



CERTIFICATION · OPPORTUNITIES  
RESOURCES · RECOGNITION

**2009 ANNUAL REPORT**





Cheryl Stevens,  
WBENC Board Chair

**JOINT LETTER  
OF  
GREETING  
FROM  
LINDA DENNY  
AND  
CHERYL STEVENS**



Linda J. Denny,  
President & CEO, WBENC

**DEAR FRIENDS:**

We are proud to report that the Women's Business Enterprise National Council (WBENC) completed a productive year with great success by delivering our "COR" Values of Certification, Opportunities, and Resources to our Corporate Members and WBENC Certified Women's Business Enterprises (WBEs), in partnership with our vital network of Regional Partner Organizations (RPOs).

In March, we expanded our annual Salute to Women's Business Enterprises event into a thought leadership and educational forum: *The Summit & Salute to Women's Business Enterprises*.

Our Women in Business National Conference and Business Fair theme, "*The Bridge to Quality*," delivered a powerful message for the organization, by providing programs enabling our WBENC Certified WBEs to build on elements of business quality, enhancing their potential success in competing for and winning contracts. At WIB2009, a robust new program structure provided four learning tracks featuring a continuum of information about the "Marks of Quality." These programs or credentials – such as corporate social responsibility initiatives, Six Sigma training, or LEED and ISO certifications – are used by world class corporations and often expected of their suppliers.

As in the past, WBENC, in partnership with our RPOs, created, managed, and implemented the processes and procedures maintaining WBENC's world-class certification, access to markets, and skill-building programs facilitating the future success of WBENC Certified WBEs.

By year end 2009, 9227 women-owned businesses were granted WBENC certification; and 234 corporations supported WBENC as members.

Leadership Council Chair Michelle Richards, and Women's Enterprise Leadership Forum Chair Nancy Williams, provided compelling leadership and innovative initiatives that contributed substantially to WBENC's advancement. The Leadership Council, composed



of the President's and Executive Directors of the RPOs, and the Forum, are key WBENC leadership teams helping deliver WBENC's "COR" values.

To address the needs of a changing economic environment, WBENC partnered with Women Impacting Public Policy and other organizations, in creating the Economic Blueprint, The Women Business Owner's Platform for Growth, which was adopted by the Obama Administration as a basis for its small business policy.

Meanwhile, WBENC's Gold Standard of Certification reached new economies abroad. WEConnect International launched WEConnect Canada, WEConnect Europe, and WEConnect India.

In the spirit and commitment of valuing excellence, WBENC awarded our first William J. Alcorn Leadership Award, to Barbara Carbone, Partner, KPMG. The award was named in honor and recognition of the outstanding leadership and service of Mr. William J. Alcorn, first WBENC Chair. The William J. Alcorn Award recipient is selected and presented by the Chairman of the WBENC Board of Directors, with input from Past Chairs and the WBENC President.

2009 was a memorable year as WBENC continued its commitment to quality, innovation, leadership, teamwork and excellence. Because of these characteristics and our "COR" values, WBENC emerged a stronger organization and one of which we are most proud.

Thank you to WBENC's Staff, Board of Directors, Regional Partner Organizations, certified Women's Business Enterprises and hundreds of volunteers. It is because of you that we have achieved this success together.

With warm regards,



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



**Linda J. Denny**  
President & CEO  
WBENC

## WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL

### Mission:

WBENC is dedicated to advancing the success of certified Women's Business Enterprises (WBEs), Corporate Members, and government agencies in partnership with its Regional Partner Organizations.

### Vision:

As the leading advocate for and authority on women-owned businesses as vendors and suppliers to corporations, WBENC builds a stronger economy by creating parity for women business enterprises through its Gold Standard Certification and by providing marketplace access.

### Core Values:

To support its constituents, WBENC focuses on its core values of certification, opportunities, and resources, while providing prominent recognition to top corporations and WBENC Certified WBEs.

### Who We Are:

- The Women's Business Enterprise National Council – known as “WBENC” – is the nation's leading advocate for and authority on WBENC Certified WBEs as vendors and suppliers to corporations.
- WBENC is recognized as a trusted brand that opens doors of opportunity for WBENC Certified WBEs through its Gold Standard Certification Procedures, business opportunities created by Corporate Members and other WBENC Certified WBEs, and resources that include education, scholarships, research findings, and advocacy.
- WBENC brings its Corporate Members and thousands of WBENC Certified WBEs together with the goal of generating business. We are the *Opportunity Connection* for women's businesses and the corporations they serve.

### What We Do:

- Since our founding in 1997, WBENC, through its 14 Regional Partner Organizations (RPOs), provides certification to women owned businesses that are 51 percent owned, controlled, and operated making WBENC Certified WBEs eligible as vendors and suppliers to its Corporate Members and government agencies.
- We help connect Corporate Members and WBENC Certified WBEs to source business contracts.

- WBENC facilitates access to business opportunities through national program and service offerings that include WBENC's series of face-to-face and online MatchMaker programs, WBENC's annual Business Fair, formal/informal networking events, media opportunities, and recognition programs.
- WBENC presents two signature events per year: Summit & Salute to Women Business Enterprises and the Women in Business National Conference and Business Fair.
- WBENC has shifted the paradigm of how corporations work with WBENC Certified WBEs with a business model that eliminates barriers in the marketplace and facilitates business opportunities.

### How We Deliver Our “COR” Values:

- **Certification:** WBENC sets the Gold Standard of national and international certification of women's business enterprises. Our certification procedure is attaining universal status as the Gold Standard of women's business certification: administered by 14 Regional Partner Organizations and implemented abroad through WEConnect International in Canada, Europe, and India.
  - The WBENC certification standard is applied as a model for certification programs abroad, starting with WEConnect Canada and WEConnect Europe. WEConnect India launched in 2009.
- **Opportunities:** WBENC provides sourcing capability reaching thousands of certified WBEs through:
  - WBENCLink, a passcode-protected, searchable Internet database that contains all the profiles of WBENC Certified WBEs as well as contact information for every WBENC national and regional Corporate Members.
  - Face-to-face and online MatchMaker programs. Introduced in 2009, MatchMaker365 is an online portal that facilitates one-on-one meetings through a secured online registration, outreach, matchmaking and scheduling.
  - Formal and informal networking at WBENC's Summit & Salute to Women's Business Enterprises and Women in Business National Conference and Business Fair (WIB). WBENC's WIB Business Fair is the largest event of its kind

for women business owners with approximately 300 exhibitors.

- Global Business Initiatives, formal and informal networking events, media opportunities, and recognition programs.
- **Resources:** WBENC provides a broad range of resources to support the growth and performance of Corporate Members and WBENC Certified WBEs.
  - WBENC sources Best Practices and development tools for corporations and the WBENC Certified WBEs that serve them.
  - WBENC also serves as a resource to Corporate Members via WBENC's Balanced Score Card for WBE Process Improvement, a tool that enables corporations to self measure performance in attaining excellence in supplier diversity programs; and a number of other training, mentoring, and professional development opportunities.
  - WBENC offers elite executive education and scholarship opportunities to include the WBENC Tuck Executive Education program and Dorothy B. Brothers Scholarship program, webinars, workshops, and other development vehicles.

#### **WBENC Constituents:**

- WBENC brings WBENC Certified WBEs and corporations together so that corporate executives can find WBENC Certified WBEs that help them become even more competitive and successful.
  - Representatives of 36 corporations sit on the WBENC Board of Directors, along with nine representatives of our Regional Partner Organizations and nine WBENC Certified WBEs.
  - Our constituents are a powerful group: Information reported to WBENC show the average WBENC Certified company has revenues of \$8.065M, 42 employees and 16 years of experience. The majority of WBENC's Corporate Members are Fortune 500 companies.
  - More than 60 WBENC Certified WBE firms have revenues in excess of \$100M, and six WBENC Certified WBE companies have revenues in excess of \$1 billion.
  - WBENC Certification is accepted by more than 1,000 corporations and government agencies, representing America's most prestigious brands, as well as government entities at the state and local levels.

- The collaboration between our Corporate Members and WBENC Certified WBEs illustrates business at its best:
  - WBE innovations in product and service enhance corporate profitability and shareholder value.
  - Strategic alliances that create international trade opportunities for WBENC Certified WBEs, support Corporate Members in connecting to women's businesses globally, and develop business linkages among certified WBEs around the world.

#### **About WBENC:**

- Founded in 1997, WBENC is the nation's leading third-party certifier of businesses owned, controlled, and operated by women, and the leading advocate for and authority on WBENC Certified WBEs as vendors and suppliers to corporations.
- WBENC is a 501(c) (3) nonprofit organization that seeks and accepts donations from corporations, foundations and individuals that support its mission and programs.
- WBENC is supported by 14 Regional Partner Organizations (RPOs), which administer and process WBENC's world-class certification, provide regional matchmaking programs, and deliver capacity development training to women owned businesses.
- WBENC is operated by WBENC Staff and governed by its Board of Directors under the leadership of the Executive Committee. In addition, WBENC is also supported by its Leadership Council, represented by the presidents and executive directors of its RPOs, and the Women's Enterprise Leadership Forum, which is comprised of WBEs appointed by its local RPOs and Corporate Members to represent WBE interests and issues.
- WBENC provides annual awards and recognition to America's Top Corporations for Women's Business Enterprises, 14 Women's Business Enterprises Stars, annual Applause Awards, and the William J. Alcorn Leadership Award.



*Creating Opportunities...Recognizing Excellence*



## 2009 - THE BRIDGE TO QUALITY

### Marks of Quality

What does a corporation expect from a vendor today? The expected basics of offering good products and services, competitive prices and on-time delivery are still mandatory, but no longer enough. WBENC's 2009 theme, *The Bridge to Quality*, connects the path that leads from ordinary competency to a level of proficiency that exhibit the important marks of quality.

Corporations are looking for vendors with the additional marks of quality, such as sustainability statements and programs - green initiatives and corporate social responsibility; and core competency credentials, such as Six Sigma training or LEEDS and ISO certifications to name a few. These are the new differentiators you must understand and use to a competitive advantage.

