

Join Forces. Succeed Together.



Letter from the Board Chair



Dear Colleagues,

It is so hard to believe that my second and final year as
Board Chair has come to an end! This experience has been
personally and professionally rewarding. It allowed me the
opportunity to participate at a greater level in propelling WBENC
forward. WBENC put unparalleled energy, drive and innovation
into the concept of "Join Forces. Succeed Together". We collaborated
more closely with partner organizations in many of their key events
and drove home the power of commitment with the launch of the
"Act Intentionally" campaign and formal recognition of "He's for She's".
We pushed communication and collaboration to new heights creating
more engagement between WBENC staff and Board leadership.

2015 was indeed a reflection of the momentum of this organization.

Our first major event of 2015, the Summit & Salute, was held in Baltimore with 1,489 attendees on hand to honor and celebrate our America's Top Corporations for Women's Business Enterprises and our 14 Women Business Enterprise Stars. Industry focused roundtable sessions provided information and insights from CPOs and procurement executives from the 2014 Top Corporation awardees in an intimate and engaging setting. These two days were filled with networking opportunities, including the Procurement Opportunity Meet and Greet and 1:1 MatchMaker meetings, emphasizing our theme of "Charting Our Course for the Future".

In June we headed to Austin, transforming the Live Music Capital of the World into the Women Owned Business Capital of the World. With 3,500 registered attendees, the energy level and engagement was at an all-time high. Throughout the week there were 17 educational sessions, 995 MatchMaker meetings, and 330 exhibitors on the Business Fair floor. We celebrated the 20th Anniversary of our Host Council, the Women's Business Council - Southwest. They warmly welcomed everyone to Austin and worked diligently to

ensure a great experience for all who attended.

Your continued commitment to WBENC made the success of these events possible. A special thank you goes to our sponsors who stepped up in a big way to help WBENC raise the bar and provide more value for our attendees.

The mission of WBENC is executed throughout the year, well beyond the two signature events. I was honored to lead a Board of dedicated individuals who are committed to the WBENC Vision and the advancement of this organization and the Women Business Enterprises that we support. They continue in their tireless efforts through committees and special task forces, providing guidance and governance to assure that we will truly "Succeed Together". I thank each of our board members and their respective organizations for all that you continue to do for WBENC.

As I take on the role of Immediate Past Chair and pass the baton to Theresa Harrison, I also extend a heartfelt thank you to the 14 Regional Partners and the Women's Enterprise Forum and leadership for the critical contributions they make to the WBENC network each and every day. We are definitely Joining Forces and Succeeding Together in delivering certification, value added services and critical insight for the advancement of WBEs.

My greatest acknowledgment and appreciation is extended to Pamela Prince-Eason for her incredible leadership and partnership these past two years. Her passion for WBENC is contagious and unsurpassed. Pamela inspires me, her staff and our Board to exceed our goals and deliver on our vision.

I look forward to my new role and the new opportunities that lie ahead. I hope you enjoy reading this Annual Report which highlights our collective success in 2015.

Sincerely,

Benita Fortner

2015 Chair, WBENC Board of Directors Director, Supplier Diversity, **Raytheon Company**

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WBENC MISSION AND VISION



Vision

To be the leader in women's business development.



Mission

To fuel economic growth globally through access to opportunities, by identifying, certifying and facilitating 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 our programs and services through our CORE platform.

Core Platform



CERTIFICATION



OPPORTUNITIES

Certification—The WBENC certification standard is world-class and the most relied upon certification of womenowned businesses. Certification validates that each Women's Business Enterprise (WBE) is at least 51% owned, operated and controlled by women. This is important because it supports our Corporate and Government Members' requirements.

Opportunities – WBENC is committed to connecting major corporations with WBEs and committed to connecting WBEs with Corporate Members and other WBEs to identify and facilitate business opportunities. Making these connections taps into a robust source of growth for both members and WBEs.

Key programs to connect:

- · MatchMaker Series
- National and Regional Events
- · Global Business Community



RESOURCES



ENGAGEMENT

Resources — WBENC recognizes the challenges women face in building and growing a business and offers services such as:

- Capacity building programs, focused on growth and development.
- WBENCLink, our proprietary database that connects Corporate and Government Members to WBEs.
- Insights, our skills-based online reference library containing industry research, webinars, interviews, and toolkits.

