2GNOW AND WBENC
Hes4Shes Class of 2017

The Hes4Shes awards are given in recognition for ongoing dedication to furthering the development of WBEs.

*Hes4Shes Corporate Leader:* DOUG FISHER, Exxon Mobil Corporation

*Hes4Shes Champions:* ROGER CHENG, CB Technologies, Inc.  
CLINT GRIMES, Time Warner, Inc.  
GEORGE EHRRGOTT, CTDI

Women’s Enterprise Forum

The Women’s Enterprise Forum (The Forum) serves in an advisory capacity to the WBENC Board of Directors. The Forum gives input and feedback on WBENC programs and other matters at the direction of the Board.

**LEADERSHIP OF THE FORUM**

<table>
<thead>
<tr>
<th>Corporate Members</th>
<th>WBEs</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>2</td>
</tr>
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</table>

**FORUM LEADERSHIP TEAM**

<table>
<thead>
<tr>
<th>187 Forum Representatives</th>
<th>74 Forum Committee Representatives</th>
</tr>
</thead>
</table>

WBENC Corporate Membership reaches 235 and WBE Certifications exceed 5,800.

WBENC holds its seventh annual National Conference and attracts approximately 2,500 attendees and over 400 exhibitors.
2016 America’s Top Corporations for WBEs

The selection of America’s Top Corporations for Women’s Business Enterprises (WBEs) is conducted annually by WBENC. The list of Top Corporations is designed to recognize WBENC National Corporate and Government Members who choose to integrate policies and programs across their organization to enable growth and innovation, and reduce barriers for women-owned businesses.

The 2016 America’s Top Corporations for WBEs were announced in January 2017 and honored at the 2017 WBENC Summit & Salute in March.

Accenture, LLP
Allstate Insurance Company
Altria Group, Inc.
AT&T
Avis Budget Group
Bank of America
BP America, Inc.
Bristol-Myers Squibb
Capital One Financial Corporation
Cargill
Chevron
CVS Health
Dell, Inc.
DTE Energy Company
DuPont
Entergy Services, Inc.
Ericsson North America
Exxon Mobil Corporation
EY
FedEx
Fiat Chrysler Automobiles
Ford Motor Company
General Motors
IBM
Intel Corporation
Johnson & Johnson
Kaiser Permanente
Kellogg Company
Kelly Services, Inc.
Macy’s, Inc.
ManpowerGroup, Inc.
Marriott International
Merck & Co., Inc.
MetLife
MGM Resorts International
Microsoft
Monsanto Company
Nationwide
New York Life Insurance Company
Nissan North America, Inc.
NOKIA
Pacific Gas and Electric Company
PepsiCo, Inc.
Pfizer Inc.
Pitney Bowes, Inc.
Procter & Gamble
Raytheon Company
Robert Half
Shell Oil Company
Target Corporation
The Coca-Cola Company
The Kroger Co.
The Walt Disney Company
TOYOTA
United Airlines
UPS
Verizon
Vistra Energy
Walmart Stores, Inc.
Wells Fargo & Company
Statement of Financial Position

Women’s Business Enterprise National Council, Inc.
Statement of Financial Position December 31, 2017
(With Summarized Financial Information as of December 31, 2016)

The information presented here is derived from financial statements audited by Councilor, Buchanan & Mitchell, PC (CBM)

