WBEC Pacific is a powerful partner that provides introductions to competitive suppliers offering global supply chain solutions.


MISSION

Our mission is to drive economic growth, development, and access for women business enterprises in a global marketplace by collaborating with our constituents on Certification, Opportunities, Resources, and Engagement (C.O.R.E.).
Established in 2000, WBEC Pacific is a strategic sourcing partner supporting certified, competitive, and established women entrepreneurs. With capacity-building workshops, supplier information sessions, and focused mentoring, WBEC Pacific facilitates procurement opportunities, business networking, and supplier development.

Contact info
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@wbecp  Instagram  LinkedIn  Facebook
WBEC Pacific Certified WBE Economic Impact

- **1146** Certified WBE
- **$10.5B** Total Revenue
- **33K** Jobs created
- **$9M** Average Revenue
- **16** Average years in Business
- **33%** Certified WBEs identified as Women of Color

**Certified WBEs Top Industries**
- Prof. Scientific & Tech Serv.
- Construction
- Food Manufacturing
- Metal Manufacturing
- Educational Services
- Wood Product Manufacturing

**Certified WBEs Growth and Projection**

- 2017: 662
- 2018: 683
- 2019: 760
- 2020: 840
- 2021: 984
- 2022: 1063
- 2023: 1110
- 2024: 1232

Of those who responded to the survey, **33%** were identified as Women of Color.
WBEC Pacific Region All WBEs

Total WBEC-Pacific Region

San Francisco Bay Area

Seattle Metro Area

Greater Portland Area

2023 WBEC Pacific Overview
### Breakdown by Industry

<table>
<thead>
<tr>
<th>Professional, Scientific, and Technical Services</th>
<th>463</th>
</tr>
</thead>
<tbody>
<tr>
<td>Construction</td>
<td>107</td>
</tr>
<tr>
<td>Administrative Suppt; Waste Mgt, Remediation</td>
<td>106</td>
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<tr>
<td>Wholesale Trade</td>
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<tr>
<td>Food Manufacturing</td>
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<td>Metal Manufacturing</td>
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<td>Educational Services</td>
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<td>Retail Trade</td>
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<td>Transportation and Warehousing</td>
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<tr>
<td>Wood Product Manufacturing</td>
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<tr>
<td>Information</td>
<td>25</td>
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<tr>
<td>Real Estate and Rental and Leasing</td>
<td>22</td>
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<tr>
<td>Other Services (except Public Administration)</td>
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<tr>
<td>Finance and Insurance</td>
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<tr>
<td>Accommodation and Food Services</td>
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<tr>
<td>Arts, Entertainment, and Recreation</td>
<td>9</td>
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<tr>
<td>Health Care and Social Assistance</td>
<td>9</td>
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<tr>
<td>Agriculture, Forestry, Fishing and Hunting</td>
<td>6</td>
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<tr>
<td>Mgt of Companies and Enterprises</td>
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</tbody>
</table>

#### Professional, Scientific, and Technical Top Sub-Categories

- Marketing Consulting Services: 44
- All Other Professional, Scientific, and Technical: 37
- Administrative Management and General Management: 36
- Business Management Consulting: 22
- Custom Computer Programming: 22
- Graphic Design: 21
- Advertising Agencies: 15
- Computer Systems Design: 14
- Environmental Consulting: 14
- Human Resource Consulting: 13
- Office of Lawyers: 11
- Architectural Services: 10
- Other Computer Related Services: 10
- Other Scientific and Technical Consulting: 10

Total: 276
Why Support WBEC Pacific?

REALTIME ENGAGEMENT
We are your one-stop shop for WBE suppliers and sourcing/procurement executives. Connect with WBES and corporations within our region.

SUPPLIER DIVERSITY LEADERSHIP
Support entrepreneurship, and development, resulting in measurable economic impact and success of women-owned businesses.

GROW WITH OUR NETWORK
As an inclusive firm, enjoy access to our vast resources and tap into our diverse network for a complete array of solutions, partners, and talent.

VIP CORPORATE LEADERSHIP SUMMIT & SHOWCASE
Interactive engagement with corporate and agency leaders on the latest trends affecting inclusive supply chain practices. Opportunities to benchmark, explore best practices, create opportunities for economic development, promote equity in access, and quantify the value of diverse suppliers in the supply chain.
Certification
Why Certify with WBEC Pacific?

Through certification, women-owned businesses gain access to a vast network of support, including targeted business opportunities for certified women-owned firms, increased visibility in corporate and government supply chains, education and development programs to spur growth and increase capacity, and networking and mentorship opportunities with thousands of women entrepreneurs and those who support them.

WBENC is also an approved third-party certifier for the SBA's Women-Owned Small Business (WOSB) Federal Contracting Program.

**WBENC Certification is the most widely recognized and respected national certification for women-owned businesses in the U.S.**
Eligibility

WBENC Certification validates that a business is at least 51 percent owned, controlled, operated, and managed by a woman or women. This means or more women must have unrestricted control of the business, a demonstrated management of day-to-day operations, and a proportionate investment of capital or expertise. To become certified, business owners undergo a thorough vetting process, including review of business documentation and a site visit.

Because of this thorough process, WBENC Certification is considered the gold standard for women-owned business certification and is accepted by more than 1,000 corporations, in addition to some states, cities, and other entities.