Engagement of our constituents is key to success throughout the WBENC network. Involvement strengthens 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.

CONSTITUENT BREAKDOWN



13,002 CERTIFIED WBES—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.





289 CORPORATE AND GOVERNMENT MEMBERS—the majority of WBENC Corporate Members are Fortune 500 companies. Each has an established Supplier Diversity program. WBENC connects these corporations with WBEs to generate business contracts. Over 1,000 corporations and agencies accept WBENC Certification at state and local levels.





14 REGIONAL PARTNER ORGANIZATIONS —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 womenowned businesses.



REGIONAL PARTNER ORGANIZATIONS



21 WBENC STAFF—WBENC Staff make up several departments dedicated to the mission and vision of the organization: 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.



21
WBENC

CERTIFICATION

CERTIFICATION OBJECTIVE:

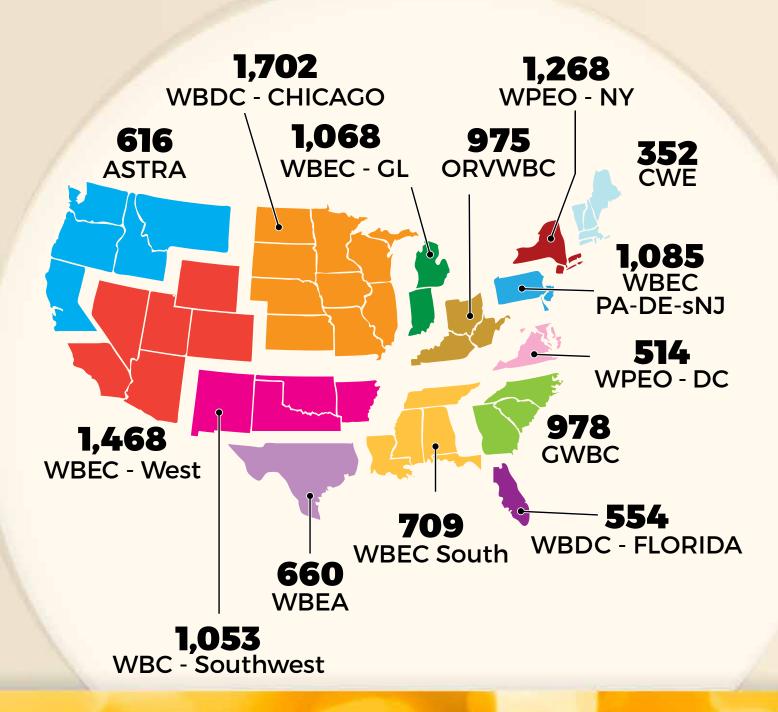
To maintain the WBENC brand as setting the world class standard of Women's Business Enterprise Certification through 14 Regional Partner Organizations administering to the United States, Puerto Rico, Guam and the Virgin Islands.

ACCOMPLISHMENTS:

- Significant progress in preparing for the implementation of WBENCLink2.0 in 2016, including prototype development, collaborative sessions with the RPOs, and specification finalization.
- In conjunction with the newly formed Industry Advisory Boards, identified areas of potential growth and opportunity for WBEs in order to fill significant gaps in the supply chains of these industries.



Certified WBEs per Regional Partner Organization



OPPORTUNITIES

OPPORTUNITIES OBJECTIVE:

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

ACCOMPLISHMENTS:

National Events continued to break attendance records, engaging the highest amount of constituents in WBENC history.

Delivered 27 workshops focused on building and honing skills; leveraging expertise; and building capacity.

SUMMIT & SALUTE HIGHLIGHTS: Baltimore, Maryland

1,489 Attendees

10Workshops

512Match Ma

MatchMakers

14WBE Stars

94

Sponsors

51

Top Corporations

TTPower Meetings



NATIONAL CONFERENCE & BUSINESS FAIR HIGHLIGHTS: Austin, Texas

3,500 Attendees

995 MatchMakers

121Sponsors

300+

Exhibitors

17Workshops

20Power Meetings



GO FOR THE GREENS: Orlando, Florida

276 Attendees

125MatchMakers

31 Forum Members

16
Informative Sessions

18WBENC Corporate
Members

WBENC RPOs

WOMEN OWNED



Women Owned businesses are **growing at over one** and a half times the U.S. national average and in turn:

CONTRIBUTED

\$1.5 Trillion dollars to the U.S. economy **EMPLOYED OVER**

7.9
Million

OPENED

887
New Businesses
per day in 2015

WHAT IS WOMEN OWNED?