Marks of quality are especially important because the current state of the 2009 economy and business environment indicate that competition is getting tougher and tougher as contract opportunities become more restricted.

Throughout 2009, WBENC provided meaningful information and resources that ultimately resulted in expanded business opportunities for WBENC Certified WBEs, deeper knowledge about the marks of quality and how it helps your business and your clients, and elevation of those that are the best in business.



*WBENC's trademark MatchMaker meetings connected approximately 300 Corporate Purchasing officials and WBEs for private face-to-face 30 minute meetings to discuss potential opportunities. In addition, WBENC's WIB2009 Business Fair gave attendees a first-hand look at WBENC Certified WBEs exhibiting their companies' capabilities, as well as an opportunity to meet Corporate Supplier Diversity representatives and buyers without barriers.*







## AMERICA'S TOP CORPORATIONS FOR WOMEN'S BUSINESS ENTERPRISES

**Seated L to R:** - **Magda N. Yrizarry**, Chief Diversity Officer, Verizon; **Annette Verschuren**, President, Canada and Asia, The Home Depot; **Francene Young**, Vice President Talent & Development Upstream Americas and US Diversity & Inclusion, Shell Oil Company; **Jean Ann Baderschneider**, Vice President Procurement, ExxonMobil Corporation; **Lisa Martin**, Senior Vice President, Worldwide Procurement, Pfizer Inc.; **William Fanning**, Director Global Supply Operations, IBM Corporation; **Maria Lindenberg**, Vice President, Global Downstream Procurement, Chevron Corporation; **Martha Artiles**, Global Chief Diversity Officer, Manpower, Inc.; **Carol Weiner Wilner**, Vice President, Public Affairs, AT&T; **Kristen Wise Micalizio**, Vice President, Business Strategy Development and Strategic Initiatives Office Depot

**Standing L to R:** - **Pamela Prince-Eason**, WBENC Board Chair; **Gil Casellas**, Chief Diversity Officer and Vice President of Corporate Responsibilities, Dell; **Alex Gorsky**, Worldwide Chairman, Medical Devices & Diagnostics and a member of the Executive Committee for Johnson & Johnson; **James E. Mallard**, Vice President Global Procurement, UPS; **Al Williams**, Chief Procurement Officer, Accenture; **Mitchell J. Adamek**, Senior Vice President and Chief Procurement Officer, PepsiCo, Inc.; **Tim McBride**, Chief Procurement Officer, Microsoft Corporation; **Robert Lambert**, Senior Vice President, Global Account Sales, Avis Budget Group; **Mike Greene**, Vice Chair, Energy Future Holdings; **Nick DeTura**, Vice President, Supply Chain & Logistics, Alcatel Lucent; **Theresa Harrison**, Director, Supplier Diversity, Ernst & Young; **Linda Denny**, WBENC President & CEO; **Olsa Martini**, President/CEO, Olsa Resources, Inc. **Not pictured:** **Arne M. Sorenson**, President & Chief Operations Officer, Marriott International, Inc.

In keeping with its leadership role in advancing the success of both Women's Business Enterprises and the corporations they serve, WBENC presented its 10th annual America's Top Corporations for Women's Business Enterprises at a ceremony in Washington, DC on March 26, 2009.

WBENC President and CEO, Linda Denny and Top Corporations Selection Panel Chair, Olsa Martini, President, OLSA Resources, Inc presented the awards during this prestigious ceremony held at the U.S. State Department.

The Top Corporations application and review process validates supplier diversity best practices of companies that have attained world-class programs that create level playing fields for Women's Business Enterprises (WBEs) to compete for corporate contacts.

WBENC recognizes the 21 following Top Corporations for Women's Business Enterprises for 2009:

Accenture  
Alcatel-Lucent  
AT&T Inc.  
Avis Budget Group, Inc.  
Chevron  
Dell  
Energy Future Holdings

Ernst & Young  
Exxon Mobil Corporation  
IBM Corporation  
Johnson & Johnson  
Manpower Inc.  
Marriott International, Inc.  
Microsoft Corporation

Office Depot  
PepsiCo, Inc.  
Pfizer Inc  
Shell Oil Company  
The Home Depot  
UPS  
Verizon



## 2009 WOMEN'S BUSINESS ENTERPRISE BUSINESS STARS



**Dana Chryst**, Chief Executive Officer, The Jay Group, representing Women's Business Enterprise Council – PA-DE-sNJ  
[www.jaygroup.com](http://www.jaygroup.com)



**Christina Fischer**, President, The Fischer Group, representing Women's Business Development Center – Florida  
[www.thefischergroup.com](http://www.thefischergroup.com)



**Alma Abdul-Hadi Jadallah, Ph.D.**, President and Managing Director, Kommon Denominator, Inc., representing Women Presidents' Education Organization – Washington, DC  
[www.kommondenominator.com](http://www.kommondenominator.com)

On March 26, 2009, WBENC celebrated its 12<sup>th</sup> Salute to Women's Business Enterprises. It was held at the Gaylord National Resort and Convention Center in National Harbor, MD. The 2009 Summit & Salute was attended by over 700 Corporate Members, women business enterprises, government officials, and journalists. The black-tie dinner and awards program was chaired by Kevin Campbell, Group Chief Executive-Outsourcing, Accenture LLP.



**Marlene Kelly**, CEO and President, Exhibits South, representing Greater Women's Business Council  
[www.exhibitsouth.com](http://www.exhibitsouth.com)



**Katherin Nukk-Freeman, Esq.**, Co-founder and CEO, Nukk-Freeman & Cerra, P.C., representing Women Presidents' Education Organization – New York  
[www.nfclegal.com](http://www.nfclegal.com)



**Patricia Rodriguez Christian**, President and Chief Executive Officer, CRC Group, Inc., representing Women's Business Council – Southwest  
[www.crcbusinessservices.com](http://www.crcbusinessservices.com)



**Cheryl W. Snead**, President & CEO, Banneker Industries, Inc., representing Center for Women & Enterprise  
[www.banneker.com](http://www.banneker.com)





**Pamela Hardy**, President,  
Owe No Man Marketing, LLC,  
representing Women's Business  
Enterprise Council Great Lakes  
[www.onmm.com](http://www.onmm.com)



**Kayhan Hellriegel**, Chief  
Executive Officer and Founder,  
Kayhan International, Ltd.,  
representing Women's Business  
Development Center – Chicago  
[www.kayhan.furnishgroup](http://www.kayhan.furnishgroup)



**Sandra L. James**, President  
and Founder, Private Eyes, Inc.,  
representing Astra Women's  
Business Alliance  
[www.privateeyesinc.com](http://www.privateeyesinc.com)



**Janice Pellar**, President, EMCO  
Technologies, representing  
Women's Business Enterprise  
Council South  
[www.emcobr.com](http://www.emcobr.com)



**Amelia Rodriguez**, CEO,  
Vocalink Language Services,  
representing Ohio River Valley  
Women's Business Council  
[www.vocalink.net](http://www.vocalink.net)



**April Stremming**, President  
& CEO, April's Images &  
Productions, representing  
Women's Business Enterprise  
Council – West  
[www.aprilsimages.com](http://www.aprilsimages.com)



**Lisa Torcasio**, President & CEO,  
Torcasio Sales & Marketing,  
Inc., representing the Women's  
Business Enterprise Alliance  
[www.torcasiosales.com](http://www.torcasiosales.com)

Designed to recognize the contributions of Women's Business Enterprises (WBEs) to the U.S. economy, WBENC distinguished 14 WBEs as its 2009 Women's Business Enterprise Stars. This elite cadre of WBENC Certified Women's Business Enterprises was honored for their leadership in their local business communities, their inspiration to other women business owners, and their active roles at the helm of their successful certified businesses.

## 2009 APPLAUSE AWARDS

Introduced in 1999, the Applause Award recognizes and “applauds” exceptional accomplishments that expand opportunities for Women’s Business Enterprises on a national or international level while furthering WBENC’s mission of breaking down barriers that impede the progress and growth of businesses owned and operated by women. Award recipients are selected based on their impact on 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.

The 2009 Applause Award recipients were Virginia Littlejohn and Elizabeth A. Vazquez, leaders of Quantum Leaps, Inc. and TradeBuilders, Inc. These organizations, respectively, promote women’s enterprise development globally and seek to expand opportunities for WBEs to participate in global trade.

### Virginia Littlejohn

Since the 1970s, Virginia has focused on women entrepreneurial advocacy, and women’s access to markets. She has been a delegate to all three White House Conferences on Small Business, has served on the National Women’s Business Council and federal trade advisory commissions, and was Vice President of the World Association of Women Entrepreneurs. As the Organization to Economic Cooperation and Development’s (OECD) Senior Advisor for Women’s Entrepreneurship, she helped organize three best practices conferences in Paris and Istanbul. She has brought international expertise to small business advisory boards for IBM, American Express and the US Chamber of Commerce, and has spoken at numerous global conferences. In 2009, Ms. Littlejohn coordinated the development of *“The Roadmap to 2020”* to fuel women’s enterprise development in the US between 2009 and 2020.

### Elizabeth A. Vazquez

Elizabeth A. Vazquez is the Executive Director of Quantum Leaps, Inc., a non-profit that promotes women’s enterprise development globally. Through Quantum Leaps, she works on critical issues for businesses at all stages of development including *“The Roadmap to 2020,”* which is a strategic action plan to fuel the growth of women’s enterprise development in the United States. Elizabeth worked with the WBENC Global Business Committee to help launch a global network that offers business opportunities for corporate buyers and women’s business enterprises. As president of WEConnect International, Elizabeth also helped to launch new certification organizations in the UK and Canada as part of WEConnect International, and she is also the principal architect of a global portal that will help to qualify and connect this developing network.



**L to R:** Linda Denny, WBENC President & CEO; **Virginia Littlejohn**, President & Founder, Tradebuilders; **Elizabeth Vasquez**, President & CEO, WEConnect International; and **Joan Kerr**, Executive Director, Supplier Diversity, AT&T.

