



1120 Connecticut Ave., NW
Suite 1000
Washington, DC 20036
202.872-5515 (v)
202.872-5505 (f)
www.wbenc.org
info@wbenc.org

This 2007 Annual Report was produced and
printed by WBENC certified firms.

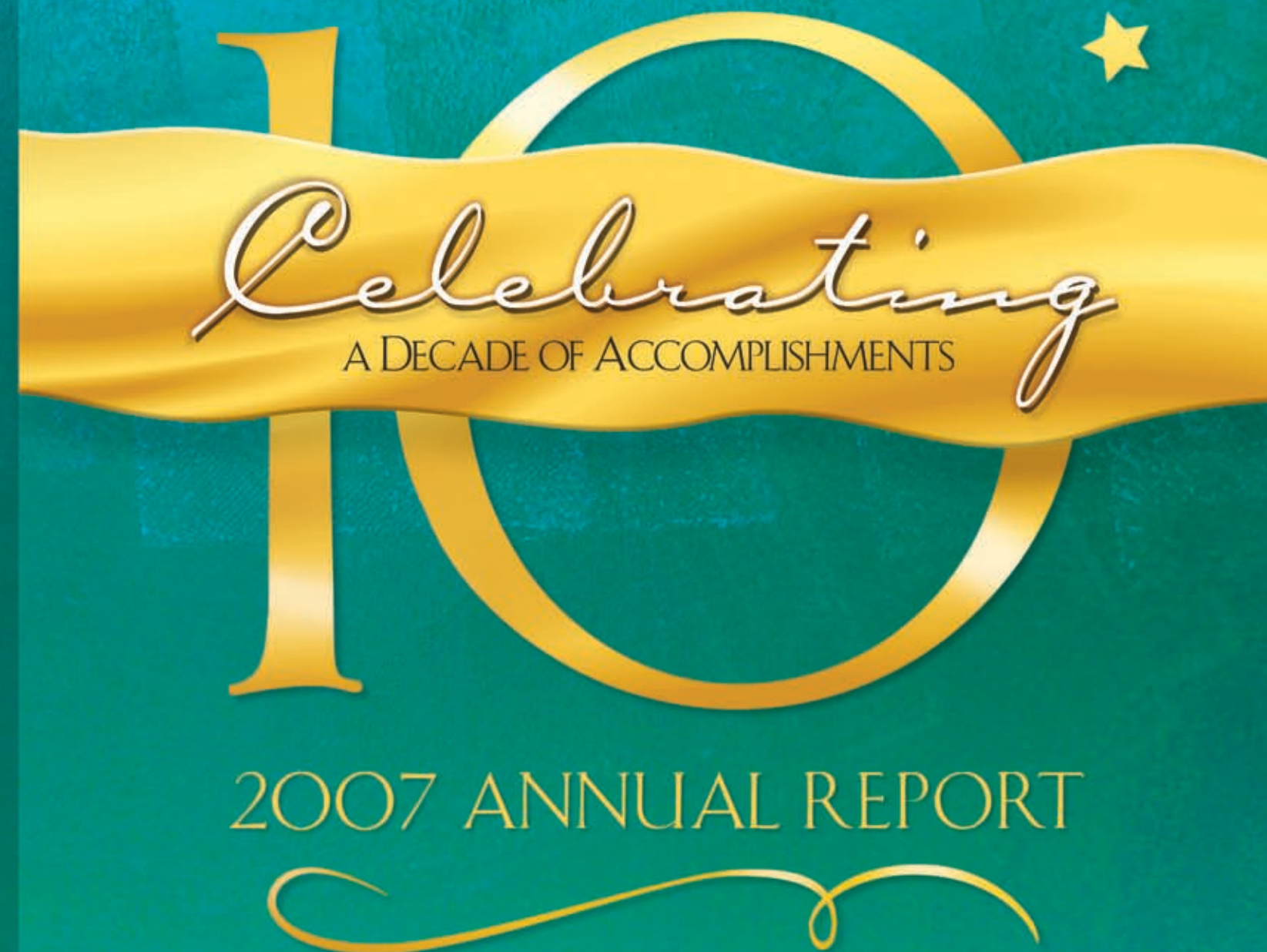
Graphic Design by Doubletake Studios, Inc.

Photography by Dot Ward Photography, Inc.

Printing by Bayside Printing, Inc.



WBENC would like to thank Chevron for its sponsorship of the 2007 Annual Report



WBENC's 10TH ANNIVERSARY:

A Decade of Accomplishments

In the mid-1990s, women business owners began to demand a seat at the supplier diversity table and, by November 1996, a business plan was commissioned for the creation of a women's business certification entity. The contract was awarded to the Nonprofit Management Corporation, led by Susan Phillips Bari. One month later, a coalition of corporations, women's business organizations and women's business enterprises met in Dallas, Texas to review and adopt the business plan for what would become the Women's Business Enterprise National Council.

1997: Several visionary organizations – American Airlines; EDS; Federated Department Stores, Inc.; Frito-Lay, Inc.; Ford Motor Company; Fujitsu Network Communications; GTE; JCPenney Company, Inc.; NationsBank; PepsiCo, Inc.; Southwestern Bell; Sears, Roebuck and Company, Inc.; Texas Instruments, Inc.; Wal-Mart Stores, Inc. and the United States Air Force – laid the groundwork to form WBENC as a 501(c) (3) organization. Four Women's Business Organization Partners (WBOPs) began providing certification on a national basis from their home bases in Illinois, Ohio, Texas and Louisiana. An integrated Internet-accessible database of certified WBEs was created and partner organizations were trained in its use. Approximately 500 certified WBEs were "grandmothered" into the database. WBENC's membership grew to 21 corporations. One hundred companies said they would accept WBENC certification.

1998: Susan Phillips Bari was named WBENC's founding president. Membership grew to 64 corporations with 350 companies and government agencies accepting WBENC certification. By 1998 there were 12 partner organizations providing certification aided by an interactive, online application form. WBENC published its inaugural white paper, "Best Practices in Supplier Diversity for WBEs," which led to the first search for America's Top Corporations.

1999: Women's Enterprise Leadership Forums (originally called Women's Input Committees), were launched throughout the WBENC network. WBENC held its first fundraising gala, the Salute to Women's Business Enterprises, at the National Museum of Women in the Arts, and the first Applause Award was presented to the Women's Business Initiative in the City of Dallas. Three additional WBOPs (Houston, Florida and Colorado) were planned for the end of the year.

2000: By November 15, membership reached 87 corporations and the database contained more than 2,000 certified WBEs. In partnership with the North Texas Women's Business Council (now Women's Business Council Southwest), the first national conference and trade fair, Women in Business 2000,

sold out. The second annual list of Top Corporations – the "Sweet Sixteen" – was announced at Forum 2000 in New Orleans. The new event brought WBEs together with representatives of top companies. WBENC moved into new offices on Connecticut Avenue in Washington, DC.

2001: By December 30, WBENC boasted 104 corporate members and its affiliates processed more than 3,000 WBE applications. A VIP reception at the White House honored America's Top Corporations for Women's Business Enterprises. The third annual Salute netted nearly a quarter of a million dollars. WBENC partnered with the Women's Business Development Center (WBDC) in Chicago for Women in Business 2001.

2002: Continuing its research of best practices in supplier diversity, WBENC published "Next Practices: Excellence in Corporate Purchasing from WBEs." WBENC announced the Executive Scholarship Program for WBEs and, by midyear, 16 WBEs were awarded up to \$5,000 each. WBENC partnered with the Women's Business Enterprise Alliance (formerly Houston's Women's Business Council) in Houston for Women in Business 2002. For the first time, the event topped nearly \$1 million in support.

2003: By 2003, corporate membership was 150 strong. The inaugural Tuck-WBENC Executive Program was held in October at the IBM Palisades facility and was attended by 49 participants. Scholarships were awarded to 14 WBEs through the Executive Scholarship Program. Women in Business 2003 was held in New York City with more than 250 exhibitor booths. WBENC released the WBENC Balanced Scorecard to eager corporate members seeking a tool for self-evaluation of their supplier diversity programs.