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Assets</td>
<td>$ 4,615,897</td>
<td>$ 4,500,945</td>
</tr>
<tr>
<td>Cash and Cash Equivalents</td>
<td>$ 4,615,897</td>
<td>$ 4,500,945</td>
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<tr>
<td>Accounts Receivable, Net of Allowance for Doubtful Accounts of $49,500 in 2017 and $62,500 in 2016</td>
<td>$ 1,154,477</td>
<td>$ 1,560,803</td>
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<tr>
<td>Prepaid Expenses</td>
<td>$ 563,483</td>
<td>$ 318,154</td>
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<tr>
<td>Other Current Assets</td>
<td>$ 1,526</td>
<td>$ 78,482</td>
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<tr>
<td>Total Current Assets</td>
<td>$ 6,335,383</td>
<td>$ 6,458,384</td>
</tr>
<tr>
<td>Fixed Assets, Net</td>
<td>$ 138,394</td>
<td>$ 120,949</td>
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<tr>
<td>Restricted Cash</td>
<td>$ 1,031,645</td>
<td>$ 1,220,778</td>
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<tr>
<td>Long-Term Accounts Receivable, Less Current Portion</td>
<td>$ –</td>
<td>$ 160,500</td>
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<tr>
<td>Security Deposits</td>
<td>$ 34,774</td>
<td>$ 34,774</td>
</tr>
<tr>
<td>Cash Surrender Value of Life Insurance</td>
<td>$ 290,362</td>
<td>$ 244,463</td>
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<tr>
<td>Total Assets</td>
<td>$ 7,830,558</td>
<td>$ 8,239,848</td>
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<table>
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<tr>
<th>LIABILITIES AND NET ASSETS</th>
<th>2017</th>
<th>2016</th>
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</thead>
<tbody>
<tr>
<td>Current Liabilities</td>
<td>$ 849,920</td>
<td>$ 529,243</td>
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<tr>
<td>Accounts Payable and Accrued Expenses</td>
<td>$ 849,920</td>
<td>$ 529,243</td>
</tr>
<tr>
<td>Deferred Rent</td>
<td>$ 64,111</td>
<td>$ 45,012</td>
</tr>
<tr>
<td>Deferred Revenue</td>
<td>$ 2,790,150</td>
<td>$ 3,292,392</td>
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<td>Total Current Liabilities</td>
<td>$ 3,704,181</td>
<td>$ 3,866,647</td>
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<tr>
<td>Deferred Compensation Payable</td>
<td>$ 290,362</td>
<td>$ 244,463</td>
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<tr>
<td>Deferred Rent, Less Current Portion</td>
<td>$ 4,117</td>
<td>$ 68,229</td>
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<td>Deferred Revenue, Less Current Portion</td>
<td>$ 50,000</td>
<td>$ 175,500</td>
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<td>Total Liabilities</td>
<td>$ 4,048,660</td>
<td>$ 4,354,839</td>
</tr>
<tr>
<td>Net Assets</td>
<td>$ 2,781,898</td>
<td>$ 3,885,009</td>
</tr>
<tr>
<td>Unrestricted Net Assets</td>
<td>$ 2,733,653</td>
<td>$ 2,660,830</td>
</tr>
<tr>
<td>Temporarily Restricted Net Assets</td>
<td>$ 975,145</td>
<td>$ 1,151,079</td>
</tr>
<tr>
<td>Permanently Restricted Net Assets</td>
<td>$ 73,100</td>
<td>$ 73,100</td>
</tr>
<tr>
<td>Total Net Assets</td>
<td>$ 3,781,898</td>
<td>$ 3,885,009</td>
</tr>
<tr>
<td>Total Liabilities and Net Assets</td>
<td>$ 7,830,558</td>
<td>$ 8,239,848</td>
</tr>
</tbody>
</table>
Statement of Activities

Women’s Business Enterprise National Council, Inc.
Statement of Activities for the Year Ended December 31, 2017
(With Summarized Financial Information for the Year Ended December 31, 2016)

The information presented here is derived from financial statements audited by Councilor, Buchanan & Mitchell, PC (CBM)