## WBENC AND QUANTUM LEAPS PARTNER IN GLOBAL INITIATIVES

In 2005, under the leadership of Joan Kerr, Executive Director of Supplier Diversity for AT&T—and with the support of WBENC’s founding President, Susan Bari, and her successor, Linda Denny—WBENC’s Global Business Committee was launched. This dynamic committee of global leaders had a vision to promote certification for Women’s Business Enterprises (WBEs) based outside of the United States, in order to create international trade opportunities for WBENC Certified WBEs, to support Corporate Members in connecting to women’s businesses globally, and to develop business linkages among certified WBEs around the world.

WBENC’s Global Business Committee hired Quantum Leaps, a non-profit led by Virginia Littlejohn and Elizabeth Vazquez, and dedicated to the growth of women owned businesses internationally, to help develop and implement a global strategy.

In June 2008, WBENC and Quantum Leaps signed an agreement for Quantum Leaps to continue to build a global network of certification partners in target countries, as well as create a global umbrella organization, WEConnect International, that could play a coordinating role to help share knowledge and best practices across countries.



## INTERNATIONAL LUMINARY AWARDS

WBENC's International Luminary Award recognizes exceptional accomplishments that growth of businesses owned and operated by women on an international level while furthering WBENC's mission of breaking down the barriers that impede the progress and growth of businesses owned and operated by women. Award recipients are selected based on their international impact on the growth of WBEs; creation of policies, procedures, or initiatives that increase opportunities for WBEs; and innovative and inspirational international leadership on behalf of women business owners and their companies. WBENC's 2009 International Luminary Award recipients are Lorely Burt, a member of the British House of Commons, and Canadian Minister of State Helena Guergis.

### Lorely Burt

Lorely Burt's political career began on Dudley Metropolitan Borough Council, where she served for five years. In the run up to the 2005 general election, Lorely campaigned on various local issues affecting Solihull. After the election of Sir Menzies Campbell to the leadership of the party, Lorely became the Liberal Democrat spokesperson on Small Business and Women and Equality.

Lorely discovered the work of WEConnect UK at an event in June 2007 where she was speaking and WEConnect was being introduced as a concept new to the UK. Lorely immediately recognized the importance of bringing such economic opportunity to the women business owners of the UK and became the voice of WEConnect within the UK Parliament. Lorely has asked questions in the House of Commons, met with Ministers to raise awareness cross party, and continues to make sure that WEConnect is talked about in industries. Lorely visited the Dallas WBENC offices in September 2007 and became one of the first trained site assessors for the UK. As WEConnect goes forward, Lorely continues to speak about and support WEConnect UK. She is a true champion and pioneer and the UK team truly values her wonderful support.

### Helena Guergis

Helena Guergis was appointed Minister of State by Canada Prime Minister Stephen Harper in October 2008 and previously served as Secretary of State for Foreign Affairs and International Trade, where her priority files included women in trade, consular and diplomatic affairs, Afghanistan, the Global Commerce strategy and the Prime Minister's America's Strategy. She was elected to the Canadian House of Commons in 2004 and re-elected in 2006 and 2008. Guergis previously served as Parliamentary Secretary to the Minister of International Trade, and also served on the Standing Committee on the Status of Women as well as a number of other Parliamentary standing committees and subcommittees.

As Minister of State, Guergis has advocated WEConnect Canada as an avenue for promoting full participation of women in the economic, social and democratic life of Canada. Through her advocacy, WEConnect Canada received funding to help increase economic opposition for WBEs.



**L to R: Barbara Carbone**, Partner, KPMG, and WBENC's Board Chair, **Cheryl Stevens**, Vice President, Energy Future Holdings.

## William J. Alcorn Leadership Award

### Barbara Carbone

WBENC is pleased to announce that Barbara Carbone is the first recipient of the William J. Alcorn Leadership Award. The Alcorn Award was established in 2008 in honor and recognition of the outstanding leadership and service of Mr. William J. Alcorn to the Women's Business Enterprise National Council (WBENC). Alcorn served as WBENC's first Chairman of the Board of Directors from September 1997 to December 2000. Under Alcorn's leadership as Chair and Officer of the Board, WBENC grew its constituency base to 244 Corporate Members and nearly 8,000 WBEs.

The Award recipient is selected by the Chairman of the WBENC Board of Directors, with input from Past Chairs and the WBENC Executive Staff. WBENC's 2009 Chair, Cheryl Stevens, Vice President, Energy Future Holdings, selected Carbone due to her leadership as a WBENC director since 1998, as well as her achievements in the financial industry for 28 years.

Carbone is currently Chair of the Audit Committee, as well as a member of the Finance, Program, and Allocations Review Committees. In a heightened regulatory environment, Carbone's expertise has been invaluable in developing strong internal controls at WBENC, understanding new guidelines for non-profits, and the Sarbanes-Oxley Act of 2002.

Through her leadership and participation, Carbone has significantly contributed to the overall success, progress, and development of WBENC as an organization. The leadership, commitment, and excellence that Carbone has brought to WBENC and the financial industry is a stellar example of the type of honorees that represent the ideals and principles associated with The William J. Alcorn Leadership Award.

## TRIBUTE TO PARTNERS

WBENC was created in 1997 to be an advocate for WBEs and to assist women-owned businesses in linking with corporations committed to diversifying their supply chain. WBENC

could not fulfill these goals without its 14 Regional Partner Organizations (RPOs). It is with great pride, that WBENC recognizes each RPO and their certification staff.



ASTRA Women's Business Alliance  
– Diane McClelland, President  
*2009 Recognition Recipients:*  
**Suzanne Lackman** and **Lori Lackman**

Center for Women & Enterprise  
– Susan Rittscher, President & CEO  
*2009 Recognition Recipients:*  
**Ryann Price** and **Sarah Winters**

Greater Women's Business Council (GWBC)  
– Roz Lewis, Executive Director  
*2009 Recognition Recipients:*  
**Sharon Judge, LaKesha White,** and **Parri Womack**

Ohio River Valley Women's Business Council  
– Rea Waldon, Ph.D., Executive Director  
*2009 Recognition Recipients:*  
**Sharon Stengel** and **Heather Burton**

Women's Business Council Southwest  
– Debbie Hurst, President  
*2009 Recognition Recipient:*  
**Candy Briggs**

Women's Business Development Center Chicago  
– Carol Dougal and Hedy Ratner, Co-Presidents  
*2009 Recognition Recipients:*  
**Debbie Lyall, Deon Crayton,** and **Natasha Federova**

Women's Business Development Center Florida  
– Nancy Allen, President & CEO  
*2009 Recognition Recipients:*  
**Lisa Roblejo** and **Ana Maria Manresa**

Women's Business Enterprise Alliance  
– Susan Repka, Executive Director  
*2009 Recognition Recipients:*  
**Mariella Hernandez, Andrea Moore,** and **Ingrid Hill**

Women's Business Enterprise Council Great Lakes  
– Michelle Richards, President  
*2009 Recognition Recipients:*  
**Pamela Smith** and **Veronica Johnson**

Women's Business Enterprise Council PA-DE-sNJ  
– Geri Swift, President  
*2009 Recognition Recipient:*  
**Sherry Nacci**

Women's Business Enterprise Council South  
– Blanca Robinson, President  
*2009 Recognition Recipient:*  
**Evelyn King**

Women's Business Enterprise Council West  
– Pamela Williamson, Ph.D., Executive Director  
*2009 Recognition Recipients:*  
**Nicole Davis, Melissa Moore, Dana Soriano,** and **Martha Valenzuelo**

Women Presidents' Educational Organization-DC  
– Liz Cullen, Executive Director  
*2009 Recognition Recipient:*  
**Liza Avruch**

Women Presidents' Education Organization-NY  
– Marsha Firestone, Ph.D. President  
*2009 Recognition Recipient:*  
**Amy Blais, Lauren Walker,** and **Teresa Cantu**



## SUMMIT & SALUTE TO WOMEN'S BUSINESS ENTERPRISES

In 2009, WBENC hosted its first Summit, consisting of discussion panels and forums tailored for Women's Business Enterprises (WBEs) and Corporate Members. The day and a half long Summit provided attendees a formal opportunity to delve into WBENC's 2009 theme, *The Bridge to Quality*.

Four industry roundtables consisting of corporations and WBEs came together to foster an understanding of the current business environment in each of these fields and to analyze trends that could have implications for WBEs in corporate supply chains. These four industries included:

- Financial Services
- Petrochemical
- Professional Services
- Telecommunications

In addition, workshops were conducted that focused on accelerating the growth of businesses owned by women of color, maximizing results in the current economic downturn, and using golf as a vehicle for gaining insights into clients, prospects, and colleagues.

Integrated into the event is WBENC's celebration of America's Top Corporations for Women's Business Enterprises. These prestigious corporations have not only instituted programs to offer equal access resulting in a high volume of business with women's business enterprises, but also have built world-class initiatives that create level playing fields for WBEs to compete for corporate contracts. After a rigorous competition, WBENC selected 21 companies for this honor.

Through the Summit, WBENC fulfills its responsibility to serve as a leading resource for information for WBEs, Corporate Members, and government agencies, and provides a venue in which best practices in supplier diversity can be shared.

In addition, WBENC's Salute to Women's Business Enterprises program specifically honors 14 women business owners, all certified WBEs, who provide leadership in their respective business communities. These women offer inspiration to other women business owners and are at the helm of successful certified businesses. The 2009 Women's Business Enterprise Stars presentation is WBENC's tribute to them for their passion, talent, creativity, and success.