2004: 2004 was a year of mergers and acquisitions; nonetheless, WBENC ended the year with 180 corporate members. WBEs from around the United States were selected to testify before Congressional committees; serve on the National Women's Business Council; meet

with the President of the United States in a roundtable discussion; and listen to the State of the Union address in the First Lady's box. A new WBENC logo was first revealed during the Salute. WBENC added two new committees: Global Business and Strategic Sourcing and Supply Chain Effectiveness. WBENC published its first book: "Breaking Through: Creating Opportunities for America's Women and Minority Owned Businesses," authored by Susan Phillips Bari.

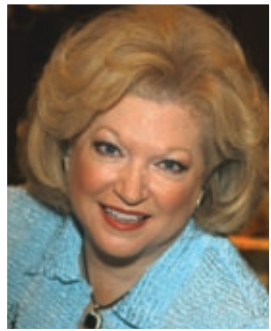
2005: Certifications exceeded the 5,000 mark while corporate membership topped 200. WBENC revised its By-Laws and adopted a Code of Ethics. The Wall Street Journal featured members of a new program – The Zenith Group – launched in partnership with the WPO. The Women in Business 2005 national conference in Las Vegas hosted more than 2,300 attendees with 400 exhibiting companies. A second book, "Partnering for Profit: Success Strategies for Tomorrow's Supply Chain," also by Susan Phillips Bari, was released.

2006: For the first time, the Salute exceeded 1,000 attendees and topped \$1 million in revenue. Eighteen companies received the designation of a 2005 Top Corporation during a White House ceremony. WBENC corporate membership reached 235 and over 14,000 women business owners sought WBENC certification. WBENC's 7th annual Women in Business national conference in Miami had more than 477 exhibiting companies.

2007 marked WBENC's 10th Anniversary, a time not only to reflect on what has been a remarkable decade for women business owners, but also a time to recognize those individuals, corporations and partners who have contributed to WBENC's success. From our original founders to our most recent corporate addition; from a determined group of Texas women entrepreneurs to a national network of WBEs, now 6,000 strong; and from the grassroots efforts of four visionary regional women's centers to a national coalition of 14 Regional Partner Organizations — WBENC salutes you!



LETTER FROM THE CHAIR AND THE PRESIDENT



Cheryl Stevens,
WBENC Board Chair



Linda J. Denny,
President and CEO, WBENC

Dear Friends:

Two Thousand Seven was a year of celebration and change for the Women's Business Enterprise National Council as we completed our first decade of achievement. Since its inception in 1997, WBENC has opened the doors of opportunity for thousands of women's business enterprises. In those ten years, WBENC and our exceptional Regional Partner Organizations (RPOs) have worked to create and implement standards and procedures that resulted in the premier brand of certification for women's business enterprises (WBEs) -- the one most commonly accepted by America's corporations and other entities.

At the end of 2007 more than 7,000 women-owned businesses had earned WBENC certification. In addition to processing certification applications, our 14 partner organizations provided exceptional learning and business opportunities throughout the year. Nearly 250 corporations supported WBENC as members.

In March 2007, WBENC marked its first decade with a tenth anniversary celebration in Dallas, Texas where the organization was founded. The Founders' Dinner recognized the original leadership and early builders of the organization, including its first president, Susan Phillips Bari. The celebration continued the next evening with a very special Salute to Women's Business Enterprises, attended by over 1,000 supporters. WBENC is a result of the vision, dedication and hard work of hundreds of dedicated volunteers and staff who have worked to make WBENC the extraordinary organization it is today.

2007 was also an exceptional year of change. In June, the WBENC Board of Directors elected a new President and CEO, Linda J. Denny, formerly Vice President of Programs and Business Development at WBENC. The Board elected Cheryl Stevens, Vice President -- Workforce & Supplier Diversity, TXU, as the new Board Chair, who stepped into the role upon the retirement of William Moon, Vice President Global Sourcing, UPS.

Even as we celebrated WBENC's first decade, the Board of Directors and WBENC staff focused on the development of a second decade strategic plan. A newly created Board Governance Ad Hoc Committee developed and conducted two surveys to build and strengthen the WBENC Board. *Launching a New Decade*, was the theme for our annual conference and business fair, Women in Business 2007, held in Los Angeles, California and attended by nearly 2,000 people.



Throughout the year, Linda Steward and Annette Taddeo provided innovative and thoughtful leadership to the Leadership Council and the Women's Enterprise Leadership Forum. Both women focused on productive analysis of these two major constituencies in order to gain insights into how they could best function going forward. Guided by the Global Business Committee, WBENC worked with Prowess to establish a women's business enterprise certification program in the United Kingdom. Based on the WBENC model, it is the first program outside the US.

Our organization has also made phenomenal strides in the area of technology, with the overhaul, upgrade and launch of the new WBENCLink database, in addition to the newly-designed wbenc.org website. There was also a datacenter migration, which will ensure the security of our network and data. These renovations will keep us technologically competitive, and help us to serve our constituents more effectively and efficiently.

In short, 2007 was an extraordinary year. We began to build on our first decade of accomplishments by continuing to raise awareness of the importance of certification, advocate for women business owners, broaden the knowledge base of supplier diversity, support the relationships between our corporate members and our partner organizations, and encourage alliances with other organizations that support women business owners.

With all of us working together we can guarantee that the WBENC certification will remain the Gold Standard for women business owners and that the programs, training and services we offer are of the highest quality.

With warm regards,

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

Linda J. Denny
President and CEO
WBENC



SALUTE TO WOMEN'S BUSINESS ENTERPRISES



Left to right, front row: Janice Hamilton, President and CEO, *JMH Education Marketing, Inc.*; Tara Abraham, CEO, *Accel, Inc.*; Sarah Bates, President and CEO, *New Technology Steel*; Karin Stevens, President, *Edelweiss Enterprises, Inc.*; and Sheri Orlowitz, President, *Shan Industries, LLC*.

Left to right, back row: Gail Warrior Lawrence, President, *The Warrior Group*; Lynn J. Griffith, President, *Welcome Florida*; Lisa Hanlon, Managing Partner, *TelTech Communications, LLC*; Phyllis Godwin, Chairman and CEO, *Granite City Electric Supply Company*; Kanchana Raman, President, *Avion Systems, Inc.*; Julia Rhodes, President, *Kleenslate Concepts*; Judy Ritter, President, *Ritter Contracting*; Deborah M. Sawyer, CEO and President, *Environmental Design International, Inc.*; and Dawn Magnan, President, *n8 Solutions*.

The Enterprising Economy 2007

On March 29, 2007, WBENC held its tenth annual Salute to Women's Business Enterprises: The Enterprising Economy at the Fairmont Hotel in Dallas, Texas. In celebration of WBENC's 10th Anniversary, the black-tie gala took place in Dallas - the city in which WBENC was founded - for the first time in WBENC's history. The event marked the growth of WBENC from a start-up organization to the nation's leading advocate for women's business enterprises (WBEs) as suppliers to corporate America. More than 1,200 women business owners, corporate executives, journalists and government officials attended the black-tie dinner and awards program, chaired by John Hofmeister, President, Shell Oil Company.

Designed to recognize the contributions of women's business enterprises (WBEs) to the U.S. economy, the Salute also recognized 14 WBEs as the 2007 Women Owned Business Stars. These women business owners, all certified

WBEs, were honored for their leadership in their respective local business communities, their inspiration to other women business owners and their active roles at the helm of their successful certified businesses.

