

INDUSTRY CEO WORLD-CLASS AMBASSADORS ENTREPRENEURS
SUSTAINABILITY CERTIFIED WBE FORUM
TOP CORPORATIONS FUTURE PRESIDENT'S REPORT
COMMITTEE TRUSTED
EXHIBITORS
OWNED CEO RESOURCES
PROGRAMMING
WOMEN-OWNED
LEADERSHIP FORUM
INNOVATION MARKETPLACE
INDUSTRY SUPPLIERS
REGIONAL PARTNER
NETWORKING
WBENC
ANNUAL
REPORT
2013
OPPORTUNITIES
PROCUREMENT
SUSTAINABILITY STRATEGIC ALLIANCES
DEVELOPMENT INSIGHTS
NONPROFIT MISSION
EXHIBITORS CHAMPION
EXPERT
EDUCATION
FOUNDER
RESEARCH
COMMITTEE
ECONOMIC GROWTH INNOVATION TRAINING
LEADERSHIP BUSINESS
BEST PRACTICES
DOROTHY B. BROTHERS SCHOLARSHIP
INDUSTRY VOLUNTEERS FORUM INNOVATION
REGIONAL PARTNER
BUSINESS FAIR ENTREPRENEURS APPLAUSE AWARD
PERFORMANCE ACCESS INSIGHTS FORTUNE 500 CEO
BOARD OF DIRECTORS
HONING SKILLS
EXECUTIVE
BRAND
SUPPLIERS
PROCUREMENT



Join Forces. Succeed Together.

Dear Colleagues,



Over the last three years, we partnered to complete a strategic plan which positions WBENC for the future, **we strengthened relationships** with the Regional Partner Organizations, we revitalized the role of the WBE Leadership Forum, we cultivated talent, **we improved key internal processes**, enhanced existing programs, and fostered several exciting new opportunities for women's business development. As you read through this annual report, take a moment to reflect on the impressive statistics depicting the organization's growth and the successful programs and events that were executed in 2013. I hope you enjoy the new format.

My thanks to the WBENC Board members for their leadership; the Regional Partner Organizations for their partnership and dedication to women's business development, the Corporate and Government Members for **embracing WBENC's value proposition**; the Women's Enterprise Forum for their **willingness to give their time** in support of others; the WBEs for their outstanding products and services and for their inspiration; and the WBENC staff for their tireless commitment and **outstanding execution**.

With 2013 being my final year as Board Chair, I want to take this opportunity to express how proud I am of the WBENC community. It was an honor to serve as Board Chair for such an outstanding organization. I am very fortunate to have worked with so many committed professionals who share a similar passion for women's business development and supplier diversity.

I am proud to **welcome Benita Fortner as the new Board Chair**. Benita has an outstanding background in supplier diversity and women's business development. I was fortunate to have worked with Benita as a Board Vice-Chair, where she led the development of our technology strategy. The WBENC Board is on solid ground under Benita's leadership and I know with Benita as Chair, we will **continue to see strong advancements** in WBENC's support to women's business development.

Lastly, I would like to thank WBENC President and CEO, Pamela Prince-Eason. Pam is an **exceptional leader** whose endless energy, creativity, vision and commitment exemplifies WBENC's mission.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Laura Taylor', with a long horizontal flourish extending to the right.

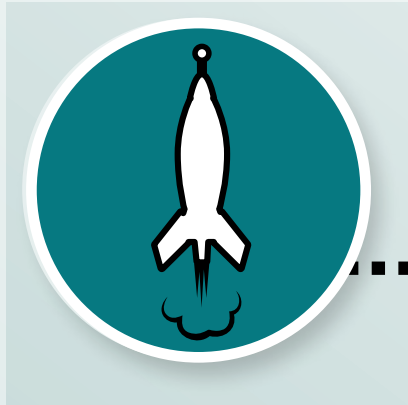
Laura Taylor

2013 Chair, WBENC Board of Directors
Director, Procurement
Pitney Bowes Inc.

TABLE OF CONTENTS

WBENC Mission and Vision	2
Constituent Breakdown	3
Certification	4
WBE Industry Information	5
Opportunities	6-7
Event Highlights	7
A Year in Review	8-11
Resources	12
Corporate Member Industry	13
Engagement	14
Recognition	15
Statements of Financial Position	16
WBENC Statements of Activities	17
WBENC Statement of Cash Flows	18
Executive Committee	19
Board of Directors	19
About WBENC.....	20

WBENC MISSION AND VISION



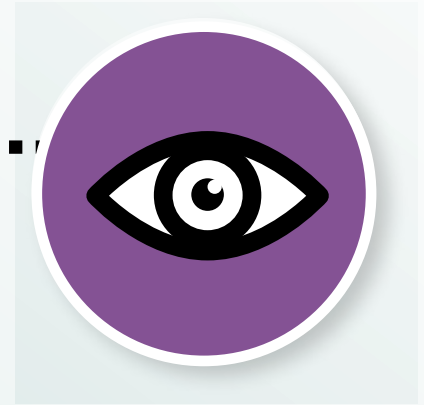
MISSION

To fuel economic growth globally through **access to opportunities**, by identifying, certifying and facilitating the development of women-owned businesses.



ROADMAP

With the strong commitment of our constituents, we **foster diversity** in the world of commerce. We will broaden our reach and **focus on growth** throughout our network by delivering programs and services through our CORE platform.



VISION

To be the **leader** in women's business development.

CORE PLATFORM

CERTIFICATION



C

Certification is the cornerstone of WBENC's value proposition. The certification standard is the most relied upon certification of women-owned businesses. The goal is to be the most valued certification of women-owned, operated and controlled businesses as recognized by public, private, non-profit and government entities.

OPPORTUNITIES



O

Opportunities deliver programming and networking for all constituents. The goal is to deliver world-class programming that enhances development and growth. WBENC is committed to connecting Corporate and Government Members with certified, qualified Women's Business Enterprises.

RESOURCES



R

Resources are provided throughout our network to address the challenges and barriers that WBEs face in doing business in the marketplace and to assist Corporate and Government Members in their efforts to build and sustain exceptional supplier diversity programs.

