

Women's Business Enterprise
National Council



CELEBRATING

15
YEARS

VISION,
OPPORTUNITIES,
and SUCCESS!





Dear Colleagues:

2012 was a year full of celebration, excitement and reflection as the Women's Business Enterprise National Council (WBENC) community celebrated 15 years of Vision, Opportunity and Success. From its inception in 1997 to today, WBENC is the leading advocate for women-owned businesses; the mission of uniting 260 Corporate and Government Members with over 11,500 Certified Women's Business Enterprises is thriving. I would like to thank the women who led this organization over the past 15 years – three President & CEOs with visionary leadership and passion about what WBENC can accomplish – Susan Bari, the Founding President, Linda Denny, and, our current leader, Pamela Prince-Eason. As Board Chair, I know first-hand the responsibility, commitment and intensity of my role, one in which I take great pride and enjoy. I thank all of the Board Chairs who served before me: William J. Alcorn, Enid Winn, Joan Kerr, William Moon, Cheryl Stevens, and Pamela Prince-Eason. Each of these outstanding leaders gave generously of their time and talents and left an indelible mark on this organization.

The 14 Regional Partner Organizations deliver world-class WBENC certification and regional programs that align with our collective goal to provide opportunities to women-owned businesses and fuel economic growth. I would like to thank Geri Swift for her many contributions and tireless leadership in her role as 2010-2012 Chair of the WBENC Leadership Council, bringing first-hand experience in women's business development, strengthening the partnership with and among the 14 RPO leaders and providing invaluable advice and recommendations to the Board.

The over 11,500 certified women business enterprises are at the center of WBENC's mission. The Forum leadership team, representing the certified WBE's, provides valuable perspective

and input to WBENC and the Board of Directors. These women business enterprises give generously of their time on board committees to help further the mission of WBENC. I would like to recognize and thank Tara Abraham, Chairman and Co-CEO, Accel inc., for her leadership as Chair of the Women's Enterprise Forum.

In 2012 with the help and input from over 100 of our Corporate, Government, WBE, and RPO constituents, we developed WBENC's Roadmap for Growth and Sustainability and delivered an updated strategic plan to the Board of Directors. Our strategic plan centers around our CORE (Certification, Opportunities, Resources, Engagement) as well as defining the infrastructure (Technology, Process, and Organization) to support WBENC's future growth. This plan will build upon the solid foundation formed over the last fifteen years and position the organization for growth that is focused, relevant and sustainable.

In 2012, our 15th year, 32 of our Corporate Members were recognized as America's Top Corporations for Women's Business Enterprises. These companies represent best practices and world class programs which set the bar high for all of our Corporate Members. The 14 Women's Business Enterprise Stars were recognized at the Salute Gala, each of whom exemplifies the success that hard work, determination and an entrepreneurial spirit can deliver. Their journeys are truly inspiring.

Our Annual Conference and Business Fair, held at the Orlando Convention Center, was evidence of the evolution of this organization and value that WBENC brings to its constituents. Informative and thought provoking workshops, a business fair with 326 exhibitors, and networking opportunities combined with the excitement of the anniversary celebration made this an extraordinary event.

Pages of acknowledgments expressing gratitude could be written to all of the people who have contributed to the success and growth of this organization. Throughout this Annual Report, you will experience highlights of the rich history and get a glimpse into the promising future. I would like to thank the WBENC Staff, Board of Directors, the Leadership Council, the Women's Enterprise Forum, and our committee leadership and members. Your contributions, dedication and passion are integral to the exciting past, present and future of this organization. I also would like to give special recognition to Pamela Prince-Eason, our President and CEO, whose extraordinary leadership inspires us all.

With warm regards,

Laura Taylor

2012 Chair, WBENC Board of Directors
Vice President, Indirect Procurement
Pitney Bowes Inc.

WBENC's 2012 Retrospect and Year-End Highlights

Certification

- ➔ WBENC-Certified WBEs as of year-end – 11,566
- ➔ WOSB Certifications as of year-end – 758

Opportunities

- ➔ 2012 Summit and Salute – America's Top Corporation ceremony presented in a new panel format, sharing best practices and thought leadership.
- ➔ 2012 National Conference and Business Fair – Celebrating 15 Years of Vision, Opportunities, Success – Held in Orlando Florida, this celebratory conference had over 3200 attendees and 326 exhibitors at the Business Fair

Resources

- ➔ WBENC President's Report launches new format to better serve our community with information, news and profiles.
- ➔ New Insights program launches with "Economic Growth and Job Creation" video – this informational library will bring relevant and timely industry and skills focused research and information to our constituents.
- ➔ Inaugural Human Resources dialog session explored challenges and successes within the HR discipline for both WBEs and Corporate and Government members.

Recognition

- ➔ John Young, President & CEO of Energy Future Holdings, wins WBENC's first Crystal Leadership Award in recognition of his extraordinary commitment to women's business success.
- ➔ Pamela Prince-Eason, President & CEO of WBENC, inducted into the Women's Business Enterprises Hall of Fame for Executive Leadership.

WBENC's Strategic Plan – The Roadmap for Growth and Sustainability

- ➔ Five teams developed the strategies and action plans for the Roadmap for Growth and Sustainability – Certification, Resources, Opportunities, Engagement (**CORE**) and Technology/Infrastructure.
- ➔ Updated Vision and Mission statements:
 - **Vision**
To be the leader in women's business development.
 - **Mission**
WBENC's mission is to fuel economic growth globally through access to opportunities, by identifying, certifying and facilitating development of women-owned businesses.
- ➔ Goals:
 - **Certification:** To continue to insure that WBENC certification is the most valued and utilized certification by public, private, non-profit, government and women owned businesses.
 - **Opportunities (Programs):** To accelerate opportunities for our constituencies by delivering world-class programming to enhance growth and development in business.
 - **Resources:** To develop a diversified funding stream that will promote sustainable growth for the WBENC network in order to support public, private, non-profit, government and Women's Business Enterprises.
 - **Engagement (Recognition):** To foster involvement and celebrate the success of our constituents through a robust recognition and engagement program.
 - **Technology (Infrastructure):** To build a dynamic infrastructure to support the mission, streamline delivery, strengthen our technological capabilities, promote growth and sustainability, and measure our effectiveness.

Technology Highlights – helping to pave the future of WBENC

Planning began in 2012 for fundamental improvements in WBENC's infrastructure. Included in this technology upgrade plan are critical software upgrades, increases in data capacity, investment in redundancy, and CRM capability. The Technology team has completed most of the work of the first phase. After the initial technology assessment was complete, a new infrastructure configuration and implementation plan was developed. Capital and operational budgets are underway, and the development of operational and functional alignment with business processes is targeted to be completed by year end. The second phase of the project will be to integrate the technology requirements from the strategic plan teams.

Women's Business Enterprise National Council

Vision, Opportunities, and Success!

Vision:

To be the leader in women's business development.

Mission:

WBENC's mission is to fuel economic growth globally through access to opportunities, by identifying, certifying and facilitating development of women-owned businesses.

Core Values:

To support its constituents, WBENC focuses on its core values of certification, opportunities, and resources, and engagement, 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 and government entities.
- WBENC is recognized as a trusted brand that opens doors of opportunity for WBENC-Certified WBEs through its world-class certification procedures, business opportunities created by Corporate and Government Members and other WBENC-Certified WBEs, and resources that include education, scholarships, research findings, and advocacy.
- WBENC brings its Corporate and Government 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 at least 51 percent owned, controlled, and operated making WBENC-Certified WBEs viable as vendors and suppliers to its Corporate and Government Members and Government agencies.
- We help connect Corporate and Government Members with 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 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 WBENC National Conference and Business Fair.
- WBENC has shifted the paradigm of how corporations work with WBENC-Certified WBEs with a business model that reduces barriers in the marketplace and facilitates business opportunities.

How We Deliver Our "CORE" Values:

- **Certification:** WBENC set the world class standard of Women's Business Enterprises certification administered throughout the 50 United States, Puerto Rico, and the Virgin Islands by 14 Regional Partners.
 - The WBENC certification standard is used as a model for certification programs abroad including WEConnect Canada, WEConnect Europe and WEConnect India.
- **Opportunities:** WBENC provides sourcing capability reaching thousands of certified WBEs through:
 - WBENCLink, a password protected, searchable Internet database filled with profiles of WBENC-Certified WBEs and Supplier Diversity and procurement professionals.
 - Face-to-face MatchMaker programs.
 - Formal and informal networking at WBENC's Summit & Salute to Women's Business Enterprises and the WBENC National Conference and Business Fair (NCBF). WBENC's Business Fair is the largest event of its kind for women business owners with approximately 350 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 and Government 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 and provides a number of other training, mentoring, and professional development opportunities.
 - WBENC offers elite executive education and scholarship opportunities to include the Tuck- WBENC Executive Education Programs and Dorothy B. Brothers Scholarship Program, webinars, workshops, and other development vehicles.
- **Engagement:** Engagement of our constituents is key to success throughout our network. We believe that involvement strengthens our existing relationships and fosters new ones. Recognition that promotes the success of key constituents creates a better awareness of leading practices required to create success for women entrepreneurs and inspires all to reach higher standards of performance.