### 2009 Summit & Salute Chair:

Accenture LLP

### 2009 Summit & Salute Benefactor:

Raytheon Company

### 2009 Summit & Salute Platinum Sponsor:

UPS

### 2009 Summit & Salute Sponsors

Accel Inc.	Matrix Information Consulting
Aerotek	MDI Group
Alcatel-Lucent	Meadows Office Furniture Co.
Altria Group, Inc.	Microsoft
ASAP	Nukk-Freeman & Cerra, PC
AT&T	Office Depot
Avis Budget Group	Omega World Travel
Bank of America	PepsiCo, Inc.
Banneker Industries, Inc.	Pfizer Inc
BBDO New York	Pitney Bowes Inc.
BP America	ricewaterhouseCoopers
CDW	Prudential
Chevron	Rush Trucking
Coca Cola Enterprises	Shell Oil Company
Colgate-Palmolive Company	Smead Manufacturing Company
Colt SAFETY	Staples, Inc.
Dell, Inc.	Stovell Marketing and Public Relations, Inc.
Delta Air Lines	Strategic Transformation Partners LLC
EMCO Technologies	Superior Staff Resources, Inc.
Energy Future Holdings	Target
Ericsson Inc.	Teltech Communications, LLC
Ernst & Young LLP	The Coca-Cola Company
Exhibits South Corp.	The Home Depot
Exxon Mobil Corporation	The Interpublic Group
Halliburton	The Jay Group
Hollister Construction Company	Time Warner Inc.
IBM Corporation	Toyota
ICON Information Consultants, LP	Tyco International
IT Distributors	United Airlines, Inc.
J.C. Penney Company, Inc.	Verizon
Johnson & Johnson	W.W. Grainger, Inc.
Johnson Controls Inc.	Warrior Group
Kelly Mitchell Group Inc	Women's Business Council-Southwest; in memory of Lillie Knox
KPMG	Women's Business Enterprise Council PA-DE-sNJ
Kraft Foods	XIOSS – IT Storage Solutions
Macy's Inc.	
Manpower Inc.	
Marriott International, Inc.	

### The Bridge to Quality

Corporate Leaders and Women Business Enterprises convened from June 9th to June 11th in San Francisco, CA for WBENC's 10th Women in Business National Conference and Business Fair (WIB2009) *The Bridge to Quality*. Held at the Hilton San Francisco and The Moscone Center, WIB2009 featured 280 exhibitors and hosted 2,037 attendees.

Conference Corporate Co-Chairs Wal-Mart Stores Inc. and Wells Fargo, and WBE Co-Chairs Artech Information Systems L.L.C. and Hollister Construction Company were joined by eighty-five other Corporate and WBE sponsors.

WIB2009 Corporate kick-off keynote addresses were provided by Claire Babineaux-Fontenot, Senior Vice President and Chief Tax Officer, Wal-Mart Stores, Inc. and Patricia R. Callahan, Executive Vice President, Office of Transition, (Wells Fargo/Wachovia merger).

WIB2009 keynote speakers included Chip R. Bell, Founder and Manager, The Chip Bell Group; Barbara Kasoff, President, CEO and Co-Founder, Women Impacting Public Policy, Ann Sullivan, President, Madison Services Group, Inc.; Nell Merlino, Founder, President, and CEO, Count Me In for Women's Economic Independence.

For the first time ever, WBENC offered symposiums at its National Conference, providing an opportunity for an in-depth look at four topics which included the following:

- Environmental Sustainability as a Mark of Quality
- Manufacturing: Benchmarking to Drive Growth
- Thriving in a Challenging Economy
- International Business Strategies

In addition, a number of riveting workshops addressed key business issues facing both corporations and WBEs. Workshops included:

- Supplier Diversity ROI in Working with Qualified WBEs
- Innovative Corporate Best Practices
- Bridging Quality Gaps Through Effective Use of Technology
- The Benefits of Quality Certifications
- Creating a Culture of Quality



WBENC's Women's Enterprise Leadership Forum also hosted a pre-conference workshop entitled, *Bulletproofing Your Company in Today's Economy*.

With three days of high-profile keynote speakers, information-rich workshops and business-building opportunities, WIB again proved to be a core initiative dedicated to advancing WBENC's mission to advance the success of our Corporate Members and WBENC Certified WBEs.

### Women In Business Host Committee

**Host Council:** ASTRA Women's Business Alliance

#### West Coast Host Committee

Kim Le, CEO  
A2Q2

Sandy Hunter, President  
Hunter Hawk, Inc.

Penny Wing, President & CEO  
Incentive Travel

Amy Rao, CEO & Founder  
Integrated Archive Systems

Julia M. Rhodes, President & Founder  
KleenSlate Concepts

Olsa Martini, President & CEO  
OLSA Resources, Inc.

Rebecca Ritter, President  
Paws Off Tools, LLC

Sandra James, President & Founder  
Private Eyes, Inc.

Renee Hill Young, COO  
Quigley-Simpson

Lisa Hanlon, Managing Partner  
Teltech Communications, LLC



## WIB 2009 Sponsors:

**Corporate Co-Chairs:** Wal-Mart Stores Inc. and Wells Fargo

**WBE Co-Chairs:** Artech Information Systems L.L.C. and Hollister Construction Company

**Featured Sponsors:** Dell Inc., The Home Depot, and UPS

**Host Council:** ASTRA Women's Business Alliance

**Host Committee:** A2Q2, Hunter Hawk, Inc., Incentive Travel Inc, Integrated Archive Systems, KleenSlate Concepts, OLSA Resources, Inc., Paws Off Tools, LLC, Private Eyes, Quigley-Simpson, Teltech Communications, LLC

**All Sponsors:** Accenture, Aflac, Alcatel-Lucent, Altria Group, Inc., Andavo, Applied Computer Solutions, Arbill, Archer Daniels Midland Company, ASTRA Women's Business Alliance, AT&T, Aveus, LLC, Avis Budget Group, Bank of America, BP America, Brocade, Burger King Corporation, CDW, Chevron, ConocoPhillips, CVM Solutions, CVS Caremark Corporation, Energy Future Holdings, Ernst & Young LLP, Exxon Mobil Corporation, Ford Motor Company, Genentech, Inc., Harrah's Entertainment, IBM, J.C. Penney Company, Inc., Johnson & Johnson, JP Morgan Chase, Kelly Mitchell Group, Kraft Foods, Limited Brands, Lockheed Martin Corporation, Macy's, Manpower Inc., MasterCard Worldwide, Meadows Office Furniture, Medtronic, Inc., Microsoft, Moorefield Construction, Inc., Neutral Posture, Office Depot, OUTSOURCE Consulting Services, Inc., PepsiCo, Inc., Pfizer Inc, Pitney Bowes Inc., ProActive Business Solutions, Raytheon Company, Robert Half International, Inc., Safe Haven Enterprises, SelectoFlash, Inc., Shell Oil Company, Staples, Inc., Strategic Staffing Solutions, SUPERVALU, Target, TCIM Services, Inc., The Coca-Cola Company, Time Warner Inc., Toyota Motor North America, Inc., United, Verizon, W.W. Grainger, Inc.



## WBENC Student Scholar Program

In 2009, WBENC teamed up with Bridging the Gap for a second year to reach out to the next generation of potential WBEs by bringing aspiring women entrepreneurs from diverse universities across the U.S. to the Women in Business conference. The students are introduced to key corporate leaders and women business owners in dynamic settings that assist with career planning, creative and critical thinking, and entrepreneurial development.

The conference experience is a platform where the students engage in networking, dialogue exchange, and professional education workshops. This interaction and exposure increases awareness and knowledge to support pipeline development and better prepare individuals aspiring to become entrepreneurs.

## WBENC Student Scholar Program Sponsors

**Presenting Sponsor:**  
The Home Depot

### Scholar Sponsors

Apple  
Ernst & Young, LLP  
General Electric  
Office Depot  
Raytheon  
Spherion  
Verizon  
Warrior Group

### Registration Sponsors

Brocade  
Burger King  
Kraft Foods



## THE ZENITH GROUP



The Zenith Group  
Women of Exceptional Achievement

A joint initiative between the Women's Business Enterprise National Council (WBENC) and the Women Presidents' Organization (WPO), The Zenith Group was formally launched in 2005 for women-owned businesses with revenues of \$50 million and above.

As a result of compression in the corporate supply chain, larger women business enterprises were asked to serve as a resource and a dynamic forum to provide business development and sourcing insights to major corporations.

Together, The Zenith Group:

1. Conducts high-level business meetings to promote business development opportunities with Fortune 1000 companies.
2. Works to change the way women-owned businesses are perceived in corporate America and the media.
3. Develops cutting edge information and strategies for successful and fast growth companies.

Led by Linda Denny, WBENC President and CEO, and Marsha Firestone, Ph.D., President and Founder of WPO, The Zenith Group meets three times a year throughout the country. The sessions are facilitated by Barbara Roberts of Roberts & Company. Meeting topics include growth issues; global expansion; exit strategies and succession planning; finding and developing good people; and economic, demographic, scientific, and political trends that may affect business.

### 2009 Zenith Group Members

**Gina Addeo**

ADCO Electrical Corporation

**Roz Alford**

ASAP Staffing

**Gloria Bohan**

Omega World Travel

**Carmen Castillo**

Superior Design International

**June Ressler**

Cenergy International Services

**Linda Drake**

TCIM Services

**Rosalie Edson**

Meadows Office Furniture

**Celeste Gudas**

24 Seven Inc.

**Maureen Henegan**

Henegan Construction Co., Inc.

**Margery Kraus**

APCO Worldwide

**Mercedes LaPorta**

Mercedes Electric Supply

**Jayne Millard**

Turtle & Hughes

**Andra Rush**

Rush Trucking Corporations

**Sandy Solomon**

Sweet Street Desserts, Inc.



In the seventh year of the WBENC-Tuck partnership, an advanced executive education program that could be attended by previous Tuck-WBENC alumni or first-time attendees was developed and launched. Fifty-eight WBEs participated in the new program, *Positioning for Growth*. Designed to teach women business owners 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.

In 2009, Tuck and WBENC agreed to launch an advanced executive education program that could be attended by previous Tuck-WBENC alumni or first-time attendees.

### **2009 Tuck-WBENC Executive Program: Positioning for Growth**

Weak suppliers are falling by the wayside, presenting the opportunity for high-performing WBEs to serve their customers. Many businesses are for sale at bargain prices, presenting the opportunity to grow quickly to scale. Many other businesses are seeking out partnering relationships to increase their appeal to customers, presenting opportunities to jointly pursue business the WBE might not be able to get working alone. Despite the challenges of the current economy, women business owners who want to step up to the next level have a unique opportunity to do so.