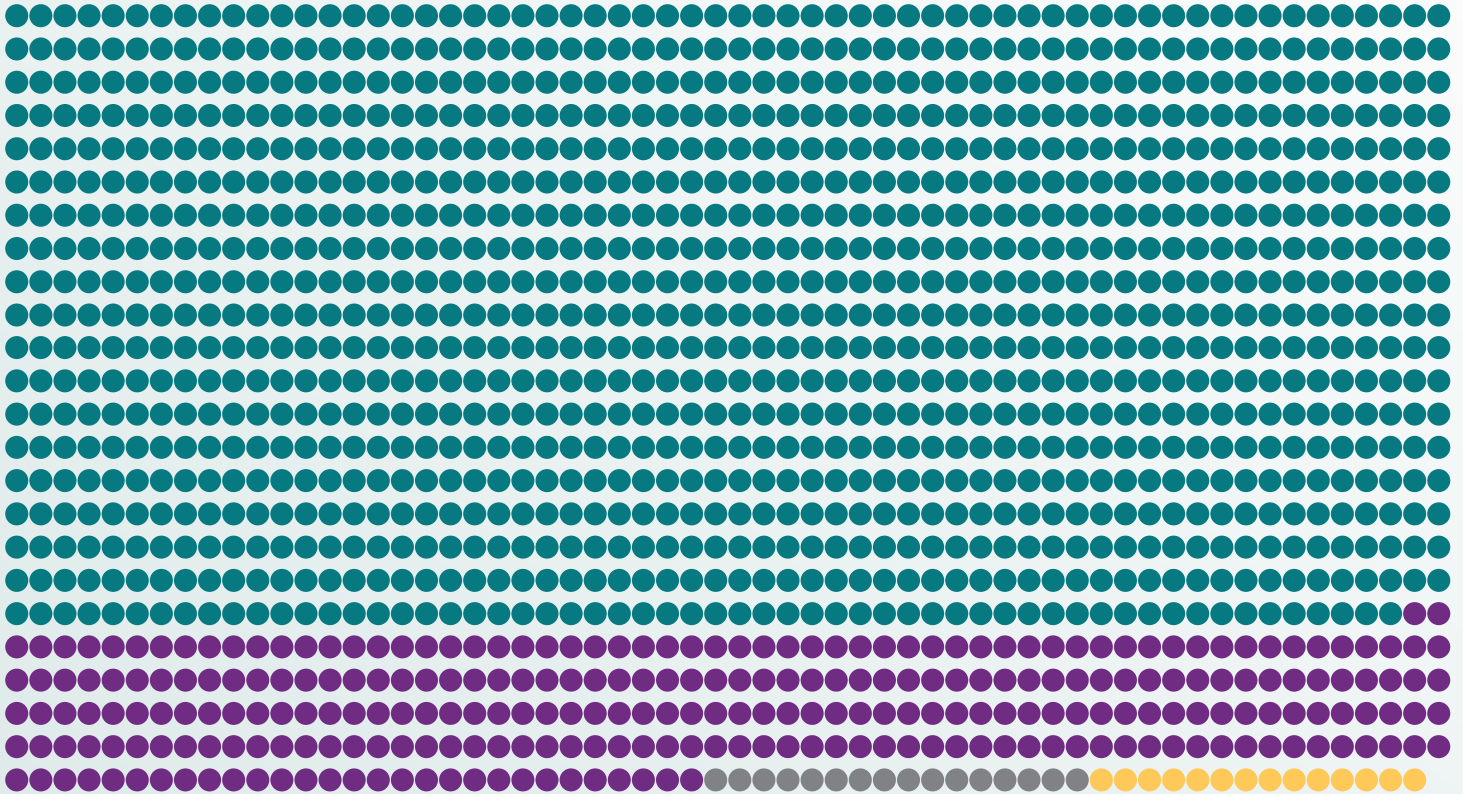
ENGAGEMENT



E

Engagement of our constituents is key to success throughout our network. Recognition that promotes the success of key constituents creates a better awareness of leading practices for women-owned businesses.

CONSTITUENT BREAKDOWN



WBENC-Certified Women's Business Enterprises (WBEs) are companies that are at least 51% owned, controlled and **operated by a woman** or women. WBENC is the nation's **leading advocate** for WBEs as **viable vendors** and suppliers to its Corporate and Government Members.



WBENC Staff consists of several departments executing the **mission** and vision of the organization. Through business development, programs, marketing and communications, certification management and operations, the **execution strategy** is governed by the Board of Directors **under the leadership** of the Executive Committee.



The majority of WBENC Corporate Members are Fortune 500 companies. Each have established **supplier diversity** programs. WBENC connects these corporations with WBEs to build relationships and generate contracts. Over 1,000 corporations and agencies accept WBENC Certification at state and local levels.



WBENC is supported by 14 Regional Partner Organizations (RPOs), which administer and **process certifications** throughout the nation, provide **regional programs** and events as well as **capacity development training** to women-owned businesses.



CERTIFICATION

Certification - to maintain the WBENC brand as setting the world class standard of Women's Business Certification through 14 Regional Partner Organizations administering to the U.S., Puerto Rico, Guam and the Virgin Islands.