Across the globe, Women Owned businesses supply an incredible range of products sold in retail stores everywhere. Women Owned is an initiative to enable consumers to identify those products created by Women Owned businesses during their shopping experience. Any product that bears the Women Owned logo is produced by a company that is owned and operated by a woman or women, as certified by the Women's Business Enterprise National Council (WBENC) in the United States and WEConnect International globally.

WHY BUY WOMEN OWNED?

Your purchase of Women Owned products helps increase sales for the Women Owned businesses and in turn helps them grow. You are supporting not just their individual business, but the entire economy.







By increasing consumer awareness of products supplied by Women Owned businesses, the logo will help increase overall sales of those products and in turn

help those companies grow their businesses.

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YEAR IN REVIEW

- 1. Helen Lampkin, the founder of My Brother's Salsa shares her products in the Women Owned booth on the day of the Business Fair
- 2. The 2015 NCBF Co-Chairs
- **3.** Business Fair Breakfast Keynote Danica Patrick
- Women's Enterprise Forum Chair Julie Copeland, Owner of Arbill, speaking to the Forum
- **5.** Pamela Prince-Eason, President & CEO of WBENC, opening the conference
- Presenting Sponsor Accenture's Al Williams, Chief Procurement Officer speaking at the Summit & Salute
- Honoring Howard Thompson (Macy's) upon his retirement for his service to the WBENC Network
- 8. Honoring Kathy Homeyer (UPS) upon her retirement for her service to the WBENC Network
- **9.** The 2015 Student Entrepreneur Program participants
- **10.** An America's Top Corporations industry round table discussion
- 11. Presenting Sponsor EY's Lisa Schiffman, Director, Brand, Marketing and Communications, Americas Strategic Growth Markets Practice Global Program Lead, Women speaking at the Summit & Salute
- **12.** Summit & Salute Keynote Speaker Randal Pinkett
- 13. Honoring Cheryl Stevens (Energy Future Holdings) upon her retirement for her service to the WBENC Network
- 14. CEO of Ampcus, the inaugural WBE Presenting Sponsor, Ann Ramakumaran speaking at Summit & Salute





RESOURCES

RESOURCES OBJECTIVE:

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

ACCOMPLISHMENTS:

Enhanced Insights Resource Library to include Paks from some of America's Top Corporations - such as presentations from EY on their Winning Women, Workplace of the Future, and Women. Fast Forward programs.

Year-end Social Media Statistics:



Facebook

FOLLOWERS

WBENCLink

Ambassadors

MEMBERS

Tuck-WBENC Executive Program

GRADUATES

Dorothy B. Brothers Executive Scholarship

SCHOLARSHIPS AWARDED

New features in the President's Report:

- WBE2WBE Success Story a new column that features an in-depth look at how WBEs are partnering and working together
- Women Owned Backstory a new column that features an exploration into the background of different Women Owned products
- Your Advice a new column that shares insights from the WBENC network to a question posed to readers the previous month

WBENC Presidents Report



CORPORATE MEMBERS BY INDUSTRY SECTOR

Advertising & Marketing10	•••••
Aerospace & Defense4	
Agriculture & Mining5	00000
Arts, Entertainment & Recreation6	•••••
Automotive15	00000000000000
Biotech & Pharmaceutical17	0000000000000000
Business Services13	•••••••
Construction4	
Consumer Products34	00000 00000 00000 00000 00000 00000
Energy & Utilities22	•••••••••••
Financial Services23	00000000000000000000000
Government Agency9	000000000
Healthcare11	0000000000
Information Communication Technology21	00000000000000000000000
Insurance12	000000000000
Nonprofit6	00000
Professional & Technical Services17	0000000000000000
Retail19	000000000000000000000000000000000000000
Technology12	00000000000
Transportation & Logistics11	0000000000
Travel & Hospitality10	0000000000
Total281	

