

2019

ANNUAL REPORT





JOIN FORCES. SUCCEEDED TOGETHER.

WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL

1120 Connecticut Avenue NW, Suite 1000
Washington, DC, 20036

202-872-5515 | www.wbenc.org





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MESSAGE FROM THE BOARD CHAIR

Dear Friends,

It is hard to believe how quickly my first year as your Board Chair passed! I am honored to serve the WBENC community in this position and excited to share the great accomplishments we had throughout 2019. I always look forward to the Annual Report which serves as a reminder of how this organization exemplifies its mission and values throughout the year.

The national events in 2019 were nothing short of spectacular, starting out in Houston in March at the Summit & Salute. As we “lifted off” to new heights, we launched the WBENC Business Lab, a new, interactive learning experience for women business owners and business professionals. The unique and fresh approach consisting of *Learn, Coach* and *Do* segments across five circuits received rave reviews from our attendees. Incredible WBEs and their inspirational businesses were highlighted throughout both Welnnovate and WBENC Pitch sessions. The excitement did not stop there, but culminated, as we honored our 14 WBE Stars and 60 America’s Top Corporations for Women’s Business Enterprises.

In June, we headed to Baltimore, MD for our National Conference & Business Fair. With more than 4,600 attendees, this event had something for everyone, including the unrivaled Business Fair with 328 exhibitors and WBENC’s signature MatchMaking program where more than 1,300 one-on-one meetings were held. The Business Labs grew to ten circuits for unparalleled educational opportunities, and the energy surrounding WBENC Pitch was at an all time high. Attendee engagement and satisfaction resulted in 94% of WBEs confident that the contacts they made would lead to business opportunities, and 98% of attendees reporting that they would attend this event in the future.

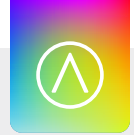
To keep momentum and engagement throughout the year, WBENC is consistently adding and evolving its executive education opportunities. In 2019, six exceptional programs were held with more than 150 WBEs participating. WBENC continues to work with many of our Corporate Members to expand these offerings across multiple disciplines.

None of this great success would be possible without the support of our Corporate Members, valued sponsors, and our incredible Regional Partner Organizations. We are so grateful for this amazing network that we get to collaborate and celebrate with throughout the year.

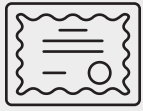
I would like to thank Pamela Prince-Eason and the entire WBENC team for their tireless and passionate work that consistently raises the bar and exceeds expectations for all our constituents. Pamela’s leadership and vision are an inspiration not only to her team, but to our entire network. I look forward to 2020 and our continued collective success. I hope you enjoy reading this Annual Report and reflecting on the great accomplishments of 2019.



SINCERELY,
Barbara Kubicki-Hicks



Network Growth



15,664

CERTIFIED WBES



333

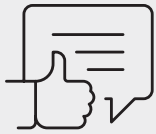
CORPORATE MEMBERS

Reach



1,200,975

WEBSITE PAGE VIEWS



51,600

SOCIAL MEDIA FOLLOWERS

Educational Opportunities



161

EXECUTIVE EDUCATION PROGRAM GRADUATES



183

BUSINESS LAB LEARN, COACH, DO OPPORTUNITIES



22

SCHOLARSHIPS AWARDED

Business Opportunities



1,888

MATCHMAKER MEETINGS



192

PITCH PARTICIPANTS

Engagement



6,377

EVENT ATTENDEES



221

EVENT SPONSORS



ABOUT WBENC

The Women’s Business Enterprise National Council (WBENC) is a leading non-profit organization dedicated to helping women-owned businesses thrive.

We believe diversity promotes innovation, opens doors, and creates partnerships that fuel the economy. That’s why we not only provide the most relied upon certification standard for women-owned businesses, but we also offer the tools to help them succeed.

Core Platform

Each year since WBENC was founded in 1997, we have broadened our reach and grown our network by delivering programs and services via our CORE platform.



C

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.

O

OPPORTUNITIES We 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.

R

RESOURCES To address the challenges many women face in building and growing a business, we provide support and resources through the full life cycle of entrepreneurship. Our goal is to ensure women business owners have access to the education, support, and tools they need to grow and succeed.

E

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.

OUR MISSION

Fuel economic growth globally by identifying, certifying, and facilitating the development of women-owned businesses.



The WBENC Network



WOMEN'S BUSINESS ENTERPRISES

Certified Women's Business Enterprises (WBEs) are companies that are at least 51% 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.



CORPORATE & 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.



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.



CERTIFICATION

WBENC continues to set a world-class certification standard to validate that a business is at least 51 percent owned, controlled, and operated by a woman or women.

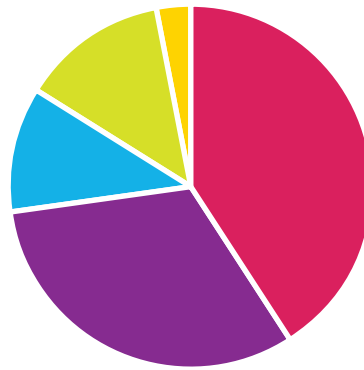
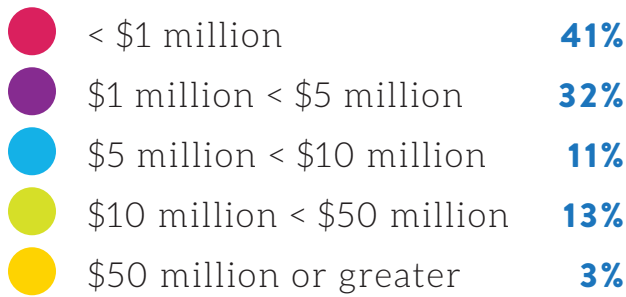
WBENC is also a third-party certifier for Women Owned Small Business (WOSB) certification as part of the SBA's WOSB Federal Contracting Program.

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. Here are some facts and figures about WBENC-Certified WBEs in 2019.