The 2007 Business Stars:

Tara Abraham, CEO, *Accel, Inc.*, Representing the Women's Business Enterprise Council – Southeast

Sarah Bates, President and CEO, *New Technology Steel*, Representing the Michigan Women's Business Council

Phyllis Godwin, Chairman and CEO, *Granite City Electric Supply Company*, Representing the Center for Women & Enterprise

Lynn J. Griffith, President, *Welcome Florida*, Representing the Women's Business Development Center - FL

Janice Hamilton, President and CEO, *JMH Education Marketing, Inc.*, Representing the Women's Presidents' Educational Organization – NY

Lisa Hanlon, Managing Partner, *TelTech Communications, LLC*, Representing the Women's Business Enterprise Council – West

Dawn Magnan, President, *n8 Solutions*, Representing the Women's Business Enterprise Alliance

Sheri Orlowitz, President, *Shan Industries, LLC*, Representing the Women's Presidents' Educational Organization – DC

Kanchana Raman, President, *Avion Systems, Inc.*, Representing the Georgia Women's Business Council

Julia Rhodes, President, *Kleenslate Concepts*, Representing the Astra Women's Business Alliance

Judy Ritter, President, *Ritter Contracting*, Representing the Women's Business Enterprise Council – PA-DE-sNJ

Deborah M. Sawyer, CEO and President, *Environmental Design International, Inc.*, Representing the Women's Business Development Center – Chicago

Karin Stevens, President, *Edelweiss Enterprises, Inc.*, Representing Women's Business Council Gulf Coast

Gail Warrior Lawrence, President, *The Warrior Group*, Representing Women's Business Council – Southwest



FOUNDERS' DINNER



Standing Ovation Award to Susan Phillips Bari. **Left to right:** Carol Dougal, Leslie Sanders, Cheryl Stevens, Susan Phillips Bari and Linda Denny.

WBENC also celebrated its 10th Anniversary with a special Founders' Dinner held on March 28, 2007 in Dallas, Texas at The Women's Museum: An Institute for the Future, in Dallas. The evening was dedicated to those whose vision and dedication were instrumental in WBENC's creation, and was generously sponsored by PepsiCo, Inc., with additional support from Bank of America and CFj Manufacturing. Among the evening's highlights were presentations to the founders, builders and Board chairs, and the first-ever presentation of the Standing Ovation Award to Susan Phillips Bari, President Emeritus, for her tremendous achievements and contributions to the organization.



THE 2007 AMERICA'S TOP CORPORATIONS FOR WBEs



2007 WBENC Top Corporations for WBEs – Sixteen world-class leaders in supplier diversity accepted the annual America's Top Corporations for Women's Business Enterprises award from WBENC, the nation's leading advocate of and authority on WBEs. Representing these companies at the Washington, DC breakfast ceremony were:

Seated Left to Right: Ranjini Poddar, President, *Artech Information Systems, L.L.C.* and Top Corporations Selection Committee Chair; Pamela Price Eason, Vice President, Worldwide Procurement, *Pfizer Inc.*; Karen Sciafani, Executive Vice President and General Council, *Avis Budget Group, Inc.*; Elisa Garcia, Executive Vice President, General Council and Corporate Secretary, *Office Depot*; Laura Reiling, Business Manager, Corporate Procurement, *Chevron Corporation*; Kathy Homeyer, Director, Supplier Diversity, Corporate Procurement Services, *UPS*; Cheryl Stevens, Vice President, Supplier Diversity, *Energy Future Holdings* and WBENC Board Chair; and Maureen Merkle, President of Procurement, *AT&T*.

Standing Left to Right: Tanya Penny, Vice President Sourcing and Procurement Operations, *Verizon*; Bill Couper, Market President, *Bank of America*; Nick DeTura, Senior Vice President, Supply Chain and Procurement, *Alcatel-Lucent*; William Fanning, Director of Global Procurement Operations & University Relations, *IBM Corporation*; Mitch Adamek, Senior Vice President and Chief Procurement Officer, *PepsiCo, Inc.*; William J. Alcorn, Senior Vice President, Controller, Chief Purchasing Officer, *JCPenney Company, Inc.*; Ken Carty, Vice President and CPO, *The Coca-Cola Company*; Laurie Acreman, Strategic Improvements Manager, Global Procurement, *ExxonMobil Global Services Company*; John Jefferson, Director of Diversity, *Shell Oil Company*; and Linda Denny, WBENC President and CEO.

In keeping with its leadership role in advancing the success of both women's business enterprises and the corporations they serve, WBENC announced its eighth annual list of America's Top Corporations for Women's Business Enterprises on the morning of March 21, 2008, at a ceremony in Washington, DC.

Before receiving their awards from WBENC President and CEO, Linda Denny and Top Corporations Selection Panel Chair, Ranjini Poddar, President, Artech Information Systems LLC, attendees heard about new women's business research by Dr. Sharon Hadary, Executive Director of the Center for Women's Business Research.

The Top Corporations application and review process validates supplier diversity best practices of companies that have:

- successfully demonstrated substantive commitment, both qualitatively and quantitatively, to enhancing contracting opportunities for WBEs;
- successfully demonstrated that they continually "raise the bar" with respect to implementing and innovating best practices in purchasing from WBEs; and
- accomplished more than others in corporate America, and their industry in particular, to proactively integrate women's business enterprises at all levels within their supply chain.

The 2007 list recognizes sixteen corporations that have met these goals and who serve as role models to other companies:

- AT&T
- Alcatel-Lucent
- Avis Budget Group, Inc.
- Bank of America
- Chevron Corporation
- Energy Future Holdings (formerly TXU Corp.)
- Exxon Mobil Corporation
- IBM Corporation
- JCPenney Company, Inc.
- Office Depot
- PepsiCo, Inc.
- Pfizer Inc
- Shell Oil Company
- The Coca-Cola Company
- UPS
- Verizon



THE 2007 APPLAUSE AWARDS



Left to right: Annette Taddeo, President and CEO, *LanguageSpeak, Inc.*, who introduced 2007 Applause Award recipient Rebecca Congleton Boenigk, Chairman and CEO, *Neutral Posture, Inc.* and Linda Denny, President and CEO, *WBENC*.



Joan Kerr (center), Executive Director, Supplier Diversity Programs, *AT&T* is accompanied by her daughter, Talia Kerr (left) to receive the 2007 Applause Award presented by Linda Denny, President and CEO, *WBENC*.



Left to right: Bill Alcorn, Senior Vice President and Controller, Chief Purchasing Officer, *JCPenney Company, Inc.*, who introduced 2007 Applause Award recipient Heather Herndon Wright, Senior Director of Affiliate Relations, *WBENC* and Linda Denny, President and CEO, *WBENC*.

Introduced in 1999, the Applause Award recognizes and "applauds" significant accomplishments that further WBENC's mission of breaking down barriers that impede the progress and growth of women-owned businesses. The 2007 Applause Awardees were:

Rebecca Congleton Boenigk, Chairman and CEO of Neutral Posture, Inc. recognized for her personal contributions and commitment to the advancement of women's business enterprises. She serves on the WBENC Board of Directors, was the chair of the Women's Enterprise Leadership Forum and has chaired the Women in Business Silent Auction in multiple years. She was also appointed by Hector Barreto, Administrator of the U.S. Small Business Administration, to serve on the National Women's Business Council which serves as an advisor to the President, Congress and the SBA.

Joan N. Kerr, Executive Director, Supplier Diversity Programs, AT&T recognized for her personal contributions and commitment to the advancement of women's business enterprises within corporate America and beyond. For three years, Joan served as the Chair of the WBENC Board of Directors and continues to serve on the Executive Committee as Vice Chair. She served as Chair of the Technology Committee and more recently founded and currently chairs the Global Business Committee.

Heather Herndon Wright, Senior Director, Affiliate Relations, WBENC recognized for her personal contributions and commitment to the advancement of women's business enterprises. She was the founding Executive Director of the North Texas Women's Business Council and was involved in the founding of WBENC, drafting the original certification standards and procedures. During her corporate career, she represented her company as a member of the WBENC Board of Directors and served as Certification Committee Chair. After leaving her corporate career, Heather opened her own consulting business and became a certified WBE before joining the WBENC staff.





left to right:
Pamela O'Rourke, President & Chief Executive Officer, *ICON Information Consultants, LP*; Maureen Merkle, President of Procurement, *AT&T*; Joan Kerr, Executive Director, Supplier Diversity Programs, *AT&T*; Linda Coughlin, President, *Metro-Home NYC, LLC*; Robert Bouta, Sr. Vice President of Properties & Facilities, *Avis Budget Group, Inc.*; Linda Denny, President and CEO, *WBENC*; Betsy Hosick, General Manager, Midstream Procurement, *Chevron Corporation*; Lisa Hanlon, Managing Partner, *TelTech Communications, LLC*; Lynn Scott, Executive Director, Supplier Diversity, *Alcatel-Lucent*; and Ella Kosciak, Chief Executive Officer, *MDI*.