WBENC Constituents:

- WBENC brings WBENC-Certified WBEs, corporations, and government entities together so that procurement and supplier diversity executives can find WBENC-Certified WBEs to help them become even more competitive and successful.
 - Representatives of 39 corporations sit on the WBENC Board of Directors, along with nine of its Regional Partner Organizations representatives, ten WBENC-Certified WBEs and three expert advisors.
 - The majority of WBENC's Corporate Members are Fortune 500 companies.
 - WBENC's 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.
 - 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 WBENC's Corporate and Government 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 51% or more 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 their local RPOs and by Corporate Members to represent WBE interests and issues.
- WBENC provides annual awards and recognition in the form of: 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.



1997 Several visionary corporations and 4 RPO Leaders laid the groundwork to form WBENC as a 501(c)(3) organization in the District of Columbia



SUSAN BARI is named WBENC's founding president

1998

Membership grows to 64 Corporate Members with 350 companies and government agencies accepting WBENC certification

64 Corporate Members

Celebrating 15 Years: Vision, Opportunities, and Success!

As we celebrated our 15th Anniversary, WBENC looked back to its beginnings, when it was simply an idea. As recently as the mid-1990's, women business owners were in need of a champion to overcome barriers that women faced to have the same access to procurement with major corporations as did their competitors. Born from need, the idea and foundation of WBENC were created by a collective group of major corporations, women business owners, and business development centers that were committed to expanding opportunities for women owned businesses.

Fifteen years in the making, the need ... the idea ... “the vision” came to fruition. WBENC has over 260 Corporate and Government Members, over 11,500 WBENC-certified Women

Business Enterprises and 14 Regional Partner Organizations that operate throughout the 50 United States, Puerto Rico, the U.S. Virgin Islands and Guam.

Projection into WBENC’s bright future led our strong leadership to develop the organization’s new strategic plan: *The Roadmap for Growth and Sustainability*. Poised on the brink of transformation to expand its capacity and relevancy to ensure that present and future needs of its constituents were met, WBENC continued its focus on CORE values of Certification, Opportunities, Resources, and Engagement. In addition, the organization leveraged Recognition and Technology to enhance and deliver superior services to all constituents.



2012 America’s Top Corporations for Women’s Business Enterprises



BACK ROW, LEFT TO RIGHT: John O'Brien, EVP, Energy Future Holdings; Terrez M. Thompson, VP Global Supplier Diversity, The Coca-Cola Company; Sig Huber, Director – Supplier Relations, Chrysler Group LLC; Robert Noel, VP, Procurement for Exxon Mobil Corporation; Ron Rodrigues, Supplier Diversity/Local Content Manager, Chevron; Gerard Insall, SVP and Chief Information Officer, Avis Budget Group, Inc.; Michael Allison, EVP of Global Human Resources, Office Depot; William Hawthorne, SVP Diversity Strategies & Legal Affairs, Macy's, Inc.; Marianne Strobel, Executive Director of Supplier Diversity, AT&T; Larry Caldwell, VP, IT Procurement, PepsiCo, Inc.; and Laura Taylor, Chair, WBENC Board & Vice President, Strategic Sourcing and Procurement Operations, Pitney Bowes Inc.

MIDDLE ROW, STANDING LEFT TO RIGHT: Floriza Genautis, CEO, Management Business Solutions and Chair, Top Corporations Recommendation Panel; Peter Panzarella, Chief Procurement Officer, Pitney Bowes Inc.; Kim Brown, VP of General Procurement, Dell Inc.; Ken Barrett, Global Chief Diversity Officer, General Motors Company, LLC; Rick Monical, Chief Procurement Officer PSCM – Gulf of Mexico, BP America Inc.; Al Williams, Chief Procurement Officer, Accenture; Tiffany Eubanks-Saunders, SVP Enterprise Business Services and Supplier Diversity Executive, Bank of America; Mike Hoffman, VP Global Procurement, Pfizer Inc.; Nancy Cruziger, VP, Global Financial Business Performance, ManpowerGroup; Patrice Knight, VP Integrated Supply Chain, IBM Corporation; Gary Kallenbach, VP Corporate Procurement, Global Business Services, UPS; Francene Young, VP of Talent & Development for Upstream Americas and VP of Diversity & Inclusion, Shell; and Pamela Prince-Eason, President & CEO, WBENC.

FRONT ROW SEATED LEFT TO RIGHT: Verizon representative sitting in for Emilio Gonzalez, Vice President for Strategic Alliances, Verizon; Dan Riley, VP Property Development Operations, Target Corporation; Patricia Snyder, VP Divisional Merchandise Manager, Wal-Mart Stores, Inc.; Roxana Molina, Director of The Americas Purchasing, Ford Motor Company; Pamela Berklich, SVP, Center of Excellence, Kelly Services, Inc.; Nancy Hahn, VP Americas Supply Chain, Alcatel-Lucent; Des Bell, Senior Vice President Safety & Shared Services, Chief Procurement Officer, Pacific Gas and Electric Company; Denise Naguib, VP Sustainability & Supplier Diversity, Marriott International, Inc.; Beverly Jennings, Head, Office of Supplier Diversity & Inclusion, Johnson & Johnson; and Susan O'Rourke, Director, Americas Procurement, Strategic Sourcing, Ernst & Young LLP.

NOT PICTURED: Katrina Manning, Vice President, Technical Procurement, United Airlines.



In keeping with its leadership role in advancing the success of both Women's Business Enterprises and the corporations they serve, WBENC announced its annual list of America's Top Corporations for Women's Business Enterprises. The 2012 list was selected in the fourth quarter of 2012 and they were recognized at a ceremony in Baltimore, MD on March 14, 2013 at the Hilton Baltimore.

WBENC President and CEO, Pamela Prince-Eason and Top Corporations Recommendation Panel Chair, Floriza Genautis opened the ceremony with inspiring remarks. The Top Corporation panel discussions were segmented into three parts during the Thursday programming. Each panel was moderated by Doris McMillon, President, McMillon Communications, Inc.. Two panels were formatted to spotlight business trends and the supply chain; both provided insights into the supplier diversity innovations of the 32 corporations honored.

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 contracts.

2012 Top Corporations

Accenture	Exxon Mobil Corporation	Pacific Gas and Electric Company
Alcatel-Lucent	Ford Motor Company	PepsiCo, Inc.
AT&T	General Motors Company, LLC	Pfizer Inc
Avis Budget Group, Inc.	IBM Corporation	Pitney Bowes Inc.
Bank of America	Johnson & Johnson	Shell
BP America Inc.	Kelly Services, Inc.	Target Corporation
Chevron	Macy's, Inc.	The Coca-Cola Company
Chrysler Group LLC	ManpowerGroup	United Airlines
Dell Inc.	Marriott International, Inc.	UPS
Energy Future Holdings	Office Depot	Verizon
Ernst & Young LLP		Wal-Mart Stores, Inc.

1999 WBENC holds 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 is presented to the Women's Business Initiative in the City of Dallas



2000 Corporate Membership reaches 87 corporations and the database contains more than 2,000 certified WBEs



The 2012 Recipient of the William J. Alcorn Leadership Award



Cheryl Stevens, Vice President of Supplier Diversity at Energy Future Holdings, was awarded the 2012 William J. Alcorn Leadership Award.

The Women’s Business Enterprise National Council (WBENC) honored Cheryl Stevens with the William J. Alcorn award on June 21, 2012, at the National Conference & Business Fair in Orlando. WBENC presented the award to Stevens for her outstanding leadership contributions to WBENC’s mission. Her expertise and wisdom have influenced the growth of the organization throughout the 15 year history.

Stevens is a member of the WBENC Board of Directors and former WBENC Board Chair. She is actively involved in the organization, directing key strategic planning initiatives and specific programs that enable WBENC’s stature as the leading advocate for, and authority on, Women’s Business Enterprises (WBEs) as suppliers to the nation’s corporations and government agencies.

The William J. Alcorn award was named in honor of WBENC’s first Chair of the Board of Directors, William J. Alcorn, for his years of dedication and outstanding leadership. Alcorn is the retired Senior Vice President and Chief Purchasing Officer of the J.C. Penney Company, Inc.

This award recognizes exemplary leadership contributions made by individuals in support of WBENC’s mission to open the doors of opportunity in corporate contracting to Certified WBEs.

In addition to WBENC’s Board, Stevens serves on the Boards of Directors and Executive Committees of the Women’s Business Council – Southwest; the Dallas/Fort Worth minority Supplier Development Council; and she is a past Chair of all three organizations. She is a member of the Board of Directors of the American Institute of Diversity and Commerce and the Advisory Boards of Minority Business News and Women’s Enterprise.

She is a graduate of Leadership Texas, Leadership Dallas and Menttium 100.

Under Stevens’ leadership, Energy Future Holdings has become a nationally recognized leader in supplier diversity. It has received numerous regional and national “Corporation of the Year” awards for supplier diversity accomplishments.

Stevens, herself, has received numerous awards, including WBENC’s coveted “Applause Award.” She has been recognized by the Dallas/Fort Worth Minority Supplier Development Council and the Women’s Business Council – Southwest as “Corporate Advocate of the Year” and was named as “A Woman Who Means Business,” by *Minority Business News USA*.