15,664
WBE CERTIFIED

5,697
WOSB CERTIFIED

WBEs by Revenue



WBE Profile

20
YEARS IN BUSINESS

6
YEARS CERTIFIED

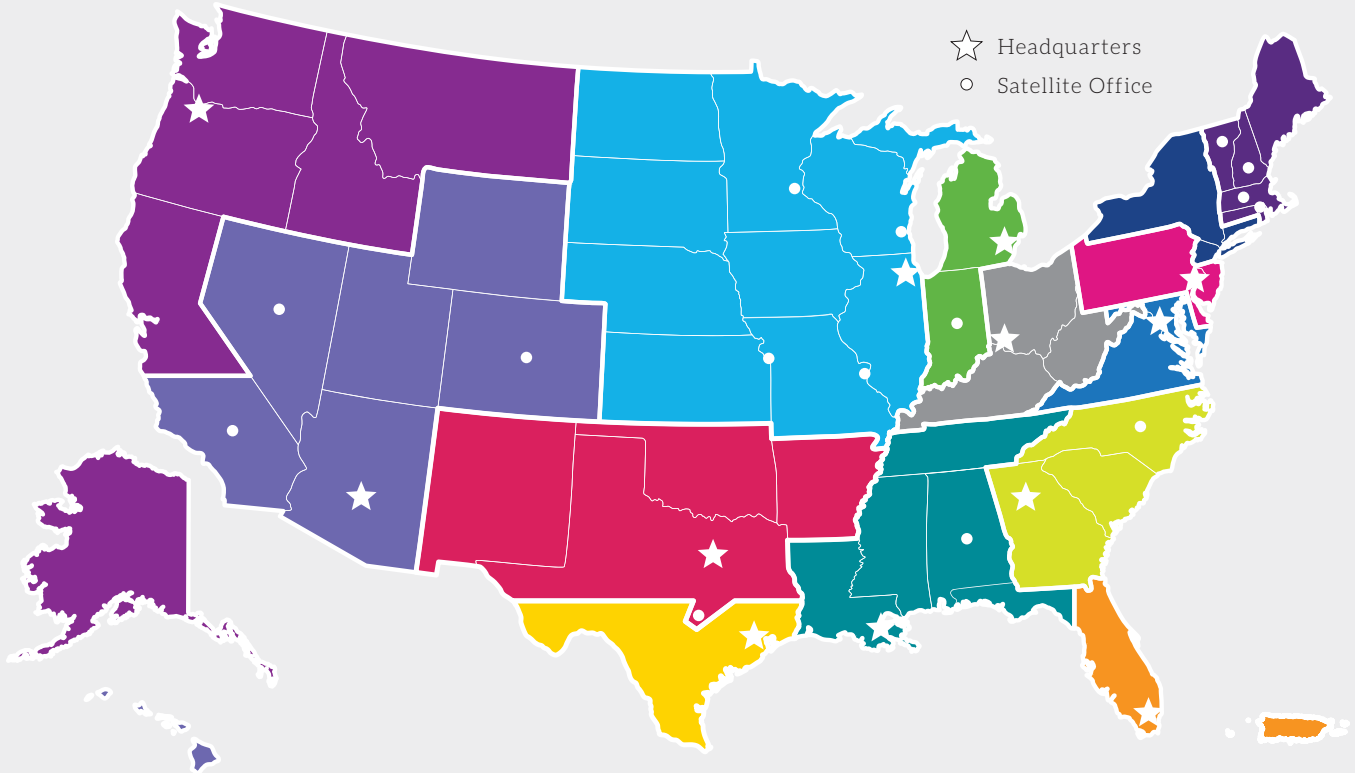
51
EMPLOYEES

WBE
Collective
Impact



776,890
PEOPLE EMPLOYED

\$283,191,902,820
REVENUE GENERATED



WBEs by Regional Partner Organization



CWE
Center for Women
& Enterprise
468



GLWBC
Great Lakes Women's
Business Council
1,373



GWBC
Greater Women's
Business Council
1,060



WBEC-ORV
Women's Business Enterprise
Council – ORV
1,066



WPEO-DC
Women Presidents' Educational
Organization – DC
713



WPEO-NY
Women Presidents' Educational
Organization – NY
1,441



WBCS
Women's Business
Council – Southwest
1,157



WBDC-MIDWEST
Women's Business
Development Center –Midwest
2,082



WBDC-FLORIDA
Women's Business
Development Council of Florida
748



WBEA
Women's Business
Enterprise Alliance
666



WBEC-WEST
Women's Business Enterprise
Council – West
1,810



WBEC-PACIFIC
Women's Business
Enterprise – Pacific
765



WBEC-EAST
Women's Business
Enterprise Council – East
1,450



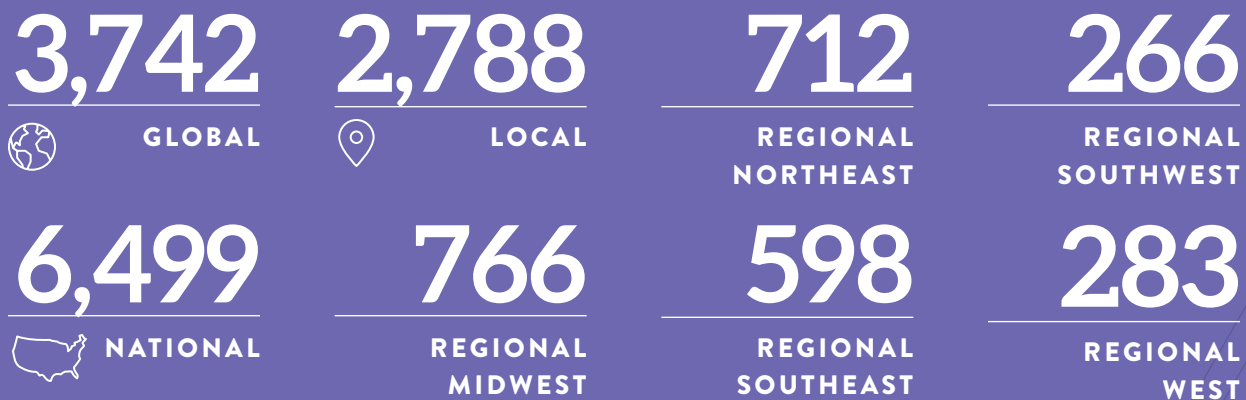
WBEC SOUTH
Women's Business Enterprise
Council South
859



WBEs by Industry

Agriculture, Forestry, Fishing and Hunting	22	Finance and Insurance	202
Mining, Quarrying, and Oil and Gas Extraction	41	Real Estate and Rental and Leasing	297
Utilities	42	Professional, Scientific, and Technical Services	5,242
Construction	1,906	Management of Companies and Enterprises	17
Food Manufacturing	523	Administrative Support; Waste Management and Remediation Services	1841
Wood Product Manufacturing	658	Educational Services	383
Metal Manufacturing	952	Health Care and Social Assistance	186
Wholesale Trade	1,378	Arts, Entertainment, and Recreation	77
Retail Trade	425	Accommodation and Food Services	103
Transportation and Warehousing	609	Other Services (except Public Administration)	223
Information Services	366	Public Administration	15

WBEs by Geographic Service Area





WOMEN'S ENTERPRISE FORUM

3

WBE FORUM
LEADERS

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.

18

FORUM
LEADERSHIP
TEAM



70

FORUM
COMMITTEE
REPRESENTATIVES



195

FORUM
REPRESENTATIVES





EVENTS

WBENC
Summit & Salute
2019
LIFTOFF
March 11-13 | Houston, TX

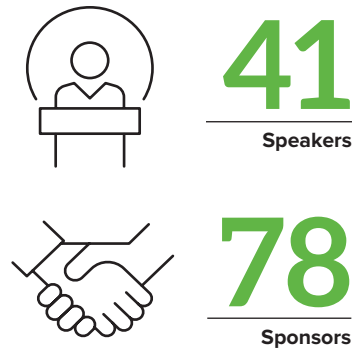
Summit & Salute

Summit & Salute is a signature event from the WBENC dedicated to the development, growth, and success of women-owned businesses. From March 11-13, 2019, women entrepreneurs, corporate representatives, diversity and inclusion experts, and other supporters gathered in Houston, Texas for three days of networking and learning, all centered around finding and nurturing business opportunities for women-owned businesses.

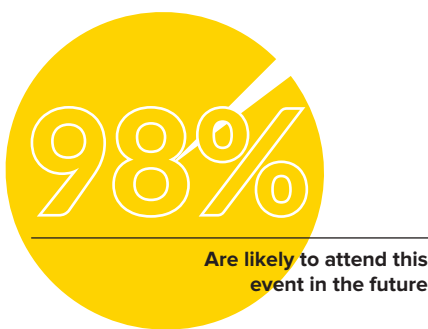
ATTENDEES



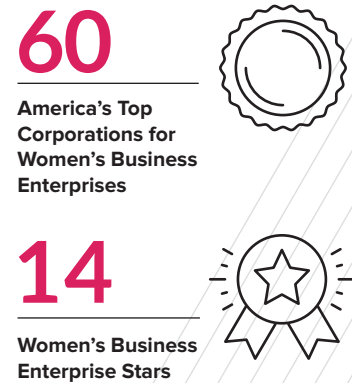
920 WBENC-Certified WBEs	609 National Corporate Members	29 Regional Corporate Members	57 Partner Organizations
4 Government Agencies	43 Non-Profit Organizations	66 Other Corporations and Small Businesses	36 Other



EVENT IMPRESSIONS



HONORS AWARDED





ATTENDEES BY INDUSTRY

199	Advertising & Marketing
63	Aerospace & Defense
12	Agriculture & Mining
14	Arts, Entertainment & Recreation
73	Automotive
41	Biotech & Pharmaceutical
143	Business Services
47	Construction
77	Consumer Products
111	Energy & Utilities
111	Financial Services
10	Government Agency
41	Healthcare
57	Information Communication Technology
20	Insurance
84	Nonprofit
271	Professional & Technical Services
60	Retail
140	Technology
96	Transportation & Logistics
36	Travel & Hospitality
248	Other

SOCIAL MEDIA

115,170

Social Media Impressions



1,159

#SummitSalute Tweets



60

#SummitSalute Instagram posts

1,772

Likes, Comments, or Saves



OPPORTUNITIES ALMANAC

All Summit & Salute attendees received an almanac of upcoming procurement opportunities with sponsors and the 2018 Top Corporations for WBEs to facilitate networking and business connections.