<table>
<thead>
<tr>
<th>REVENUE</th>
<th>UNRESTRICTED</th>
<th>TEMPORARILY RESTRICTED</th>
<th>PERMANENTLY RESTRICTED</th>
<th>2017 TOTAL</th>
<th>2016 TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Membership Dues</td>
<td>$4,387,375</td>
<td>$</td>
<td>–</td>
<td>$</td>
<td>$4,387,375</td>
</tr>
<tr>
<td>Contributions</td>
<td>100,126</td>
<td>74,500</td>
<td>–</td>
<td>174,626</td>
<td>219,806</td>
</tr>
<tr>
<td>Exhibitor Fees</td>
<td>703,000</td>
<td>–</td>
<td>–</td>
<td>703,000</td>
<td>655,499</td>
</tr>
<tr>
<td>Conference Fees</td>
<td>1,928,806</td>
<td>–</td>
<td>–</td>
<td>1,928,806</td>
<td>1,524,917</td>
</tr>
<tr>
<td>Sponsorships</td>
<td>4,928,530</td>
<td>–</td>
<td>–</td>
<td>4,928,530</td>
<td>4,235,735</td>
</tr>
<tr>
<td>Investment Income</td>
<td>3,639</td>
<td>101</td>
<td>–</td>
<td>3,740</td>
<td>37</td>
</tr>
<tr>
<td>Certification Fees</td>
<td>57,050</td>
<td>–</td>
<td>–</td>
<td>57,050</td>
<td>39,200</td>
</tr>
<tr>
<td>Other Income</td>
<td>156,427</td>
<td>–</td>
<td>–</td>
<td>156,427</td>
<td>212,701</td>
</tr>
<tr>
<td>Net Assets Released from Restrictions</td>
<td>250,535</td>
<td>(250,535)</td>
<td>–</td>
<td>–</td>
<td>–</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>$12,515,488</td>
<td>(175,934)</td>
<td>–</td>
<td>$12,339,554</td>
<td>11,044,020</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EXPENSES</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td></td>
</tr>
<tr>
<td>Membership</td>
<td>826,808</td>
</tr>
<tr>
<td>Salute</td>
<td>1,663,763</td>
</tr>
<tr>
<td>National Conference and Business Fair</td>
<td>4,848,678</td>
</tr>
<tr>
<td>Certification</td>
<td>2,736,034</td>
</tr>
<tr>
<td>Other Programs</td>
<td>1,117,464</td>
</tr>
<tr>
<td><strong>Total Program Services</strong></td>
<td>11,192,747</td>
</tr>
<tr>
<td>Supporting Services</td>
<td></td>
</tr>
<tr>
<td>Management and General</td>
<td>1,050,918</td>
</tr>
<tr>
<td>Fundraising</td>
<td>199,000</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$12,442,665</td>
</tr>
<tr>
<td>Change in Net Assets</td>
<td>72,823</td>
</tr>
<tr>
<td>Net Assets, Beginning of Year</td>
<td>2,660,830</td>
</tr>
<tr>
<td><strong>Net Assets, End of Year</strong></td>
<td>$2,733,653</td>
</tr>
</tbody>
</table>

Launch of WEConnect International as the official organization to develop international WBE Certifications.

More than 2,500 participants attend WBENC’s Women in Business National Conference and Business Fair in Atlanta, Georgia.
Statement of Cash Flows

Women’s Business Enterprise National Council, Inc.
Statement of Cash Flows for the Year Ended December 31, 2017
(With Summarized Financial Information for the Year Ended December 31, 2016)
The information presented here is derived from financial statements audited by Councilor, Buchanan & Mitchell, PC (CBM)