Launching A New Decade: Contacts to Contracts

WBEs and corporate leaders convened from June 25th to June 28th in Los Angeles, California for WBENC's eighth annual national conference and business fair, Women in Business 2007 (WIB): *Launching A New Decade*. Held at the Westin Bonaventure Hotel & Suites and the Los Angeles Convention Center, WIB 2007 featured over 450 exhibitor booths and hosted nearly 2,000 attendees.

Conference Corporate Co-Chairs AT&T and Alcatel-Lucent, and WBE Co-Chairs ICON Information Consultants, LP and MDI Group were joined by dozens of other corporate and WBE sponsors including, among others, BP America, Inc., Dell Inc., and UPS.

Leaders in politics, business and media headlined a strategic array of keynote speeches and executive roundtables. The conference kick-off keynote addresses were provided by industry speakers Lea Ann Champion, Senior Executive Vice President, IP Operations and Services, AT&T, and Cindy Christy, President of Alcatel-Lucent North America. Conference keynote speakers included former California State Senator Martha Escutia

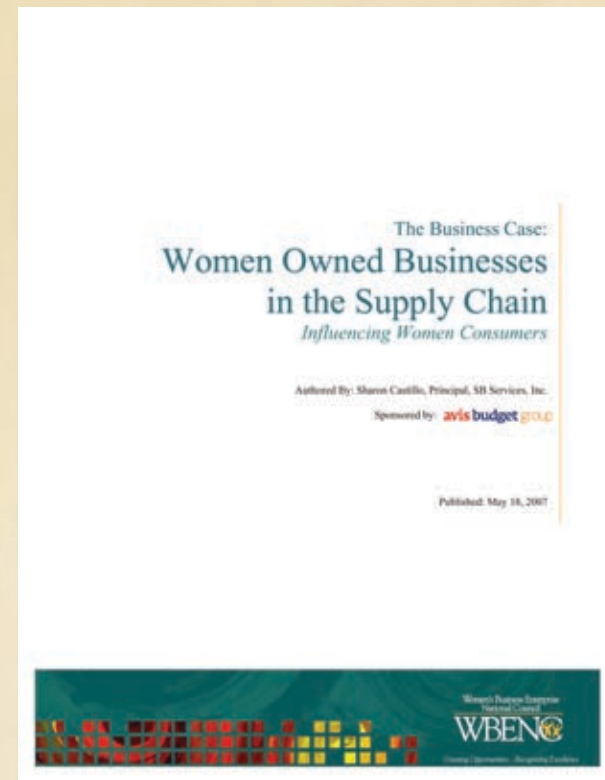
at a luncheon sponsored by Pitney Bowes and Shell Oil Company; Maria Marin, newspaper columnist, radio talk show host and author of *Secrets of a Confident Woman*, at a luncheon sponsored by Archer Daniels Midland Company and Manpower, Inc.; and Tami Reller, Corporate Vice President of the Business Solutions Marketing Group at Microsoft, addressed technology needs in the next decade at a presentation sponsored by Microsoft Corporation. Marti Barletta, President of the Trendsight Group and one of the top experts on marketing to women, also presented.

Seven Industry Trend sessions were added to the conference agenda, with a forward-looking focus on the strategies and innovations that will propel the business growth of both WBENC's corporate members and WBEs.

WBENC's trademark MatchMaker meetings connected WBEs and corporate purchasing officials for private face-to-face 30 minute meetings to discuss potential opportunities. The conference also explored critical business issues such as *Industry Trends: Supply Chain Management in the Next Decade*, presented by Joseph Carter, of the W.P. Carey School of Business at Arizona University. Leonard Greenhalch, Professor of Management, Tuck School of Business at Dartmouth College, presented *Building a High Performance Business*, with other workshops covering topics such as *Global Perspective: New Markets for WBE Opportunity*; *Creating a Culture of Courage*; *Forming & Maximizing Strategic Alliances*, and *Getting an ROI on Your Supplier Diversity Program*.

Ruby Red Media Company provided complete conference coverage, making available the speakers, interviews and workshops online and expanding the visibility and value to sponsors and speakers.

With four days of high-profile keynote speakers, information-rich workshops and business-building opportunities, the national conference and business fair is a core initiative towards advancing WBENC's mission to create success for our corporate members and certified WBEs, in cooperation with our 14, regionally-based partner organizations.



"In a survey of 1,227 women consumers between the ages of 35-55, an overwhelming 79% said knowing a company buys from women businesses would compel them to try a company's product or services if they were not already a current customer."

"Corporations that have a history of buying from women businesses will have an instant competitive advantage with the most powerful purchasers in the marketplace."

WBENC's Business Case Paper Released at WIB07

WBENC and SB Services, a consulting firm focused on supplier diversity process improvement, released a business case paper which revealed a direct link between buying from women-owned businesses and generating sales, and established that buying from women-owned businesses builds brand equity.

Corporations that have a history of buying from women businesses will have an instant competitive advantage with the most powerful purchasers in the marketplace.

In a survey of 1,227 women consumers between the ages of 35-55, an overwhelming 79% said knowing a company buys from women businesses would compel them to try a company's product or services if they were not already a current customer. Furthermore, 51% of respondents said a company's support for women's businesses is even worth a mulligan if the product or service misses the mark the first time. In addition, 81% said awareness of a company's mission to buy from women's businesses would moderately or significantly solidify their brand loyalty.

The business case paper was the result of original research about return on investment from supplier diversity, which had never before been assessed. The release results were picked up by media around the world.



TRIBUTE TO PARTNERS



Representatives from WBENC's Regional Partner Organizations (left to right): Geri Swift, President, *Women's Business Enterprise Council-PA-DE-NJ*; Linda Steward, President, *Women's Business Enterprise Council - Southeast*; Blanca Robinson, Executive Director, *Women's Business Council Gulf Coast*; Roz Lewis, President, *Georgia Women's Business Council*; Nancy Allen, President and CEO, *Women's Business Development Center-Florida*; Lisa Shevy, Executive Director, *Women's Business Enterprise Council - West*; Michelle Richards, President, *Michigan Women's Business Council*; Susan Repka, Executive Director, *Women's Business Enterprise Alliance*; Diane McClelland, President, *Astra Women's Business Alliance*; Debbie Hurst, President, *Women's Business Council-Southwest*; Donna Good, CEO, *Center for Women & Enterprise*; Rhonda Woods, Executive Director, *Women's Presidents' Educational Organization-DC*; and Carol Dougal, Co-President, *Women's Business Development Center - Chicago*.

Not pictured: Marsha Firestone, Ph.D., President, *Women's Presidents' Educational Organization - NY*.



Cheryl Stevens, Chair, *WBENC Board of Directors*; Theresa Harrison, Chair, *Development Committee*; Roz Lewis, President, *Georgia Women's Business Council* and *Partner of the Year* recipient; and Linda Denny, President and CEO, *WBENC*.

WBENC closed the 2007 Women in Business annual conference and business fair with its third annual Tribute to Partners reception, in recognition of WBENC's 14 Regional Partner Organizations. The event began with a "Walk Down the Red Carpet" with celebrity look-alikes – such as Jack Nicholson and Tom Cruise – escorting guests into the grand ballroom for an evening of star-studded recognition. The event culminated with the announcement of the 2007 Partner of the Year, the Georgia Women's Business Council!

The Georgia Women's Business Council (GWBC), based in Atlanta, was selected from among the national network of Regional Partner Organizations and awarded a check for \$5,000. The award was given on the basis of numerous criteria which included the quality of programs offered to WBEs and support for national WBENC initiatives. Roz Lewis, in her first full year as President, led the GWBC in a number of accomplishments, including five new member orientations, two Breakfast & Answer sessions and several Town Hall & Education meetings. In addition, the GWBC hosted the 2007 WBENC Program Manager training, a Spring Networker, and an Annual Business Expo, Awards Dinner and Golf Outing. The GWBC's primary accomplishment was processing 456 applications for certification. The Georgia Women's Business Council was a truly stellar partner to WBENC in 2007.

