

# **WBENC Board of Directors Meeting**

April 28, 2022

**WBENC** 

# Nominating Governance Committee Report

April 28, 2022

WBENC 

# Board Elections

## Nominations for Existing Corporate Board Seats - 4

Allstate	Cheryl Harris	(term exp 2024)
Lowe's	Steffani McLean	(term exp 2024)
Shell	Tony Almeida	(term exp 2023)
United Airlines	Suzi Cabo	(term exp 2023)

## Nomination for Existing Leadership Council Seat - 1

WBEC West    Dr. Pamela Williamson    (term exp 2022)

## Vacant Corporate Seats - 5

AARP  
Avis  
Bank of America  
Microsoft  
Verizon

# Corporate Nominations



## Cheryl Harris

Chief Procurement Officer/Senior Vice  
President of Sourcing & Procurement Solutions  
Allstate

Executive responsible for transforming the procurement organization responsible for the \$14B spend portfolio from an orientation of individuals working independently, solely focused on "governance" to a team of trusted advisors who collaborate with enterprise leaders to deliver value across all dimensions of the supply chain.

Value delivered aligns with Allstate's enterprise priorities and mission of serving our customers, driving profitable growth, increasing shareholder value, and improving communities. Responsible for implementing enterprise-wide strategic category management, supplier risk management frameworks, and simplifying operations (people, process, technology, and change management), while ensuring value is created in a measurable yet socially conscious manner.

Prior to Allstate, served as Procurement Delivery Senior Executive for Accenture responsible for developing and executing procurement delivery for Accenture and external clients (\$3B spend portfolio) across the U.S., Canada, and South America.



# Corporate Nominations



## **Steffani McLean**

Vice President, Merchandising  
Lowe's Companies, Inc.

Senior Supply Chain and Merchandising executive with more than 20 years of experience managing operations and directing all aspects of global supply chain management.

In current role, she is responsible for building Lowe's omnichannel merchandising strategy for the Electrical segment. ~\$4B in annual revenue across 300+ leading national and globally sourced vendors.

Previously with Grainger for over 14 years, serving in multiple role starting as Procurement Manager, Global Supply Chain leading up to her last role, Vice President, National Accounts.

Steffani received her BS in Industrial Engineering from Michigan State University and her MBA from the University of Illinois, Urbana-Champaign.

# Corporate Nominations



## **Tony Almeida**

Contracting and Procurement Director  
Americas - Lubricants Division

Shell

Tony has been with Shell for over 15 years and in his current role since 2019.

Previously served as Director Supply Chain Operations - Pennzoil Quaker State leading lubricants production teams in US and Canada managing a team of approximately 400 people and financial headline above US\$ 1 billion.

Prior to that served as Director – Americas Business Development, responsible for defining and implementing the lubricants supply chain network strategy across the Americas region.

Serves as Shell Campus Executive at UT Austin, leading a group of volunteers to recruit and develop talent with special focus on diversity and inclusion.

Also serves as Advisory Council Member to the McCombs School of Business at The University of Texas at Austin.

# Corporate Nominations



## **Suzi Cabo**

Managing Director, Global Community Engagement  
United Airlines

In her role as Managing Director of Global Community Engagement, Suzi leads strategy and cultivates relationships between United, the nonprofit community and the diverse business community to offer solutions for the company's most complex business challenges and address the unique needs of the communities and businesses where United operates.

Suzi currently serves as a member of the Good360 Disaster Recovery Council, a collaboration between the private, public and nonprofit sectors that builds proactive models for response and recovery. She also serves as the Chair of the United We Care Employee Relief Fund and as Vice President of the United Airlines Legacy Foundation. She proudly served as a Board member and Vice Chair of the National Runaway Safeline, a 24/7 hotline that that helps runaway, homeless and at-risk youth stay safe and off the streets.

Suzi received her Bachelor of Science in Business Administration from the University of Illinois Urbana-Champaign. She is a happy wife, proud stepmom and smitten dog owner who takes full advantage of her United travel benefits.

# **Treasurer's Report**

## **2021/2022 Financial Update**

Theresa Harrison and Pamela Prince-Eason

April 28, 2022

**WBENC** 



# Financials

Our cash position REMAINS Extremely Strong

◆ **Cash as of December 31, 2021**

◆ **Cash**

◆ Operating Account	\$ 6,808,804
◆ Excess Cash Account	not currently used
◆ Investment Account	\$ 1,069,844
◆ Liquid Assets	<b><u>\$ 7,878,648</u></b>
◆ Restricted Funds (DBB/CWS)	\$ 753,916
◆ Perm Restricted	\$73,100
◆ Total Cash Assets	<b><u>\$ 8,705,664</u></b>

Note: Our cash balance is significantly higher than this time last year due to timely payments, virtual vs “in person” events and projects that will execute in 2022 for which we have already been paid.

We anticipate growth in our cash balance through April/May 2022 but then expect substantial payments to be made for the June 2022 National Conference expenses, as well as, project expenses for key program milestones such as WOC series, Capital One Thriving technology platform and expenses related to “in person” Tuck Capstone Program.