This advanced program will explore three alternatives for growing to scale:

- Organic Growth
- Strategic Alliance
- Acquisition

The central case study will be the WBE's own business, and the assignment for the week will be for participants to develop a strategic growth plan for their own business. This will include plans for financing, marketing, innovation, expanding operations, negotiation business deals, shaping collaborative business relationships, valuing businesses that might be acquired—or valuing a participant's own business if selling out is an attractive option.

The Amos Tuck School of Business Administration at Dartmouth is the nation's oldest graduate school of business and renowned for the quality of its teaching and the degree to which it fosters collaborative learning, inclusion, and community. It is designed to make a big difference in how owners think about and operate their businesses when they return from the program. Collaborative learning groups apply the tools they have learned to assess and improve their businesses, using the same diagnostic and strategy-implementation approaches that external consultants would use.

The faculty includes some of Tuck's best teachers—such as Kathleen McGahran, and Len Greenhalgh—all of whom are highly attuned to the needs of high-potential diverse businesses.

For more information, see “Opportunities” on our website at [www.wbenc.org](http://www.wbenc.org).



**Tuck Executive Education at Dartmouth**  
Thought leadership. Business results.



## 2009 GRADUATES OF TUCK-WBENC EXECUTIVE PROGRAM

**Gail Ahlers**

Ahlers Designs, Inc.

**Barbara Wein Allen**

MultiPoint Communications

**Nancy Balkcom**

My Supplies

**Helen Baxter-Southworth**

HBS & Associates, LLC

**Sheila Benson**

Employment Screening Services

**Demetrica Berry**

Berry Technology Solutions

**LaSonya Berry**

McPherson Berry & Associates, Inc.

**Elizabeth Bliques**

RSG, Inc.

**Linda Boasmond**

Cedar Concepts

**Sue Boers**

Silveredge Consulting

**Dianna Booher**

Booher Consultants, Inc.

**Barbara Bosha**

Bosha Designs &  
Communications

**Lisa Braden-Harder**

Butler Hill

**Leah Brown**

ATEN Solutions, Inc (A10)

**Jennifer Collins**

The Event Planning Group, LLC

**Laurie Corona**

Lixit Corp

**Lu Ramsay Cotta**

Annapolis Accommodations

**Nicole Curran**

WhyDesignWorks

**Jennifer Dunleavy**

The Accuro Group, Inc.

**Kathie Edwards**

Westpark Communications, Inc.

**Nancy Elberty**

NTSG, Inc.

**Diane Flem**

Spitfire Marketing & Creative, Inc.

**Marleen Geyen**

Geyen Group South, Inc.

**June Gold**

GraphLogic Inc.

**Barbara Goldman**

BG/Strategic Solutions, LLC

**Melissa Gray**

MultiPoint Communications

**Alisa Hall**

Stiletto Advantage, LLC

**Christine Hammerlund**

Assured Healthcare, LLC

**Katrin Hillner**

PC Network Inc.

**Julia Hubbel**

The Hubbel Group

**Marlene Kelly**

Exhibits South Corporation

**Brenda Loube**

Corporate Fitness Works

**Monica Maldonado**

Interprint Communications

**Michele McHenry**

Laser Lab, Inc.

**Jayne Millard**

Turtle & Hughes, Inc.

**Claudia Mirza**

Akorbi

**Mary Moslander**

LiveHealthier

**Mary Nittolo**

The Studio

**Maxine Nordmeyer**

Bihler of America, Inc.

**Debra Peterson Oberbillig**

Allen Partners, Inc.

**Georgy Olivier**

Go Initiatives

**Sharon Olzerowicz**

The Matrix Company

**Patricia E. Patricco**

Image Office Environments

**Prashanthi Reddy**

Accura Engineering and  
Consulting Services, Inc.

**Pamela Robinson**

Financial Voyages LLC

**Sharon Ryan**

Dasher Services, Inc.

**Vijaya Sabbineni**

SRISYS, Inc

**Carolyn Sawyer**

Tom Sawyer Company

**Evalyn Shea**

Shea Writing and Training  
Solutions, Inc.

**Valerie Shondel**

SelectoFlash

**Lisa Somerville**

Restor Telecom, Inc.

**Deborah Stallings**

PHR, HR Anew

**Gwen Thomas**

HR Now!

**Kristin Tucker**

TDK Technologies, LLC

**Paula Turner**

Lexair

**Carol White**

Capstone Concepts, Inc  
DBA HAMCO-Atlanta

**Traci Williams**

Crescent Construction Services

**Judith Zimmermann**

Artcraft Promotional Concepts  
A Division of Artcraft & Foremost

### 2009 Tuck-WBENC Executive Sponsors

**Underwriter**

IBM

**Major Sponsor**

Merck & Company and  
Dorothy B. Brothers  
Executive Scholarship Fund

**Supporters**

Chevron  
MasterCard  
MetLife  
Microsoft  
Office Depot  
Pfizer  
Target  
UPS



## DOROTHY B. BROTHERS EXECUTIVE SCHOLARSHIP PROGRAM



Bank of America, its communities and its extended family of suppliers and business partners suffered a great loss in July 2002 with the 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 diverse executive suppliers with the educational development that will help them grow and successfully compete in corporate supply chains.

In 2009, in lieu of awarding scholarships, WBENC and a Program Committee consisting of Corporate Members, members of WBENC's Women's Enterprise Leadership Forum and Leadership Council reexamined the program and made several modifications to include:

- Increased amount from up to \$4,500 to up to \$11,000 effective in 2010.
- A temporary increase of 21 award recipients will be named in 2010. However, the number of award recipients will return to 14 in 2011.

To learn more about this opportunity, contact Betty Cole, WBENC Sr. Director of Programs at [BCole@wbenc.org](mailto:BCole@wbenc.org).

### 2009 Dorothy B. Brothers Executive Scholarship Program Contributors

Adecco USA  
AT&T  
BMC Software Inc.  
Brink's Incorporated  
Carl Warren & Co.  
Center One Financial Services, LLC  
Datasavers of Jacksonville, Inc.  
Dixon Hughes  
Fidelity Investments  
Harland Clarke  
Interthinx, Inc.  
Intuit  
IPREO  
Kx Systems, Inc.  
LandAmerica  
Liveperson, Inc.  
Live Technology Holdings, Inc.  
Mastercard Worldwide  
National Enterprise Systems, Inc.  
O.C. Tanner Company  
Oakwood Worldwide  
U1 Technologies  
Zwicker & Associates



## WBENC CORPORATE AMBASSADOR PROGRAM

WBENC Ambassadors make connections. Today, even more women in the United States are entrepreneurs, helping to build our economy and our country. Twenty-eight percent of all private firms are owned by women. Women-owned firms employ 13 million people.

Ambassadors are enthusiastic about what WBEs have to offer. So they help make connections that matter. WBENC Ambassadors believe that it is important to support entrepreneurs and, in particular, to help women connect and create enterprises.

Ambassadors educate others about WBENC and how the WBENC Ambassador Program can help their companies achieve supplier diversity goals. By hosting and attending WBENC Ambassador events, the Ambassador helps everyone understand the priorities of corporations -- a critical step in creating a successful WBENC experience. Ambassadors engage members of senior management, from operations to finance, marketing, and human resources. Together the Ambassador and these roles communicate a clear and concise mission statement and vision for supplier diversity to employees, vendors, customers, and shareholders.

### **ASTRA Women's Business Alliance**

Denise Coley, Senior Manager, Cisco Systems, Inc.  
Joan Kerr, Executive Director, AT&T retired  
Bev Strand, Business Manager, Cisco Systems, Inc.  
Joan Lasalle, President, Lasalle-Ramsay, Inc.

### **Greater Women's Business Council**

Nancy Williams, Principal, ASAP Staffing LLC  
Terri Hornsby, President, TLC Adcentives LLC  
Patricia Richards, Manager, Corporate Supplier Diversity, Shell Oil Company  
Pamela O'Rourke, President, ICON Information Consultants  
Connie Rankin, President, Customized Real Estate Services  
Dawn Magnan, President, n8 Solutions

### **Ohio River Valley Women's Business Council**

Sherry Robison, Supplier Diversity Program Manager, IBM Global Procurement, IBM Corporation  
Mary Cantando, President, Cantando and Associates  
Lisa K. Moore, President, 3D Consulting  
Judy K. Sheppard, President, Professional Services of America, Inc.

### **Women's Business Council South**

Alta Baker, President & CEO, Safe Haven Enterprises, Inc.

### **Women's Business Council – Southwest**

Lynn Scott, Senior Director Supplier Diversity, Alcatel-Lucent

### **Women's Business Development Center – Chicago**

Cynthia J. Johnson, President, Johnson & Associates Business Interiors, Inc.

Sharon Castillo, Principal, SB Services, Inc.

### **Women's Business Development Center – Florida**

Robert McCormes-Ballou, Director, Vendor Diversity, Office Depot

Nancy Allen, President & CEO, Women's Business Development Center – Florida

Annette Taddeo, President, LanguageSpeak, Inc.

Leslie A. Saunders, President, Leslie Saunders Insurance and Marketing

Mercedes LaPorta, President, Mercedes Electric Supply, Inc.

### **Women's Business Enterprise Council – Great Lakes**

Nikki Olyai, President & CEO, Innovision Technology, Inc.

### **Women's Business Enterprise Council – PA-DE-sNJ**

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

Mary Kay Hamm, DFA Management

### **Women's Business Enterprise Council – West**

Holli Dorr, President, HOLLISTER Construction Company

### **Women Presidents' Educational Organization – DC**

Laurie Acreman, Strategic Improvements Manager, Global Procurement, ExxonMobil

### **Women Presidents' Educational Organization – NY**

Theresa Harrison, Director of Supplier Diversity, Ernst & Young

Linda Coughlin, President, Parallels

Lynne Marie Finn, President, Superior Staffing Services, Inc.