WBENC SPECIAL PROGRAMS

The TUCK-WBENC Executive Program *Brought to you by IBM*

For the fifth year, WBENC partnered with the Tuck School of Business at Dartmouth in 2007 to offer a one-week intensive executive education program for owners of women's business enterprises (WBEs). Fifty WBEs were taught by top professors from Tuck. Designed to provide women business owners with a systematic way of assessing and improving their businesses, the Tuck-WBENC Executive Program provided WBEs with tools to develop and implement strategic initiatives to grow small-to-medium-sized enterprises.

The program focuses on achieving maximum impact for WBEs with the primary case study used being that of the WBE's own business. Collaborative learning groups challenge WBEs to use the provided tools creatively to assess and improve their businesses, using the same diagnostic and implementation strategies examined in the classroom setting. Participants take away a wealth of knowledge that is immediately applicable, plus a strong network of new professional relationships and peer support. Major sponsors for the program in 2007 included IBM, AT&T Foundation, Johnson & Johnson and Office Depot. Other scholarship supporters included Avis Budget Group, MasterCard, Merck & Co., Inc., Microsoft, Pfizer Inc, Time Warner, Merrill Lynch, and Ernst & Young LLP.

"The Tuck-WBENC Executive Program was one of the most valuable educational opportunities I have experienced. The Tuck professional staff truly brought to life the strategic topics of growing an enterprise, and related them to ideas I could implement into my own business. The connections made with the other women entrepreneurs who attended were invaluable, providing us all with an opportunity to network, share ideas and solutions to our common problems."

Jacqueline A. Cleary
Atlas Data Systems - Tuck 2007

"Over six months after this course, I am still able to appreciate the end-to-end business content. It not only challenges your approach to your business model, it also enlightens you on the need to create balance in your life to better serve the business and be a good leader. It enforces the competencies of strategic planning and marketing, process development and implementation, technology and organizational change for growth. It enables you to do the math. Awesome!"

Beverly White
BKW Transformation Group - Tuck 2007

"Undoubtedly they were the five most challenging days I have ever spent. I learned business principles and strategies that had eluded me for 20 years. I looked at both my business and myself through a series of different colored glasses and left the Tuck program a changed WBE and person!"

Lynn J. Griffith
CEO - Welcome Florida, Inc.

Dorothy B. Brothers Executive Scholarship *Brought to you by Bank of America and its suppliers*

Bank of America, its communities and its extended family of suppliers and business partners suffered a great loss in the July 2002 passing of Dorothy Brothers, Supplier Diversity & Development executive and WBENC board member. Dorothy Brothers founded the executive management scholarship program in order for women business owners to have access to the same high caliber management education that is available to Fortune 500 companies.

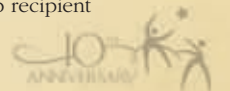
As a tribute to Dorothy's accomplishments in helping diverse suppliers grow and successfully participate in competitive bid opportunities, WBENC, with the support of Bank of America, established the Dorothy B. Brothers Executive Scholarship. This program provides executives from diverse suppliers with the educational development that will help them grow and successfully compete in corporate supply chains.

In 2007, 14 business owners received scholarships of up to \$4,500 each to attend an advanced management program of their choice. The 2007 Dorothy B. Brothers Executive Scholarship awardees are:

Robin Keiko Kumabe, *Bedrock Media, Inc.*
Deborah A. Brooks, *AROSE Recruiting*
Claudia P. Mirza, *Akorbi*
Billie J. Bryant, *CESCO, Inc.*
Sherra L. Aguirre, *Aztec Facility Services, Inc.*
Frances E. Mills, *Cajun Treats*
JoAnne L. LaBounty, *Spartanburg Meat Processing Co., Inc.*
Patricia M. Gibson, *PMG Communications, Inc.*
Brenda Lee Moore, *Perk & Brew Corp*
Quittis Smith-Luna, *NE Georgia Temporary Services, Inc.*
Audreya K. McLean, *Qualified Homecare Services, Inc.*
Rozita B. Washington, *Leading Through Change*
Laurie F. Peterson, *Advanced Furniture Services Group*
Penda Aiken, *Penda Aiken, Inc.*

"Thank you and the entire staff of WBENC for awarding me the 2007 Dorothy B. Brothers Executive Scholarship Award to attend Dartmouth-Tuck Business School. What an experience! As a result of the program, I have created a new strategy that will create tremendous profit for my company. Words fail to express my sincere gratitude to you. This was a 'gift of a lifetime!'"

Brenda Moore
Perk & Brew Corp
2007 Dorothy B. Brothers Executive Scholarship recipient



LEADERSHIP COUNCIL

The Leadership Council is comprised of executives from the 14 Regional Partner Organizations that provide WBENC certification and other related programs and services on a regional basis. The Leadership Council provides a forum for discussion; serves as a creative hub for sharing ideas; and initiates policy recommendations to be considered by WBENC and the Board of Directors.

Michelle Richards

Executive Director
Michigan Women’s Business Council

Roz Lewis

Executive Director
Georgia Women’s Business Council

Diane McClelland

President
Astra Women’s Business Alliance

Lisa E. Shevy

President & CEO
Women’s Business Enterprise Council - West

Debbie Hurst

President
Women’s Business Council - Southwest

Geri Swift

President
Women’s Business Development Center/PA

Linda Steward

President
Women’s Business Enterprise Council - Southeast

Carol Dougal

Co-President
Women’s Business Development Center - Chicago

Marsha Firestone, Ph.D.

President
Women Presidents’ Educational Organization - NY

**Nancy A. Allen
Executive Director**

Women’s Business Development Center - Florida

Susan Repka

Interim Executive Director
Women’s Business Enterprise Alliance

Blanca Robinson

Executive Director
Women’s Business Council - Gulf Coast

Donna Mullen Good

Chief Executive Officer
Center for Women & Enterprise

Rhonda Cheatham Woods

Executive Director
Women Presidents’ Educational Organization - DC

2007 PARTNERS IN LEADERSHIP CAMPAIGN

As WBENC enters its second decade we are pleased to have the partnership and support of all who participated in our Partners in Leadership Campaign. Proceeds from the campaign supported WBENC’s programs and services. WBENC is grateful for the generous contributions of the following corporations and individuals and wishes to acknowledge the many additional WBEs and companies that supported the Campaign at a level below \$1,500.

\$25,000

Sharon Avent, Smead Manufacturing Company
Pamela O’Rourke, ICON Information Consultants, LP
Sarah Bates, New Technology Steel, LLC
Rebecca Boenigk, Neutral Posture

\$15,000 - \$24,000

Ranjini Poddar, Artech Information Systems L.L.C.
JCPenney Company, Inc.
Nancy Murphy, J&J Exhibitor Service, Inc
Himanshu Bhatia, Rose International
Lisa Hanlon, Teltech Communications, LLC
Gail Warrior-Lawrence, The Warrior Group

\$10,000 - \$14,999

Marlene Kelly, Exhibits South Corporation
Holli Dorr, Hollister Construction Company
Johnson & Johnson

\$7,500 - \$9,999

Sharon Evans, CFj Manufacturing
Olsa Martini, OLSA Resources, Inc.

\$5,000 - \$7,999

Kanchana Raman, Avion Systems
Avis Budget Group
Janice Pellar, EMCO Technologies
Energy Future Holdings (Formerly TXU Corp.)
Ernst & Young LLP
Exxon Mobil Corporation
Nedra Forrest, HelmsBriscoe
Macy’s Inc.
Manpower
PepsiCo, Inc
Pitney Bowes Inc.
Ellie Halter, Schnipke Engraving Company
Sharon Burton, The Robart Companies
Wal-Mart Stores, Inc.

\$2,500 – \$4,999

Lynn Scott, Alcatel-Lucent
Jo Ann Brumit, Karlee Company, Inc
Betsy Mordecai, MorEvents

\$1,500 – \$2,499

Betty Vaccaro, Bett-A-Way Traffic Systems, Inc.
Barbara Goldman, BG Search Associates
Kathy White, Business Interiors
Fran Mills, Cajun Treats
Barbara Anasenes, Circuit Enterprises, Inc.
Christine Bierman, Colt Safety, Inc.
Connie Rankin, Customized Real Estate Services, Inc.
Hallie Satz, HighRoad Press
Joan Lasselle, Lasselle-Ramsay, Inc.



WBENC Introduces Third Book, “Yes, I Can Do That!”