Stevens has also been named a “Woman of Excellence,” by Women’s Enterprise, “Minority Business Advocate of the Year,” by the Small Business Administration, and recipient of the MCompany “Catalyst Award.” *Minority Business News USA* named her to its supplier diversity “Best of the Decade” list. The Dallas Business Journal named her one of the Twenty-Five Changemakers in Dallas. She was elected to the Women’s Business Enterprise Hall of Fame in 2009.

In 2006, Stevens was named a “TXU Fellow,” one of twelve employees in the inaugural Fellows Program made up of individuals whose expertise, attitude, ethics and innovative ideas have raised the bar for all employees. Fellows are considered the “go-to” people in their field inside the company and throughout the industry.

A Virginia native and graduate of East Carolina University, Stevens joined TXU (now known as Energy Future Holdings) in 1979. Throughout her career she has held roles in Customer Relations and management. She became manager of the supplier diversity initiative in 1991 and named Vice President of Supplier Diversity in 2001.

2012 Women’s Business Enterprise Business Stars



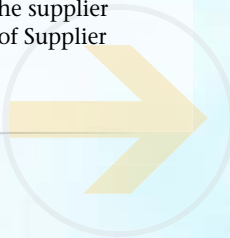
FRONT ROW SEATED- LEFT TO RIGHT Carmen Castillo, Kathryn Petty, Lianne Lami, Julie Auslander, Mary Moslander, Lee Youngblood, Cassandra Sanford
BACK ROW STANDING- LEFT TO RIGHT Cathi Coan, Mary Fox Donnelly, Patti Massey, Mary Parker, Juli Sinnett, Hannah Kain, Lynn Tilton

Fourteen exemplary women business leaders received the nation’s premier award for excellence among Women’s Business Enterprises (WBEs) bestowed by WBENC at its annual Salute to Women’s Business Enterprises, on Thursday, March 22, 2012, before more than 1,200 corporate executives, government and nonprofit VIPs, and WBEs at the Baltimore Marriott Waterfront Hotel in Baltimore, MD. Selected by WBENC’s 14 Regional Partner Organizations (RPOs), the 2012 WBENC WBE Stars served as national spokeswomen on

behalf of WBENC citing the benefits of certification, corporate and/or government access, business and educational opportunities, and networking and alliances. The following 2012 WBENC Women’s Business Enterprise Stars were recognized for leadership in their respective local business communities, inspiration to other women business owners, and active roles at the helm of successful certified businesses.

2012 WBE Stars

- | | | | |
|--|--|---|--|
| Julie Sue Auslander
President,
cSubs | Mary Fox Donnelly
CEO, Encompass Elements, Inc | Mary Moslander
Owner, LiveHealthier | Juli Sinnett
Principal, SwervePoint, LLC |
| Carmen Castillo
President,
SDI International Corp | Hannah Kain
CEO, Alom Technologies | Mary Parker
President & CEO,
ALL(n)1 Security Services, Inc. | Lynn Tilton
Managing Member/President,
DURA and Global Automotive
(Patriarch Partners) |
| Cathi Coan
President and CEO,
Techway Services | Lianne Lami
President, Bocci Engineering | Kathryn Petty
President, White Lion Tea | Lee Youngblood
Partner, McIntyre &
Youngblood |
| | Patti Massey
President, Myca Group, Inc. | Cassandra Sanford
CEO, KellyMitchell Group, Inc | |



2000

WBENC holds its first National Conference and Trade Fair
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", sells out



2001

By December 30, WBENC boasts
104 Corporate Members and
WBENC WBOPs certified more
than 2,100 WBE applications



2012 Applause Awards

Introduced in 1999, the Applause Award recognizes and “applauds” exceptional accomplishments that expand opportunities for Women’s Business Enterprises (WBEs) 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.

In 2012, WBENC bestowed three Applause Awards honoring those who have made exceptional accomplishments in expanding opportunities for Women’s Business Enterprises (WBEs). WBENC presented the awards during its 2012 National Conference & Business Fair in Orlando.

Two corporate executives, Debra Stewart, Director, Supplier Diversity, Workforce Development and Diversity Outreach at Shell, and Cyndi Hopkins, Director, Global Supplier Diversity and the Small Business Liaison Officer at Dell, Inc., were recognized for advancing women’s business growth by providing suppliers access to their companies; supporting diversity initiatives within or outside their organizations; and mentoring the next generation of executives or suppliers.

A special Applause Award was presented to a team of corporate executives serving on the WBENC Board, the WBENC Certification Staff, and WBENC’s Regional Partner Organizations (RPOs) this year. This group was recognized for enabling WBENC to deliver the new Women Owned Small Business (WOSB) Certification on behalf of the United States Small Business Administration (SBA) for its Federal Contracting Program.

More about the 2012 Applause Award recipients:



Debra Clark Stewart (center) is Director of Supplier Diversity, Workforce Development, and Diversity Outreach at Shell. She is responsible for developing and implementing strategies and programs that support U.S. Supplier Diversity, such as local content and diversity outreach programs, including diverse non-governmental organization partnerships; ensuring compliance as a

government contractor; and maximizing corporate brand and reputation.

In addition, Stewart leads Shell’s efforts in identifying and creating external programs and approaches to attract young talent to engineering, Geosciences, Operations and Maintenance Crafts through workforce development initiatives.

Since joining Shell in 1990, Stewart has worked across a spectrum of businesses in roles of increasing responsibility and challenge in market and business management, technical management, international marketing, Project Management and Mergers/ Acquisitions/ Divestitures.

Stewart is a recognized leader in a number of activities in support of the Shell Community and the external community. A previous Chair of Shell’s United Way Campaign and a graduate of UNW’s “Project Blueprint,” Stewart serves on the Board of Directors of Target Hunger, a United Way agency that seeks to eradicate hunger and its root causes in Houston’s inner city neighborhoods. She was a member of the startup team for the Shell Black Networking Group (SBN) in 1996 and served as the Inaugural Chair of the Network’s Mentoring Committee. Stewart serves as Executive Co-Sponsor of Shell’s Multicultural Women’s Affinity Group, POWER (Promoting Opportunity for Women Across Ethnicity and Race).

Stewart is a graduate of Case Western Reserve University in Cleveland with Bachelor and Master Degrees in Polymer Engineering.



Cyndi Hopkins (middle right) is The Director of Global Supplier Diversity and the Small Business Liaison Officer at Dell, Inc. In this role, Cyndi is responsible for driving in excess of \$3 billion spend with diverse suppliers. Hopkins launched the Dell Supplier Diversity Champion Team and transformed the program by driving a 47 percent year-over-year increase in spend with diverse suppliers.

Hopkins serves on the Board of Directors for the Women’s Business Council - Southwest and the Southwest Minority Supplier Development Council. Hopkins is also active in her community as the Chair of the Austin Regional Task Force.

Since joining Dell in 1999, Hopkins has held a variety of roles. She led an Accounting team while part of the Corporate

Finance Organization and was instrumental in defining business requirements while leading the Joint Application Development for Dell’s Corporate Invoicing Project. Hopkins has also held many roles in the Product Group Organization leading new product development teams. She was chosen to lead the project team to develop and launch the first products with AMD microprocessors. While in the Product Group Organization, Hopkins earned her Green Belt and served as the Area Champion for several years. She has served as a mentor to several individuals.

Prior to Dell, Hopkins was a 10-year veteran of Baylor College of

Medicine where she held various Analyst and Project Management positions, including Administrator of Molecular Physiology and Biophysics. She was responsible for her line of business in distribution of headcount, supply expenditures to ensure adherence to the organization’s guidelines and governmental regulations. As the youngest basic science administrator, she was appointed to the President’s Advisory Committee in Support of Vision 2000.

Hopkins graduated from the University of Texas with a Bachelor of Arts in Economics.



WBENC’s Applause Award recipients are selected based on their impact on the growth of WBEs; creation of policies, procedures or initiatives that increase opportunities for WBEs; and innovative and inspirational leadership on behalf of Women Business Owners and their companies.