Ranjini Poddar, President, Artech Information Systems

Pamela Prince-Eason, Vice President, Worldwide Procurement, Pfizer, Inc.

Laura Taylor, Vice President, Global Strategy and Operations, Pitney Bowes Inc.

The information presented here is derived from financial statements audited by Drolet & Associates, PLLC.

**WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL, INC.**  
**STATEMENT OF FINANCIAL POSITION**

**December 31, 2009**

**(With Summarized Financial Information for December 31, 2008)**

	2009	2008
<b>ASSETS</b>		
<b>CURRENT ASSETS</b>		
Cash and cash equivalents	\$ 1,031,225	\$ 236,436
Accounts receivable, net of allowance for doubtful accounts of approximately \$48,000 in 2009 and \$40,000 in 2008	707,087	1,504,159
Unconditional promises to give	25,000	17,500
Prepaid expenses	311,147	304,986
Other	35,585	27,953
<b>TOTAL CURRENT ASSETS</b>	<b>2,110,044</b>	<b>2,091,034</b>
<b>FIXED ASSETS, net</b>	<b>161,654</b>	<b>181,478</b>
<b>RESTRICTED CASH</b>	<b>919,005</b>	<b>825,452</b>
<b>DEPOSIT</b>	<b>16,504</b>	<b>17,104</b>
<b>CASH SURRENDER VALUE OF LIFE INSURANCE</b>	<b>91,396</b>	<b>41,222</b>
<b>TOTAL ASSETS</b>	<b>\$ 3,298,603</b>	<b>\$ 3,156,290</b>
<b>LIABILITIES AND NET ASSETS</b>		
<b>CURRENT LIABILITIES</b>		
Accounts payable and accrued expenses	\$ 441,796	\$ 350,972
Deferred rent	22,914	13,711
Deferred revenue	1,629,516	2,220,440
<b>TOTAL CURRENT LIABILITIES</b>	<b>2,094,226</b>	<b>2,585,123</b>
<b>DEFERRED COMPENSATION PAYABLE</b>	<b>91,396</b>	<b>41,222</b>
<b>DEFERRED RENT, net of current portion</b>	<b>25,697</b>	<b>48,611</b>
<b>TOTAL LIABILITIES</b>	<b>2,211,319</b>	<b>2,674,956</b>
<b>NET ASSETS</b>		
Unrestricted net assets (deficit)	21,913	(478,671)
Temporarily restricted net assets	992,271	886,905
Permanently restricted net assets	73,100	73,100
<b>TOTAL NET ASSETS</b>	<b>1,087,284</b>	<b>481,334</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 3,298,603</b>	<b>\$ 3,156,290</b>



The information presented here is derived from financial statements audited by Drolet & Associates, PLLC.

**WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL, INC.**  
**STATEMENT OF ACTIVITIES**  
**For the Year Ended December 31, 2009**  
**(With Summarized Financial Information for the Year Ended December 31, 2008)**

	Unrestricted	Temporarily Restricted	Permanently Restricted	2009 Total	2008 Total
<b>REVENUE</b>					
Membership dues	\$ 3,113,567			\$ 3,113,567	\$ 3,333,349
Contributions	88,922	\$ 331,504		420,426	478,750
Exhibitor fees	362,800			362,800	550,980
Conference fees	553,802			553,802	710,719
Sponsorships	2,735,979			2,735,979	3,080,916
Grants	6,590			6,590	16,572
Interest income		3,631		3,631	25,906
Global Business Initiatives				-0-	10,834
Certification fees	40,300			40,300	257,200
Other income	205,068			205,068	276,349
Net assets released from restrictions	174,769	(174,769)		-0-	-0-
<b>TOTAL REVENUE</b>	<b>7,281,797</b>	<b>160,366</b>	<b>\$ -0-</b>	<b>7,442,163</b>	<b>8,741,575</b>
<b>EXPENSES</b>					
Program services:					
Membership	102,155			102,155	61,292
Salute	560,576			560,576	580,441
Women in Business	2,425,505			2,425,505	2,651,860
Alliance relationships	1,484,966			1,484,966	1,720,855
Other programs	852,125			852,125	741,558
Total program services	5,425,327			5,425,327	5,756,006
Supporting services:					
Management and general	924,492			924,492	1,439,496
Fundraising	431,394			431,394	532,692
<b>TOTAL EXPENSES</b>	<b>6,781,213</b>	<b>-0-</b>	<b>-0-</b>	<b>6,781,213</b>	<b>7,728,194</b>
<b>CHANGE IN NET ASSETS BEFORE TRANSFER OF TEMPORARILY RESTRICTED NET ASSETS</b>	<b>500,584</b>	<b>160,366</b>	<b>-0-</b>	<b>660,950</b>	<b>1,013,381</b>
<b>TRANSFER OF TEMPORARILY RESTRICTED NET ASSETS</b>		<b>(55,000)</b>		<b>(55,000)</b>	<b>-0-</b>
<b>CHANGE IN NET ASSETS</b>	<b>500,584</b>	<b>105,366</b>	<b>-0-</b>	<b>605,950</b>	<b>1,013,381</b>
<b>NET (DEFICIT) ASSETS, BEGINNING OF YEAR</b>	<b>(478,671)</b>	<b>886,905</b>	<b>73,100</b>	<b>481,334</b>	<b>(532,047)</b>
<b>NET ASSETS, END OF YEAR</b>	<b>\$ 21,913</b>	<b>\$ 992,271</b>	<b>\$ 73,100</b>	<b>\$ 1,087,284</b>	<b>\$ 481,334</b>

The information presented here is derived from financial statements audited by Drolet & Associates, PLLC.

**WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL, INC.**  
**STATEMENT OF CASH FLOWS**  
**For the Year Ended December 31, 2009**  
**(With Summarized Financial Information for the Year Ended December 31, 2008)**

	2009	2008
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
<b>CHANGE IN NET ASSETS</b>	<b>\$ 605,950</b>	<b>\$ 1,013,381</b>
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation and amortization	80,023	56,354
Loss on disposal of fixed assets	-0-	4,441
Decrease in accounts receivable	797,072	281,441
(Increase) decrease in unconditional promises to give	(7,500)	345,625
Increase in prepaid expenses	(6,161)	(63,449)
Increase in other assets	(7,632)	(10,635)
Decrease in security deposits	600	-0-
Increase (decrease) in accounts payable and accrued expenses	90,824	(276,620)
Decrease in deferred revenue	(590,924)	(757,485)
Decrease in deferred rent	(13,711)	(4,861)
<b>NET CASH PROVIDED BY OPERATING ACTIVITIES</b>	<b>948,541</b>	<b>588,192</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>		
Increase in Dorothy Brothers Scholarship Fund	(93,553)	(408,070)
Purchases of fixed assets	(60,199)	(117,742)
<b>NET CASH USED IN INVESTING ACTIVITIES</b>	<b>(153,752)</b>	<b>(525,812)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>		
Repayments under line of credit	-0-	(300,000)
<b>NET CASH USED IN FINANCING ACTIVITIES</b>	<b>-0-</b>	<b>(300,000)</b>
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>794,789</b>	<b>(237,620)</b>
<b>CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR</b>	<b>236,436</b>	<b>474,056</b>
<b>CASH AND CASH EQUIVALENTS, END OF YEAR</b>	<b>\$ 1,031,225</b>	<b>\$ 236,436</b>



## WBENC 2009 BOARD OF DIRECTORS

### Officers

Cheryl Stevens, Chair  
Vice President Supplier  
Diversity

#### Energy Future Holdings

Joan Kerr, Vice Chair  
Executive Director, Supplier  
Diversity Programs

#### AT&T

Pamela Eason, Treasurer  
Vice President, Worldwide  
Procurement

#### Pfizer Inc

Tanya Penny\*, Secretary  
Vice President, Procurement

#### Verizon

Linda J. Denny, ex-officio  
President & CEO

#### WBENC

Jorge Romero., Counsel to  
the Board  
Partner

#### K & L Gates, Of Counsel

### Committees

#### Audit Committee

Barbara Carbone  
Partner in Charge Audit,  
Northern California  
*KPMG*

#### Development Committee

Theresa Harrison  
Director of Supplier  
Diversity  
*Ernst & Young, LLP*

#### Ethics Committee

Mary Tacher  
Vice President, Acting  
General Counsel  
*J.C.Penney Company*

#### Finance Committee

Pamela Eason, Vice  
President, Worldwide  
Procurement  
*Pfizer Inc*

#### Global Business Committee

Joan Kerr  
Executive Director, Supplier  
Diversity Programs  
*AT&T*

#### Leadership Council

Michelle Richards  
President  
*Women's Business Enterprise  
Council-Great Lakes*

#### Marketing Committee

Debra Jennings Johnson  
Director, Supplier Diversity  
*BP America, Inc.*

#### National Certification Committee

Nancy Conner  
Manager, Supplier Diversity  
*W. W. Grainger*

#### Nominating Committee

Lynn Scott  
Senior Director Supplier  
Diversity  
*Alcatel Lucent*

#### Program Committee

Ruby McCleary  
Director of Supplier  
Diversity,  
*United Airlines*

#### Supply Chain Committee

Laurie Acreman  
Strategic Improvements  
Manager,  
*Global Procurement  
ExxonMobil*

#### Technology Committee

Benita Fortner  
Director, Supplier Diversity  
*Raytheon Company*

#### Women's Enterprise Leadership Forum

Nancy Williams  
Principal  
*ASAP*

### 2009 Ad Hoc Committees and Task Forces

#### Governance

Lynn Scott  
Senior Director Supplier  
Diversity  
*Alcatel - Lucent*

#### Allocations Review

Barbara Carbone  
Partner in Charge Audit,  
Northern California  
*KPMG*

#### C3 Task Force

Laurie Acreman  
Strategic Improvements  
Manager, Global  
Procurement  
*ExxonMobil*

### Directors

(alphabetical by company)

#### Accenture

Chief Procurement Officer  
*Al Williams*

#### Accel Inc.

Chief Executive Officer  
*Tara Abraham*

#### Alcatel - Lucent

Senior Director Supplier  
Diversity  
*Lynn Scott*

#### Altria

Senior Manager, Purchasing,  
Quality & Compliance  
*Diane Pinkney*

#### ASAP

Principal  
*Nancy Williams*

#### Astra Women's Business Alliance

President  
*Diane McClelland*

#### Avis Budget Group, Inc.

Vice President Strategic  
Business & Diversity  
Relations  
*Lynn Boccio*

#### Bank of America

Vice President, Supplier  
Diversity  
*Martha Rangel*

#### BP America, Inc.

Director, Supplier Diversity  
*Debra Jennings-Johnson*

#### Chevron Corporation

General Manager MidStream  
Procurement  
*Betsy Hosick*

#### Dell Inc.

Director General  
Procurement & Supplier  
Diversity  
*Jens Gruenkemeier*

#### Ernst & Young, LLP

Director of Supplier  
Diversity  
Theresa Harrison

#### ExxonMobil

Strategic Improvements  
Manager, Global  
Procurement  
*Laurie Acreman*

#### Ford Motor Company

Director, Supplier Diversity  
Development  
*Armando Ojeda*

\*Note: Tanya Penny resigned 3rd quarter of 2009.