In June 2007, WBENC released a new book, *Yes, I Can Do That!*, published through a sponsorship from Office Depot. This is the third book printed by WBENC, all of which have been authored by Susan Phillips Bari, WBENC President Emeritus. WBENC debuted the new book at its national conference and business fair, Women in Business 2007: *Launching A New Decade*, June 25-28 in Los Angeles, California, distributing 1,500 copies to conference attendees.

Yes, I Can Do That! combines industry expertise and tricks of the trade as it focuses on the incredible accomplishments of women who have found and followed the path to success in their broad array of careers. Susan Bari provides the reader with “life lessons” about stepping up to take advantage of opportunities and tells the dramatic stories of risk and reward of 18 women executives and entrepreneurs.

“In an increasingly competitive, global and technology-driven world, it is very important to share best practices and learn from our differences,” said Steve Odland, Office Depot Chairman and CEO, in authoring the book’s foreword. “The diverse and impressive women featured on the pages of this book are generous with their advice and honest about the challenges faced in achieving professional and personal success. It is our hope that this book will deliver the same winning solutions that Office Depot provides to its customers, associates and shareholders every day.”

Yes, I Can Do That! is available in the WBENC bookstore at www.wbenc.org.

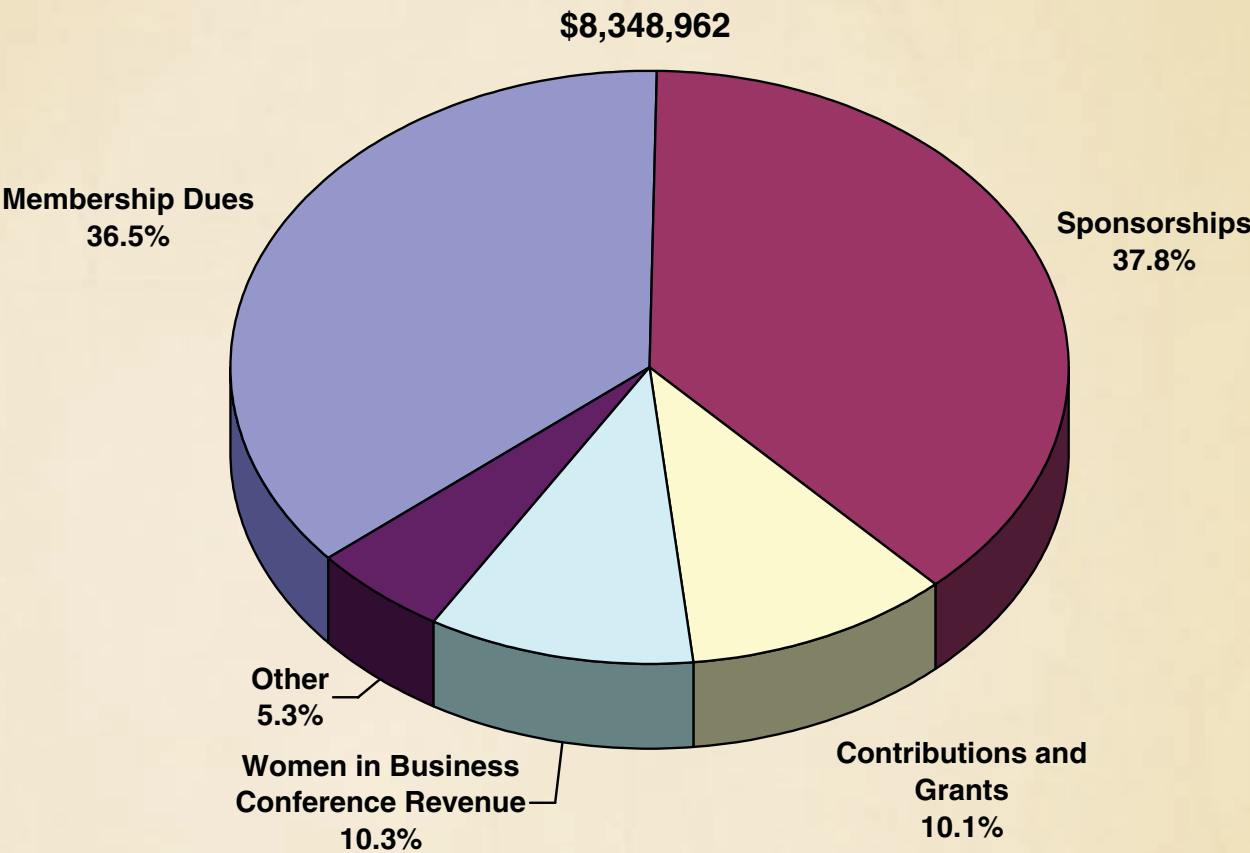


“The diverse and impressive women featured on the pages of this book are generous with their advice and honest about the challenges faced in achieving professional and personal success”



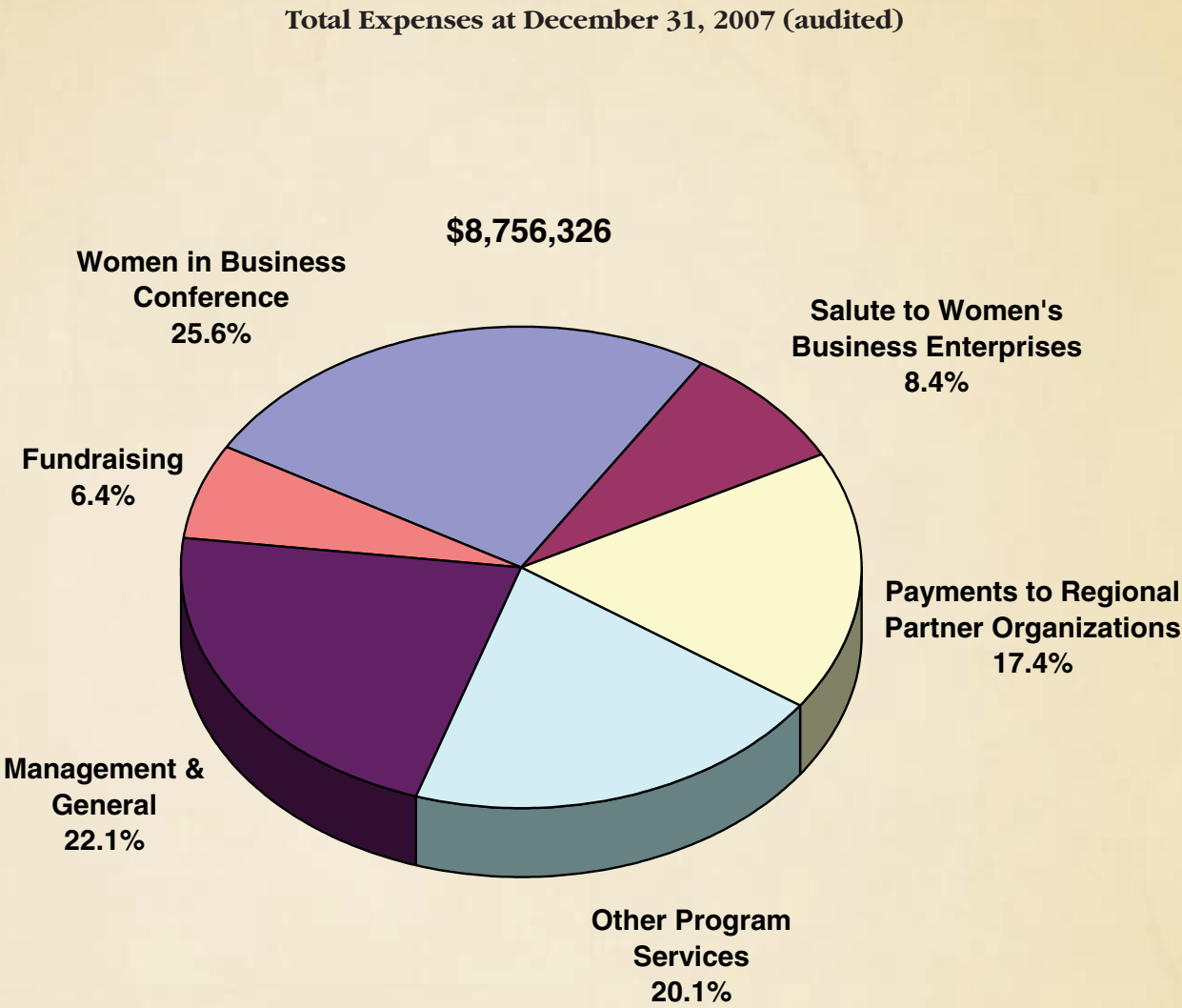
The information presented here is derived from audited financial statements prepared by Drolet & Associates, PLLC. Copies of the audited statements may be obtained by e-mail request to controller@wbenc.org.