GOALS



ONGOING STRATEGIES

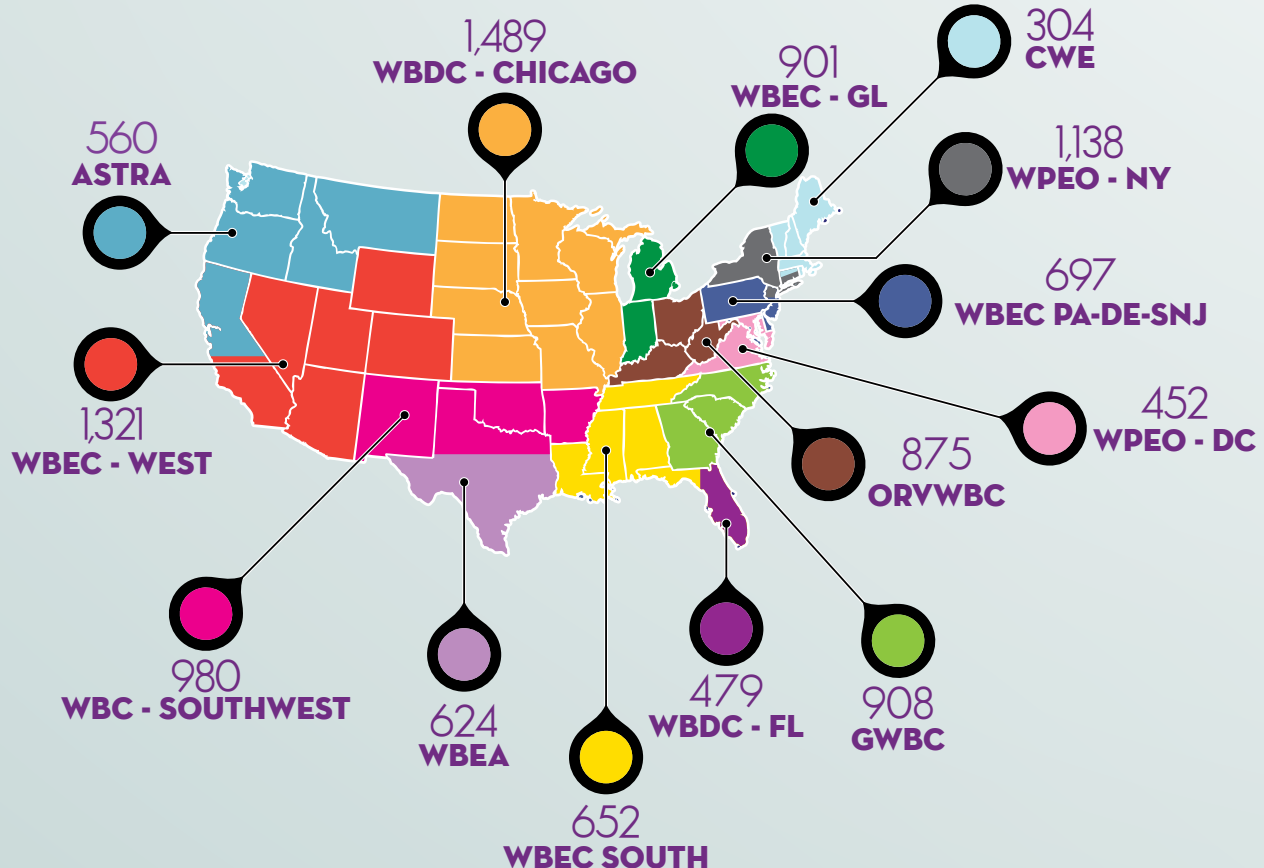
- Define more efficient process which integrates new technology solutions to streamline the experience for WBEs and the certification teams
- Develop a targeted industry growth strategy capitalizing on the significant presence of WBEs in a broad range of business sectors to fill the needs of our existing and future Corporate and Government Members

AVERAGE STATS OF 11,381 WBEs



\$7.6 MILLION IN REVENUE
18 YEARS OF EXPERIENCE
47 EMPLOYEES
CERTIFIED FOR 8 YEARS
5.3% WOSB CERTIFIED

CERTIFIED WBEs PER REGIONAL PARTNER ORGANIZATION



WBE INDUSTRY INFORMATION

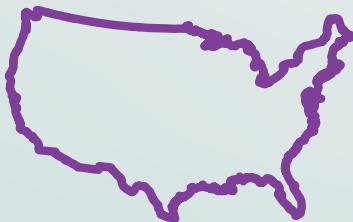


Professional, Scientific, and Technical Services.....	3,707
Administrative, Support, Waste Management, Remediation Services	1,497
Manufacturing.....	1,493
Construction.....	1,223
Wholesale Trade	1,068
Transportation & Warehousing.....	458
Real Estate, Rental & Leasing	320
Information Technology.....	316
Retail Trade.....	290
Educational Services	282
Other Services.....	184
Finance & Insurance.....	157
Healthcare & Social Assistance	151
Entertainment or Lodging.....	127
Agriculture, Mining or Utilities.....	97
Unreported.....	11

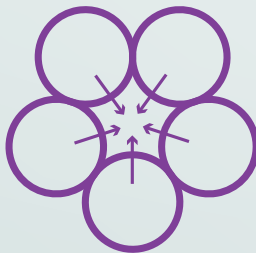
WBE GEOGRAPHIC REACH



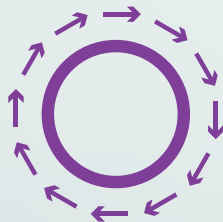
GLOBAL
2,951



NATIONAL
4,820



REGIONAL
2,349



LOCAL
1,261



OPPORTUNITIES

Opportunities - to accelerate opportunities for our constituents by delivering world-class programming to enhance growth and development in business.

GOALS



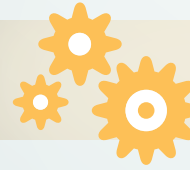
- #### ONGOING STRATEGIES
- Maximize relevant, existing knowledge programs
 - Capitalize on the wealth of industry expertise our community has to offer
 - Create a superior resource pool for all of our constituents

PROGRAMMING FOCUS

LEVERAGING
EXPERTISE



BUILDING
CAPACITY



BUILDING AND
HONING SKILLS



2013 SUMMIT & SALUTE HIGHLIGHTS:



ATTENDEES
1,242



MEET & GREET PARTICIPANTS
544



MATCHMAKERS
247



SPONSORS
105



TOP CORPORATIONS
45



WBE STARS
14



POWER MEETINGS
8

EVENT HIGHLIGHTS

2013 NATIONAL CONFERENCE HIGHLIGHTS:



ATTENDEES
3,061



MATCHMAKERS
820



EXHIBITORS
320



SPONSORS
111



WORKSHOPS
28



STUDENT ENTREPRENEURS
16



POWER MEETINGS
13

WBENC - GO FOR THE GREENS

INAUGURAL
YEAR!



ATTENDEES
153



MATCHMAKERS
73



WBENC FORUM MEMBERS
21



INFORMATIVE SESSIONS
11



WBENC CORPORATE MEMBERS
9



WBENC RPOs
4

WBENC partnered with the Go for the Greens Foundation for the first time in 2013. The 6th Annual Go for the Greens Conference was held at the Boardwalk Resort at Walt Disney World in Lake Buena Vista, Florida. This two-day conference delivered a program full of workshops, keynotes, networking and matchmaking focused on the WBENC Women's Enterprise Forum.