Once certified, women-owned businesses are designated as WBENC-Certified Women’s Business Enterprises, or commonly referred to as WBEs.
Certification Eligibility Criteria

- Majority (at least 51%) ownership by one or more women.
- Demonstrated proof of female management and control of business.
- Unrestricted female control of the business in legal documents and day-to-day operations.
- A woman holding the highest defined title in the company’s legal documents.
- Documented evidence of female contribution of capital and/or industry expertise.
- Status of U.S. Citizenship or Legal Resident Alien for woman owner(s) constituting majority ownership.

Before applying for certification, WBENC highly recommends you review the list of required documentation and the guidelines outlined in our Standards & Procedures.
Benefits of Certification

1. Access to supplier diversity and procurement executives at hundreds of major U.S. corporations and federal, state, and local government entities that accept WBENC Certification.

2. Formal and informal opportunities to pursue business with Corporate and Government Members, as well as other WBENC-Certified WBEs.

3. Access to networking events and programs, procurement opportunities, mentoring, executive education, capacity development programs, and other business tools and resources.

4. Eligibility for regional and national awards and recognition.

5. Use of Women Owned Logo and Women's Business Enterprise Seal as a marketing tool to promote your business and expand your company's visibility.

6. Community of support from other female business owners and like-minded professionals all dedicated to the growth and success of women-owned businesses.
WBENC partners with 14 Regional Partner Organizations authorized to administer WBENC and WOSB certification for women-owned businesses across the United States, including Puerto Rico, Guam, and the Virgin Islands.
Certification Process

1 Determine if you are eligible
WBENC Certification validates that a business is at least 51 percent owned, controlled, operated, and managed by a woman or women. This means one or more women must have unrestricted control of the business, a demonstrated management of day-to-day operations, and a proportionate investment of capital or expertise. View Eligibility Criteria

2 Compile Required Documentation
Before applying for certification online, we recommend gathering all of the required documents in advance. You will be providing general business information, owner eligibility, financial structure, personnel & management information, and governance information. View Required Documentation

3 Complete Online Application
Once you have ensured you meet the certification criteria and gathered your documentation, the next step is to register and complete an online application on WBENCLink2.0. Review your application carefully before submitting. Be prepared to pay a non-refundable processing fee.

4 Review & Site Visit
The Regional Partner Organization near you will process your application, a thorough review of the documentation presented and a site visit interview with the female owner(s). The review process takes approximately 90 days from the date your file is deemed complete. Find the RPO nearest you.

5 Certification Determination
Your Regional Partner Organization will notify you via email and letter when a determination has been made.

6 You’re in!
As a WBENC-Certified WBE, you will have access to a wide range of benefits. Once you are certified, use our checklist to get acquainted with the network, download logos, and best leverage your certification. And don’t forget to set a calendar reminder for recertification!
Custom Services & Virtual Events

**Industry Info Sessions**
Designed for corporations to share industry specific information to WBEs. Ideal approach to meeting suppliers while learning about businesses in related industries.

**Honing your Pitch**
Opportunity for members to sit on a virtual panel and review pitch presentations from WBEs on a given topic or product/service category.

**EmpowerU Workshop Series**

**Business Matchmaking**
Procurement decision makers meet potential suppliers virtually. Supports supply chain strategy revitalization, and optimization.

**Empow[HER] Economic Development Forum**
An effective platform for corporations to showcase their company, share industry needs, and provide practical capacity-building tools for WBEs.

**Custom Webinars**
Share your company information, procurement requirements, sourcing strategies, supplier diversity initiatives, contract opportunities and how to do business with your company.
Corporate Partners

Accenture
Amazon
APM Music
Applied Materials
AT&T
Avant Assessment
Bank of America
Bank of the West
Bill & Melinda Gates Foundation
Business Impact NW
California Water Association
CDW
Central Coast Community Energy
Chevron
Cigna
City of Portland
Coastal Community Bank
Comcast
East Bay Municipal Utility District
Enterprise Holdings

Federal Reserve Bank of San Francisco
Genentech
Gilead
Google
Hathaway Dinwiddie Construction
Hewlett Packard Enterprise
Intel
Gates Foundation
JPMorgan Chase
Kaiser Permanente
KL Gates
Lewis and Tibbits, Inc.
Logitech
Major League Baseball
McKinstry
Microsoft
 Minority Business Development Agency
Oregon Health & Science University
Pacific Gas & Electric
Pivotal Ventures

Port of Seattle
Puget Sound Energy
Robert Half
Salesforce
Seattle Children’s Hospital
Siemens
Skanska
Snohomish County
Sound Transit
Standard Insurance
Stanford Health Care
T-Mobile
Union Bank
University of Washington Business Diversity & Equity
US Bank
Vistra
WA State DES
Wells Fargo
Zillow
Benefits of Corporate Membership

- You receive access to a pipeline of +1146 competitive women-owned regional suppliers
- Personalized outreach sourcing assistance
- Confidence that WBEs are women-owned, managed, operated, and controlled
- Programming that establishes mutually beneficial connections between certified women businesses and decision-makers
- Benchmarking opportunities with a network of highly respected industry experts representing some of the world’s most successful corporations
- Access to over +18,700 competitive Women Business Enterprises through RPO and WBENC network
- Corporate branding and visibility showcasing a commitment to diversity and inclusion
THANK YOU!

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