**Greater Women's Business Council**

Executive Director  
*Roz Lewis*

**Halliburton**

Vice President and  
Corporate Secretary  
*Sberry Williams*

**Hollister Construction Company**

President  
*Holli Dorr*

**IBM**

Program Director, Global  
Supplier Diversity Integrated  
Supply Chain  
*Michael K. Robinson*

**ICON Information Consultants**

President & CEO  
*Pamela Chambers O'Rourke*

**J.C. Penney Company**

Vice President, Acting  
General Counsel  
*Mary Tacher*

**JP Morgan Chase & Co.**

Global Employee Relations  
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*Kathryn Wikman*

**Johnson & Johnson-**

Vice President, Business  
Process Excellence  
*Beverly Williamson*

**Johnson Controls**

Manager, Diversity Business  
Development  
*Shelly Brown*

**KPMG LLP**

Partner in Charge Audit,  
Northern California  
*Barbara A. Carbone*

**Leslie Saunders Insurance**

President & CEO  
*Leslie Saunders*

**Macy's**

Operating Vice President  
- Purchasing and Supplier  
Diversity  
*Howard Thompson*

**Management Decisions, Inc.**

CEO  
*Ella Koscik*

**Manpower, Inc.**

Chief Diversity Officer  
*Martha Artilies*

**Marriott International Inc.**

Vice President and Senior  
Counsel  
*Rosemarie Schmidt*

**MBE Magazine**

Publisher  
*Ginger Conrad*

**Microsoft**

Senior Supplier Diversity  
Program Manager  
*Carol Desmarais Hoffman*

**Motorola, Inc.**

Vice President, Indirect  
Procurement  
*Michelle Hawkins*

**Neutral Posture, Inc.**

CEO and Chairman of the  
Board  
*Rebecca Boenigk*

**Office Depot**

Manager, Vendor  
Development  
*Shari Francis*

**PepsiCo, Inc.**

Vice President, Worldwide  
Other Goods & Services  
Procurement  
*Scott Buchanan*

**Pitney Bowes**

Vice President Enterprise  
Procurement Strategy and  
Operations  
*Laura Taylor*

**Raytheon Company**

Director, Supplier Diversity  
*Benita Fortner*

**SB Services, Inc.**

Principal, CPA, CVA  
*Sharon Castillo*

**Shell Oil Company**

Manager, Corporate Supplier  
Diversity  
*Patricia Richards*

**Superior Staff**

**Resources, Inc.**  
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*Lynne Marie Finn*

**TelTech**

**Communications, LLC**  
Managing Partner  
*Lisa Hanlon*

**The Coca-Cola Company**

Director of Supplier  
Diversity  
*Johnnie Booker*

**The Home Depot**

Director, Supplier Diversity  
*K. Michelle Sourie Johnson*

**The Warrior Group**

President & CEO  
*Gail Warrior Lawrence*

**Time Warner Inc.**

Executive Director of  
Supplier Diversity  
*Greta Davis*

**United Airlines**

Director of Supplier  
Diversity  
*Ruby McCleary*

**UPS**

Director, Supplier Diversity  
*Kathy Homeyer*

**Verizon**

Director Supplier Diversity  
*Delores Johnson-Cooper\**

**W. W. Grainger**

Manager, Supplier Diversity  
*Nancy Conner*

**Wal-Mart Stores**

Vice President Global  
Indirect Sourcing  
*Tonia Smith*

**Women's Business Council-Southwest**

President  
*Debbie Hurst*

**Women's Business Development Center—Chicago**

Co-President  
*Carol Dougal*

**Women's Business Development Center/--Florida**

President & CEO  
*Nancy Allen*

**Women's Business Enterprise Alliance**

Executive Director  
*Susan Repka*

**Women's Business Enterprise Council-Great Lakes**

President  
*Michelle Richards*

**Women's Business Enterprise Council South**

President  
*Blanca Robinson*

**Women's Business Enterprise Council of PA-DE-sNJ**

President  
*Geri Swift*

\*Note: Johnson-Cooper joined WBENC board in 4th quarter of 2009.



## REGIONAL PARTNER ORGANIZATIONS

WBENC has 14 Regional Partner Organizations (RPOs), which are responsible for managing and processing WBENC's world-class certification and recertification applications and site visits at the regional level. In addition, each RPO is also responsible for providing WBENC Corporate Members with access to WBENC Certified WBEs in response to the companies' procurement needs and providing skill-building programs to enable the success of WBENC Certified WBEs.

### **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](http://www.astrawba.org)

### **Center for Women & Enterprise**

Leadership Council Delegate:  
Susan Rittscher  
Program Director: Kristine Viera  
24 School Street, 7th floor  
Boston, MA, 02108  
[www.cweonline.org](http://www.cweonline.org)

### **Greater Women's Business Council**

Leadership Council Delegate:  
Roz Lewis  
Program Manager: Sharon Judge  
1201 Peachtree Street  
400 Colony Square, Suite 200  
Atlanta, GA, 30361  
[www.gwbc.biz](http://www.gwbc.biz)

### **Ohio River Valley Women's Business Council**

Leadership Council Delegate:  
Rea Waldon, Ph.D.  
Certification Coordinator:  
Heather Burton  
3458 Reading Road  
Cincinnati, OH 45229  
[www.orvwbc.org](http://www.orvwbc.org)

### **Women's Business Council-Southwest**

Leadership Council Delegate:  
Debbie Hurst  
Certification Manager: Eunice Harris  
2201 North Collins, Suite 158  
Arlington, TX, 76011  
[www.wbcsouthwest.org](http://www.wbcsouthwest.org)

### **Women's Business Development Center-Chicago**

Leadership Council Delegate:  
Carol Dougal, Co-President  
Hedy Ratner, Co-President  
Program Manager: Deon Crayton  
8 South Michigan, 4th Floor  
Chicago, IL, 60603  
[www.wbdc.org](http://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](http://www.womensbusiness.info)

### **Women's Business Enterprise Alliance**

Leadership Council Delegate:  
Susan Repka  
Certification Manager:  
Mariela Hernández  
4100 Westheimer, Suite 260  
Houston, TX, 77027-4438  
[www.wbea-texas.org](http://www.wbea-texas.org)

### **Women's Business Enterprise Council – Great Lakes**

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

### **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](http://www.womenssbdc.org)

### **Women's Business Enterprise Council South**

Leadership Council Delegate:  
Blanca Robinson  
Director of Certification: Evelyn King  
400 Poydras Street, Suite 1730  
New Orleans, LA, 70130  
[www.wbcGulfCoast.org](http://www.wbcGulfCoast.org)

### **Women's Business Enterprise Council-West**

Leadership Council Delegate:  
Pamela Williamson, Ph.D.  
Program Manager: Nicole Davis  
840 E. McKellips Road, Suite 107  
Mesa, AZ, 85210  
[www.wbec-west.org](http://www.wbec-west.org)

### **Women Presidents' Educational Organization-DC**

Leadership Council Delegate:  
Liz Cullen  
Program Manager: Liza Avruch  
1120 Connecticut Avenue, NW,  
Suite 1000  
Washington, DC, 20036  
[www.wpeo.us](http://www.wpeo.us)

### **Women Presidents' Educational Organization-NY**

Leadership Council Delegate:  
Marsha Firestone, Ph.D.  
Program Manager: Theresa Cantu  
155 E. 55th Street, Suite 4H  
New York, NY, 10022  
[www.wpeo.us](http://www.wpeo.us)

## LEADERSHIP COUNCIL 2009

The Leadership Council is comprised of executives from the 14 Regional Partner Organizations (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.

**Diane McClelland**  
President  
ASTRA Women's Business Alliance

**Susan Rittscher**  
President & CEO  
Center for Women & Enterprise

**Roz Lewis**  
Executive Director  
Greater Women's Business Council

**Rea Waldon, Ph.D.**  
President  
Ohio River Valley Women's  
Business Council

**Debbie Hurst**  
President  
Women's Business Council  
- Southwest

**Carol Dougal**  
Co-President  
Women's Business Development Center  
- Chicago

**Nancy A. Allen**  
President & CEO  
Women's Business Development Center  
- Florida

**Susan Repka**  
Executive Director  
Women's Business Enterprise Alliance

**Michelle Richards**  
President  
Women's Business Enterprise Council  
- Great Lakes

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

**Blanca Robinson**  
Executive Director  
Women's Business Enterprise Council  
South

**Pamela Williamson, Ph.D.**  
Executive Director  
Women's Business Enterprise Council  
- West

**Liz Cullen**  
Executive Director  
Women Presidents'  
Educational Organization  
- DC

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

## WOMEN'S ENTERPRISE LEADERSHIP FORUM

The Women's Enterprise Leadership Forum drives the success of all WBENC certified Women Business Enterprises (WBEs) through education, opportunities and resources. Forum members work closely with WBENC to promote the benefits of certification and to facilitate corporate business opportunities for WBEs, regardless of revenue or employee size, while reaching back into the regional forums to facilitate relevance and value.