THE YEAR IN REVIEW



CPO PANEL



WIPP PARTNERSHIP



FORUM ENGAGEMENT



INAUGURAL RECEPTION



TRIBUTE RECEPTION



PRESENTING SPONSOR



GENERAL SESSIONS

THE YEAR IN REVIEW



MODERATED PANELS



AMBASSADORS



PRESENTING SPONSOR



SALUTE GALA



PANEL DISCUSSIONS



OPPORTUNITY CONNECTION



KICKOFF PROGRAM

THE YEAR IN REVIEW



AWARDS CEREMONY



SILENT AUCTION



WIPP RECEPTION



MATCHMAKERS



WBE BUSINESS STARS



Barbara Kubicki-Hicks
Senior VP, Supplier Development
Bank of America



Ruby McCleary
Director, Supplier Diversity
United Airlines



Tara Abraham
Founder and Co-CEO
Accel inc.



Geri Swift
President
WBEC PA-DE-sNJ

APPLAUSE AWARDS

ALCORN AWARD

2013 AMERICA'S TOP CORPORATION AWARDS

PLATINUM

GOLD



THE YEAR IN REVIEW



BUSINESS FAIR



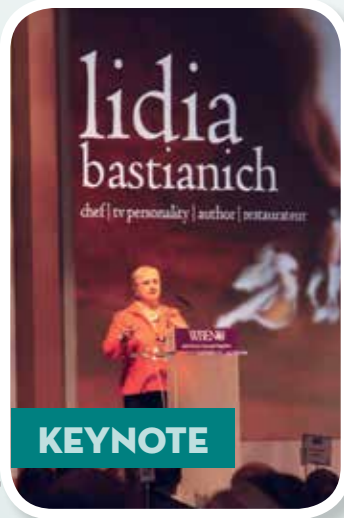
ECONOMIC BLUEPRINT



KEYNOTE



IBM AWARDS



KEYNOTE



WORKSHOPS



NETWORKING



MEET & GREET CHECK-IN



ATTENDEES

SILVER

BRONZE





RESOURCES

Resources - to ensure we provide WBEs the needed education, support and tools and to build relationships with Corporate Members so that as vendors, they can positively impact their supply chain.

GOALS



ONGOING STRATEGIES

- Evaluate ways to strengthen existing revenue streams
- Develop alternative revenue streams for WBENC

WOMEN'S ENTERPRISE FORUM STRUCTURE



- FORUM EXECUTIVE LEADERSHIP
- FORUM LEADERSHIP TEAM
- FORUM COMMITTEE REPRESENTATIVES
- FORUM (ALL CERTIFIED WBEs)

WBENC PRESIDENT'S REPORT



6,751
READERS

WBENCLINK



19,610
USERS

AMBASSADORS



68
MEMBERS

TUCK-WBENC EXECUTIVE PROGRAM



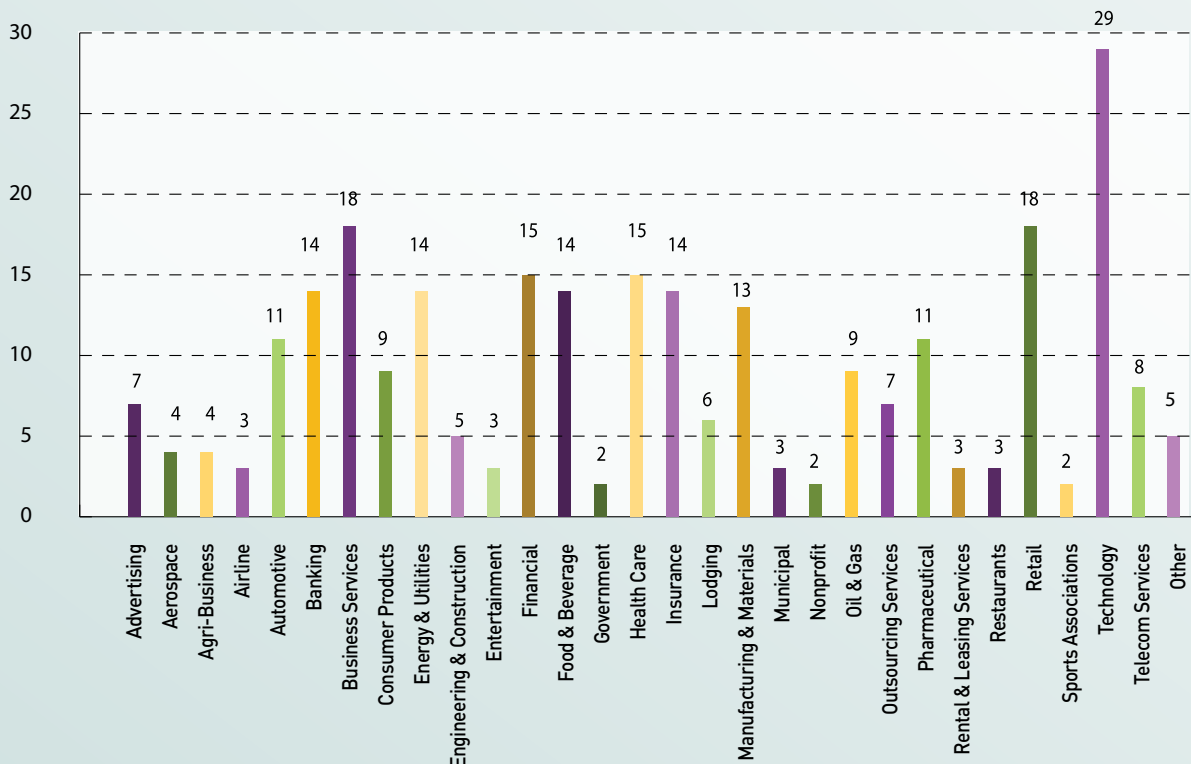
56
TUCK PROGRAM GRADUATES

DOROTHY B. BROTHERS EXECUTIVE SCHOLARSHIP



45
SCHOLARSHIPS AWARDED

NATIONAL CORPORATE MEMBER INDUSTRIES



CORPORATE MEMBERS 2013

As of December 31, 2013

AbbVie Inc.

Accenture

Adecco

ADP

AEG

Aetna, Inc.

Aflac

AGL Resources

AIG

Alcatel-Lucent

Allergan, Inc.

Allstate Insurance Co.