Team Award:

WBENC Certification Team Delivering on WOSB Certification Initiative:

- ➔ Candace Waterman, Chief of Staff
- ➔ Susan Cates, Manager, Alliance Relationships
- ➔ LaKesha White, Senior Certification Program Manager

WBENC Board Members:

- ➔ Nancy Conner, Chair, WBENC National Certification Committee and Manager, Supplier Diversity, W.W. Grainger, Inc.
- ➔ Benita Fortner, WBENC Board Vice Chair and Director, Supplier Diversity, Raytheon Company
- ➔ Cheryl Stevens, Vice President of Supplier Diversity, Energy Future Holdings and Immediate Past Chair, WBENC
- ➔ Laura Taylor, WBENC Board Chair and Vice President, Strategic Sourcing and Procurement Operations, Pitney Bowes Inc.
- ➔ Pamela Prince-Eason, President & CEO, WBENC

The 14 WBENC Regional Partner Organizations, with Special Recognition:

- ➔ Debbie Hurst, President, Women’s Business Council – Southwest
- ➔ Michelle Richards, President, Women’s Business Enterprise Council – Great Lakes
- ➔ Susan Rittscher, CEO, Center for Women & Enterprise
- ➔ Blanca Robinson, President, Women’s Business Enterprise Council South
- ➔ Geri Swift, Chair of the Leadership Council and President, Women’s Business Enterprise Council PA-DE-sNJ



2001

A VIP reception in the White House honors 8 America’s Top Corporations for Women’s Business Enterprises



2002

WBENC announces the Executive Scholarship Program for WBEs, and by mid-year 17 WBEs are awarded up to \$5,000 each



Summit & Salute to Women’s Business Enterprises



LEFT TO RIGHT (Ernst & Young LLP group photo: Katie Johnston, Rosemary Weppler, Lisa Schiffman, Herb Engert, Theresa Harrison, Christina Teufel , Susan O'Rourke)

The 2012 Summit & Salute was designed to help build the capabilities and capacity of Women's Business Enterprises to meet the increasingly complex needs of our Corporate and Government Members. The *Vision, Opportunities, and Success*, of WBENC provide vital access between Women's Business Enterprises and the corporations and government entities they serve.

The Summit kicked off with headlining speaker, Pattie Sellers, Editor-At-Large and Co-Chair Most Powerful Women Summit FORTUNE Magazine; Pattie shared her insights of how the most ambitious women succeed and fail, and what we must do to change the ratio.

The attendees were exposed to valuable perspectives and knowledge from the panelist and speakers in workshops held on Wednesday and Thursday. The topics included Supplier Diversity

Essentials and WBENC's Success Track to Government WOSB.

WBENC continued the Multi-Tier Opportunity Connection sessions during which WBENC-Certified WBEs discussed potential relationships with corporations as Prime, or First Tier Suppliers, and also developed alliances with other WBEs as Second- and Third-Tier Suppliers to meet the increasingly broad and complex needs of corporations. Many corporations brought their existing First Tier WBE suppliers to the sessions to capitalize on this opportunity. These sessions were focused on propelling women's business growth, expanding WBE networks, and making introductions more meaningful.

The 2012 Summit & Salute also celebrated 32 exemplary Corporate Members as recipients of the Top Corporation Award and 14 WBE Stars selected by WBENC's Regional Partner Organizations (RPOs).



LEFT TO RIGHT: Lisa Johnson, UPS; Rob Lidster, Energy Future Holdings; Marianne Strobel, AT&T



LEFT TO RIGHT: Ray Toomer, Accenture; Laura Taylor, WBENC Board Chair; Carol Attak, Accenture; Pamela Prince-Eason, WBENC President and CEO; Al Williams, Accenture

2012 Summit & Salute Sponsors

2012 Summit & Salute Presenting Sponsors:

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UPS

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WBENC RPO Leadership Council
Women's Business Enterprise Council PA-DE-sNJ WBE Stars

Women's Enterprise Leadership Forum
Women Presidents' Educational Organization NY - DC

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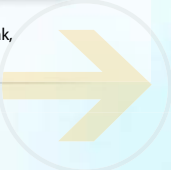
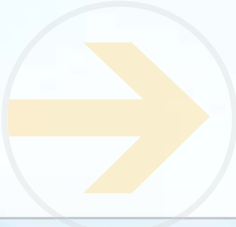
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Tyco Fire & Security
W.W. Grainger, Inc.
Women's Business Council-Southwest;
in memory of Lillie Knox
X-GEN Pharmaceuticals



2003

The inaugural TUCK-WBENC Executive Program is held in October at the IBM Palisades facility and is attended by 49 participants Membership is 150 strong



Tuck Executive Education at Dartmouth
Thought leadership. Business results.

2004



WBEs are 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



2012 WBENC National Conference & Business Fair

Vision, Opportunities, and Success!

Corporate leaders and Women's Business Enterprises convened from June 19-21 in Orlando, FL. for WBENC's 13th National Conference & Business Fair: *Vision, Opportunities, and Success* held at the Peabody Orlando Hotel and Orange County Convention Center. The Conference featured 327 exhibitors and hosted over 2,930 attendees.

Conference Co-Chairs Accel inc., Avis Budget Group, Inc. ICON Information Consultants and Office Depot were joined by 98 other Corporate and WBE sponsors.

Keynote speakers included Mike Jones, President, Discover Leadership Training, Neil Austrian, Chief Executive Officer, Office Depot, and Frances Cole Jones, Founder of Cole Media Management and author of *"How to Wow: Proven Strategies for Selling Your (Brilliant) Self in any Situation"* and *"The Wow Factor: The 33 Things You Must (and Must Not) do to Guarantee your edge in Today's Business World."* WBENC's Women's Enterprise Leadership Forum also hosted a bonus pre-conference keynote lecture featuring Lisa Price, Founder, Carol's Daughter.

In 2012, WBENC's National Conference offered four in-depth workshop tracks: Orientation, Corporate and Government Members, WBEs and Government Contracts. Some of the compelling workshops included:

- ➔ Developing and Enhancing an Impactful Supplier Diversity Program
- ➔ Take a Walk in Your Customers' Shoes
- ➔ Standing Out From Your Competitors: Keys To Federal Contract Success

MatchMaker Sessions at the Conference brought together over 95 Corporate Member buyers, who met with WBEs in approximately 600 one-on-one meetings. Corporate Members had the opportunity to be matched with WBE attendees after reviewing their profiles, then selecting and approving to meet with them in person.

With three days of keynote speakers, information-rich workshops and business-building opportunities, WBENC's Conference again proved to be a CORE initiative dedicated to WBENC's mission of advancing the success of our WBENC-Certified WBEs.



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Nancy Allen
President and CEO

Women's Business
Development Council
of Florida

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Patty Klein

Bruno White Entertainment
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Women Presidents' Organization
Women's Business Enterprise Council
PA-DE-sNJ

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Professional Woman's Magazine
WE USA Magazine
Women's Radio



2004

A new WBENC logo is first revealed during the Salute



CELEBRATING 15 YEARS 13

Over 200
Corporate
Members

2005

Certifications exceed the 5,000 mark while Corporate Membership tops 200

The Zenith Group – launched as a joint partnership between WBENC and the Womens Presidents' Organization (WPO)
The Wall Street Journal features Zenith Group members



CELEBRATING 15 YEARS 14

The TUCK-WBENC Executive Program

Brought to you by IBM Corporation



The Tuck-WBENC Executive Program, sponsored for the ninth consecutive year by IBM, hosted 51 WBEs at the IBM Learning Center in Armonk, NY. The week long intensive learning program focused primarily on increasing the competitive advantage and robustness of each participant's business. Collaborative learning groups applied the tools they learned to assess and improve their businesses, using the same diagnostic and strategy implementation approaches that external consultants would use.

WBENC Board Chair, Laura Taylor, hosted a fireside chat during the week where the challenges that WBEs face were discussed. Taylor also updated the class on WBENC's Strategic Plan and dined with them, allowing for even more one on one questions to be addressed.

The Tuck School of Business at Dartmouth is the nation's oldest graduate school of business and is renowned for the quality of its teaching and the degree to which it fosters collaborative learning, inclusion, and community.

2012 Tuck-WBENC Executive Education Sponsors:

Program Underwriter: IBM Corporation

Advanced Supporters: AT&T, Dell, Inc., Chevron Corporation, Johnson & Johnson

Supporters: Ernst & Young LLP, UPS

Contributors: DW Morgan Company Inc., Nestle, United Airlines, Women's Business Enterprise Alliance,

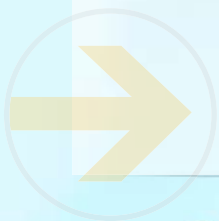
Women's Business Enterprise Council South