WBEs are appointed to the Forum by their certifying Regional Partner Organization or a corporation with which they do business. The Forum has two bodies: the Governing Group and the Forum At-Large. Governing Group members serve on WBENC Board Committees and provide practical information and policy recommendations. Nine members of the Governing Group serve on the WBENC Board of Directors, representing all WBEs.

### Forum Governing Group Members

**Nancy Williams, *Chair***  
Principal  
ASAP  
Denver, CO

**Holli Dorr, *Vice Chair***  
President  
Hollister Construction Company  
Anaheim, CA

**Tara Abraham**  
CEO  
ACCEL Inc.  
Lewis Center, OH

**Sharon Avent**  
President & CEO  
SMEAD Manufacturing Company  
Hastings, MN

**Alta Baker, *Chair Emeritus***  
President & CEO  
Safe Haven Enterprises, LLC.  
Jennings, LA

**Anisa Balwani**  
President  
RCI Technologies  
Iselin, NJ

**LaSonya Berry**  
CEO  
McPherson, Berry & Associates, Inc.  
Ellenwood, GA

**Himanshu Bhatia**  
CEO  
Rose International, Inc.  
Chesterfield, MO

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CEO/Chairman of the Board  
Neutral Posture, Inc.  
Bryan, TX

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McKinley Marketing Partners  
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President/CEO  
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**Mary Cantando**  
Growth Expert  
WomanBusinessOwner.com  
Raleigh, NC

**Sharon Castillo**  
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Grayslake, IL

**Julie Copeland**  
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Arbill  
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**Sharon Evans**  
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CFj Manufacturing  
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Superior Staff Resources, Inc.  
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**Barbara Goldman**  
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BG Strategic Solutions, LLC  
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CEO/President  
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**Mary Kay Hamm**  
President  
DFA Management  
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**Lisa Hanlon**

Managing Partner  
Teltech Communications  
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**Kayhan Hellriegel**

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Kayhan International Ltd.  
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President  
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Houston, TX

**Jean Johnson**

President & CEO  
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**Marlene Kelly**

President & CEO  
Exhibits South Corp.  
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**Ella Koscik**

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MDI  
Norcross, GA

**Mercedes LaPorta**

President  
Mercedes Electric Supply, Inc.  
Miami, FL

**Joan Lasselle**

President  
Lasselle-Ramsay, Inc.  
Mountain View, CA

**Dawn Magnan**

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n8 Solutions  
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Global Capital, Ltd.  
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Owner  
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Jennings, LA

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Insight Performance  
Dedham, MA

**Nancy Murphy**

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J & J Exhibitor Service, Inc.  
Chicago, IL

**Sharon Olzerowicz**

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Matrix Information Consulting, Inc.  
Rochelle Park, NJ

**Pamela O'Rourke**

President & CEO  
ICON Information Consultants, LP  
Houston, TX

**Janice Pellar**

President  
EMCO Technologies  
Baton Rouge, LA

**Sue Pistone**

CEO & President  
Sue Pistone & Associates  
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**Ranjini Poddar**

President  
Artech Information Systems LLC  
Cedar Knolls, NJ

**Kanchana Raman**

President  
Avion Systems  
Roswell, GA

**Connie Rankin**

President & CEO  
Customized Real Estate Services, Inc.  
Houston, TX

**Patricia Rodriguez-Christian**

President  
CRC Group  
Dallas, TX

**Cassandra Sanford**

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Kelly Mitchell Group, Inc.  
St. Louis, MO

**Hallie Satz**

CEO  
HighRoad Press LLC  
New York, NY

**Leslie Saunders**

President & CEO  
Leslie Saunders Insurance Agency Inc  
Charlottesville, VA

**Andrea Schrager**

President  
Meadowlands Consumer Center  
Marketing Research, Inc.  
Secaucus, NJ

**Andrea Shpall**

President  
Polk Majestic Travel Group  
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**Cheryl Snead**

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Banneker Industries Inc  
North Smithfield, RI

**Annette Taddeo, *Chair Emeritus***

President/CEO  
LanguageSpeak, Inc.  
Miami, FL

**Gail Warrior-Lawrence**

President & CEO  
Warrior Group Inc.  
Irving, TX

## 2009 CORPORATE MEMBERS

Accenture  
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ADP (Automatic Data Processing)  
AEG (Anschutz Entertainment Group, Inc.)  
Aetna, Inc.  
Aflac  
AIG  
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Allstate  
**Altria Group**  
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American Cancer Society  
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American Red Cross  
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CA, Inc.  
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Capital One Financial  
Cargill  
CB Richard Ellis  
CDW  
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**Chevron Corporation**  
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Chubb & Sons  
CIGNA  
Cisco Systems, Inc.  
Citgo Petroleum Corporation  
CitiGroup  
Clarian Health Partners, Inc.  
Clorox Corporation  
CNA Insurance  
Coca Cola Enterprises  
**Coca-Cola Company, The**



Amtrak  
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Archer Daniels Midland Company  
Armstrong World Industries  
AT&T  
Avaya, Inc.  
**Avis Budget Group**  
Avon  
AXA Equitable Life Insurance Company  
**Bank of America**  
Bausch & Lomb  
BBDO New York  
Blue Cross & Blue Shield Association  
Blue Cross Blue Shield of Massachusetts  
BMC Software  
Boeing Company  
**BP America**  
Bright Horizons Family Solutions  
Bristol-Myers Squibb Company

Colgate-Palmolive Company  
ConAgra Foods  
Continental Airlines  
Covidien  
CSX  
CTDI  
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Cvent  
CVS Caremark Corporation  
Darden Restaurants  
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Delphi Corporation  
Delta Air Lines, Inc.  
DesignTex  
Dun & Bradstreet  
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Eaton  
EMC Corporation  
Energy East Corporation  
**Energy Future Holdings**

Enterprise Rent-A-Car  
Equitable Resources  
Ericsson, Inc.  
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Exelon  
Express Scripts  
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Ferguson Enterprises  
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Fluor  
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GSD&M Idea City  
**Halliburton**  
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Hargrove Inc.  
Harley-Davidson, Inc.  
Harrah's Entertainment  
HD Supply  
Health Care Service  
HealthTrust Purchasing Group  
Hewlett-Packard Company  
Hilton Hotels  
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Honda of America Mfg., Inc.  
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Johnson Controls  
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**JP Morgan Chase**  
Kaiser Permanente  
Kellogg Company  
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Limited Brands  
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Mack Trucks, Inc.  
**Macy's Inc.**  
Major League Baseball  
**Manpower, Inc.**  
Marathon Oil Company

Marriott International  
Mars, North America  
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McCain Foods  
McHenryCom Company, Inc.  
MedAssets Supply Chain  
Merck & Co.  
Merrill Lynch  
Metavante  
MetLife  
MGM Mirage  
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MillerCoors Brewing Company  
Milwaukee Public Schools  
Monsanto Company  
Morgan Stanley  
**Motorola, Inc.**  
MSD (Louisville & Jefferson County Metropolitan Sewer District)  
National Grid  
Nationwide  
New York Life Insurance Company  
Newell Rubbermaid  
News Corporation  
Nike  
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Novo Nordisk, Inc.  
O.C. Tanner Company  
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Office Max  
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Pacific Gas and Electric Company  
**PepsiCo, Inc.**  
**Pfizer Inc**  
**Pitney Bowes, Inc.**  
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Premier Inc.  
PricewaterhouseCoopers  
Principal Financial  
Procter & Gamble  
ProcureStaff, Ltd.  
Prudential  
R.R. Donnelley  
**Raytheon Company**  
RBS Citizens  
Reed Elsevier Inc.  
Regions Financial Corporation  
Regulus  
Reliant Energy  
Robert Half International Inc.  
Rockwell Automation  
Ryder  
Saatchi & Saatchi North America, Inc.  
Samsung Telecommunications America, LLC

Sandia National Laboratories  
Sara Lee Corporation  
Schering-Plough, Inc.  
Schneider Electric  
Sears Holding Company  
**Shell Oil Company**  
Siemens Corporation  
Sodexo, Inc.  
Southern California Edison  
Southwest Airlines Co.  
Spherion  
Sprint Nextel Corporation  
Staples  
Starwood Hotels and Resorts Worldwide  
State Farm Insurance Companies  
Steelcase Inc.  
SUPERVALU, Inc.  
Target Corporation  
Telcordia Technologies  
Textron  
**Time Warner**  
TJX Companies  
Toyota Boshoku America  
Toyota Motor North America, Inc.  
Tyco International (US) Inc.  
U.S. Bank  
**United Airlines**  
**United Parcel Service**  
United Rentals, Inc.  
United States Postal Service  
URS Washington Division (formerly Washington Group International)  
**Verizon**  
Volvo Trucks North America, Inc.  
Wachovia  
Walgreens  
Wal-Mart Stores, Inc.  
Washington Mutual, Inc.  
Waste Management, Inc.  
Watson Wyatt & Company  
WellPoint, Inc.  
Wells Fargo & Co.  
Windstream Communications  
Wisconsin Energy Corporation  
World Bank Group, The  
Wyndham Worldwide Corporation  
Xcel Energy  
Yum Brands!

\* WBENC Board  
Members are in bold

## WBENC STAFF - 2009



**Linda Denny**  
President & CEO

**Lynn Grossman Quinn**  
Chief Operating Officer

**Susan Prado**  
Vice President, Alliance  
Relationships

**Cristy McCullough**  
Assistant Vice President  
Marketing & Communications

**Betty Cole**  
Senior Director of Programs

**Jason Moore**  
Information Technology  
Manager

**Paige Adams**  
Director of Development &  
Corporate Relations

**Candace Waterman**  
Director of Compliance

**Brad Upham** (not pictured)  
Controller

**Kim Jones**  
Corporate Membership  
Services Manager

**Alice Spears**  
Office Manager

**Susan Cates**  
Affiliate Relations Coordinator

**Samantha Xia**  
Accounting Assistant

**Marjohn Heath**  
Executive Assistant to President  
& CEO





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