Altria Group, Inc.

Amdocs, Inc.

American Airlines

American Cancer Society

American Express

American Family Mutual Insurance

American Red Cross

Amgen Inc.

Amtrak

Ann Inc.

Aon Corporation

Apple Inc.

ARAMARK

ArcelorMittal USA, LLC

Archer Daniels Midland Co.

AREVA Inc.

AT&T

Avis Budget Group, Inc.

Bank of America

Bausch & Lomb

BBDO New York

BBVA Compass

Best Buy

Blue Cross & Blue Shield Association

BMC Software

Belk, Inc.

BlackBerry

BMO Harris Bank, NA

BNSF Railway

Boeing Company, the

Board of Governors of the

Federal Reserve System

BP America Inc.

Bright Horizons Family Solutions

Bristol-Myers Squibb

Brocade

Bunn-O-Matic Corporation

Caesars Entertainment

Campbell Soup

Capgemini USA

Capital One

Cargill

CCL Industries Corporation

CDW

CenterPoint Energy

CenturyLink

CHEP International, Inc.

Chevron

Chrysler Group LLC

Ciena Corporation

CIGNA

Cintas Corporation

Cisco Systems, Inc.

Citgo Petroleum Corp.

CitiGroup

City of South Bend

Clorox Corporation

CNA Insurance Co.

Coca-Cola Company, the

Colgate-Palmolive Co.

Comcast

Communications Test Design, Inc.

ConAgra Foods

ConnXus

ConocoPhillips

Consumer Financial Protection Bureau

CoreLogic

Corizon Health, Inc.

Covidien

Cracker Barrel Old Country Store

CSX

Cummins, Inc.

CVS Caremark Corporation

CVM Solutions

Darden Restaurants

DDB US

Del Monte Foods

Dell Inc.

Deloitte Services LP

Delphi Corporation

Delta Air Lines, Inc.

DTE Energy

Dun & Bradstreet

DuPont

D.W. Morgan Company, Inc.

EMC Corporation

Energy Future Holdings

Enterprise Holdings

Ericsson, Inc.

Ernst & Young LLP

Exelon

Express Scripts, Inc.

Exxon Mobil Corporation

Fannie Mae

Farmers Insurance Group

Federal Reserve Bank of Boston, the

Federal Reserve Bank of Cleveland, the

Federal Reserve Bank of Dallas, the

Federal Reserve Bank of Richmond, the

Ferguson Enterprises

Fiserv

Fleishman-Hillard

Fluor

Ford Motor Company

Forest Laboratories Inc.

Freddie Mac

Genentech, Inc.

General Electric

General Mills

General Motors Company, LLC

GfK Holdings, Inc.

GlaxoSmithKline

GSD&M

Guidant Group

Harley-Davidson, Inc.

Health Alliance Plan

Health Care Service

Heinz North America

Hewlett-Packard Company

Hilton Worldwide

Home Depot, the

Honda of America

Hospira, Inc.

Houston Independent School District

Humana, Inc.

Iberdrola USA Management Corporation

IBM Corporation

Ingersoll Rand

Interpublic Group

ITRON

J.C. Penney Company, Inc.

JM Family Enterprises, Inc.

Johnson & Johnson

Johnson Controls

Jones Lang LaSalle

JPMorgan Chase & Co.

Kaiser Permanente

Kellogg Company

Kelly Services, Inc.

Kimberly-Clark Corp.

KPMG LLP

Kraft Foods

Kroger Co., the

Leggett & Platt, Inc.

Lenovo Inc. (US)

Limited Brands

Lockheed Martin Corp.

Mack Trucks, Inc.

Macy's, Inc.

Major League Baseball

ManpowerGroup

Marathon Oil

Marathon Petroleum Corp.

Marriott International, Inc.

Mars Chocolate NA

Marsh & McLennan Companies, Inc.

MasterCard Worldwide

McCain Foods

McGarry Bowen

MeadWestvaco Corp.

MedAssets Supply Chain

Merck Sharp & Dohme Corp.

MetLife

MGM Resorts International

Microsoft Corporation

Milwaukee Public Schools

Michelin North America Inc.

Monsanto Company

Morgan Stanley

Motorola Solutions

MSD

NCR Corporation

New York Life Insurance Company

Nielsen

Nissan NA, Inc.

Novo Nordisk

O.C. Tanner Company

Office Depot

OfficeMax

Oracle USA

Pacific Gas and Electric Company

PaperWorks Packaging Group

Pepco Holdings, Inc.

PepsiCo, Inc.

Pfizer Inc

Phillips66

Pitney Bowes Inc.

PNC Financial Services Corporation

Premier Inc.

PricewaterhouseCoopers

Principal Financial

Procter & Gamble Company, the

Prudential

R.R. Donnelley

Randstad U.S.A.

Raytheon Company

Recall Corporation

Reed Elsevier Inc.

Regions Bank

Robert Half International, Inc.

Rockwell Automation

Ross Dress for Less

Ryder Systems

Saatchi & Saatchi NA, Inc.

Save

Sallie Mae

Sandia National Laboratories

Schneider Electric

Shell

Sodexo, Inc.

Southern California Edison

Sprint Nextel Corporation

Staples, Inc.

Starbucks Coffee Company

Starwood Hotels & Resorts

Worldwide, Inc.

State Compensation Insurance Fund

State Farm Insurance Co.

SUPERVALU

T-Mobile US Inc.

Target Corporation

Tate & Lyle LLC

Technology Integration Group (TIG)

Teleperformance

TIAA-CREF

Time Warner Inc.

TJX Companies

Towers Watson

TOYOTA

Turner Construction Co.

Tyco Fire & Security

United Airlines

UPS

United Rentals

United Stationers

United Technologies Corporation (UTC)

URS Corporation

U.S. Bank

U.S. Postal Service

U.S. Tennis Association

Verizon

Visteon Corporation

Volvo Trucks North America

W.W. Grainger, Inc.

Walgreens

WalMart Stores, Inc.

Walt Disney Company, the

Waste Management, Inc.

WAUSAU Financial Systems, Inc.

We Energies

Wells Fargo & Co.

WellPoint, Inc.

Westinghouse Electric Company LLC

Wieden+Kennedy

Windstream Communications

World Bank Group, the

World Wide Technology, Inc.