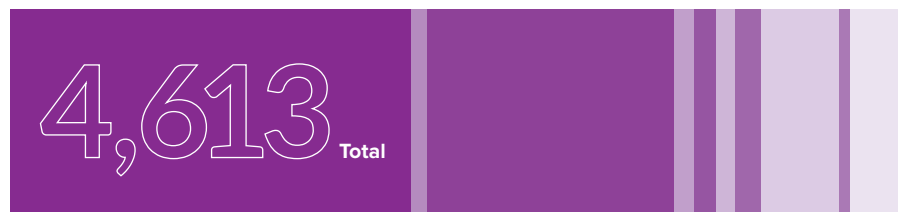


WBENC
National Conference
& Business Fair
2019
ECOSYSTEMS
June 25–27 | Baltimore, MD

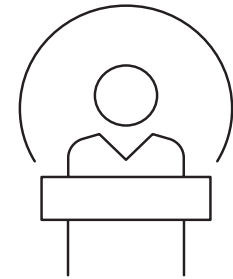
National Conference & Business Fair

Thousands of women business owners and those who support them gathered in Baltimore, Maryland for the largest event of its kind for women business owners in the U.S. The 2019 WBENC National Conference & Business Fair featured innovative educational programming, inspiring keynotes, 1:1 MatchMaker meetings, networking opportunities, and an unrivaled Business Fair.

ATTENDEES

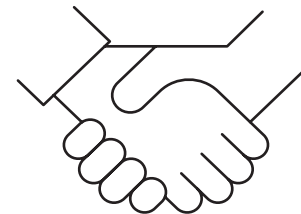


2,072 WBENC-Certified WBEs	83 WEConnect Certified WBEs	1,277 National Corporate Members	106 Regional Corporate Members	112 Partner Organizations
97 Government Agencies	141 Non-Profit Organizations	401 Other Corporations and Small Businesses	58 Students	266 Other



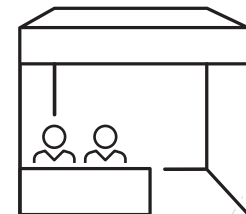
75

Speakers



143

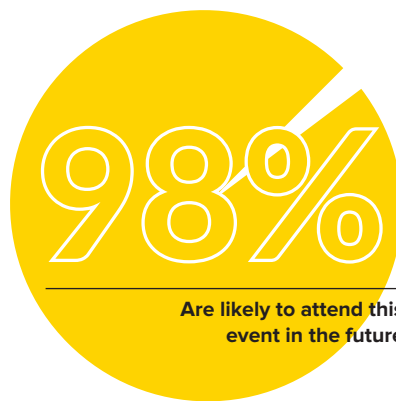
Sponsors



328

Exhibitors

EVENT IMPRESSIONS





ATTENDEES BY INDUSTRY

436	Advertising & Marketing
44	Aerospace & Defense
25	Agriculture & Mining
38	Arts, Entertainment & Recreation
166	Automotive
104	Biotech & Pharmaceutical
425	Business Services
134	Construction
251	Consumer Products
210	Energy & Utilities
282	Financial Services
84	Food & Beverage
68	Government Agency
122	Healthcare
110	Information Communication Technology
63	Insurance
198	Nonprofit
574	Professional & Technical Services
123	Retail
293	Technology
157	Transportation & Logistics
102	Travel & Hospitality

SOCIAL MEDIA

137,266

Social Media Impressions



2,113

#WBENCconf Tweets

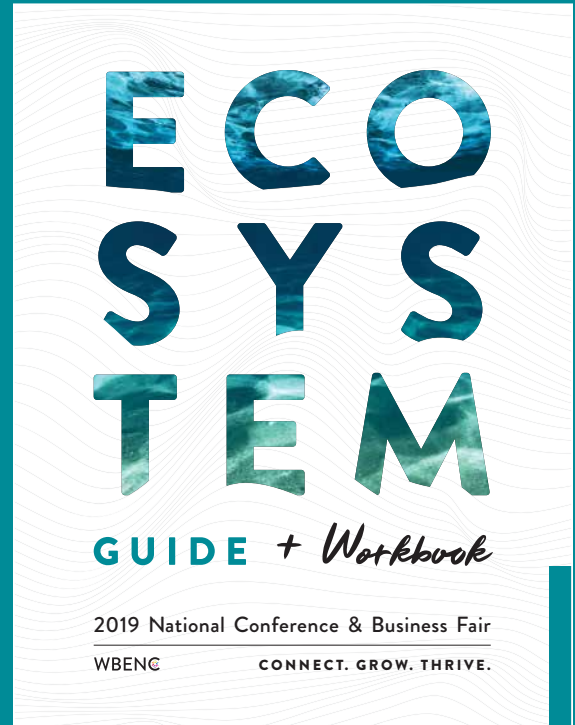


92

#WBENCconf
Instagram posts

3,531

Likes, Comments, or Saves



ECOSYSTEMS WORKBOOK

All National Conference & Business Fair attendees received an interactive workbook designed to help attendees navigate the event and learn how to make the most out of every opportunity and resource WBENC provides.



NOTICE





NCFE





Cheryl W. Snead Memorial Women's Business Development Fundraiser



MARCH 14, 2019
THE WOODLANDS, TEXAS

On March 14, 2019, the WBENC EnCORE Group hosted the Cheryl W. Snead Memorial Women's Business Development Fundraiser, a golf tournament in honor of the late Cheryl Snead, a shining star of the WBENC network who passed away in 2018. The event raised funds for a scholarship fund established in Cheryl's name.



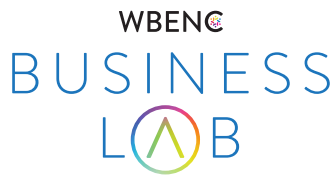
100
GOLFERS

42
SPONSORS



PROGRAMS

Education & Development



WBENC BUSINESS LAB

At our two signature events in 2019, we introduced the WBENC Business Lab, a new interactive learning experience for women business owners and business professionals.

Shaking up the model of traditional event programming, the Business Lab provided education that was highly interactive and laser-focused on accelerating business and professional growth and success.

Each Business Lab circuit included a combination of short seminars, fireside chats, 1:1 coaching, guided working sessions, and other interactive, hands-on activities designed to leave attendees with actionable insights to improve their business and career.

The Business Lab introduced the innovative *Learn, Coach, Do* model to event programming:

Learn | Quick, interactive seminars with subject matter experts.

Coach | Group and one-on-one coaching sessions.

Do | Guided hands-on learning activations.



CIRCUITS OFFERED IN 2019:





Business Lab





24
GRADUATES

WBENC ENERGY EXECUTIVE PROGRAM

OCTOBER 7 – NOVEMBER 1, 2019

SHELL ROBERT TRAINING & CONFERENCE CENTER, ROBERT, LA

The WBENC Energy Executive Program (EEP) is a week-long, immersive executive education experience focusing on the Energy, Oil and Gas industry to drive development of WBE leaders within the energy industry supply chain. Thanks to our generous sponsors BP America Inc, Chevron, Exxon Mobil Corporation, and Shell Oil Company, WBENC brought together women-owned businesses, industry experts, and professors from the University of Texas, McCombs School of Business for one week of industry training, skill development, business education, and networking further showing the commitment towards impacting the long-term success of diverse businesses that are critical to the global energy supply chains.