Women's Enterprise Forum Breakdown

Leadership of the Forum:

3/+2 Corporate Liaisons

Forum Leadership Team

19

Forum Committee Representatives:

98

Forum Representatives:

145

All Certified WBEs

13,002

ENGAGEMENT

ENGAGEMENT OBJECTIVES:

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

ACCOMPLISHMENTS:

- Honored 51 America's Top Corporations for Women's Business Enterprises, with 13 Corporate Members receiving this prestigious award for 10 or more years.
- Bestowed honors on five exemplary individuals whose commitment and passion for WBENC's mission continues to raise the bar for all of our constituents to continue to break down barriers for WBEs and reach new heights of economic growth.





2015 WBE Star Award

Imelda Alejandrino

AP42, Inc.

Alison Chung

ALC TeamWerks, Inc.

Julie Garcia

Action Service Corporation

Angelica Garcia-Dunn

AIM Over-The-Road, LLC

Janet (Janie) Goldberg

OmniSource Marketing Group, Inc.

Vivian Isaak

Magnum Group, Inc.

Kelly Kolar

Kolar Design Inc.

Teresa Lawrence

Delta Personnel, Inc.

Lily Otieno

Infinity Business Solutions

Rachel Sanchez

Prestige Maintenance USA, Ltd

Hallie Satz

HighRoad Press, LLC

Jacqueline Smith

New Kent Coatings, Inc.

Elizabeth Tucker

KNF&T Staffing Resources Inc.

Kittie Watson

Innolect Inc.

Platinum Top Corporations

Gold Top Corporations



2014 America's Top Corporations

(Announced in March 2015)

Accenture

Alcatel-Lucent

Allstate Insurance Company

Altria Group, Inc.

AT&T

Avis Budget Group, Inc.

Bank of America

Best Buy

BP America, Inc.

Bristol-Myers Squibb

Capital One Financial

Corporation

Cargill

Chevron

The Coca-Cola Company

CVS Health

Dell, Inc.

DTE Energy Company

DuPont

Energy Future Holdings

Entergy Services, Inc.

Ericsson, Inc.

Exxon Mobil Corporation

ΕY

FedEx

Fiat Chrysler Automobiles

Ford Motor Company

General Motors

IBM

Johnson & Johnson

Kaiser Permanente

Kellogg Company

Kelly Services, Inc.

The Kroger Co.

Lockheed Martin

Corporation

Macy's, Inc.

ManpowerGroup, Inc.

Marriott International

Merck & Co., Inc.

MetLife

MGM Resorts International

Microsoft

Monsanto Company

Nationwide

New York Life Insurance

Company

Office Depot

Pacific Gas and Electric

Company

PepsiCo, Inc.

Pfizer Inc.

Pitney Bowes, Inc.

Procter & Gamble

Raytheon Company

Robert Half

Shell

Target Corporation

TIAA-CREF

TOYOTA

United Airlines

UPS

Verizon

Walmart Stores, Inc.

The Walt Disney Company

Wells Fargo & Company

Silver Top Corporations

Bronze Top Corporations



ENGAGEMENT



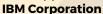
Alcorn Award

The William J. Alcorn award recognizes outstanding leadership contributions made by individuals in support of the Women's Business Enterprise National Council 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.

Michael Robinson

Program Director, Global Supplier Diversity and Supplier Connection





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 and their companies.

Shari Frances

Manager, Vendor Development **Office Depot, Inc.**

Beverly Jennings

Head, Global Supplier Diversity & Inclusion

Johnson & Johnson

Kathy Mazon

Sr. Business Development Lead -Indirect Sourcing & Procurement COE - Supplier Diversity

Target

Frantz Tiffeau

Director, Supplier Diversity and Development

Nationwide





STATEMENT OF FINANCIAL POSITION

WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL, INC.

STATEMENT OF FINANCIAL POSITION DECEMBER 31, 2015

(WITH SUMMARIZED FINANCIAL INFORMATION AS OF DECEMBER 31, 2014)

The information presented here is derived from financial statements audited by Councilor, Buchanan & Mitchell, PC.