Wyndham Worldwide Corporation

Xcel Energy

Xerox Corporation

*New 2013 Members are underlined
**WBENC Board Members are in Bold



ENGAGEMENT

Engagement—to foster involvement and celebrate the success of our constituents through a robust recognition and engagement program.

GOALS



ONGOING STRATEGIES

- Enhance the WBENC brand through engagement and recognition
- Promote the success of key constituents and inspire all to reach higher standards of performance

CRYSTAL LEADERSHIP AWARD

The Crystal Leadership Award is the highest honor given to a corporate entity by WBENC. It recognizes influence in women's business success through programs focused on development.

Crystal Award Recipient

James S. Turley
Global Chairman and CEO
Ernst & Young LLP

AMERICA'S TOP CORPORATIONS



45

WBE BUSINESS STARS



14

ALCORN AWARDEES



1

APPLAUSE AWARDEES



3

CRYSTAL LEADERSHIP AWARDEES



1

2013 AMERICA'S TOP CORPORATIONS



America's Top Corporations for Women's Business Enterprises is the only national award honoring corporations with world-class programs that create level playing fields for Women's Business Enterprises (WBEs), which compete for corporate contracts. In addition to offering equal access to business opportunities, Top Corporations generate and conduct a high volume of business with WBEs. These top corporations are leaders in their industry and partner with women business owners throughout the U.S.

Accenture
Adecco
Alcatel-Lucent
Allstate Insurance Co.
Altria Group, Inc.
AT&T
Avis Budget Group, Inc.
Bank of America
BP America Inc.
Bristol-Myers Squibb
Capital One
Chevron
Chrysler Group LLC
Dell Inc.
Energy Future Holdings
Ernst & Young LLP
Exxon Mobil Corporation
Ford Motor Company
General Mills
General Motors Company
IBM Corporation
Johnson & Johnson
Kelly Services, Inc.

Lockheed Martin Corporation
Macy's, Inc.
ManpowerGroup
Marriott International, Inc.
MGM Resorts International
Office Depot
Pacific Gas & Electric Company
PepsiCo, Inc.
Pfizer Inc
Pitney Bowes Inc.
Raytheon Company
Sandia National Laboratories
Shell
Target Corporation
The Coca-Cola Company
TOYOTA
United Airlines
United Technologies Corporation
UPS
URS Corporation
Verizon
Walmart Stores, Inc.

2013 WBE BUSINESS STARS

Diana Clemente
President,
Big Apple Car, Inc.

Women President's Educational
Organization - NY

Cristina Didoné
President,
CD Language Solutions, Inc.

Women's Business Enterprise
Alliance

Jamie Fletcher
CEO,
Mach 1 Global Services, Inc.

Women's Business Enterprise
Council- West

Theresa Ghafari
President and CEO,
G-TECH Services, Inc.

Women's Business Enterprise
Council- Great Lakes

Bev Gray
President and CEO,
Exhibit Edge Inc.

Women Presidents' Educational
Organization - DC

Arlene Inch
Chairwoman,
TransPak Inc.

Astra Women's Business
Alliance

Keeli Jernigan
President and CEO,
Trans-Expedite, Inc.

Women's Business
Council - Southwest

Joyce Landry
CEO,
Landry & Kling, Inc.

Women's Business Development
Council of Florida

Judith Maloy
Managing Director,
Polaris Direct

Center for Women
& Enterprise

Heather Sanderson
President,
Overture Premiums &
Promotions, LLC

Women's Business Development
Center- Chicago

Mary Singer
President,
CRG Sustainable Solutions &
Commercial Realty Group

Women's Business Enterprise
Council South

Cindy Towers
CEO,
JuriSolutions, Inc.

Women's Business Enterprise
Council PA-DE-sNJ

Geraldine Walker
President,
Walker Transfer, Inc.

Ohio River Valley Women's
Business Council

Traci Williams
President and CEO,
Crescent Construction
Services, LLC

Greater Women's Business
Council



2013 ALCORN AWARD

The William J. Alcorn Award recognizes **outstanding leadership** contributions made by individuals in support of WBENC and its mission to **fuel economic growth** through access to opportunities, by identifying, certifying and **facilitating development** of women-owned businesses. This award is given at the discretion of the current chair of the WBENC Board of Directors.

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



2013 APPLAUSE AWARD

WBENC's Applause Award recognizes exceptional accomplishments that **expand opportunities** for Women's Business Enterprises on a national or international level while **breaking down the barriers** that impede the progress and **growth of businesses** owned and operated by women. Award recipients are selected based on their impact on the growth of WBEs, and innovative and inspirational leadership on behalf of women business owners as well as their companies.

Tara Abraham
Founder and Co-CEO
Accel inc.



Barbara Kubicki-Hicks
Senior VP, Supplier Development
Bank of America

Ruby McCleary
Director, Supplier Diversity
United Airlines

WBENC STATEMENT OF FINANCIAL POSITION

Women's Business Enterprise National Council, Inc.

Statement of Financial Position

December 31, 2013

(With Summarized Financial Information for the year ended December 31, 2012)

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

	2013	2012
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	\$ 2,723,186	\$ 2,302,185
Accounts receivable, net of allowance for doubtful accounts of \$79,300 in 2013 and \$98,000 in 2012	1,258,231	1,753,331
Prepaid expenses	262,979	387,924
Other current assets	18,360	11,287
TOTAL CURRENT ASSETS	4,262,756	4,454,727
FIXED ASSETS, net	549,978	399,155
RESTRICTED CASH	1,648,738	1,591,412
ACCOUNTS RECEIVABLE, less current portion	-0-	50,000
SECURITY DEPOSITS	34,774	27,472
CASH SURRENDER VALUE OF LIFE INSURANCE	125,049	73,773
TOTAL ASSETS	\$ 6,621,295	\$ 6,596,539
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts payable and accrued expenses	\$ 753,931	\$ 636,728
Deferred revenue	2,262,650	2,564,400
TOTAL CURRENT LIABILITIES	3,016,581	3,201,128
DEFERRED COMPENSATION PAYABLE	125,049	73,773
DEFERRED RENT	140,892	126,621
TOTAL LIABILITIES	3,282,522	3,401,522
NET ASSETS		
Unrestricted net assets	1,930,329	1,795,547
Temporarily restricted net assets	1,335,344	1,326,370
Permanently restricted net assets	73,100	73,100
TOTAL NET ASSETS	3,338,773	3,195,017
TOTAL LIABILITIES AND NET ASSETS	\$ 6,621,295	\$ 6,596,539

WBENC STATEMENT OF ACTIVITIES

Women's Business Enterprise National Council, Inc.