WBENC EEP ECONOMIC IMPACT

The 2019 EEP cohort of WBEs generated \$1 billion in combined annual revenue. As a result of EEP:

9

participants plan to expand their capability to enter upstream market

6

participants plan to expand their capability to enter midstream market

7

participants plan to expand their capability to enter downstream market

152

opportunities recognized for participants interested in buying/selling from each other

180

opportunities recognized for participants interested in partnering with each other



50
GRADUATES

TUCK-WBENC STRATEGIC GROWTH PROGRAM

SEPTEMBER 22 - 27, 2019

IBM GERSTNER CENTER FOR LEARNING, ARMONK, NY

The Tuck-WBENC Strategic Growth Program, brought to you by IBM, brought together WBEs who have successfully completed the Tuck-WBENC Executive Program and are dedicated to the advancement and success of their business. This six-day program helped WBEs and their executive teams plan and execute a business strategy to elevate their company to the next level.



WOMEN IN TECHNOLOGY



32
GRADUATES

WOMEN IN TECHNOLOGY PROGRAM

SEPTEMBER 10 – 12, 2019 | AUSTIN, TX

WBENC and Dell Technologies have joined forces to help WBEs in technology grow their business. This executive education program helps WBEs understand the future of technology, increase competence in day-to-day operations, gain business development and marketing knowledge, and highlight the steps needed to form strategic alliances.



10
GRADUATES

CAPITAL ONE CATAPULT PROGRAM

CATAPULT is an intensive, seven-month transformational learning journey designed to enable companies to innovate and disrupt within their business and ultimately industry - by developing a new solution to a business challenge while leveraging learnings from the program.

Congratulations to 2019 CATAPULT Pitch Competition Winner **Unoma Okorafor, CEO & Founder, Herbal Goodness.**



45
GRADUATES

ROBERT HALF ACCELERATED LEADERSHIP DEVELOPMENT PROGRAM

JULY 15 – 19, 2019 | NASHVILLE, TN
NOVEMBER 4 – 8, 2019 | SAN FRANCISCO, CA

The Robert Half Accelerated Leadership Development program is a cohort-style leadership program designed to examine three key leadership areas: leading with character, collaborative leadership, making a strategic contribution.

Scholarships

22
SCHOLARSHIPS
AWARDED

DOROTHY B. BROTHERS SCHOLARSHIP

The Dorothy B. Brothers Scholarship is 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.



Pitch Opportunities

32
WBEs PARTICIPATED

95+
CORPORATE
MEMBERS
PARTICIPATED

WEINNOVATE!

MARCH 11 - 13, 2019

HOUSTON, TX AT WBENC SUMMIT & SALUTE

WeInnovate! is an exclusive opportunity for WBEs to pitch their company's innovative product or solution to representatives from some of the nation's largest corporations, WBENC Corporate Members. *WeInnovate!* not only provides WBEs access to potential buyers and supply chain professionals and the opportunity to pitch their business, but it allows corporations to discover innovative products or services specifically relevant to their business needs.

WBENC PITCH

160
PITCHES

WBENC PITCH

In 2019, WBENC introduced WBENC Pitch, a large, tournament-style pitch competition for WBEs to deliver their best business pitch to panels of WBENC Corporate Member judges, competing for the opportunity to pitch live on stage and walk away with thousands of dollars in grant prize awards.

The WBENC Pitch tournament took place at both of our signature events – Summit & Salute in March, and the National Conference & Business Fair in June.

Congratulations to the 2019 WBENC Pitch winners:
Jane Henry, Founder & CEO of SeeHerWork and
Kathleen Wood, Co-Founder of Suzy's Swirl

WBENC PITCH HIGHLIGHTS:

Hundreds of WBEs applied to participate for **80** pitching slots per tournament

160 WBEs pitched to **64** judges across both events

Two WBEs walked away with a combined **\$25,000** in prize money to invest in their business



Procurement Opportunities

96
CORPORATIONS
PARTICIPATED

MEET & GREET

Meet & Greet provides WBEs the opportunity to connect with participating corporations or government entities of their choice in an open but formal environment. During Meet & Greet, WBENC Corporate & Government Members are assigned a table, and during a series of 20-minute sessions, WBEs visit the corporations of their choosing and pitch their businesses in a small group setting.

SUMMIT & SALUTE

In 2019, hundreds of WBEs were able to pitch their business to **96** corporations during Meet & Greet at the WBENC Summit & Salute in Houston, Texas.

1,888
TOTAL MEETINGS

MATCHMAKER

1:1 MatchMaker is a program for WBEs to have pre-scheduled, one-on-one meetings with WBENC Corporate or Government Members to explore sourcing opportunities.

The purpose of the WBENC 1:1 MatchMaker program is to establish connections between certified WBEs and purchasing decision-makers from corporations and government agencies seeking WBE suppliers for specific opportunities.

SUMMIT & SALUTE

265 WBEs had 1:1 meetings with **99** participating Corporate & Government Members, totaling **560** meetings.

NATIONAL CONFERENCE & BUSINESS FAIR

474 WBEs had 1:1 meetings with **148** participating Corporate & Government Members, totaling **1,328** meetings.



Outreach & Development



NEXTGEN PROGRAM

NextGen is an outreach program dedicated to nurturing the next generation of the WBENC network – millennial and Generation Z WBEs and supplier diversity professionals.

Throughout the year, the NextGen program provides targeted opportunities, education, and community building to help young women entrepreneurs and those who support them continue to grow and thrive.

On March 11, 2019, the next generation of WBENC gathered at Station Houston, a co-working space in Houston, TX, for pitch opportunities, roundtable networking, and a panel highlighting successful women business owners and the Women Owned Logo.

On June 24, 2019, NextGen hosted an exciting afternoon of energizing speakers and breakouts with peers, buyers, and subject matter experts, and a networking reception featuring a showcase of products from NextGen WBEs.

267

Program

279

Reception

226

Program

249

Reception





WOMEN OF COLOR DEVELOPMENT & OUTREACH PROGRAM

WBENC understands and research shows that having a comprehensive business ecosystem is critical to the success of all women owned firms, but particularly for firms owned by women of color (WOC). The WBENC Women of Color Program was established with the mission to create multi-tiered programming to aid women of color entrepreneurs in increasing their competitive advantage and capacity for inclusion in corporate supply chains.

As an outreach and development program, the WOC program hosted sessions throughout the year to all women business owners, both WBENC-Certified WBEs and those not yet certified. Thanks to the generous support of Women of Color Program sponsors The Coca-Cola Company, JPMorgan Chase & Co., Southern California Edison, and Walmart Inc., we were well poised to engage and support a healthy ecosystem of WOC entrepreneurs.

WOMEN OF COLOR PROGRAM PILLARS:

Community Building

WOC serves as tightly knit community, sharing resources for accelerating growth, strategizing to overcome problems, and meeting new customers.

Market Access

WOC leverages and identifies Supplier Diversity Summits/ Conferences in the regional network areas that have a focus in the advancement and development of WOC businesses.

Capital

WOC identifies access to capital programs, resources and opportunities for women entrepreneurs and communicate these opportunities to the network on a regular basis.

Human Capital

WOC helps women discover their social capital by cultivating and helping them grow and develop their business while building strong relationships.

Policy

WOC partners with government advocacy agencies to focus on federal legislative priorities that are necessary for sustained women owned business success.

Innovation

WOC focuses on innovation and growth and build bridges with the next generation of women led firms and entrepreneurs by partnering with universities with a focus on creating an ecosystem with the next generation of business leaders within WBENC.