<table>
<thead>
<tr>
<th>Cash Flows From Operating Activities</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in Net Assets</td>
<td>($103,111)</td>
<td>150,605</td>
</tr>
<tr>
<td>Adjustments to Reconcile Change in Net Assets to</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Cash Provided by (Used in) Operating Activities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation and Amortization</td>
<td>72,079</td>
<td>98,556</td>
</tr>
<tr>
<td>Decrease (Increase) in Accounts Receivable</td>
<td>566,826</td>
<td>(389,032)</td>
</tr>
<tr>
<td>Increase in Prepaid Expenses</td>
<td>(245,329)</td>
<td>(43,594)</td>
</tr>
<tr>
<td>Decrease (Increase) in Other Current Assets</td>
<td>76,956</td>
<td>(62,708)</td>
</tr>
<tr>
<td>Increase in Cash Surrender Value of Life Insurance</td>
<td>(45,899)</td>
<td>(50,887)</td>
</tr>
<tr>
<td>Increase (Decrease) in Accounts Payable and Accrued Expenses</td>
<td>320,677</td>
<td>(204,431)</td>
</tr>
<tr>
<td>Decrease in Deferred Rent</td>
<td>(45,013)</td>
<td>(26,648)</td>
</tr>
<tr>
<td>Increase in Deferred Compensation Payable</td>
<td>45,899</td>
<td>50,887</td>
</tr>
<tr>
<td>(Decrease) Increase in Deferred Revenue</td>
<td>(627,742)</td>
<td>471,825</td>
</tr>
<tr>
<td>Net Cash Provided by (Used in) Operating Activities</td>
<td>15,343</td>
<td>(5,427)</td>
</tr>
</tbody>
</table>

CASH FLOWS FROM INVESTING ACTIVITIES

| Decrease in Restricted Cash                                              | 189,133    | 62,214     |
| Purchases of Fixed Assets                                                | (89,524)   | (58,671)   |
| Net Cash Provided by Investing Activities                                 | 99,609     | 3,543      |
| Net Increase (Decrease) in Cash and Cash Equivalents                     | 114,952    | (1,884)    |
| Cash and Cash Equivalents, Beginning of Year                             | 4,500,945  | 4,502,829  |
| **Cash and Cash Equivalents, End of Year**                               | **$ 4,615,897** | **$ 4,500,945** |
# Corporate Members

## By Industry Sector

<table>
<thead>
<tr>
<th>Industry Sector</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advertising &amp; Marketing</td>
<td>12</td>
</tr>
<tr>
<td>Aerospace &amp; Defense</td>
<td>5</td>
</tr>
<tr>
<td>Agriculture &amp; Mining</td>
<td>5</td>
</tr>
<tr>
<td>Arts, Entertainment &amp; Recreation</td>
<td>7</td>
</tr>
<tr>
<td>Automotive</td>
<td>21</td>
</tr>
<tr>
<td>Biotech &amp; Pharmaceutical</td>
<td>23</td>
</tr>
<tr>
<td>Business Services</td>
<td>17</td>
</tr>
<tr>
<td>Construction</td>
<td>7</td>
</tr>
<tr>
<td>Consumer Products</td>
<td>28</td>
</tr>
<tr>
<td>Energy &amp; Utilities</td>
<td>26</td>
</tr>
<tr>
<td>Financial Services</td>
<td>31</td>
</tr>
<tr>
<td>Government Agency</td>
<td>11</td>
</tr>
<tr>
<td>Healthcare</td>
<td>15</td>
</tr>
<tr>
<td>Information Communication Technology</td>
<td>20</td>
</tr>
<tr>
<td>Insurance</td>
<td>14</td>
</tr>
<tr>
<td>Nonprofit</td>
<td>8</td>
</tr>
<tr>
<td>Professional &amp; Technical Services</td>
<td>16</td>
</tr>
<tr>
<td>Retail</td>
<td>16</td>
</tr>
<tr>
<td>Technology</td>
<td>15</td>
</tr>
<tr>
<td>Transportation &amp; Logistics</td>
<td>13</td>
</tr>
<tr>
<td>Travel &amp; Hospitality</td>
<td>10</td>
</tr>
</tbody>
</table>