Statement of Activities

For the Year Ended December 31, 2013

(With Summarized Financial Information for the year ended December 31, 2012)

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

	Unrestricted	Temporarily Restricted	Permanently Restricted	2013 Total	2012 Total
REVENUE					
Membership dues	\$ 3,559,750			\$ 3,559,750	\$ 3,402,882
Contributions	122,585	\$ 148,000		270,585	341,775
Exhibitor fees	641,500			641,500	610,000
Conference fees	1,124,418			1,124,418	1,178,811
Sponsorships	3,333,160			3,333,160	2,975,220
Interest income		31		31	-0-
Certification fees	5,900			5,900	6,250
Other income	193,178			193,178	141,647
Net assets released from restrictions	139,057	(139,057)		-0-	-0-
TOTAL REVENUE	9,119,548	8,974	\$ -0-	9,128,522	8,656,585
EXPENSES					
Program services:					
Membership	532,719			532,719	239,610
Salute	999,656			999,656	859,201
National Conference & Business Fair	2,920,826			2,920,826	3,048,460
Alliance relationships	1,948,492			1,948,492	2,010,451
Other programs	985,654			985,654	962,507
Total program services	7,387,347			7,387,347	7,120,229
Supporting services:					
Management and general	1,100,857			1,100,857	1,186,282
Fundraising	496,562			496,562	295,744
TOTAL EXPENSES	8,984,766	-0-	-0-	8,984,766	8,602,255
CHANGE IN NET ASSETS	134,782	8,974	-0-	143,756	54,330
NET ASSETS, BEGINNING OF YEAR	1,795,547	1,326,370	73,100	3,195,017	3,140,687
NET ASSETS, END OF YEAR	\$ 1,930,329	\$ 1,335,344	\$ 73,100	\$ 3,338,773	\$ 3,195,017

WBENC STATEMENT OF CASH FLOWS

Women's Business Enterprise National Council, Inc.

Statement of Cash Flows

For the Year Ended December 31, 2013

(With Summarized Financial Information for the year ended December 31, 2012)

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

	2013	2012
CASH FLOWS FROM OPERATING ACTIVITIES:		
CHANGE IN NET ASSETS	\$ 143,756	\$ 54,330
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation and amortization	163,748	43,058
Decrease in accounts receivable	545,100	(1,070,501)
Decrease in prepaid expenses	124,945	(67,158)
Increase in other current assets	(7,073)	(2,539)
Increase in security deposits	(7,302)	-0-
Increase in accounts payable and accrued expenses	117,203	16,144
Increase in deferred rent	14,271	26,664
Decrease (increase) in deferred revenue	(301,750)	1,077,612
NET CASH PROVIDED BY OPERATING ACTIVITIES	792,898	77,610
CASH FLOWS FROM INVESTING ACTIVITIES:		
Increase in restricted cash	(57,326)	(105,400)
Purchases of fixed assets	(314,571)	(347,225)
NET CASH USED IN INVESTING ACTIVITIES	(371,897)	(452,625)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	421,001	(375,015)
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	2,302,185	2,677,200
CASH AND CASH EQUIVALENTS, END OF YEAR	\$ 2,723,186	\$ 2,302,185

2013 BOARD OF DIRECTORS

As of December 31, 2013

Executive Committee

Laura K. Taylor, Chair
Director, Procurement
[Pitney Bowes Inc.](#)

Benita Fortner, 1st Vice Chair
Director, Supplier Diversity
[Raytheon Company](#)

Debra Jennings-Johnson, 2nd Vice Chair
Director,
Supplier Diversity
[BP America Inc.](#)

Kim Brown, Secretary Vice President,
General Procurement
and Supplier Diversity
[Dell Inc.](#)

Kathy Homeyer, Treasurer
Director, Supplier Diversity
[UPS](#)

Tara Abraham, Chair, Women's Enterprise Leadership Forum
CEO
[Accel inc.](#)

Debbie Hurst, Chair, Leadership Council
President
[WBC-Southwest](#)

Nancy Conner, Chair, National Certification Committee
Manager, Supplier Diversity
[W.W. Grainger, Inc.](#)

Theresa Harrison, Chair, Corporate Membership and Revenue Generation
Director of Supplier Diversity
[Ernst & Young LLP](#)

Beverly Jennings, Chair, Marketing, Communications and Brand Management
Head, Office Supplier Diversity & Inclusion
[Johnson & Johnson](#)

Cheryl Stevens, Immediate Past Chair
Vice President, Supplier Diversity
[Energy Future Holdings](#)

Pamela Prince-Eason, ex-officio
President & CEO
[WBENC](#)

Jorge Romero, ex-officio
Counsel to Board Partner
[K&L Gates](#)

Directors

Leah Brown
President & CEO
[A10 Clinical Solutions](#)

Tara Abraham
CEO
[Accel inc.](#)

Al Williams
Chief Procurement Officer
[Accenture](#)

Patricia Rodriguez-Christian
President & CEO
[ADP-LLC](#)

Mark Artigues
Director of Procurement Business Operations
[Alcatel- Lucent](#)

Diane Pinkney
Senior Manager Purchasing Quality and Compliance
[Altria Group, Inc.](#)

Julie Copeland
President and CEO
[Arbill](#)

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](#)

Brenda Loube
President, Founder
[Corporate Fitness Works](#)

Kim Brown
Vice President, General Procurement and Supplier Diversity
[Dell Inc.](#)

Cheryl Stevens
Vice President, Supplier Diversity
[Energy Future Holdings](#)

Theresa Harrison
Director of Supplier Diversity
[Ernst & Young LLP](#)

Linda Sexton
Global Procurement Manager, Strategic Procurement
[Exxon Mobil Corporation](#)

Carla Traci Preston
Director, Supplier Diversity Development
[Ford Motor Company](#)

Roz Lewis
President & CEO
[Greater Women's Business Council](#)

Sharon Olzerowicz
President and CEO
[Hired by Matrix, Inc.](#)