Resources

WOC provides support and resources throughout the year with the unique approach to year-round resources in education, support, leadership development, mentorship and resource materials to help strengthen and enhance capacity with corporations.



Women of Color Program 2019 Highlights:

219

**REGISTERED
ATTENDEES**

102

**NON-CERTIFIED
WOMEN-OWNED
BUSINESSES**

117

**WBENC-
CERTIFIED WBEs**

MARCH 11, 2019 | HOUSTON, TX

Women of Color entrepreneurs and business leaders gathered at Marriot Marquis in Houston, TX for a day of panel discussions with finance experts about maintaining a fiscally healthy business, workshops and roundtable discussions on the value of focusing on your business, and education on the impact and growth of WOC firms in the U.S.



JUNE 25, 2019 | BALTIMORE, MD

The WBENC Women of Color Program in partnership with Women Impacting Public Policy (WIPP) hosted an exciting session on “Expanding your Ecosystem” where subject matter experts shared insights on access to capital, access to business and personal development, and access to social networks.

171

**REGISTERED
ATTENDEES**

87

**NON-CERTIFIED
WOMEN-OWNED
BUSINESSES**

84

**WBENC-
CERTIFIED WBEs**





STUDENT entrepreneur PROGRAM

WBENC STUDENT ENTREPRENEUR PROGRAM

WBENC fuels the growth of women-owned businesses regardless of a founder's experience level or age. Through the WBENC Student Entrepreneur Program (WBENC SEP), female student entrepreneurs gain support to propel them towards successful futures.

The 2019 SEP cohort included an incredible group of new prospective female founders and five SEP alumnae from past years. The program was hosted June 23-27 in Baltimore, Maryland, where students participated in 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 \$25,000 at the WBENC National Conference & Business Fair.



23
STUDENTS

19
CORPORATE
MEMBER
MENTORS

23
MENTORS



Congratulations to the Winners of the WBENC SEP Harley Davidson Pitch Competition!

1ST PLACE: Kat Samardzija, Senior, Grand Valley State University

Kat founded Locker Lifestyle after having her valuables stolen out of her gym locker. She creates wearable wrist wallets and pocket headbands to secure small valuables - perfect for fitness, travel, festivals, and more!

2ND PLACE: Tammy Dorsey, Masters Student, Wichita State University

Tammy is founder/CEO of Prenatal Hope, an early stage medical device manufacturer seeking to drastically improve the quality of care during childbirth. Their headlining product, the VivO2 is a noninvasive, in utero testing device that instantly provides oxygen levels of the fetus.

3RD PLACE: Shelby Baldwin, Senior, Mississippi State University

Shelby co-founded her own company, Rocketing Media. Rocketing Media is a digital marketing, software and e-commerce consulting agency.

4TH PLACE: Rey Mustafa, Senior, San Diego State University

Rey is co-founder of SOULMUCH, a social venture that aims to reduce food waste by commercializing the excess rice large volume restaurants discard each night and repurpose them into flour.

5TH PLACE: Neha Husein, Senior, South Methodist University

Neha is the Founder & CEO of Just Drive, an app that incentivizes safe driving by providing rewards for use at local businesses.



PLANET MOGUL

[WATCH A VIDEO RECAP](#) | ▶

WBENC has partnered with Planet Mogul, a program which develops the next generation of entrepreneurs, innovators, and workforce and community leaders by providing an intellectual and interactive learning environment for elementary-middle school students.

Planet Mogul at WBENC Headquarters | APRIL 2019

WBENC staff welcomed Club Boulevard Magnet Elementary's 5th grade class from Durham, NC at the WBENC headquarters in Washington DC. Students participated in an evening of interactive learning around the Automotive and Technology Industries after a long day of exploring our nation's capital.

students convened for a general overview of the Planet Mogul Program and then broke out into small groups to rotate through various industry tracks throughout the day.

Planet Mogul at the WBENC National Conference & Business Fair | JUNE 24, 2019

Planet Mogul galvanized the support of Corporate Members and WBEs before the National Conference & Business Fair to deliver a high-quality one-day workshop in Baltimore. During the workshop, a group of

National Student Future Ready Day | SEPTEMBER 9, 2019

WBENC partnered with Planet Mogul to host the inaugural National Student Future Ready Day on September 9, 2019 in Durham, North Carolina.

National Student Future Ready Day is an event designed to educate and inspire the next generation of entrepreneurs and business leaders through stimulating and interactive educational programming, weaving business, entrepreneurship, and industry-specific education into innovative activities that challenge and expand student thinking.





ONLINE RESOURCES

WBENC LINK 2.0

WBENCLink2.0

WBENCLink2.0 is our digital certification tool and database that connects WBEs and Corporate and Government Members. In 2019, we continued to provide monthly trainings for our constituents to help them get the most out of the tool.

WBENC.org

WBENC.org is a 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.

WBENC SOCIAL MEDIA FOLLOWERS



8,914

Twitter



4,696

Instagram



16,188

Facebook



9,249

LinkedIn



(up 30%)

39,047

Total Followers

SOCIAL MEDIA ENGAGEMENT

2,356

Published Posts

73,838

Engagements

2,050,461

Impressions

965,123

PAGE VIEWS

69,028

PAGE VIEWS ON WBENC BLOG POSTS



CAMPAIGNS

Women Owned

Bringing consumer recognition to Women Owned businesses.



#BUYWOMENOWNED

Women Owned is an initiative from the 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.

In 2019, WBENC continued to expand the Women Owned program, by focusing on amplifying our digital presence, expanding our consumer-friendly directory of Women Owned businesses, launching two large-scale public awareness campaigns, and engaging consumers and business owners alike on a weekly basis through the email newsletter, Women Owned Wednesday.

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 WEConnect International globally.

WOMEN OWNED WEBSITE

235,852 **70,838**
 Page Views Visitors

SOCIAL MEDIA ENGAGEMENT

24,985
 Engagements

1,306 **1,206,584**
 Published Posts Impressions

WOMEN OWNED SOCIAL MEDIA FOLLOWERS

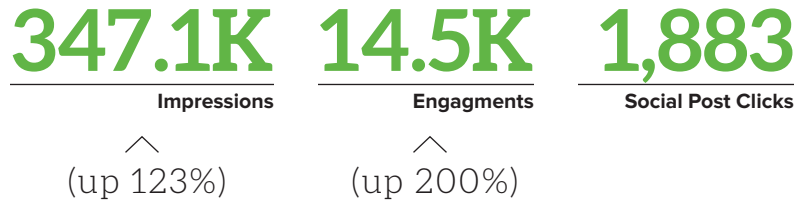
4,356 **3,404** **4,793** → **12,553**
 Twitter Instagram Facebook Total Followers



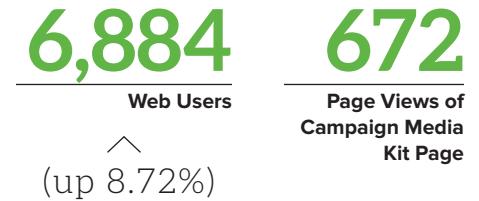
Public Awareness Campaigns

WOMEN'S HISTORY MONTH | MARCH

SOCIAL

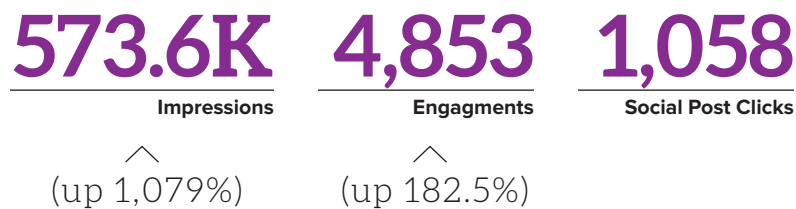


WEB

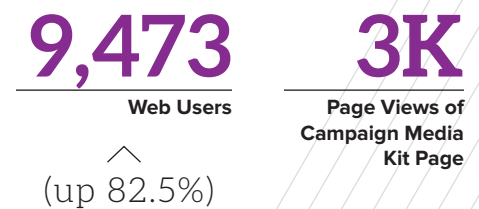


NATIONAL WOMEN'S SMALL BUSINESS MONTH | OCTOBER

SOCIAL



WEB





Women Owned Pop-Up Shops



SUMMIT & SALUTE

“The 2019 Summit & Salute Pop-Up Shop was a fantastic event for Kroger to showcase some of our WBENC-Certified suppliers. It was great meeting so many talented and successful individuals/companies. I am looking forward to attending the next Pop-Up Shop.”