# Financials

## Revenue by Category

Revenue	2022 Budget Approved December 2021	Full Year 2021 Unaudited (Unrestricted)	April 2022 Notes
Membership	\$5,250,000	\$5,221,067	\$5,968,525 (474 members, 75 in 2022)
Sponsorship & Contributions	\$3,240,000	\$3,427,180	\$2,800,000 NCBF / \$2,050,000 Programs (Pre-pandemic estimate for NCBF \$2,900,000)
Registration Fees	\$ 1,500,000	\$ 624,788	\$814,000 NCBF (Pre-pandemic estimate for NCBF \$1,300,000)
Exhibit Fees (all NCBF)	\$ 500,000	\$ 0	\$ 461,901 NCBF (Pre-pandemic estimate for NCBF \$750,000)
Other Revenues	\$ 75,000	\$ 78,070/ \$148,725	
PPP Restricted/ Grants	\$0	\$0/ \$144,000	
Total Revenue	\$10,565,000	\$9,643,830	\$8,725,000 (2021 YTD prior to recognizing Restricted Revenue)

# Financials

2022 Total Expenses Budget: Event Category	2022 Budget Approved December 2021	Full Year 2021 Unaudited (Unrestricted)
Events & Programs (Instructors in Professional Fees)	\$3,200,000	\$976,283
Salaries, Bene + PT	\$4,100,000	\$4,064,838
RPO Allocation	\$1,550,000	\$1,498,724
Professional Fees	\$650,000	\$506,948
Rent + Utilities	\$350,000	\$336,041
Travel	\$170,000	\$63,092
Credit Card Fees	\$120,000	\$70,934
Depreciation	\$90,000	\$63,545
Other Expenses	\$335,000	\$272,289
PPP Loan: n/a		
<b>Total Expenses</b>	<b>\$10,565,000</b>	<b>\$7,852,694</b>

# 2022 National Conference Discussion

April 28, 2022

WBENC 





 **SHUTTLE DROPOFF**

**JOIN FORCES. SUCCEED TOGETHER.**

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# HALL 1

# HALL 2

# HALL 3

## TUESDAY

1:00-2:30 PM  
Open Expo (Optional)

2:45-3:45 PM | Education Program

2:30-5:00 PM  
Open Expo

2:45-3:45 PM | Education Program

4:00-5:00 PM | Education Program

4:00-5:00 PM | Education Program

## WEDNESDAY

9:00-10:30 AM – Meet & Greet

10:45-11:30 AM | Education Program

10:45-11:30 AM | Education Program

10:45-12:45 PM  
Open Expo

11:45 AM -12:30 PM | Education Program

11:45 AM -12:30 PM | Education Program

1:30-3:30 PM  
Open Expo

1:30-2:15 PM | Education Program

1:30-2:15 PM | Education Program

3:30-4:15 PM | Education Program

2:30-3:15 PM | Education Program

2:30-3:15 PM | Education Program

3:30-4:15 PM | Education Program

3:30-4:15 PM | Education Program

## THURSDAY

9:00-11:00 AM – Meet & Greet

11:15 AM -12:00 PM | Education Program

11:15 AM -12:00 PM | Education Program

11:15 AM -12:00 PM | Education Program

1:30-2:15 PM | Education Program

1:30-2:15 PM | Education Program

1:30-2:15 PM | Education Program

# 2022 WBENC PITCH

Presented By:



**PEPSICO**



Tropicana



# WBENC PITCH

A signature WBENC program featuring a series of pitch competitions and educational sessions to help WBEs hone their business pitch, gain meaningful exposure, and compete for grants and other prizes to invest in their business.

[www.wbenc.org/programs/wbencpitch](http://www.wbenc.org/programs/wbencpitch)

**In-Person Pitch  
Competitions**

**Virtual Pitch  
Competitions**

**Virtual  
Showcases**

**Pitch Coaching**



Presented By:



# WBENC PITCH

## 2022 OPPORTUNITY CALENDAR

Presented By:



### APRIL - JUNE: OPPORTUNITY TRACK #1

JANUARY

FEBRUARY

MARCH

**APRIL - MAY**

WBENC Pitch Academy

Presented By



- Applications open 4/21-5/11
- Viewing closed to public
- Showcase open 4/21-5/31

**JUNE**

WBENC NATIONAL CONFERENCE



In-Person Activations:

- Meet & Greet
- Instant Match
- Networking

**JULY**

WBENC Pitch Academy

Presented By



**AUGUST**

WBENC PITCH

RPO-HOSTED REGIONAL PITCH COMPETITIONS

**SEPTEMBER**

WBENC PITCH

RPO-HOSTED REGIONAL PITCH COMPETITIONS

**OCTOBER**

WBENC PITCH

WBENC-HOSTED PITCH SEMI-FINALS (VIRTUAL) 10/25

Top 3 pitches from RPO regional round will advance to Semi-Finals

**NOVEMBER**

WBENC PITCH

WBENC-HOSTED PITCH FINALS (IN-PERSON @ WBENC NOV. EVENT)

**DECEMBER**

### JULY - NOVEMBER : OPPORTUNITY TRACK #2

# WBENC PITCH

## 2022 Spring Showcase

**INNOVATE**  
with WBENC

### WHO?

Featuring WBEs with the most innovative solutions across the network.

#### ***Innovation Criteria:***

- Disrupts current market
- Differentiated from standard industry offerings
- Solves a problem in a new/inventive way
- Creates new revenue streams

### WHAT?

Exclusively visible to WBENC National Corporate Members.

View WBE pitch profiles including 60-second videos, innovation statements, and more.

Jumpstart connections with WBE's who will attend the National Conference.

### WHERE?

Click [here](#) to access the password protected showcase.

### WHEN?

The showcase is now open. Applications close May 11, 2022. New pitch profiles will be added on a routine basis.

### WHY?

To provide corporations with access to innovative solutions. To provide exposure, visibility and opportunities for WBEs.

### HOW?

All Corporate members are invited to view the showcase, share it internally and contact WBE's directly or request introductions via WBENC.

# WBENC PITCH

Presented By:



PEPSICO



**Questions?**

**Contact us at [pitch@wbenc.org](mailto:pitch@wbenc.org)  
or [Azack@wbenc.org](mailto:Azack@wbenc.org)**

# Discussion/Questions

Thank You!

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