**Total: 320**
Corporate Members

AARP
Abbott
AbbVie Inc.
Accenture
Adecco Staffing
ADP
Adient
AEG
Aetna, Inc.
Aflac
AIG
Airbus Americas, Inc.
Alkermes, Inc.
Allstate Insurance Company
Altec Industries, Inc.
Altria Group, Inc.
American Airlines
American Express
American Red Cross
American Transmission Company
Amgen Inc.
Amtrak
Anthem, Inc.
Aon Corporation
Apex Learning Inc.
Apple Inc.
ARAMARK
ArcelorMittal USA
Archer Daniels Midland Co.
Ardent Mills
AREVA Inc.
AT&T
Aurora Health Care
AVANGRID
Avis Budget Group
Axalta Coating Systems
BBGnow
Bank of America
Barclays Capital, Inc.
Bartech
BASF
BBDO New York
Belk, Inc.
Benefitfocus.com, Inc.
Black & Veatch Corporation
BlueCross BlueShield of Tennessee
BMC Software
BMO Harris Bank
BMW Group
BNFL Railway
BNY Mellon Corp.
The Boeing Company
BorgWarner
Boston Scientific
BP America, Inc.
Bristol-Myers Squibb
Bunn-O-Matic Corporation
Bums & McDonnell
C.H. ROBINSON
CA Technologies
Caesars Entertainment
Campbell Soup
Capgemini USA
Capital One
Cargill
CBRE, Inc.
CCL Industries Corporation
CDW
Celgene Corporation
CenterPoint Energy
CenturyLink
 Charter Communications
CHEP International, Inc.
Chevron
Ciena Corporation
CIGNA
Cintas Corporation
Cisco Systems, Inc.
CitiGroup
Citrix, Inc.
CLEAResult
Clorox Corporation
CNA Insurance
The Coca-Cola Company
Colgate-Palmolive Company
Comcast
ConnXus
ConocoPhillips
Construction Specialties, Inc.
Consumer Financial Protection Bureau
Corizon Health, Inc.
Cox Enterprises Inc.
Cracker Barrel Old Country Store
Crisis Prevention Center
Crowd Castle
CSX
CTDI
Cummins Inc.
CVS Solutions
CVS Health
D.W. Morgan Company, Inc.
Darden Restaurants
DDB US
Dell Technologies
Deloitte Services LP
Delphi Corporation
Delta Air Lines, Inc.
Diageo PLC
DTE Energy Company
Dun & Bradstreet
DuPont
Education Networks of America
EMCOR Government Services
Entergy Services
Enterprise Holdings
Ericsson, Inc.
Exelon
Express Scripts, Inc.
Exxon Mobil Corporation
EY
Facebook
Fannie Mae
Farmers Insurance Group
Federal Home Loan Bank of San Francisco
The Federal Reserve Bank of Boston
The Federal Reserve Bank of Chicago
The Federal Reserve Bank of Cleveland
The Federal Reserve Bank of Richmond
The Federal Reserve Bank of St. Louis
FedEx
Fiat Chrysler Automobiles
Fifth Third Bancorp
First Data Corporation
Fiserv
FleishmanHillard
Fluor
Foodbuy
Ford Motor Company
Freddie Mac
Genentech, Inc.
General Electric
General Mills
General Motors
GlaxoSmithKline
GM Financial
Google, Inc.
Grey NY
GSD&M
Halyard Health
Harley-Davidson, Inc.
Health Alliance Plan
Health Care Service Corporation
HealthTrust
Hewlett-Packard Enterprise
Hilton
The Home Depot
Honda North America, Inc.
Houghton Mifflin Harcourt
HP Inc.
Huma, Inc.
IBM Corporation
Imagine Learning, Inc.
Infinium USA LP
Ingersoll Rand
Intel Corporation
Interpublic Group
JCPenney
Jacobs
JE Dunn Construction Company
The Federal Reserve
Johnson & Johnson
Johnson Controls
Corporate
Jones Lang LaSalle
JP Morgan Chase & Co.
JPS Health Network
Kaiser Permanente
Kellogg Company
Kelly Services, Inc.
Kimberly-Clark Corporation
KPMG LLP
The Kroger Co.
L Brands
Lear Corporation
Leggett & Platt, Inc.
LenderLive Holdings
Lenovo US
Liberty Mutual Insurance
L’Oreal USA