2012 Graduates of Tuck-WBENC Executive Program:

Brought to you by IBM Corporation

Gail Ahlers Artistic Director, CEO Ahlers Designs Inc.	Martha Ceballos President ELP Enterprises Inc.	Merry Korn President and CEO Pearl Interactive Network, Inc.	Heather Sanderson CEO Overture Premiums & Promotions
Imelda Alejandrino CEO AP42	Eve Clark President MEB Construction, LLC	Debi Laste CEO PeopleSourcer, Inc.	Jennifer Scully President and CEO Clinical Resources LLC
Shalu Arora President and Founder Skylightsys LLC	Cathi Coan President Techway Services	Carrie Martinez President CM Productions, Inc.	Kimberly Slezak Vice President Data Access Inc. dba. DataScreening
Laura Bergerson CEO Channel Impact	Heather Cole President Lodestar Solutions, Inc.	Ann McNeil President MCO Construction & Services, Inc.	Jan Steiner President/Sales Manager Thoro Packaging
Robina Bernard President Clik-Clik Systems Inc.	Brenda Doles President HealthCare Resolution Services Inc.	Reshma Moorthy VP Sales and Business Development Frontier Technologies, Inc.	Nakia Stith President and CEO Top of the Clock, Inc.
Tracy Betts CEO Balance Interactive	Shawne Duperon CEO ShawneTV dba Project Forgive	Loni Mouton President/Manager Access Land & Title Services	Linda Sullivan President Administrative Strategies, LLC
Vicki Boisjolie President BC Logistics LLC	Kathleen Frank Founder and CEO Augur Inc.	Heidi Natura Founder and Partner Living Habitats	Melissa Thornton CEO DLC Limousine Service Inc
Carole Borden CEO C.B. Transportation, Inc.	Cindy Gallo President Fiber Business Solutions Group, Inc.	Jennifer Nevins President DW Smith Associates, LLC	Delora Tyler President and CEO First Media Group, Inc.
Judy Bradt CEO Summit Insight	Twyla Garrett President and CEO Investment Management Enterprise, Inc. (IME)	Britanie Olvera CMO/CEO Building Team Solutions, Inc.	Kittie Watson CEO Innolect, Inc.
Phyllis Bresler President and CEO PW Communications	Bev Gray CEO and President Exhibit Edge Inc.	Carol O'Riordan Managing Partner O'Riordan Bethel Law Firm, LLP	Susan Wilson Founder and CEO The Judgment Group
Terry Brignac President Cajunland Logistics, LLC	Poonam Gupta- Krishnan Founder and President lyka Enterprises, Inc.	Cheryl Osborn President CASCO Contractors, Inc.	Diane Wolf CEO Carlisle Packaging Company dba Carlisle Container Company
Michelle Buelow CEO Bella Tunno	Sandra James President Private Eyes, Inc.	Lily Otieno CEO Infinity Business Solutions	Laura Zander CEO Jimmy Beans Wool
LeCathy Jerre Burston Director of Membership & Corporate Development Center for Empowerment & Economic Development	Hannah Kain CEO ALOM	Carol Risting Vice President Administrative Strategies, LLC	



2006

WBENC Corporate Membership reaches 235
and WBE-Certifications exceed 5,800



WBENC's 7th annual Women in Business
National Conference and Business Fair
is held in Miami and attracts approximately
2,500 attendees and over 400 exhibitors.



Dorothy B. Brothers Executive Scholarship Program

WBENC suffered a great loss in the passing of Dorothy Brothers in July 2002. Ms. Brothers was a Supplier Diversity & Development executive at Bank of America and WBENC board member. The Dorothy B. Brothers Executive Scholarship Program was founded by Ms. Brothers and is available to owners of WBENC-Certified Women's Business Enterprises only. This scholarship program provides women business owners access to the same high caliber management education that is available to Fortune 500 Companies and a framework to enable WBEs to formulate and implement business strategies and achieve a competitive advantage in the new millennium. The Scholarship Selection Committee/Administrators award annual scholarships of up to \$11,000 in tuition to an approved executive level course.

Candidates should meet the following criteria for scholarship consideration:

- ➔ Currently certified as a Women's Business Enterprise (WBE) by WBENC
- ➔ Must be the owner of the organization
- ➔ Have at least three-to-five years' experience running a business
- ➔ Employ at least three full-time employees
- ➔ Maintain a minimum annual sales volume of \$500,000 (the range is \$500,000 to \$50,000,000)
- ➔ Have not recently attended an executive management program (Tuck-WBENC Executive Program graduates are eligible to apply, but preference will be given to WBEs that have not already received a scholarship)
- ➔ Have not previously been awarded a Dorothy B. Brothers Scholarship

Dorothy B. Brothers scholarships were awarded to 37 Women Business Enterprises (WBEs) in 2012. These scholarships enabled 28 WBEs to attend the TUCK Executive Program and funded WBE attendance in nine other educational programs.



The WBENC Selection Committee awarded the Dorothy B. Brothers Scholarship to 38 applicants in 2012:

Gail Ahlers Artistic Director, CEO Ahlers Designs Inc.	Kathleen Frank Founder and CEO Augur Inc	Reshma Moorthy VP Sales and Business Development Frontier Technologies Inc	Pamela Robinson CEO Financial Voyages LLC
Linda Anderson Managing Partner The Anderson Group	Twyla Garrett President and CEO Investment Management Enterprise Inc (IME)	Heidi Natura Founder and Partner Living Habitats	Jennifer Scully President and CEO Clinical Resources LLC
Shalu Arora President and Founder Skylightsys	Doreen Gebbia President eRichards Consulting	Jennifer Nevins President DW Smith Associates, LLC	Lucy Shubert CEO Timberline Freight Service, Inc
Tracy Betts CEO Balance Interactive	Poonam Gupta-Krishan Founder and President Iyka Enterprises, Inc.	Britanie Olvera CMO/CEO Building Team Solutions, Inc.	Kimberly Slezak Vice President Data Access, Inc. dba DataScreening
Carole Borden CEO C.B. Transportation, Inc.	Merry Korn President and CEO Pearl Interactive Network Inc	Carol O'Riordan Managing Partner O'Riordan Bethel Law Firm, LLP	Melissa Thornton CEO DLC Limousine Service Inc
Nancy Braun Owner Showcase Realty	Debra Laste CEO PeopleSourcer, Inc.	Cheryl Osborn President CASCO Contractors, Inc.	Lisa Torcasio President Torcasio Sales & Marketing
Michelle Buelow CEO Bella Tunno	Laurel Malenke President Malenke/Barnhart	Gayle Piraino President GAP Promotions	Delora Tyler President and CEO First Media Group, Inc.
Ann Byne Owner/Principal The Byne Group	Carrie Martinez President CM Productions, Inc.	Terri Quinton CEO and President Alliance of Diversity Printers LLC	Kittie Watson CEO Innolect, Inc.
Heather Cole President Lodestar Solutions, Inc	Ann McNeil President MCO Construction & Services, Inc.	Michele Rhudy President Rhudy & Co. Communications and Marketing Inc	Susan Wilson Founder and CEO The Judgement Group
Shawne Duperon CEO ShawneTV, & DBA Project: Forgive			Laura Zander CEO Jimmy Beans Wool



2007

WBENC's 10th Anniversary
Founders' Dinner honors the original
founders and builders of the organization



Linda Denny
WBENC President
and CEO



Cheryl Stevens
WBENC Board Chair



Sixteen companies receive the designation of
America's Top Corporations for WBEs for 2006,
and this annual award receives coverage in
FORTUNE Small Business magazine



WBENC Ambassadors Program

The WBENC Ambassadors Program is a core initiative structured to enhance the value of membership by increasing member satisfaction and involvement. Ambassadors build connections, grow awareness, and provide information about WBENC and Supplier Diversity. They are strong champions of WBENC-Certified Women's Business Enterprises (WBEs), and strive to create opportunities and access for them. In 2012, the program was chaired by Debra Jennings-Johnson, Vice Chair of WBENC Board of Directors, Director of Supplier Diversity at BP America Inc.

WBENC relies on its Ambassadors to continuously represent the organization throughout their tenure and to educate others about the value of advocacy by sharing success stories and best practices. The Ambassadors are an invaluable resource for Corporate and Government Members, Women's Business Enterprises, and Regional Partner Organizations.

Specifically, Ambassadors are tasked to:

- ➔ Develop and communicate a clear and concise Supplier Diversity mission statement and vision to support their employees, vendors, customers, and shareholders;
- ➔ Generate business leads to diversify corporate spending by leveraging the strength of WBENC, Regional Partner Organizations, Corporate and Government Members, and WBEs;
- ➔ Help grow WBENC Corporate Membership and the number of WBENC-Certified WBEs;
- ➔ Utilize tactical plans to increase outreach and opportunities for the benefit of WBENC and its Regional Partner Organizations;
- ➔ Improve coordination between WBENC, Regional Partner Organizations, Corporate and Government Members, and WBEs.



To learn more about the WBENC Ambassadors Program, please visit the WBENC Ambassadors page within the Corporate Member section of the WBENC website: www.wbenc.org.

If you would like additional information, please contact Kim Jones, Manager of Corporate Membership Services at kjones@wbenc.org.



Women's Business Enterprise National Council, Inc. Statement of Financial Position

December 31, 2012 with Summarized Financial Information for December 31, 2011

	2012	2011
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	\$ 2,302,185	\$ 2,677,200
Accounts receivable, net of allowance for doubtful accounts of \$98,000 in 2012 and \$57,000 in 2011	1,753,331	732,830
Prepaid expenses	387,924	320,766
Other current assets	11,287	8,748
TOTAL CURRENT ASSETS	4,454,727	3,739,544
FIXED ASSETS, net	399,155	94,988
RESTRICTED CASH	1,591,412	1,486,012
ACCOUNTS RECEIVABLE, less current portion	50,000	-0-
SECURITY DEPOSITS	27,472	27,472
CASH SURRENDER VALUE OF LIFE INSURANCE	73,773	33,213
TOTAL ASSETS	\$ 6,596,539	\$ 5,381,229
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts payable and accrued expenses	\$ 636,728	\$ 620,584
Deferred revenue	2,564,400	1,486,788
TOTAL CURRENT LIABILITIES	3,201,128	2,107,372
DEFERRED COMPENSATION PAYABLE	73,773	33,213
DEFERRED RENT	126,621	99,957
TOTAL LIABILITIES	3,401,522	2,240,542
NET ASSETS		
Unrestricted net assets	1,795,547	1,729,175
Temporarily restricted net assets	1,326,370	1,338,412
Permanently restricted net assets	73,100	73,100
TOTAL NET ASSETS	3,195,017	3,140,687
TOTAL LIABILITIES AND NET ASSETS	\$ 6,596,539	\$ 5,381,229

The information presented here is derived from our audited financial statements. A copy of these statements is available upon request.