Michael Robinson
Program Director, Global Supplier Diversity Integrated Supply Chain
[IBM Corporation](#)

Pamela O'Rourke
President & CEO
[ICON Information Consultants](#)

Beverly Jennings
Head, Office Supplier Diversity & Inclusion
[Johnson & Johnson](#)

Shelly Brown
Manager, Supplier Diversity & Business Development Power Solutions
[Johnson Controls](#)

Jorge Romero
Counsel to the Board Of Counsel
[K&L Gates LLP](#)

Barbara A. Carbone
Partner in Charge Audit, Northern California
[KPMG LLP](#)

Howard Thompson
Vice President of Supplier Diversity & Vendor Development
[Macy's, Inc.](#)

Nancy Creuziger
Vice-President, Global Finance Business Performance
[ManpowerGroup](#)

Dominica Groom
Director, Global Supplier Diversity
[Marriott International Inc.](#)

Lisa Stenglein
Senior Director, Systems and Indirect Procurement
[Motorola Solutions](#)

Shari Francis
Manager, Supply Chain Diversity
[Office Depot](#)

Rea Waldon Ph.D.
Executive Director
[Ohio River Valley Women's Business Council](#)

Olsa Martini
President & CEO
[OLSA Resources](#)

Larry Caldwell
Vice President of Strategic Supply Management
[PepsiCo, Inc.](#)

Mike Hoffman
Vice President, Global Procurement
[Pfizer Inc](#)

Laura K. Taylor
Director, Procurement
[Pitney Bowes Inc.](#)

Benita Fortner
Director, Supplier Diversity
[Raytheon Company](#)

Kathleen Trimble
Director, Office of Diversity
[Robert Half](#)

Lynthia Romney
President and CEO
[Romneycom L.L.C.](#)

Debra Clark Stewart
Manager, Corporate Supplier Diversity
[Shell](#)

Lynne Marie Finn
President Superior Group
[Superior Workforce Solutions, Inc.](#)

Eyvon Austin
Global Supplier Diversity Manager
[The Coca-Cola Company](#)

Nicole Peterson
Senior Director, Supplier Diversity
[The Home Depot](#)

Rick Hughes
Chief Procurement Officer
[The Procter & Gamble Company](#)

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
[Walmart Stores, Inc.](#)

Debbie Hurst
President
[Women's Business Council Southwest](#)

Carol Dougal
Co-President
[Women's Business Development Center - Chicago](#)

Nancy Allen
President & CEO
[Women's Business Development Center of Florida](#)

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
[JP Morgan Chase](#)
[Microsoft Corporation](#)
Expert Member

ABOUT WBENC

The Women's Business Enterprise National Council (WBENC), founded in 1997, is the largest third-party certifier of businesses owned, controlled, and operated by women in the United States. WBENC, a national 501(c) (3) non-profit, partners with 14 Regional Partner Organizations to provide its world-class standard of certification to women-owned businesses throughout the country. WBENC is also the nation's leading advocate of women-owned businesses as suppliers to America's corporations. Visit www.wbenc.org to discover more about the programs and events at WBENC.

REGIONAL PARTNER ORGANIZATIONS

Diane McClelland

Astra Women's Business Alliance
www.astrawba.org

Susan Rittscher

Center for Women & Enterprise
www.cweonline.org

Roz Lewis

Greater Women's Business Council
www.gwbc.biz

Rea Waldon, Ph.D.

Ohio River Valley Women's Business Council
www.orvwbc.org

Debbie Hurst

Women's Business Council- Southwest
www.wbcsouthwest.org

Emilia DiMenco

Women's Business Development Center
- Chicago
www.wbdc.org

Nancy Allen

Women's Business Enterprise Council
of Florida
www.womensbusiness.info

April Day

Women's Business Enterprise Alliance
www.wbea-texas.org

Michelle Richards

Women's Business Enterprise Council
- Great Lakes
www.miceed.org

Geri Swift

Women's Business Enterprise Council
PA-DE-sNJ
www.wbecouncil.org

Blanca Robinson

Women's Business Enterprise Council
South
www.wbecsouth.org

Pamela Williamson, Ph.D.

Women's Business Enterprise Council
- West
www.wbec-west.org

Sandra Eberhard

Women Presidents' Educational
Organization-DC
www.wpeo.us

Marsha Firestone, Ph.D.

Women Presidents' Educational
Organization-NY
www.wpeo.us

WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL STAFF

Pamela Prince-Eason

President and CEO

Paige Adams

Senior Director of Development & Corporate Relations

Helen Avery

Manager, Marketing and Communications

Robin Billups

Director, Business Development

Pat Birmingham

VP, Marketing, Communications and Brand Management

Valerie Bunns

Director, Finance and Operations

Lindsay Burger

Senior Program Manager

Susan Cates

Certification/WBENCLink Manager

Vaughn Farris

Senior Manager, Strategic Programs

Andrew Gaeckle

Senior Certification and Program Manager

Lauren Herman

Senior Accountant

Kim Jones

Manager, Corporate Membership Services

Lynn Scott

Director, Governance and Compliance

Alice Spears

Office Manager

Candace Waterman

Chief of Staff/ Certification, Program Operations

Lakesha White

Senior Compliance Manager



Join Forces. Succeed Together.

OUR SINCERE THANKS TO CHEVRON FOR SPONSORING THIS ANNUAL REPORT



As an active Corporate Member and recipient of WBENC's "Americas Top Corporation for Women's Business Enterprises" Award, Chevron consistently demonstrates their commitment to creating mutually beneficial and innovative partnerships with Women's Business Enterprises. Chevron is actively engaged with Regional Partner Organizations in proximity to its business interests across the United States. Chevron sponsors programs such as monthly educational encounters, the UCLA Management Development Entrepreneurs Program, and the "Game Changer" leadership development program - all 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 partnerships in producing this report.



WOMENS BUSINESS ENTERPRISE NATIONAL COUNCIL
1120 CONNECTICUT AVE. • SUITE 1000 • NW WASHINGTON, DC 20036
202-872-5515
WWW.WBENC.ORG

THIS 2013 ANNUAL REPORT WAS PRODUCED AND PRINTED BY WBENC-CERTIFIED FIRMS:
Designed and Produced by Doubletake Studios
Printed by ADP-LLC.