Total Revenue for the year ended December 31, 2007 (audited)



TOTAL EXPENSES FOR THE YEAR ENDING DECEMBER 31, 2007 (AUDITED)

The information presented here is derived from audited financial statements prepared by Drolet & Associates, PLLC. Copies of the audited statements may be obtained by e-mail request to controller@wbenc.org.



WBENC BOARD OF DIRECTORS (AS OF NOVEMBER 2007)

Board of Directors

Chair
Cheryl Stevens, *Energy Future Holdings (formerly TXU Corp.)*

Vice Chair
Joan Kerr, *AT&T*

Treasurer
William Alcorn, *JCPenney Company, Inc.*

Secretary
Tanya Penny, *Verizon*

Ex-Officio
Linda Denny, *WBENC President and CEO*

Lynn Scott
Alcatel-Lucent

Nancy Williams
ASAP

Lynn Boccio
Avis Budget Group, Inc.

Joseph Hill
Bank of America

Debra Jennings-Johnson
BP America, Inc.

Billie Bryant
CESCO, Inc.

Sharon Evans
CFj Manufacturing

Audrey Goins Brichi
Chevron Corporation

Melinda Painter
Dell Inc.

Theresa Harrison
Ernst & Young LLP

Laurie Acreman
Exxon Mobil Corporation

Armando Ojeda
Ford Motor Company

Sherry Williams
Halliburton

Michael Robinson
IBM

Counsel to the Board
William A. Kirk, Jr.,
Kirkpatrick & Lockhart Preston Gates Ellis LLP

Committees

Audit Committee
Chair, Barbara Carbone,
KPMG LLP

Certification Committee
Chair, Nancy Conner,
W.W. Grainger, Inc.

Development Committee
Chair, Theresa Harrison
Ernst & Young LLP

Harvey Butler
JP Morgan Chase & Co.

Chris Provines
Johnson & Johnson

Barbara Carbone
KPMG LLP

Annette Taddeo
LanguageSpeak, Inc.

Leslie Saunders
Leslie Saunders Insurance and Marketing Inc.

Howard Thompson
Macy's

Kathy Greco
Manpower

Ginger Conrad
MBE Magazine

Linda Coughlin
Metro Home NYC LLC

Michelle Richards
Michigan Women's Business Council

Tim McBride
Microsoft

Janet Robinson
Motorola

Rebecca Boenigk
Neutral Posture, Inc.

Shari Francis
Office Depot

Field Governance Committee
Chair, Tanya Penny
Verizon

Finance Committee
Chair, William Alcorn
JCPenney Company, Inc.

Global Business Committee
Chair, Joan Kerr
AT&T

Leadership Council
Chair, Linda Steward
WBEC-SE

Marketing Committee
Chair, Greta Davis
Time Warner Inc.

Scott Buchanan
PepsiCo, Inc.

Pam Eason
Pfizer Inc.

Laura Taylor
Pitney Bowes

Diane Pinkney
Philip Morris USA

Benita Fortner
Raytheon Company

Himanshu Bhatia
Rose International

Patricia Richards
Shell Oil Company

Lynne Marie Finn
Superior Staff Resources, Inc.

Lisa Hanlon
TelTech Communications, LLC

Johnnie Booker
The Coca-Cola Company

K. Michelle Sourie Johnson
The Home Depot

Greta Davis
Time Warner Inc.

Sandra Rand
United Airlines

Kathy Homeyer
UPS

Nancy Conner
W.W. Grainger, Inc.

Program Committee
Chair, Audrey Goins Brichi
Chevron Corporation

Supply Chain Committee
Chair, Laurie Acreman
Exxon Mobil Corporation

Technology Committee
Chair, Benita Fortner
Raytheon Company

Women's Enterprise Leadership Forum
Chair, Annette Taddeo
LanguageSpeak, Inc.

Tonia Smith
Wal-Mart Stores, Inc.

Nancy Allen
Women's Business Development Center-Florida

Carol Dougal
Women's Business Development Center-Chicago

Geri Swift
Women's Business Enterprise Council-PA-DE-sNJ

Blanca Robinson
Women's Business Enterprise Council-Gulf Coast

Linda Steward
Women's Business Enterprise Council-Southeast

Debbie Hurst
Women's Business Enterprise Council-Southwest

Lisa Shevy
Women's Business Enterprise Council-West

Marsha Firestone, Ph.D.
Women Presidents' Educational Organization-NY

REGIONAL PARTNER ORGANIZATIONS

WBENC has 14 Regional Partner Organizations (RPOs) that serve as regional affiliates across the United States. These RPOs provide WBENC certification and other related programs and services in designated territories.

The Leadership Council is comprised of executives from the 14 RPOs. The Leadership Council provides a forum for discussion, serves as a creative hub for sharing ideas, and initiates policy recommendations to be considered by WBENC and the Board of Directors.

ASTRA Women's Business Alliance

Leadership Council Delegate:
Diane J. McClelland
Program Manager: Suzanne Lackman
5 Centerpointe Drive, Suite 400
Lake Oswego, OR, 97035-8620
www.astrawba.org

Center for Women & Enterprise

Leadership Council Delegate:
Donna Good
Program Manager: Carla Akalarian
24 School Street, 7th floor
Boston, MA, 02108
www.cweonline.org

Georgia Women's Business Council

Leadership Council Delegate:
Roz Lewis
Program Manager: Parri Womack
1201 Peachtree Street, 400 Colony
Square, Suite 200
Atlanta, GA, 30361
www.gwbc.biz

Michigan Women's Business Council

Leadership Council Delegate:
Michelle Richards
Program Manager: Pamela Smith
2002 Hogback Road, Suite 12
Ann Arbor, MI, 48105
www.miceed.org

Women's Business Council-Southwest

Leadership Council Delegate:
Debbie Hurst
Program Manager: Erica Williams
2201 North Collins, Suite 158
Arlington, TX, 76011
www.wbcsouthwest.org

Women's Business Development

Center-Chicago

Leadership Council Delegate:
Carol Dougal
Hedy Ratner, Co-President
Program Manager: Virginia Uqdah
8 South Michigan, 4th Floor
Chicago, IL, 60603
www.wbdc.org

Women's Business Development

Center-Florida

Leadership Council Delegate:
Nancy Allen
Program Manager: Lisa Roblejo
11205 South Dixie Highway, Suite 101
Pinecrest, FL, 33156
www.womensbusiness.info

Women's Business Enterprise

Council-PA-DE-sNJ

Leadership Council Delegate:
Geri Swift
Program Manager: Sherri Nacci
1315 Walnut Street, Suite 1116
Philadelphia, PA, 19107-4711
www.womenssbdc.org

Women's Business Enterprise Alliance

Leadership Council Delegate:
Susan Repka
Program Manager:
Mariela Hernández
1900 North Loop West, Suite 270
Houston, TX, 77018-8100
www.wbea-texas.org

Women's Business Enterprise

Council-Southeast

Leadership Council Delegate:
Linda Steward
Program Manager: Callie Johnson
3360 E. Livingston Ave., Suite 3A
Columbus, OH 43227
www.wbec-se.org

Women's Business Enterprise

Council-West

Leadership Council Delegate:
Lisa Shevy
Program Manager: Valerie Lozano
1201 South Alma School Road,
Suite 5200
Mesa, AZ, 85210
www.wbec-west.org

Women's Business Council-Gulf Coast

Leadership Council Delegate:
Blanca Robinson
Program Manager: LaKesha White
400 Poydras Street, Suite 1730
New Orleans, LA, 70130
www.wbcGulfCoast.org

