

NOMINATING COMMITTEE REPORT

WBENC June Board Meeting

June 24, 2019



Join Forces. Succeed Together.

JUNE BOARD ELECTIONS

Corporate Nominations for Existing Board Seats (2):

Shaun Budnik, KPMG
Karen Miller, Office Depot

Current Open Corporate Board Seats (2):

Google
W.W. Grainger

Current Vacant Board Seats (1):

1 Corporate Seat (Formerly Nokia)

CORPORATE NOMINATIONS

CORPORATE BOARD SEAT CANDIDATES



Shaun Budnik
Partner
KPMG

- Audit Innovation Leader, guiding the audit practice's journey to transform the audit culture and professional mindset so that KPMG is positioned to deliver high quality and relevant audits.
- Established the Audit Innovation Leaders Network, a collaborative group of partners across the firm dedicated to encouraging new ways of thinking and educating the practice on how technology transformation will impact the audit. In addition, she's started a series of labs for auditors to apply innovative design thinking and collective techniques to their engagements to raise awareness about an innovative culture and marketplace trends.
- Currently serving on KPMG's Women's Advisory Board, dedicated to creating a compelling work environment and enhancing career opportunities for women.

CORPORATE BOARD SEAT CANDIDATES



Karen Miller
Vice President, Procurement
Office Depot

- Inclusive leader with 20 years of sourcing experience with top supply chain organizations in high technology, industrial, and most recently retail.
- Currently has procurement responsibility for all indirect and direct spend at Office Depot and CompuCom.
- Leads an organization of over 100 sourcing professionals that works with internal business partners to identify the right suppliers that bring the company value, and they directly manage the competitive bidding process, contracting, and make vs. buy decisions.
- Prior to Office Depot was with GE for 10 years where she most recently led the procurement organization for the North America Grid Solutions business. Prior to GE, spent 6 years at Apple, Inc., and 5 years at Dell.

THANK YOU

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TREASURER'S REPORT

Theresa Harrison

June 24, 2019

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PRESENTATION TOPICS

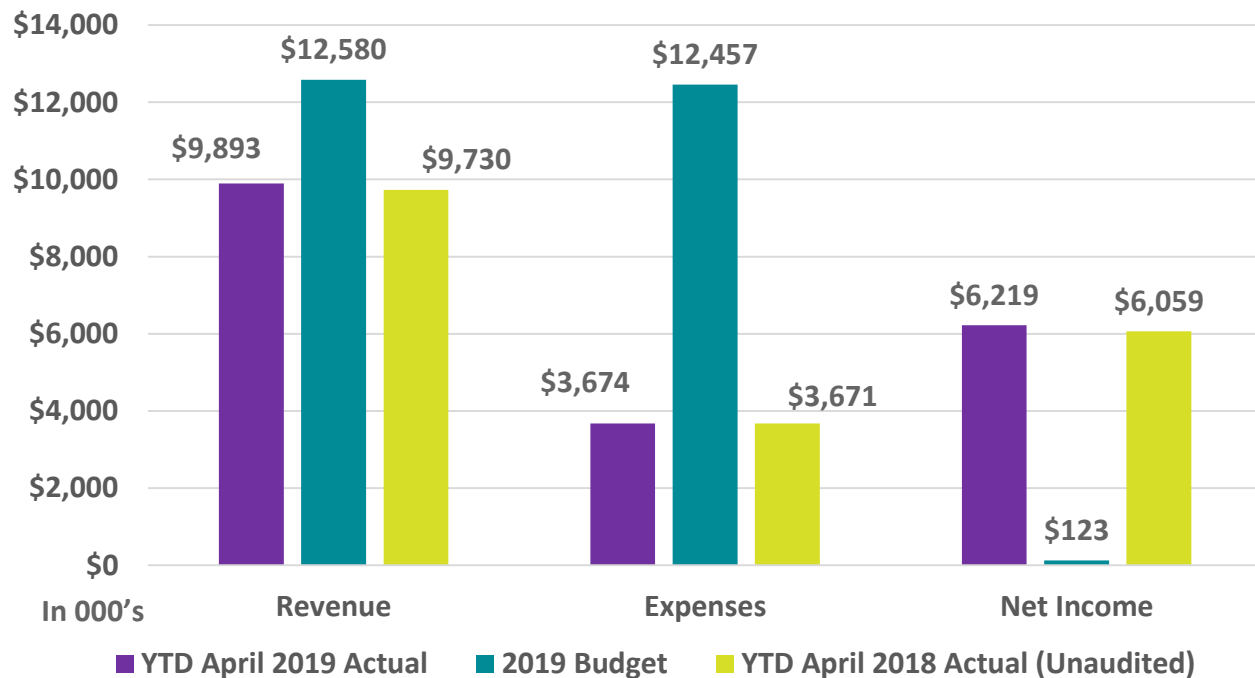
- YTD April 2019 Financial Results
- Summit & Salute Financial Performance
- National Conference & Business Fair Progress
- Status of 2018 Audit
- 2020 Budget Development Schedule