— LeShaun Smedley, Kroger, Sponsor

10
WBE VENDORS

NATIONAL CONFERENCE AND BUSINESS FAIR

“It was great to be able to network and showcase my products to so many attendees. The WBENC team made the process really easy from start to finish with logistics, setup and breakdown.”

— Lucy Pellegrino, Slick Lizard, Vendor

14
WBE VENDORS



AWARDS & RECOGNITIONS



America's Top Corporations for Women's Business Enterprises

The annual list of America's Top Corporations for Women's Business Enterprises (WBEs) recognizes WBENC National Corporate and Government Members who successfully drive the sustainable inclusion of women-owned businesses within corporate and government supply chains and reduce barriers for women-owned businesses.

The 2018 America's Top Corporations for Women's Business Enterprises were announced in January 2019 and honored at the 2019 WBENC Summit & Salute in March.

Accenture, LLP
 Adient
 Allstate Insurance Company
 AT&T
 Avis Budget Group, Inc.
 Bank of America
 BP America, Inc.
 Bristol-Myers Squibb
 Capital One
 Cargill
 CenterPoint Energy
 Chevron
 The Coca-Cola Company
 Cummins Inc.
 Dell Technologies
 DTE Energy Company
 DuPont
 Entergy Services
 Exxon Mobil Corporation
 EY

FedEx
 Fiat Chrysler Automobiles
 Fifth Third Bancorp
 Ford Motor Company
 General Motors
 IBM
 Intel Corporation
 Johnson & Johnson
 JPMorgan Chase & Co.
 Kaiser Permanente
 Kellogg Company
 Kelly Services, Inc.
 The Kroger Co.
 Macy's, Inc.
 ManpowerGroup
 Marriott International, Inc.
 Merck & Co., Inc.
 MetLife
 MGM Resorts International
 Monsanto Company,
 now Bayer

Nationwide
 Nissan North America, Inc.
 Pacific Gas and Electric Company
 PepsiCo, Inc.
 Pfizer Inc.
 Procter & Gamble
 Raytheon Company
 ROBERT HALF
 Shell Oil Company
 Sodexo
 Target Corporation
 TIAA
 TOYOTA
 United Airlines
 UPS
 Verizon
 Vistra Energy
 Walmart Inc.
 The Walt Disney Company
 Wells Fargo & Co.



Top Corporations

PLATINUM



GOLD



SILVER



BRONZE





Women’s Business Enterprise Stars

Each year, WBENC honors 14 exemplary women business leaders with the nation’s premier award for excellence in business leadership — the Women’s Business Enterprise (WBE) Star Award. These successful entrepreneurs, all WBENC-Certified WBEs, are leaders in their local business communities and respective fields, and an inspiration to women business owners across the country.

JEAN BJORK

Bjork Construction Co. Inc.

BARBARA BOSHA

Bosha Design+Communications

NATHALIE DOOBIN

Harvard Services Group, Inc.

KAY HAMILTON

The Hamilton Group

STEPHANIE HICKMAN

Trice Construction Company

SUSHUMNA ROY JALAJAM

Softpath System,LLC

BEATRIZ MANETTA

Argent Associates, Inc.

HETAL PARIKH

Rangam Consultants Inc.

LILIAN RADKE

Unic Pro Inc.

SHARON REYNOLDS

DevMar Products, LLC

JENELL ROSS

Bob Ross Auto Group

BIDDIE WEBB

Limb Design

CHRISTIE WONG BARRETT

Mac Arthur Corporation

JANEEN ZOOK

Trattativa Meeting & Event Solutions International





Applause Award

The Applause Award recognizes exceptional accomplishments that expand opportunities for WBEs on a national or international level while breaking down the barriers that impede the progress and growth of businesses owned and operated by women. Award recipients are selected based on their impact on the 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.

2019 RECIPIENTS

SUSAN RITTSCHER, President & CEO,
Center for Women & Enterprise

NANCY CREUZIGER, VP, Global Finance
Operations & Governance, ManpowerGroup

LARRY PHELAN, CPO, EY

BARBARA CARBONE, Partner, KPMG LLP

Collaboration Award

The WBENC Collaboration Award was created to honor four Corporate Members that came together with a singular mission -- developing WBEs to be better able to support the energy industry. Together with WBENC, BP America Inc., Chevron, Exxon Mobil Corporation, and Shell Oil Company developed the WBENC Energy Executive Program (EEP) -- a week-long, immersive executive education experience focusing on increasing the competitive advantage, capabilities and strategy development of WBEs in Energy.

Through EEP and their own leading supplier diversity programs, these four corporations have led the way within the energy industry for providing opportunity and value to women entrepreneurs.

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

DAVE FELDMAN, Manager, Supplier
Diversity/Local Content, Chevron

JOANN JORDAN, Supplier Diversity Specialist,
Exxon Mobil Corporation

BRIAN HALL, Manager, Supplier Diversity
& Brand Advocacy, Shell Oil Company

Hes4Shes Champion

Hes4Shes is a campaign from WBENC to honor and recognize the amazing men of the WBENC network who work tirelessly to promote the WBENC mission of fueling economic growth through the development and support of women-owned businesses.

The Hes4Shes Champion Award, established in 2016, is given in recognition for ongoing dedication to furthering the development of WBEs.

JESUS BORBOA

Supplier Diversity Manager, PayPal

TIM RUDELL

Manager of Supplier Diversity, Sony

JOE MOSSINGER

Senior Manager Strategic Sourcing, Toyota

TARRANCE FRIERSON

Principal Manager of Supplier
Diversity and Development,
Southern California Edison

LUIS CONCEPCION

Global Procurement Supplier Diversity &
Sustainability Leader, Dupont

DALLAS SIMMONS

Supplier Diversity Program Manager,
Dominion Energy

DONOVAN CASANAVE

Support Services Manager, Shell

MARC ENSIGN

Director Global Category Management,
Sonoco

ROBERT NOEL

Vice President, Global Procurement,
ExxonMobil

ROBERT LEDESMA

Supplier Diversity Manager, Shell

PAUL ASHLEY

Director Strategic Engagement,
Bristol-Myers Squibb



CORPORATE MEMBERS

AARP
 Abbott
 AbbVie Inc.
Accenture
Achieve3000, Inc.
 Adecco Staffing
 Adient
 Adobe
 ADP
 AEG
 Aflac
 AIG
Airbnb, Inc.
 Alkermes, Inc.
Allstate Insurance Co.
 Altec Industries, Inc.
 Altria Group
 American Airlines
 America Express
 American Red Cross
 American Water Inc.
 Amgen Inc.
 Amtrak
 Anthem, Inc.
 Aon Corporation
 Apex Learning Inc.
 Apple Inc.
 Aptiv
 ARAMARK
 ArcelorMittal USA
 Archer Daniels Midland Co.
 Ardent Mills
 ARRIS
AT&T
 Aurora Health Care
 AVANGRID
 Avanos Medical, Inc.
Avis Budget Group, Inc.
 AXA USA
 Axalta Coating Systems
 B2Gnow
Bank of America
 Barclays Capital, Inc.
Barilla America Inc.
 Bartech
 BASF