Women Presidents' Educational

Organization-DC

Leadership Council Delegate:
Rhonda Woods
Program Manager: Liza Avruch
1250 Connecticut Avenue, NW, Suite 200
Washington, DC, 20036
www.wpeo.us

Women Presidents' Educational

Organization-NY

Leadership Council Delegate:
Marsha Firestone, Ph.D.
Program Manager: Amy Blais
155 E. 55th Street, Suite 4H
New York, NY, 10022
www.wpeo.us

2007 WBENC CORPORATE MEMBERS

Accenture
Acxiom Corporation
Adecco USA, Inc
Administaff
AEG
Aetna, Inc.
Affiliated Computer Systems, Inc.
AGL Resources
Ahold USA
AIG
Alcatel-Lucent
Allergan, Inc.
Allstate
Amdocs, Inc.
American Airlines
American Cancer Society
American Electric Power
American Express
American Family Mutual Insurance
American Red Cross
Amtrak
Apple Inc.
Archer Daniels Midland Co.
Ariba Inc.
Armstrong World Industries
AT&T
Avaya
Avis Budget Group
Avon
AXA Equitable Life Insurance Co.
Bank of America
BBDO New York
Blue Cross Blue Shield/MA
BMC Software
BNSF Railway Company
Boeing Company
Boyd Gaming Company
BP America, Inc.
Bristol-Myers Squibb Company
Broadlane, Inc.
Campbell Soup
Capital One Financial
CVS/Caremark RX
CenterPoint Energy
Chevron Corporation
Cisco Systems, Inc.
CitiGroup
Citizens Bank
Clorox Corporation
CNA Financial Corporation

Coca Cola Enterprises
Colgate-Palmolive Company
Communications Test Design
ConAgra Foods
Continental Airlines, Inc.
Convergys Corporation
Coors Brewing Company
Corporate Express
County of Fairfax
Credit Suisse
Cummins, Inc.
CVM Solutions
DaimlerChrysler
Darden Restaurants
Dell Inc.
Deloitte Services LP
Delphi Corporation
Delta Air Lines, Inc.
Designtex
Deutsche Bank
Dun & Bradstreet
Eastman Kodak Company
Eaton
EDS
EMC Corporation
Energy East
Energy Future Holdings (formerly TXU)
Enterprise Rent-A-Car
Ernst & Young LLP
Exelon
Express Scripts, Inc.
Exxon Mobil Corporation
Fannie Mae
Federated Department Stores
FedEx
Ferguson Enterprises
Fidelity Employer Services Company LLC
Fiserv
Fluor
Ford Motor Company
Genentech
General Mills
General Motors Corporation
Georgia-Pacific Corporation
GlaxoSmithKline
GMR Marketing LLC
Goldman Sachs
GSD&M
Guaranty Bank

Halliburton
Hallmark Cards, Inc.
Harley-Davidson, Inc.
Harrah's Entertainment
Haworth, Inc.
Health Care Service
HealthTrust
Herman Miller
Hewlett-Packard Company
Hilton Hotels
Home Depot
HSBC
IBM
ING
Interpublic Group
JCPenney Company, Inc.
Johnson & Johnson
Johnson Controls
Jones Lang LaSalle
JP Morgan Chase & Co.
Kaiser Permanente
Kellogg Company
Kelly Services, Inc.
Kimberly-Clark Corporation
Kohl's Department Stores
KPMG LLP
Kraft Foods
LandAmerica
Lehman Brothers
Limited Brands
Lockheed Martin Corporation
Loomis Sayles & Company
Lowe's Companies, Inc.
Mack Trucks, Inc.
Major League Baseball
Manpower, Inc.
Marathon Oil Company
Marriott International
MassMutual Life Insurance
MasterCard Worldwide
Mars North America
McAfee Inc.
McCain Foods
McKinsey & Company
MedAssets Supply Chain
MEI
Merck & Co.
Merrill Lynch
Metavante
MetLife

MGM Mirage
Michelin North America
Microsoft Corporation
Milwaukee Public Schools
Monsanto Company
Morgan Stanley
Motorola
National City Corporation
Nationwide
Network Appliances
New York Life Insurance
Nike
Nordstrom
Novation
Novo Nordisk
O.C. Tanner Company
Office Depot
Office Max
Pacific Gas & Electric Co.
PepsiCo, Inc.
Pfizer Inc
Phelps Dodge Corporation
Philip Morris USA (Altria Group)
Pitney Bowes
Premier Inc.
PricewaterhouseCoopers
Principal Financial
Procter & Gamble
Prudential Company of America
Raytheon Company
Realogy
Regions Financial Corporation
Regulus
Reliant Energy
Robert Half International, Inc.
Roche
Rockwell Automation
R.R. Donnelley
Ryder
Safeway Inc
SAIC
SAS Institute
SBTV
SC Johnson
Schering-Plough
Sears Holding Company
Shell Oil Company
Smurfit-Stone Container Corp.
Solectron
Spherion

Spirent
Sprint Nextel Corporation
Staples
Starbucks
Starwood Hotels & Resorts Worldwide
State Farm Insurance Companies
Steelcase Inc.
SUPERVALU, Inc.
Target Corporation
Telcordia Technologies
Textron
The Coca-Cola Company
The Haskell Company
The Kroger Co.
The World Bank Group
Time Warner Inc.
TJX Companies
Toyota Motor Manufacturing North America, Inc.
Trammell Crow Co.
Tyco International Inc.
UBS Investment Services
Unisys
United Airlines
United Parcel Service
United Rentals
U.S. Bank
U.S. Postal Service
Verizon Communications
Visa USA
ViaShow
VOLT Information Sciences
Volvo Trucks North America, Inc.
VSP
W.W. Grainger, Inc.
Wachovia
Walgreens
Wal-Mart Stores, Inc.
Washington Group Int'l.
Washington Mutual, Inc.
Waste Management, Inc.
Watson Wyatt & Company
Weil, Gotshal and Manges LLP
WellPoint, Inc.
Wells Fargo & Co.
Weyerhaeuser Company
Wieden+Kennedy
Windstream
Wisconsin Energy Corporation
Yum Brands!



WBENC STAFF

Linda Denny
President and CEO

Susan Phillips Bari
President Emeritus

Pamela Thomas
Executive Assistant to Linda Denny

Betty Cole
Senior Director of Programs

Beth Sartwelle
Director of Programs

Lynn Grossman Quinn
Chief Operating Officer

Heather Herndon Wright
Senior Director, Affiliate Relations

Marjory Moore
Senior Director, Development & Membership Services

Kate Armstrong
Director of Marketing & Communications

Brad Upham
Controller

Susan Prado
Vice President, Alliance Relationships

Paige Adams
Director of Development & Membership Services

Alison Roebuck
Director of Project Administration

Candace Waterman
Director of Compliance

Sandra Rojo
Director, External Operations

Jason Moore
Acting Information Technology Manager

Susan Cates
Affiliate Relations Coordinator

Elsie Gomes
Program Manager

Taresa McDowell
Human Resources Administrator

Alice Spears
Office Manager

Kim Jones
Receptionist

Steven Sudler
Acting Chief Information Officer

Samantha Stipp
Accounting Assistant



Left to right, back row: Brad Upham, Controller; Heather Herndon Wright, Senior Director, Affiliate Relations; Kate Armstrong, Director of Marketing and Communications; Sandra Rojo, Director, External Operation; Susan Cates, Affiliate Relations Manager; Candace Waterman, Director of Compliance; Allison Gibson, WIB Volunteer Coordinator; Betty Cole, Senior Director of Programs;

front row: Susan Prado, Vice President, Alliance Relationships; Elsie Gomes, Program Manager; Linda Denny, President & CEO; Taresa McDowell, Human Resources Administrator; Beth Sartwelle, Director of Programs; Paige Adams, Director of Development & Membership Services; Pamela Thomas, Executive Assistant to Linda Denny.

Not shown: Lynn Grossman-Quinn, Chief Operating Officer; Marjory Moore, Senior Director, Development and Membership Services; Alison Roebuck, Director of Project Administration; Jason Moore, Acting IT Manager; Kim Jones, Receptionist; Steven Sudler, Acting Chief Information Officer; Samantha Stipp, Accounting Assistant; Alice Spears, Office Manager; Beth Sartwelle, Director of Programs.