Louisville & Jefferson County Metropolitan Sewer District (MSD)
Lowe’s Companies, Inc.
Macys’s, Inc.
Major League Baseball
Mallinckrodt LLC
ManpowerGroup
Marathon Petroleum Corp.
Marriott International, Inc.
Mastercard
Mayo Clinic
McCain Foods
McCormick & Co., Inc.
McGarryBowen
Medtronic
Merck & Co.
Merck KGaA, Darmstadt Germany
MetLife
MGM Resorts International
Michelin North America Inc.
Microsoft Corporation
Monsanto Company
Morgan Stanley
JM Family Enterprises, Inc.
Johnson Controls
Corporate
Jones Lang LaSalle
JP Morgan Chase & Co.
JPS Health Network
Kaiser Permanente
Kellogg Company
Kelly Services, Inc.
Kimberly-Clark Corporation
KPMG LLP
The Kroger Co.
L Brands
Lear Corporation
Leggett & Platt, Inc.
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ManpowerGroup
Marathon Petroleum Corp.
Marriott International, Inc.
Mastercard
Mayo Clinic
McCain Foods
McCormick & Co., Inc.
McGarryBowen
Medtronic
Merck & Co.
Merck KGaA, Darmstadt Germany
MetLife
MGM Resorts International
Michelin North America Inc.
Microsoft Corporation
Monsanto Company
Morgan Stanley
Motion Industries Inc.
Motorola Solutions
National Basketball Association (NBA)
Nationwide
Navient Solutions, Inc.
Nestle North America
New York Life
Nielsen
NiSource
Nissan North America, Inc.
Nokia Inc.
O.C. Tanner Company
Office Depot, Inc.
Office of the Comptroller of the Currency
Omnicom Media Group
Oracle USA
Orlando Health
Ortho Clinical Diagnostics
Pacific Gas and Electric Company
Paymentus Corporation
PepsiCo, Inc.
Pfizer Inc.
Phillips 66
Pitney Bowes Inc.
PNC Financial Services Corporation
Pontoon Solutions
Praxair, Inc.
Premier Inc.
PricewaterhouseCoopers
Principal Financial
The Procter & Gamble Company
Prudential
Publicis Healthcare
Randstad USA
Raymond James Financial
Raytheon Company
RELX Group
The Resource Group, an Ascension Subsidiary
Reynolds American Inc.
Ricoh USA, Inc.
Robert Half
Rockwell Automation
Ross Stores, Inc.
RR Donnelley
S.C. Johnson & Son, Inc.
Saatchi & Saatchi
Sandia National Laboratories
Shell Oil Company
Shire
Skanska USA Inc.
Sodexo
Sonoco Products Company
Sony Pictures Entertainment
Southern California Edison
Southern Company Gas
Standard Insurance
Staples, Inc.
Starbucks Coffee Company
State Compensation Insurance Fund
State Farm Insurance Companies
State of Minnesota, Department of Administration - Materials Management Division
Stryker Corporation
SunButter LLC
SunTrust Banks, Inc.
SUPervalu
T-Mobile US Inc.
Takeda
Target Corporation
Tate & Lyle LLC
TD Bank, N.A.
Teva Pharmaceuticals
TIAA
Time Warner Inc.
TJX Companies
TOYOTA
TransCanada
Turner Construction
U.S. Bank
U.S. Postal Service
U.S. Tennis Association
United Airlines
United Rentals, Inc.
United Technologies Corp
UNUM Group
UPS
USAA
Valeant Pharmaceuticals
Valvoline LLC
Verisk Analytics
Verizon
Viacom Inc.
Vistra Energy
Vizient, Inc.
Volvo Trucks North America
WVR International
W.W. Grainger, Inc.
Walgreens
Walmart Inc.
The Walt Disney Company
Waste Management
Wells Fargo & Co.
WestRock
Wieden+Kennedy
Windstream Communications
World Wide Technology, Inc.
Wynndam Worldwide Corporation
Xcel Energy
Xerox Corporation
Yanfeng Global Automotive Interiors
Zaner-Bloser, Inc., a Highlights Company