Bausch Health Companies
 Bayer Corporation
 BBDO New York
BitSight Technologies
 Black & Veatch Corporation
 BlueCross BlueShield
 of Tennessee
 BMC Software
 BMO Harris Bank, NA
 BMW Group
 BNSF Railway
 The Boeing Company
 Boston Scientific
BP America Inc.
Bristol-Myers Squibb
 Broadcom, Inc.
 Bunn-O-Matic Corporation
 Burns & McDonnell
 C.H. ROBINSON
 Caesars Entertainment
 Campbell Soup
 Capgemini USA
Capital One
 Cargill
 Caterpillar Inc.
 CBRE, Inc.
CBS Corporation
 CDW Corporation
 Celgene Corporation
 CenterPoint Energy
 CenturyLink
 Charter Communications
 CHEP International, Inc.
Chevron
Church & Dwight Co., Inc
 CIGNA
 Cintas Corporation
 CitiGroup
 Citrix, Inc.
 City of Columbia
 CLEARresult
 Clorox Corporation
 CNA Insurance
The Coca-Cola Company
 Colgate-Palmolive Company
Comcast NBCUniversal

ConnXus
 ConocoPhillips
 Construction Specialties, Inc.
Continental AG
 Corizon Health, Inc.
Corning Incorporated
Corteva Agriscience
Covestro LLC
 Cox Enterprises Inc.
 Cracker Barrel Old
 Country Store
 Crown Castle
 CTDI
 Cummins Inc.
 CVM, a supplier.io company
 CVS/Aetna
D.W. Morgan Company, Inc.
 Darden Restaurants
 DDB US
Dell Technologies
 Delta Air Lines, Inc.
 Diageo PLC
Dominion Energy, Inc.
 The Dow Chemical
 Company
 DTE Energy
 Dun & Bradstreet
 DuPont
 Education Networks
 of America
 EMCOR Government
 Services
 Entergy Corporation
 Enterprise Holdings
 Ericsson, Inc.
The Estée Lauder
Companies
 Exelon
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 Richmond
 The Federal Reserve
 Bank of St. Louis
FedEx
 Fiat Chrysler Automobiles
 Fifth Third Bank
 First Data Corporation
 Fluor
 Foodbuy
Ford Motor Company
 Freddie Mac
Gallagher
 Gap Inc.
GE Appliances, a
Haier Company
 Genentech, Inc.
 General Mills
General Motors
Company, LLC
 GlaxoSmithKline (GSK)
 GM Financial
Goldman Sachs
 Google, Inc.
Grosvenor Americas
 GSD&M
 Hargrove, Inc.
 Harley-Davidson, Inc.
 Health Alliance Plan
 Health Care Service
 Corporation
 HealthTrust
Highlights Education Group
 Hilton Worldwide
The Home Depot
 Honda North America, Inc.
 Houghton Mifflin Harcourt
 HP Inc.
 HPE
HSBC USA
 Humana, Inc.
IBM Corporation
 Ingersoll Rand



Intel
Interpublic Group
Iron Mountain Inc.
ISS Facility Services, Inc.
J.T.M. Food Group
JCPenney
JE Dunn Construction Company
JM Family Enterprises, Inc.
Johnson & Johnson
Johnson Controls Corporate
Jones Lang LaSalle
JPMorgan Chase & Co.
JPS Health Network
Kaiser Permanente
Kellogg Company
Kelly Services, Inc.
Kimberly-Clark Corporation
KPMG LLP
The Kroger Company
L Brands
Lear Corporation
Lenovo US
Liberty Mutual Insurance
L'Oreal USA
Lowe's Companies, Inc.
Macy's, Inc.
Major League Baseball
Mallinckrodt LLC
ManpowerGroup
Marathon Petroleum Corp.
Marriott International, Inc.
Mastercard
Mayo Clinic
MC Group
McCain Foods
McCormick & Co., Inc.
Medtronic
Merck & Co.
MetLife
MGM Resorts International
Michelin North America Inc.
Microsoft Corporation
Mondelēz International
Morgan Stanley
Motion Industries Inc.
Motorola Solutions
MSD (Louisville & Jefferson County)
National Basketball Association (NBA)
National Collegiate Athletic Association (NCAA)

Nationwide Inc.
Nestle North America
New York Life Insurance Company
Nielsen
Nike, Inc.
NiSource
Nissan North America, Inc.
Nokia Inc.
Northwell Health
O.C. Tanner Company
Office Depot, Inc.
Omnicom Media Group
Ongweowah Corp
Oracle USA
Orlando Health
Ortho Clinical Diagnostics
OWENS & MINOR
Pacific Gas and Electric Company
Papa John's International
PaperWorks Industries
Paymentus Corporation
PayPal
PepsiCo, Inc.
Pfizer Inc
PGA of America
Phillips66
Pitney Bowes Inc.
PNC Financial Services Corporation
Pontoon Solutions
POWER Engineers, Inc.
Praxair, Inc.
Premier Inc.
PricewaterhouseCoopers
Principal Financial
The Procter & Gamble Company
Prudential
Publicis Healthcare/
Publicis Groupe
QVC, Inc.
Raymond James Financial
Raytheon Company
RBC Bank
RELX Group
The Resource Group, an
Ascension Subsidiary
Reynolds American Inc.
Ricoh USA, Inc.
Robert Half
Ross Stores, Inc.

RR Donnelley
S.C. Johnson & Son, Inc.
Saatchi & Saatchi/
Publicis Groupe
Salesforce
Shell
Skanska USA Inc.
Sodexo, Inc.
Somma Food Group, LLC
Sonoco Products Company
Sony Pictures Entertainment
Southern California Edison
Southern Company Gas
Staples, Inc.
Starbucks Coffee Company
State Compensation Insurance Fund
State Farm Insurance Companies
State of Minnesota, Department of Administration – Materials Management Division
Stryker Corporation
SunTrust Banks, Inc.
Takeda
Target Corporation
Tate & Lyle LLC
TC Energy
TD Ameritrade Services Company Inc.
TD Bank, N.A.
Teleperformance USA (TPUSA), Inc.
Teva Pharmaceuticals
TIAA
TJX Companies
T-Mobile US Inc.
TOYOTA
Turner Construction
Twitter
U.S. Bank
U.S. Cellular
U.S. Postal Service
U.S. Tennis Association
UNFI (Legacy SUPERVALU)
Unilever
United Airlines
United Rentals, Inc.
United Technologies Corp
UNUM Group
UPS

USAA
Valvoline LLC
Verisk Analytics
Verizon
Viacom Inc.
Vistra Energy
Vizient, Inc.
Volvo Trucks North America
VWR International
W.W. Grainger, Inc.
Walgreens
Walmart Inc.
The Walt Disney Company
Waste Management
Wells Fargo
Wieden+Kennedy
Windstream
The World Bank Group
World Wide Technology, Inc.
Wyndham Destinations
Xcel Energy
Xerox Corporation
Yanfeng Global
Automotive Interiors

*New 2019 Members are in *italics*

WBENC Board Members are in **bold



Statement of Financial Position

WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL, INC.
STATEMENT OF FINANCIAL POSITION DECEMBER 31, 2019
 (With Summarized Financial Information as of December 31, 2018)