	2015	2014
Assets		2014
Current Assets		
Cash and Cash Equivalents	\$ 4,502,829	\$ 3,198,877
Accounts Receivable, Net of Allowance for Doubtful		
Accounts of \$82,500 in 2015 and \$76,000 in 2014	1,332,271	1,669,356
Prepaid Expenses Other Current Assets	274,560 15,774	293,106 11,039
Total Current Assets	6,125,434	5,172,378
Fixed Assets, Net	160,834	369,132
Restricted Cash	1,282,992	1,693,889
Security Deposits	34,774	34,774
Cash Surrender Value of Life Insurance	193,576	163,520
Total Assets	\$ 7,797,610	\$ 7,433,693
Liabilities and Net Assets		
Current Liabilities		
Accounts Payable and Accrued Expenses	\$ 733,674	\$ 667,859
Deferred Rent Deferred Revenue	26,648 2,996,067	8,990 2,820,860
Total Current Liabilities	3,756,389	3,497,709
Deferred Compensation Payable	193,576	163,520
Deferred Rent, Less Current Portion	113,241	139,890
Total Liabilities	4,063,206	3,801,119
Net Assets		
Unrestricted Net Assets	2,451,412	2,255,628
Temporarily Restricted Net Assets Permanently Restricted Net Assets	1,209,892 73,100	1,303,846 73,100
Total Net Assets	3,734,404	3,632,574
Total Liabilities and Net Assets	\$ 7,797,610	\$ 7,433,693

STATEMENT OF ACTIVITIES

Women's Business Enterprise National Council, Inc.

STATEMENT OF ACTIVITIES FOR THE YEAR ENDED DECEMBER 31, 2015

(WITH SUMMARIZED FINANCIAL INFORMATION FOR THE YEAR ENDED DECEMBER 31, 2014)

The information presented here is derived from financial statements audited by Councilor, Buchanan & Mitchell, PC.

		Tommowawily	Down on outly	2015	2014
	Unrestricted	Temporarily Permanently Restricted Restricted		2015 Total	Z014 Total
	Omestricted	Restricted	Restricted	10111	Total
Revenue					
Membership Dues	\$ 3,914,250	\$ -	\$ -	\$ 3,914,250	\$ 3,665,458
Contributions	82,082	72,000	-	154,082	177,113
Exhibitor Fees	735,799	-	_	735,799	755,750
Conference Fees	1,560,353	_	_	1,560,353	1,342,443
Sponsorships	3,759,755	-	_	3,759,755	3,776,579
Interest Income	, , , <u>-</u>	46	-	46	59
Certification Fees	27,090	-	-	27,090	11,500
Other Income	223,571	-	-	223,571	245,949
Net Assets Released from Restrictions	166,000	(166,000)		<u>-</u>	
Total Revenue	10,468,900	(93,954)	-	10,374,946	9,974,851
Expenses					
Program Services					
Membership	706,184	-	-	706,184	676,713
Salute	1,218,828	-	-	1,218,828	1,167,121
National Conference and Business Fair	3,794,998	-	-	3,794,998	3,418,058
Certification	2,294,321	-	-	2,294,321	2,022,014
Other Programs	855,116			855,116	914,815
Total Program Services	8,869,447	-	-	8,869,447	8,198,721
Supporting Services					
Management and General	994,687	-	-	994,687	1,055,618
Fundraising	408,982			408,982	426,711
Total Expenses	10,273,116			10,273,116	9,681,050
Change in Net Assets	195,784	(93,954)	-	101,830	293,801
Net Assets, Beginning of Year	2,255,628	1,303,846	73,100	3,632,574	3,338,773
Net Assets, End of Year	\$ 2,451,412	\$ 1,209,892	\$ 73,100	\$ 3,734,404	\$ 3,632,574

STATEMENT OF CASH FLOWS

WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL, INC.

STATEMENT OF CASH FLOWS FOR THE YEAR ENDED DECEMBER 31, 2015

(WITH SUMMARIZED FINANCIAL INFORMATION FOR THE YEAR ENDED DECEMBER 31, 2014)

The information presented here is derived from financial statements audited by Councilor, Buchanan & Mitchell, PC.