Women's Business Enterprise National Council, Inc.

Statement of Activities

For the year ended December 31, 2012

	Unrestricted	Temporarily Restricted	Permanently Restricted	2012 Total	2011 Total
REVENUE					
Membership dues	\$ 3,402,882			\$ 3,402,882	\$ 3,265,250
Contributions	146,175	\$ 195,600		341,775	496,273
Exhibitor fees	610,000			610,000	635,800
Conference fees	1,178,811			1,178,811	1,135,473
Sponsorships	2,975,220			2,975,220	3,072,033
Interest income				-0-	114
Certification fees	6,250			6,250	6,750
Other income	141,647			141,647	283,262
Net assets released from restrictions	207,642	(207,642)		-0-	-0-
TOTAL REVENUE	8,668,627	(12,042)	\$ -0-	8,656,585	8,894,955
EXPENSES					
Program services:					
Membership	239,610			239,610	223,223
Salute	859,201			859,201	815,095
National Conference & Business Fair	3,048,460			3,048,460	2,795,954
Alliance relationships	2,010,451			2,010,451	1,762,710
Other programs	962,507			962,507	717,085
Total program services	7,120,229			7,120,229	6,314,067
Supporting services:					
Management and general	1,186,282			1,186,282	1,060,537
Fundraising	295,744			295,744	356,845
TOTAL EXPENSES	8,602,255	-0-	-0-	8,602,255	7,731,449
CHANGE IN NET ASSETS	66,372	(12,042)	-0-	54,330	1,163,506
NET ASSETS, BEGINNING OF YEAR	1,729,175	1,338,412	73,100	3,140,687	1,977,181
NET ASSETS, END OF YEAR	\$ 1,795,547	\$ 1,326,370	\$ 73,100	\$ 3,195,017	\$ 3,140,687

The information presented here is derived from our audited financial statements. A copy of these statements is available upon request.

Women's Business Enterprise National Council, Inc.

Statement of Cash Flow

For the year ended December 31, 2012

	2012	2011
CASH FLOWS FROM OPERATING ACTIVITIES:		
CHANGE IN NET ASSETS	\$ 54,330	\$ 1,163,506
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation and amortization	43,058	60,459
Increase in accounts receivable	(1,070,501)	(175,330)
(Increase) decrease in prepaid expenses	(67,158)	21,270
Increase in other current assets	(2,539)	(7,997)
Increase in security deposits	-0-	(10,368)
Increase (decrease) in accounts payable and accrued expenses	16,144	(8,679)
Increase in deferred rent	26,664	38,680
Increase in deferred revenue	1,077,612	168,113
NET CASH PROVIDED BY OPERATING ACTIVITIES	77,610	1,249,654
CASH FLOWS FROM INVESTING ACTIVITIES:		
Increase in Dorothy Brothers Scholarship Fund	(105,400)	(219,656)
Purchases of fixed assets	(347,225)	(11,935)
NET CASH USED IN INVESTING ACTIVITIES	(452,625)	(231,591)
NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS	(375,015)	1,018,063
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	2,677,200	1,659,137
CASH AND CASH EQUIVALENTS, END OF YEAR	\$ 2,302,185	\$ 2,677,200

SUPPLEMENTAL DISCLOSURE

NON-CASH FINANCING AND INVESTING ACTIVITIES

In 2011, WBENC received a \$35,580 construction allowance for leasehold improvements.

The information presented here is derived from our audited financial statements. A copy of these statements is available upon request.

WBENC 2012 BOARD OF DIRECTORS - EXECUTIVE COMMITTEE

OFFICERS

Laura K. Taylor
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Vice President,
Indirect Procurement
Pitney Bowes Inc.

Benita Fortner
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Director, Supplier Diversity
Raytheon Company

Debra Jennings-Johnson
Second Vice Chair
Director, Supplier Diversity
BP America Inc.

Kathy Homeyer
Treasurer
Director, Supplier Diversity
UPS

Cheryl Stevens
Immediate Past Board Chair
Vice President, Supplier Diversity
Energy Future Holdings

Mary Tacher
Secretary
Vice President,
Associate General Council
J.C. Penney Company, Inc.

Tara Abraham
*Women's Enterprise
Leadership Forum Chair*
CEO
Accel inc.

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

Nancy Conner
*National Certification
Committee Chair*
Manager, Supplier Diversity
W.W. Grainger, Inc.

Theresa Harrison
*Corporate Membership
and Revenue Generation Chair*
Director, Supplier Diversity
Ernst & Young LLP

Beverly Jennings
*Marketing, Communications
and Brand Management Chair*
Head, Office Supplier Diversity
& Inclusion
Johnson & Johnson

Pamela Prince-Eason
ex-officio
President & CEO
WBENC

Jorge Romero
ex-officio
Counsel to Board
Partner
K&L Gates

EXTENDED EXECUTIVE
COMMITTEE MEMBERS

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Audit Committee Chair
Partner In Charge, Audit
KPMG, LLP

Julie Copeland
Forum Vice Chair
President & CEO
Arbill

Lynne Marie Finn
Forum Vice Chair
President
Superior Staff Resources, Inc.

Ruby McCleary
*U.S. Member Services
and Programs Chair*
Director, Supplier Diversity
United Airlines

Diane Pinkney
Nominating Committee Chair
Senior Manager Purchasing
Quality & Compliance
Altria Group, Inc.

Michael Robinson
*International Members Services
and Programs Chair*
Program Director,
Global Supplier Diversity
IBM Corporation

BOARD OF DIRECTORS

(Alpha By Company)

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President & CEO
A10 Clinical Solutions, Inc.

Tara Abraham
CEO
Accel inc

Al Williams
Chief Procurement Officer
Accenture

**Patricia Rodriguez-
Christian**
President & CEO
ADP-LLC

Mark Artigues
Senior Director,
Supplier Diversity
Alcatel-Lucent

Diane Pinkney
Senior Manager,
Purchasing Quality &
Compliance
Altria Group, Inc.

Julie Copeland
President and CEO
Arbill

Ranjini Poddar
President
Artech Information
Systems, LLC

Marianne Strobel
Executive Director,
Supplier Diversity
Programs
AT&T

Lynn Boccio
Vice President, Strategic
Business & Diversity
Relations
Avis Budget Group, Inc.

Barbara Kubicki-Hicks
Senior Vice President,
Supplier Development
Bank of America

Cheryl Snead
CEO
Banneker Industries Inc

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

Farryn Melton
Vice President & Chief
Procurement Officer
Bristol-Myers Squibb

Susan Rittscher
CEO
Center for Women &
Enterprise

Greg Tibbles
General Manager
Procurement,
Downstream; Technology
& Services
Chevron

Kim Brown
Vice President, General
Procurement and
Supplier Diversity
Dell Inc.

Cheryl Stevens
Vice President,
Supplier Diversity
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Theresa Harrison
Director of
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Bridget Kostelnik
General Manager, Strategic
Procurement
Exxon Mobil Corporation

Carla Traci Preston
Director, Supplier
Diversity Development
Ford Motor Company

Michael Robinson
Program Director, Global
Supplier Diversity
Integrated Supply Chain
IBM Corporation

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President & CEO
ICON Information
Consultants, LP

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General Counsel
J.C. Penney Company, Inc.

Beverly Jennings
Vice President, Business
Process Excellence
Johnson & Johnson

Shelly Brown
Manager, Supplier
Diversity & Business
Development Power
Solutions
Johnson Controls

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Duckett**
Senior Vice President,
East Regional Manager
JPMorgan Chase & Co.

Jorge Romero
Counsel to the Board
Partner
K&L Gates

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Partner in Charge Audit,
Northern California
KPMG LLP

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Vice President of Supplier
Diversity & Vendor
Development
Macy's, Inc.

Nancy Creuziger
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Finance Business
Performance
ManpowerGroup

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Vice President
& Senior Counsel
Marriott International, Inc.

Cecelia Porto
Senior Director, Global
Procurement Group
Microsoft Corporation

Lisa Stenglein
Senior Director, Systems
and Indirect Procurement
Motorola Solutions

Shari Francis
Manager,
Vendor Management
Office Depot

Rea Waldon, Ph.D.
Executive Director
Ohio River Valley
Women's Business
Council

Olsa Martini
President
OLSA Resources

Larry Caldwell
Vice President of Strategic
Supply Management
PepsiCo, Inc.

Donna Donato
Senior Director, Business
Planning and Portfolio
Management
Pfizer Inc

Laura K. Taylor
Board Chair
Vice President, Indirect
Procurement
Pitney Bowes Inc.

Benita Fortner
Director, Supplier
Diversity
Raytheon Company

Sharon Burton
President & CEO
Robart Transportation Inc.