Financials

	2019	2018
ASSETS		
Current Assets		
Cash and Cash Equivalents	\$ 3,690,732	\$ 4,024,081
Investments	517,799	505,309
Accounts Receivable, Net of Allowance for Doubtful		
Accounts of Approximately \$145,000 in 2019 and \$120,000 in 2018	1,107,149	1,282,161
Contributions Receivable	107,018	—
Prepaid Expenses	978,268	311,049
Other Current Assets	2,066	27,935
Total Current Assets	<u>6,403,032</u>	<u>6,150,535</u>
Investments, Less Current Portion	397,921	513,779
Fixed Assets, Net	154,230	159,983
Restricted Cash	843,217	951,534
Security Deposits	34,774	34,774
Assets under Deferred Compensation Plan	—	40,000
Total Assets	\$ 7,833,174	\$ 7,850,605
LIABILITIES AND NET ASSETS		
Current Liabilities		
Accounts Payable and Accrued Expenses	\$ 1,125,401	\$ 965,758
Deferred Revenue	2,507,780	2,872,172
Total Current Liabilities	<u>3,633,181</u>	<u>3,837,930</u>
Deferred Compensation Payable	—	40,000
Deferred Rent, Less Current Portion	102,039	—
Deferred Revenue, Less Current Portion	—	33,500
Total Liabilities	<u>3,735,220</u>	<u>3,911,430</u>
Net Assets		
Without Donor Restrictions	2,776,336	2,902,440
With Donor Restrictions	1,321,618	1,036,735
Total Net Assets	<u>4,097,954</u>	<u>3,939,175</u>
Total Liabilities and Net Assets	\$ 7,833,174	\$ 7,850,605

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



Statement of Activities

WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL, INC.
STATEMENT OF ACTIVITIES FOR THE YEAR ENDED DECEMBER 31, 2019
 (With Summarized Financial Information for the Year Ended December 31, 2018)

Financials

	WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICTIONS	2019 TOTAL	2018 TOTAL
REVENUE				
Membership Dues	\$ 4,423,333	\$ —	\$ 4,423,333	\$ 4,343,375
Contributions	379,592	288,283	667,875	250,769
Exhibitor Fees	707,000	—	707,000	805,600
Conference Fees	2,102,101	—	2,102,101	2,096,549
Sponsorships	4,349,685	90,328	4,440,013	4,962,572
Investment Income	62,205	6,257	68,462	30,465
Certification Fees	88,075	—	88,075	91,100
Other Income	24,638	—	24,638	83,782
Net Assets Released from Restrictions	248,507	(248,507)	—	—
Total Revenue	12,385,136	136,361	12,521,497	12,664,212
EXPENSES				
Program Services				
Membership	814,951	—	814,951	850,164
Summit & Salute	1,993,774	—	1,993,774	1,782,216
National Conference and Business Fair	4,692,112	—	4,692,112	4,609,646
Certification	2,803,385	—	2,803,385	2,812,763
Other Programs	1,149,084	—	1,149,084	1,223,795
Total Program Services	11,453,306	—	11,453,306	11,278,584
Supporting Services				
Management and General	932,320	—	932,320	1,038,370
Fundraising	125,614	—	125,614	189,981
Total Expenses	12,511,240	—	12,511,240	12,506,935
Change in Net Assets	(126,104)	136,361	10,257	157,277
Net Assets, Beginning of Year	2,902,440	1,036,735	3,939,175	3,781,898
Adjustment to Adopt ASU 2018-08	—	148,522	148,522	—
Net Assets, End of Year	\$ 2,776,336	\$ 1,321,618	\$ 4,097,954	\$ 3,939,175

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



Statement of Cash Flows

WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL, INC.
STATEMENT OF CASH FLOWS FOR THE YEAR ENDED DECEMBER 31, 2019
 (With Summarized Financial Information for the Year Ended December 31, 2018)

Financials

	2019	2018
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in Net Assets	\$ 10,257	\$ 157,277
Adjustments to Reconcile Change in Net Assets to Net Cash (Used in) Provided by Operating Activities		
Adjustment to Adopt 2018-08	148,522	-
Depreciation and Amortization	86,194	88,060
Net Gain on Investments	(32,514)	(15,449)
(Increase) Decrease in Assets		
Accounts Receivable	175,012	(127,684)
Contributions Receivable	(107,018)	-
Prepaid Expenses	(667,219)	252,434
Other Current Assets	25,869	(26,409)
Asset under Deferred Compensation Plan	40,000	250,362
Increase (Decrease) in Liabilities		
Accounts Payable and Accrued Expenses	159,643	115,838
Deferred Rent	102,039	(68,228)
Deferred Compensation Payable	(40,000)	(250,362)
Deferred Revenue	(397,892)	65,522
Net Cash (Used in) Provided by Operating Activities	(497,107)	441,361
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of Investments	(395,000)	(515,000)
Redemptions of Certificates of Deposit	530,882	515,000
Net Cash Provided by Investing Activities	135,882	-
CASH FLOWS FROM FINANCING ACTIVITIES		
Purchases of Fixed Assets	(80,441)	(109,649)
Net Cash Used in Financing Activities	(80,441)	(109,649)
Net Increase (Decrease) in Cash and Cash Equivalents and Restricted Cash	(441,666)	331,712
Cash and Cash Equivalents and Restricted Cash, Beginning of Year	4,975,615	4,643,903
Cash and Cash Equivalents and Restricted Cash, End of Year	\$ 4,533,949	\$ 4,975,615
SUPPLEMENTARY DISCLOSURES OF CASH FLOW INFORMATION		
Cash and Cash Equivalents	\$ 3,690,732	\$ 4,024,081
Restricted Cash	843,217	951,534
Cash and Cash Equivalents and Restricted Cash	\$ 4,533,949	\$ 4,975,615

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



GOVERNANCE

Board of Directors

EXECUTIVE COMMITTEE

Board Chair

BARBARA KUBICKI-HICKS

Senior Vice President
Procurement Services Executive
Bank of America

1st Vice Chair

DEBRA JENNINGS-JOHNSON

Senior Director, Supplier Diversity
BP America Inc.

2nd Vice Chair

MICHAEL ROBINSON

Program Director, Global
Supplier Diversity
IBM Corporation

Secretary

FARRYN MELTON

Senior Vice President & Chief
Procurement Officer
Bristol-Myers Squibb

Immediate Past Chair

THERESA HARRISON

Director, Diversity and
Inclusiveness Procurement
EY

Treasurer

THERESA HARRISON

Director, Diversity and
Inclusiveness Procurement
EY

Leadership Council Chair

EMILIA DIMENCO

President & CEO
WBDC-Midwest

Women's Enterprise
Forum Chair

PATRICIA RODRIGUEZ-CHRISTIAN

President & CEO
CRC Group, Inc.

Certification Committee
Chair

KATHLEEN TRIMBLE

Vice President, Supplier Diversity
Robert Half

Marketing,
Communications and Brand
Management Chair

VACANT

Membership and Revenue
Generation Chair

CASEY OAKES

Director, Supplier Diversity
Marriott International

Nominating Committee Chair

CLINT GRIMES

Executive Director, Global Sourcing &
Supplier Diversity
AT&T

President & CEO ex-officio

PAMELA PRINCE-EASON

President & CEO
WBENC

Counsel to the Board
ex-officio

JORGE ROMERO

Partner
K&L Gates, LLP

EXTENDED EXECUTIVE COMMITTEE

Audit Committee
Chair

SHAUN BUDNIK

Partner
KPMG LLP

U.S. Services
& Programs
Committee Chair

ANDREW BUTLER

Associate Director, NA
Transportation Purchases
P&G

Global Services &
Programs Committee

MICHAEL ROBINSON

Program Director, Global
Supplier Diversity
IBM Corporation

Leadership Council
Vice Chair

PHALA MIRE

President
WBEC South

Women's Enterprise
Forum 1st Vice Chair

PATRICIA MASSEY

MYCA Group



BOARD OF DIRECTORS

NANCY ALLEN

President & CEO, WBDC Florida

STEPHANIE BEVERIDGE

Supply Chain Manager, Chevron

PIYUSH BHARGAVA

Vice President Global Operations Server and Cloud Infrastructure, Dell Technologies

LYNN A. BOCCIO

Vice President Strategic Business & Diversity Relations, Avis Budget Group

JANICE BRYANT-HOWROYD

Founder & CEO, ACT 1 Group

SHAUN BUDNIK

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1120 Connecticut Avenue NW, Suite 1000
Washington, DC, 20036

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