	2015		2014	
Cash Flows from Operating Activities				
Change in Net Assets	\$	101,830	\$ 293,801	
Adjustments to Reconcile Change in Net Assets to		,		
Net Cash Provided by Operating Activities				
Depreciation and Amortization		221,080	221,182	
Decrease (Increase) in Accounts Receivable			(411,125)	
Decrease (Increase) in Prepaid Expenses		18,546	(30,127)	
(Increase) Decrease in Other Current Assets		(4,735)	7,321	
Increase in Cash Surrender Value of Life Insurance		(30,056)	(38,471)	
Increase (Decrease) in Accounts Payable		, , ,		
and Accrued Expenses		65,815	(86,072)	
(Decrease) Increase in Deferred Rent	(8,991)		7,988	
Increase in Deferred Compensation Payable		30,056	38,471	
Increase in Deferred Revenue		175,207	 558,210	
	'		 	
Net Cash Provided by Operating Activities		905,837	561,178	
Cash Flows from Investing Activities				
Decrease (Increase) in Restricted Cash		410,897	(45,151)	
Purchases of Fixed Assets		(12,782)	(40,336)	
Net Cash Used in Investing Activities		398,115	 (85,487)	
Net Increase in Cash and Cash Equivalents		1,303,952	475,691	
Cash and Cash Equivalents, Beginning of Year		3,198,877	 2,723,186	
Cash and Cash Equivalents, End of Year	\$	4,502,829	\$ 3,198,877	

CORPORATE MEMBERS

Abbott Laboratories

AbbVie Inc.

Accenture

Adecco Staffing

ADP

AEG

Aetna, Inc.

Aflac

AGL Resources

AIG

Alcatel-Lucent

Allstate Insurance Co.

Altria Group, Inc.

Amdocs, Inc.

American Airlines

American Express

American Red Cross

American Water

Amgen Inc.

Amtrak

Ann Inc.

Anthem, Inc.

Aon Corporation

Apple Inc.

ARAMARK

ArcelorMittal USA

Archer Daniels Midland Co.

AREVA Inc.

AT&T

Avis Budget Group, Inc.

Bank of America

Barclays Capital, Inc.

BASF

Bausch & Lomb
BBDO New York

Belk, Inc.

Best Buy

BMC Software

BMO Harris Bank, NA

BMW Manufacturing Co., LLC

BNSF Railway

Boeing Company, The

BP America Inc.

Bristol-Myers Squibb

Brocade

Bunn-O-Matic Corporation

Burns & McDonnell

CA Inc.

Caesars Entertainment

Campbell Soup
Capgemini USA

Capital One

Cargill

CBRE, Inc.

CCL Industries Corporation

CDW

CenterPoint Energy

CenturyLink

CHEP International, Inc.

Chevron

Ciena Corporation

CIGNA

Cintas Corporation

Cisco Systems, Inc.

CitiGroup

Clorox Corporation

Closure Systems International

CNA Insurance

Coca-Cola Company, The

Colgate-Palmolive Company

Comcast ConnXus

ConocoPhillips

Corizon Health, Inc.

Covidien

Cracker Barrel Old Country Store

Creative Artists Agency, LLC

CSX

CTDI

CVM Solutions

CVS Health

D.W. Morgan Company, Inc.

Darden Restaurants

David Michael & Co.

DDB US

Del Monte Foods, Inc.

Dell Inc.

Deloitte Services LP

Delphi Corporation

Delta Air Lines, Inc.

Depository Trust & Clearing Corp, The

DTE Energy

Dun & Bradstreet

DuPont

Education Networks of America

Energy Future Holdings

Entergy Corporation

Enterprise Holdings

Ericsson, Inc.

Exelon

Exxon Mobil Corporation

ΕY

<u>Facebook</u>

Fannie Mae

Farmers Insurance Group

Federal Home Loan Bank of Chicago

Federal Reserve Bank of Boston, The

Federal Reserve Bank of Cleveland, The

Federal Reserve Bank of Richmond, The

FedEx Services

Ferguson Enterprises

Fiat Chrysler Automobiles

Fiserv

Fleishman-Hillard Inc.

Florida Blue

Fluor

Ford Motor Company

Forest City Enterprises

Freddie Mac

Genentech, Inc.

General Mills

General Motors Company, LLC

GfK Holdings, Inc.