Lynthia Romney
President and CEO
RomneyCom

Debra Clark Stewart
Manager, Corporate
Supplier Diversity
Shell

Tara Spann
Executive Director of
Diversity Initiatives
Staples, Inc.

Lynne Marie Finn
President
Superior Staff Resources, Inc

Eyvon Austin
Global Supplier Diversity
Manager
The Coca-Cola Company

Nicole Peterson
Senior Director, Supplier
Diversity
The Home Depot

Greta Davis
Executive Director of
Supplier Diversity
Time Warner Inc.

Ruby McCleary
Director of Supplier
Diversity
United Airlines

Kathy Homeyer
Director, Supplier
Diversity
UPS

**Donna Weaver-
Erhardt**
Director Sourcing &
Supplier Diversity
Verizon

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

Patricia Snyder
Vice President Divisional
Merchandise Manager
Children's Apparel
Wal-Mart Stores, Inc.

Marsha Firestone, Ph.D.
President & Founder
Women Presidents'
Educational Organization
- New York

Debbie Hurst
President
Women's Business
Council - Southwest

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

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

Blanca Robinson
President
Women's Business
Enterprise Council South

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

Pamela Prince-Eason
President and CEO
Women's Business
Enterprise National
Council

Vacant Seats - 2

2008

WBENC launched a **Global Business Initiative**
that includes mentoring "sister organizations"
in other countries

More than **2,500** participants attend
WBENC's Women in Business National
Conference and Business Fair.

3,000 Business
Fair Participants

New Members to the Board in 2012:



Mark Artigues
Alcatel-Lucent



Nancy Creuziger
ManpowerGroup



Patricia Snyder
Wal-Mart Stores, Inc.



Eyvon Austin
The Coca-Cola Company



Olsa Martini
OLSA Resources



Lisa Stenglein
Motorola Solutions



Larry Caldwell
PepsiCo, Inc.



Tara Spann
Staples, Inc.



Greg Tibbles
Chevron

Not Pictured: Nicole Peterson, The Home Depot

2012 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

www.astrawba.org
Diane L. McClelland
President

Center for Women & Enterprise

www.cweonline.org
Susan Rittscher
CEO & President

Greater Women's Business Council

www.gwbc.biz
Roz Lewis
Executive Director

Ohio River Valley Women's Business Council

www.orvwbc.org
Rea Waldon, Ph.D.
Executive Director

Women's Business Enterprise Council Great Lakes

www.miceed.org
Michelle Richards
President

Women's Business Development Center-Chicago

www.wbdc.org
Carol Dougal & Hedy Ratner
Co-Presidents

Women's Business Development Council of Florida

www.womensbusiness.info
Nancy Allen
President and CEO

Women's Business Council-Southwest

www.wbcsouthwest.org
Debbie Hurst
President

Women's Business Enterprise Council PA-DE-NJ

www.wbecouncil.org
Geri Swift
President

Women's Business Enterprise Council South

www.wbecsouth.org
Blanca Robinson
President

Women's Business Enterprise Alliance

www.wbea-texas.org
April Day
Executive Director

Women's Business Enterprise Council-West

www.wbec-west.org
Pamela S. Williamson, Ph.D.
Executive Director

Women Presidents' Educational Organization-DC

www.wpeo.us
Sandra Eberhard
Executive Director

Women Presidents' Educational Organization-NY

www.wpeo.us
Marsha Firestone, Ph.D.
President & Founder



2009

America's Top Corporations
for Women's Business Enterprises
for 2008 recognize 21 Corporate Members.

21 TOP Corporate
Members
Recognized



WBENC conducts monthly LiveMeetings™
promoting the use and benefits of WBENCLink,
WBENC's online database containing profiles of
WBENC-certified WBEs and Corporate Members

WBENC Link

Leadership Council 2012



FRONT ROW - LEFT TO RIGHT: Pamela Prince-Eason, (WBENC), Mariela Hernandez (WBEA), Laura Taylor, (WBENC Board Chair) Carol Dougal (WBDC-Chicago), Pamela Williamson, Ph.D. (WBEC-West), Marsha Firestone, Ph.D. (WPEO-NY), Sandra Eberhard (WPEO-DC).

BACK ROW - LEFT TO RIGHT: Michelle Richards (WBEC-GL), Nancy Allen (WBDC-Florida), Rea Waldon, Ph.D. (ORVWBC), Geri Swift (WBEC PA,DE,sNJ), Roz Lewis (GWBC) Blanca Robinson (WBEC-South).

NOT PICTURED: Diane McClelland (ASTRA-WBA), Susan Rittscher (CWE), Debbie Hurst (WBCSouthwest).

The Leadership Council is comprised of executives from the 14 Regional Partner Organizations (RPOs). The RPOs are responsible for managing and implementing the process and procedures maintaining WBENC’s world-class certification 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. 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.

The Women’s Enterprise Forum

The Women’s Enterprise Forum (The Forum) serves in an advisory capacity to the Women’s Business Enterprise National Council (WBENC) Board of Directors. The Forum gives input and feedback on WBENC programs and other matters at the direction of the WBENC Board. Participation in The Forum offers opportunities for WBENC-certified Women Business Enterprises to represent the voice of all women business enterprises and engage in networking and development activities with other WBEs and Corporate and

Government Members. The Forum represents a cross section of Women Business Enterprises (WBE) by size and industry across all geographies. The Forum is comprised of WBEs selected regionally and nationally. The Forum has an elected Chair, and two Vice Chairs who serve on the WBENC Board of Directors. Seven additional WBEs from the Forum also serve on the WBENC Board of Directors representing all WBEs.

- | | | | | |
|---|---|---|---|--|
| Tara Abraham- Chair
Accel inc. | Billie Bryant
CESCO Inc. | Christine Hammerlund
Assured Healthcare | Beatriz Manetta
Argent Associates, Inc. | Rosa Santana
Integrated Human Capital |
| Roz Alford
ASAP Solutions Group, LLC | Lorelei Carobolante
G2nd Systems | Lisa Hanlon
Teltech Communications | Olsa Martini
OLSA Resources, Inc | Hallie Satz
HighRoad Press LLC |
| Barbara Allen
Executive Equilibrium | Cathi Coan
Techway Services | Sandra James
Private Eyes, Inc. | Patricia Massey
Myca Group, Inc. | Leslie Saunders
Leslie Saunders Insurance |
| Jackie Amrhein
Florida Stainless, Inc. | Jennifer Collins
The Event Planning Group | Jennifer Jeanssonne
Eagle Consulting, LLC | Janell McGill
Milligan & Associates, LLC | Andrea Schrager
Meadowlands Consumer Center Marketing Research, Inc. |
| Julie Auslander
cSubs | Julie Copeland- Vice Chair
Arbill | Keeli Jernigan
Trans-Expedite, Inc. | Terri McNally
Global Capital, Ltd. | Juli Sinnett
SwervePoint, LLC |
| Sharon Avent
Smead Manufacturing | Janet Crenshaw-Smith
Ivy Planning Group | Jean Johnson
LegalWATCH | Barbara Oliver
MBE Magazine | Cheryl Snead
Bancker Industries Inc |
| Alta Baker
Safe Haven Enterprises, LLC. | Peggy Del Fabbro
M. Davis & Sons, Inc. | Marlene Kelly
Exhibits South Corp. | Sharon Olzerowicz
Hired by Matrix | Annette Taddeo
LanguageSpeak, Inc. |
| Nancy Balkcom
Freeman Forms and Supplies, Inc. | Marie Diaz
Pursuit of Excellence, Inc. | Patty Klein
A-Plus Meetings & Incentives | Pamela O'Rourke
ICON Information Consultants, LP | Cindy Towers
JuriStaff, Inc |
| Anisa Balwani
RCI Technologies (RAJ Consultants) | Holli Dorr
Hollister Construction Company | Ella Koscik
MDI dba Management Decisions. Inc. | Ranjini Poddar
Artech Information Systems LLC | Laurie Travis
LT Evention |
| LaSonya Berry
McPherson, Berry & Associates, Inc. | Rosalie Edson
Meadows Office Supply Co., Inc. | Joyce Landry
Landry & Kling, Inc. | Karen Primak
IPAK | Michele Vignes
Universal Personnel, LLC |
| Christine Bierman
Colt Safety, Inc | Kathie Edwards
Westpark Communications | Mercedes LaPorta
Mercedes Electric Supply, Inc. | Kanchana Raman
Avion Systems | Beverly White
The BKW Transformation Group |
| Rebecca Boenigk
Neutral Posture, Inc. | Sharon Evans
CFj Manufacturing | Julie Levi
Progressive Promotions | Connie Rankin
Customized Real Estate Services, Inc. | Nancy Williams
ASAP Solutions Group, LLC |
| Michelle Boggs
McKinley Marketing Partners | Lynne Marie Finn- Vice Chair
Superior Staff Resources, Inc. | Nicole Loftus
Zorch Sourcing LLC | Royalyn Reid
Consumer and Market Insights, LLC | Traci Williams
Crescent Construction Services LLC |
| Leah Brown
A10 Clinical Solutions, Inc. | Bev Gray
Exhibit Edge Inc | Brenda Loube
Corporate Fitness Works, Inc. | Patricia Rodriguez-Christian
ADP-LLC | Julia Winnicki
Compusave |
| Nancy Brownrigg
Brownrigg Companies | Lynn Griffith
Welcome Florida, Inc. | Dawn Magnan
n8 Solutions | Cassandra Sanford
Kelly Mitchell Group, Inc. | Lisa Witomski
T. Frank McCall's, Inc. |
| | Ellie Halter
Schnipke Engraving Co. Inc. | Sharon Mahin
Mahin Impressions | | |