*New 2017 Members are in italics
**WBENC Board Members are in bold
Board of Directors

Executive Committee

Board Chair
THERESA HARRISON
Director, Diversity & Inclusiveness Procurement; EY

1st Vice Chair
BARBARA KUBICKI-HICKS
Senior Vice President, Procurement Services Executive; Bank of America

2nd Vice Chair
DEBRA JENNINGS-JOHNSON
Senior Director, Supplier Diversity; BP America, Inc.

Secretary
DAVID DROUILLARD
Executive Director, Indirect Purchasing & Supplier Diversity; General Motors

Immediate Past Chair
BENITA FORTNER
Director, Supplier Diversity (Retired); Raytheon Company

Treasurer
NANCY CREUZIGER
Vice President, Global Finance Operations & Governance; ManpowerGroup

Leadership Council Chair
ROZ LEWIS
President & CEO; Greater Women’s Business Council

Women’s Enterprise Forum Chair
CHERYL SNEAD
CEO; Banneker Industries, Inc.

Certification Committee Chair
DEBRA STEWART
Manager, Supplier Diversity & Diversity Outreach; Shell Oil Company

Marketing, Communications and Brand Management Chair
BEVERLY JENNINGS
Head, Global Supplier Diversity & Inclusion; Johnson & Johnson

Membership and Revenue Generation Chair
BARBARA KUBICKI-HICKS
Senior Vice President, Procurement Services Executive; Bank of America

Nominating Committee Chair
CLINT GRIMES
Executive Director, Global Sourcing & Supplier Diversity; Time Warner, Inc.

Counsel to the Board ex-officio
JORGE ROMERO
Partner; K&L Gates, LLP

President & CEO ex-officio
PAMELA PRINCE-EASON
President & CEO; WBENC

WBENC celebrates its 15th anniversary at Summit & Salute in Baltimore, MD.

WBENC partners with Shell Oil Company to present an invigorating Student Entrepreneur Program focusing on STEM (Science, Technology, Engineering, Math) fields.

CELEBRATING 20 YEARS
Extended Executive Committee

Audit Committee Chair
BARBARA CARBONE
Partner; KPMG LLP

U.S. Services & Programs Committee Chair
RUBY MCCLEARY
Director of Supplier Diversity; United Airlines

Global Services & Programs Committee
MICHAEL ROBINSON
Program Director, Global Supplier Diversity; IBM

Leadership Council
Vice Chair
EMILIA DIMENCO
President & CEO; Women’s Business Development Center-Chicago

Women’s Enterprise Forum 1st Vice Chair
PATRICIA RODRIGUEZ-CHRISTIAN
President & CEO; CRC Group, Inc.

Women’s Enterprise Forum 2nd Vice Chair
PATRICIA MASSEY
President; MYCA Group

Board of Directors

NEDRA DICKSON
Global Supplier Inclusion & Sustainability Lead; Accenture

ALITHIA BRUINION
Director, Global Supplier Diversity; AT&T

LYNN BOCCIO
Vice President Strategic Business & Diversity Relations; Avis Budget Group

BARBARA KUBICKI-HICKS
Senior Vice President, Procurement Services Executive; Bank of America

DEBRA JENNINGS-JOHNSON
Director, Supplier Diversity; BP America, Inc.

STEPHANIE BEVERIDGE
General Manager, Strategic Capability; Chevron

PIYUSH BHARGAVA
Vice President, Indirect Procurement & Packaging; Dell

DOUG FISHER
Strategic Procurement Manager; Exxon Mobil Corporation

THERESA HARRISON
Director, Diversity & Inclusiveness Procurement; EY

RENEE JONES
Director, Supplier Diversity Development & Supply Chain Sustainability; Ford Motor Company

DAVID DROUILLARD
Executive Director, Indirect Purchasing & Supplier Diversity; General Motors

MICHAEL ROBINSON
Program Director, Global Supplier Diversity; IBM

CELEBRATING 20 YEARS
WBENC launches a new online resource library, Insights.