GlaxoSmithKline

GM Financial

Google, Inc.

GSD&M

Halyard Health

Harley-Davidson, Inc.

Health Alliance Plan

Health Care Service Corporation

Henkel Corporation

Hewlett-Packard Company

Hilton Worldwide

Home Depot, The

Honda North America, Inc.

Humana, Inc.

Iberdrola USA Management

Corporation

IBM Corporation

Ingersoll Rand

Intel

Interpublic Group

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 Corporation

KPMG LLP

Kraft Heinz Company

Kroger Company, The

L Brands

Leggett & Platt, Inc.

Lenovo Inc. (US)

Leo Burnett USA

Liberty Mutual Insurance

Lockheed Martin Corporation

L'Oreal USA

Lowe's Companies, Inc.

Luxottica North America

Macy's, Inc.

Major League Baseball

Mallinckrodt LLC

ManpowerGroup

Marathon Petroleum Corp.

Marriott International, Inc.

Mars North America

Mastercard Worldwide

McCain Foods

McCormick & Co., Inc.

Mcgarry Bowen

MeadWestvaco Corp.

MedAssets Supply Chain

Merck & Co.

MetLife

MGM Resorts International

Michelin North America Inc.

Microsoft Corporation

MillerCoors LLC

Monsanto Company

Morgan Stanley

Motion Industries Inc.

Motorola Solutions

MSD

Nationwide

Navient Solutions, Inc.

Nestlé North America

New York Life Insurance

Company

Nielsen

Nissan NA, Inc.

Novo Nordisk, Inc.

O.C. Tanner Company

Office Depot

Office of the Comptroller of the

Currency

Oracle USA

Orlando Health

Ortho Clinical Diagnostics

Pacific Gas and Electric

Company

PaperWorks Packaging Group

Pepco Holdings, Inc.

PepsiCo, Inc.

Pfizer Inc

Pitney Bowes Inc.

PNC Financial Services

Corporation

Portsmouth Public Schools

PPG Industries Inc.

Premier Inc.

PricewaterhouseCoopers

Principal Financial

Procter & Gamble Company, The

Prudential

PSC Industrial Outsourcing, LP

Randstad USA

Raytheon Company

Recall Corporation

RELX Group

Robert Half

RockTenn Company

Rockwell Automation

Ross Dress for Less

RR Donnelley

S.C. Johnson & Son, Inc.

Sandia National

Laboratories

Shell

Skanska USA Inc.

Sodexo, Inc.

Sony Pictures Entertainment

Southeastern Grocers

Southern California

Edison

Sprint Nextel Corporation

Staples, Inc.

Starbucks Coffee Company

Starwood Hotels & Resorts

Worldwide, Inc.

State Compensation

Insurance Fund

State Farm Insurance Companies

SunTrust Banks, Inc.

SUPERVALU

T-Mobile US Inc.

Takeda

Target Corporation

Tate & Lyle LLC

Teleperformance

Teva Pharmaceuticals

TIAA-CREF

Time Warner Inc.

TJX Companies

Towers Watson

TOYOTA

TransCanada

Turner Construction

Tyco International

U.S. Bank

U.S. Postal Service

U.S. Tennis Association

United Airlines

United Rentals, Inc.

UNUM Group

UPS

Verisk Analytics

Verizon

Visteon Corporation

Volvo Trucks North America

VWR International

W.W. Grainger, Inc.

Walgreens

Walmart Stores, Inc.

Walt Disney Company, The

Waste Management

Wells Fargo

Wieden+Kennedy

Windstream Communications

Wisconsin Energy Corporation

World Wide Technology, Inc.

Wyndham Worldwide Corporation

Xcel Energy

Xerox Corporation

• List as of December 31, 2015

*New 2015 Members are underlined

WBENC Board Members are in **Bold

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Theresa Harrison, First Vice Chair **Director of Supplier Diversity** EY

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

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Cheryl Stevens

Past Chair Emeritus Governance Subject Matter Expert

VACANT SEATS - 3

AT&T

Expert Member

Regional Partner Organization

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Candace Waterman

Chief of Staff, Certification & Program
Operations

Lakesha White

Senior Certification Program Manager

Amanda Zack

Project Manager, Marketing





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