2010

Landmark achievement
of 10,000 WBEs



Pamela Prince-Eason
2010 Chair, WBENC

The much expanded Summit & Salute to Women
Business Enterprises attracts over 1,000 participants

Corporate Member List - December 2012

Accenture	Campbell Soup	Exxon Mobil Corporation	<u>Lend Lease Americas, Inc.</u>	PNC Financial Services Corporation	<u>The Walt Disney Company</u>
Adecco	<u>Capgemini USA</u>	Fannie Mae	Limited Brands	Premier Inc.	The World Bank Group
ADP	Capital One	Ferguson Enterprises	Lockheed Martin Corporation	PricewaterhouseCoopers	TIAA-CREF
AEG	Cargill	Fleishman-Hillard	Mack Trucks, Inc.	Principal Financial	Time Warner Inc.
Aetna, Inc.	CDW	Fluor	Macy's, Inc.	Procter & Gamble	TJX Companies
Aflac	CenterPoint Energy	Ford Motor Company	Major League Baseball	Prudential	TOYOTA
<u>AGL Resources</u>	CHEP	Forest Laboratories Inc.	ManpowerGroup	<u>Purcell Systems, Inc.</u>	Towers Watson
AIG	Chevron	Freddie Mac	Marathon Oil	R.R. Donnelley	<u>Turner Construction Co.</u>
Alcatel-Lucent	Chrysler Group LLC	Genentech, Inc.	<u>Marathon Petroleum Corp.</u>	Raytheon Company	Tyco Fire & Security
Allergan, Inc.	Chubb & Sons	General Electric	Marriott International, Inc.	RBS Citizens Bank	United Airlines
Allstate Insurance Co.	CIGNA	General Mills	Mars Chocolate NA	Recall Corporation	UPS
Altria Group, Inc.	Cintas Corporation	General Motors Company, LLC	Marsh & McLennan Companies, Inc.	Reed Elsevier Inc.	United Rentals
Amdocs, Inc.	Citigo Petroleum Corp.	GfK Holdings, Inc.	MasterCard Worldwide	<u>Regions Bank</u>	United Stationers
American Airlines	CitiGroup	<u>GlaxoSmithKline</u>	McCaIn Foods	Research in Motion	United Technologies Corporation (UTC)
American Cancer Society	Clorox Corporation	GSD&M Idea City	<u>McGarry Bowen</u>	Robert Half International, Inc.	URS Washington & Construction
American Express	CNA Insurance Co.	Guidant Group	MeadWestvaco Corp.	Rockwell Automation	U.S. Bank
American Family Mutual Insurance	Colgate-Palmolive Co.	Harley-Davidson, Inc.	MedAssets Supply Chain	Saatchi & Saatchi NA, Inc.	U.S. Postal Service
American Red Cross	Comcast	Harris Bank, NA	Merck Sharp & Dohme Corp.	<u>Sallie Mae</u>	<u>U.S. Tennis Association</u>
Amgen Inc.	Communications Test Design, Inc.	Health Alliance Plan	MetLife	Sandia National Laboratories	Unum Group
Amtrak	ConAgra Foods	Health Care Service	MGM Resorts International	Schneider Electric	Verizon
Apple Inc.	ConocoPhillips	Heinz North America	Microsoft Corporation	SciQuest	Visteon Corporation
ARAMARK	CoreLogic	Hewlett-Packard Company	Milwaukee Public Schools	Shell	Volt
<u>ArcelorMittal USA, LLC</u>	<u>Corizon Health, Inc.</u>	Hilton Worldwide	Michelin North America Inc.	Sodexo, Inc.	Volvo Trucks North America
Archer Daniels Midland Company	Covidien	Hospira, Inc.	Monsanto Company	Southern California Edison	W.W. Grainger, Inc.
AREVA Inc.	Cox Enterprises Inc.	<u>Houston Independent School District</u>	Morgan Stanley	Sprint Nextel Corporation	Walgreens
AT&T	Cracker Barrel Old Country Stores	Humana, Inc.	Motorola Mobility	Staples, Inc.	Wal-Mart Stores, Inc.
Avaya	CSX	Iberdrola USA Management Corporation	Motorola Solutions	Starbucks Coffee Company	Waste Management, Inc.
Avis Budget Group, Inc.	Cummins, Inc.	IBM Corporation	MSD	Starwood Hotels & Resorts Worldwide, Inc.	WAUSAU Financial Systems, Inc.
Bank of America	CVS Caremark Corporation	<u>Ingersoll Rand</u>	NCIMED-WBC	State Farm Insurance Co.	We Energies
Bausch & Lomb	Darden Restaurants	Interpublic Group	NCR Corporation	SUPERVALU	Wells Fargo
BBDO New York	<u>DDB US</u>	ITRON	New York Life Insurance Company	Target Corporation	WellPoint, Inc.
BBVA Compass	Del Monte Foods	J.C. Penney Company, Inc.	Newell Rubbermaid	Tate & Lyle LLC	Westinghouse Electric Company LLC
Best Buy	Dell Inc.	<u>JM Family Enterprises, Inc.</u>	Nielsen	<u>Technology Integration Group (TIG)</u>	Wieden+Kennedy
Blue Cross & Blue Shield Association	Deloitte Services LP	Johnson & Johnson	Novo Nordisk	Teleperformance	Windstream Communications
Blue Cross Blue Shield/MA	Delphi Corporation	Johnson Controls	O.C. Tanner Company	The Coca-Cola Company	Wyndham Worldwide Corporation
BMC Software	Delta Air Lines, Inc.	JPMorgan Chase & Co.	Office Depot	The Home Depot	Xcel Energy
Belk, Inc.	DTE Energy	Kaiser Permanente	OfficeMax	<u>The Federal Reserve Bank of Boston</u>	*New 2012 Members are underlined
BNSF Railway	Dun & Bradstreet	Kellogg Company	Oracle USA	The Federal Reserve Bank of Cleveland	**WBENC Board Members are in Bold
Boeing Company	<u>D.W. Morgan Company, Inc.</u>	Kelly Services, Inc.	Pacific Gas and Electric Company	The Federal Reserve Bank of Richmond	
BP America Inc.	EMC Corporation	Kimberly-Clark Corp.	PaperWorks Packaging Group	The Hilshire Brands Company	
Bright Horizons Family Solutions	Energy Future Holdings	Kohl's Department Stores	Pepco Holdings, Inc.	The Kroger Co.	
Enterprise Holdings	Enterprise Holdings	KPMG LLP	PepsiCo, Inc.	<u>The Peabody Orlando</u>	
Bristol-Myers Squibb	Ericsson, Inc.	Kraft Foods Group	Pfizer Inc		
Brocade	Ernst & Young LLP		<u>Phillips66</u>		
<u>Bunn-O-Matic Corporation</u>	Exelon		Pitney Bowes Inc.		
Caesars Entertainment	Express Scripts, Inc.				

2012 WBENC Staff



Pamela Prince-Eason President & CEO	Cristy McCullough Assistant Vice President Marketing, Communications, & Brand Management
Paige Adams Director, Development & Corporate Relations	Jason Moore IT Director
Helen Avery Project Manager	Lindsay Olzerowicz Senior Program Manager
Lauren Bauchat Senior Accountant	Lynn Grossman Quinn Chief Financial Officer
Pat Birmingham Vice President, Marketing	Lynn Scott Program Director
Valerie Bunns Director of Finance and Operations	Alice Spears Office Manager
Susan Cates Manager, Alliance Relationships	Candace Waterman Chief of Staff/ Certification, Program Operations
Kim Jones Manager, Corporate Membership Services	LaKesha White Senior Certification Program Manager

2011



Laura Taylor
2011 Chair,
WBENC Board
of Directors

WBENC begins providing Women-Owned
Small Business (WOSB) certification for the
Federal Procurement Contract Program



Pamela Prince-Eason
Becomes WBENC
Third President
and CEO



WBENC receives **Partner of the
Year Award** from the **Center for
Empowerment and Economic
Development (CEED)** in April





Our sincere thanks to Chevron for their sponsorship of this annual report.

As an active Corporate Member and recipient of WBENC's "Americas Top Corporations for Women's Business Enterprises" award, Chevron consistently demonstrates their commitment to creating mutually beneficial and innovative partnerships with Women Business Enterprises. Chevron sponsors monthly educational encounters and the UCLA management development entrepreneurs program, aimed at building the capacity of women-owned businesses at both the national and regional levels. WBENC recognizes their significant contribution to the growth of women-owned businesses and values their partnership in producing this report.



Women's Business Enterprise National Council
1120 Connecticut Avenue, N.W. • Suite 1000 • Washington, DC 20036
202-872-5515
www.wbenc.org

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