JOIN FORCES. SUCCEED TOGETHER.

WBENC develops a new tagline – “Join Forces. Succeed Together.” – in a strategic effort to illustrate the need for every constituent group in WBENC.
Vacant Seats: Office Depot/Office Max
Leadership Council Members

APRIL DAY
President; Women’s Business Enterprise Alliance

NANCY ALLEN
President & CEO; Women’s Business Development Council of Florida

DEBBIE HURST
President; Women’s Business Council - Southwest

SUSAN RITTSCHER
CEO; Center for Women & Enterprise

EMILIA DIMENCO
President and CEO; Women’s Business Development Center - Chicago

ROZ LEWIS
President and CEO; Greater Women’s Business Council

MARSHA FIRESTONE, PH.D.
President and Founder; Women’s Presidents’ Educational Organization - NY

MICHELLE RICHARDS
President; Women’s Business Enterprise Council – Great Lakes

PAMELA WILLIAMSON, PH.D.
Executive Director; Women’s Business Enterprise Council - West

Forum Members

PATRICIA RODRIGUEZ-CHRISTIAN
President and CEO
CRC Group, Inc.

HANNAH KAIN
CEO
ALOM

JULIE COPELAND
President and CEO
Arbill

CHERYL SNEAD
CEO
Banneker Industries

ROYALYN REID
CEO
Consumer & Market Insights

HALLIE SATZ
CEO
Highroad Press

CINDY TOWERS
CEO
JURISolutions

PATTI MASSEY
President
MYCA

SANDRA JAMES
President
Private Eyes, Inc.

CATHI COAN
President & CEO
Techway Services, Inc.

Expert Members

FARRYN MELTON
Senior Vice President & Chief Procurement Officer
Bristol-Myers Squibb

CHERYL STEVENS
Past Chair Emeritus

JANICE BRYANT-HOWROYD
Founder and CEO
ActOne Group
The Student Entrepreneur Program expands its reach to include Science, Technology, Engineering, Arts, Math (STEAM) and Business, and for the first time ever, the winners of the SEP Pitch Competition are awarded seed capital sponsored by EY.

WBENC President and CEO Pamela Prince-Eason is honored with the 2015 NAFE Women of Excellence Award.

CELEBRATING 20 YEARS

WBENC Staff

PAMELA PRINCE-EASON, President & CEO
PATRICIA BIRMINGHAM, Vice President, Marketing & Technology
CANDACE WATERMAN, Vice President, WBENC Certification & Program Operations

LINDSEY ALL, Senior Manager, Marketing, Programs and Business Development
MONA AMIN, Executive Associate
VALERIE BUNNS, Controller
JESSICA CARLSON, Senior Manager, Marketing & Communications
MIA DELANO, Senior Director, Business Development
RIAN EDWARDS, Business Development Outreach Lead
VAUGHN FARRIS, Senior Manager, Strategic Programs
ANDREW GAECKLE, Director, Strategic Planning
DAVID GIFFORD-ROBINSON, Director, Marketing
LAUREN HERMAN, Financial Reporting Manager
ASHLEY JACKSON, Staff Accountant
VIVIEN MALIG-MAYHEW, Manager, Certification
JILL SASSO, Senior Director, Human Resources
MERIDITH SATZ, Senior Manager, Certification
LAURA SWENSON, Senior Manager, Marketing, Communications & Brand Management
NETTIE TETER, Program Manager, Marketing
MARTHA VALENZUELA, Senior Manager, Certification & WBENCLink
LAKESHA WHITE, Associate Director, Compliance
AMANDA ZACK, Senior Manager, Marketing
WBENC recognizes the very first Hes4Shes Champion, Eugene Campbell, for his dedication for furthering the development of women-owned businesses.

WBENC unveils WBENCLink2.0, the redesigned and improved online database.

WBENC introduces Welinnovate! as a new opportunity for WBEs to pitch groundbreaking, innovative solutions to Corporate Members.