YTD APRIL 2019 FINANCIAL RESULTS

As of April 30, 2019:

- Revenue: WBENC has reached \$9.9mm, which is 79% of the budgeted amount of \$12.6mm (at 4/30/18, 77% of the total 2018 revenue budget had been achieved)
- Expenses: \$3.7mm, which is 30% of the budgeted amount of \$12.5mm
- Change in Net Assets (Net Income): \$6.2mm (This will be greatly reduced as the year goes on; WBENC still expects the budgeted net income.)

YTD APRIL 2019 FINANCIAL RESULTS

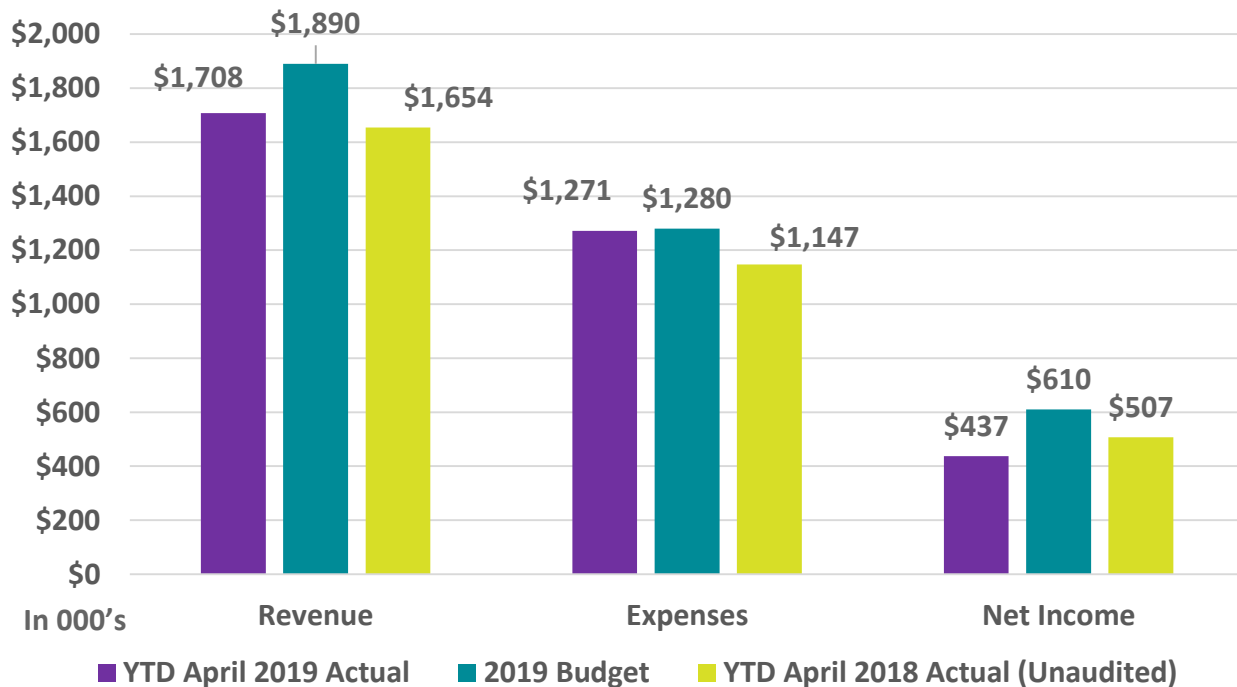


YTD APRIL 2019 FINANCIAL RESULTS

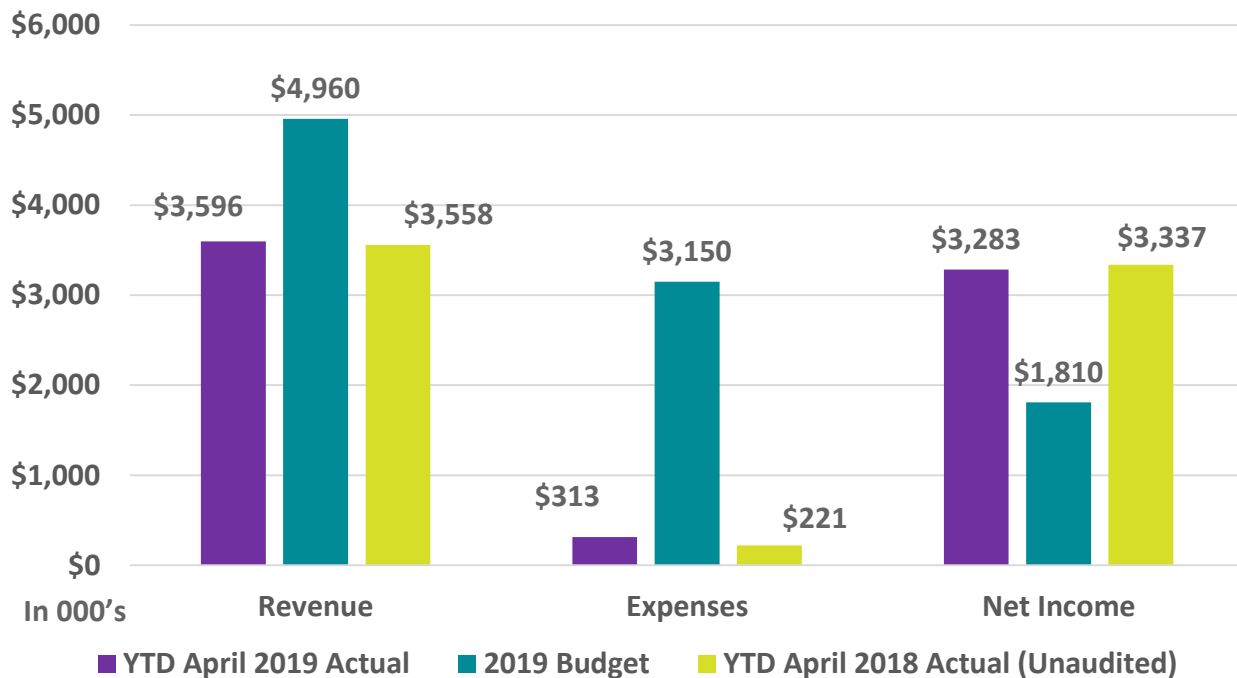
Balance Sheet as of April 30, 2019

- Cash & Cash Equivalents - \$7.4mm (\$7.1mm at 4/30/18)
- Accounts Receivable, net - \$2.0mm (\$1.7mm at 4/30/18)
- Net Liquid Current Assets – \$9.1mm at 4/30/19 versus \$8.6mm at 4/30/18 (Cash + Accounts Receivable – Accounts Payable and Accrued Expenses)
- Net Working Capital - \$9.1mm at 4/30/19 versus \$8.7mm at 4/30/18 (Current Assets – Current Liabilities)

2019 SUMMIT & SALUTE FINANCIAL PERFORMANCE



2019 NATIONAL CONFERENCE & BUSINESS FAIR PROGRESS



2018 MEMBERSHIP PROGRESS

- Revenue: Achieved 94% of \$4.5mm budgeted goal (as of 4/30/19)
- 22 new members as of 4/30/19

UPDATE ON OTHER ITEMS

- Audit: Field work for the 2018 audit was completed in week of June 17th. The auditors are reviewing the audit file and expect to have a draft to WBENC Management in the 3rd Quarter.
- Upcoming Executive Educational Programs:
 - Tuck - WBENC Sept 22 – Sept 27
 - WBENC Energy Executive Oct 27 – Nov 1
 - Accelerated Leadership Development July 15 – July 19 and Nov 4 – Nov 8
- Additional Program: Planet Mogul - Sept 9

2020 BUDGET DEVELOPMENT SCHEDULE

- Budget development will occur in August and September
 - A forecast will be completed as part of this process
- Propose to Finance Committee in early October
- Propose to Extended Executive Committee in late October
- Recommend to Board and vote on at the November meeting

QUESTIONS?

Thank You

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AMBASSADORS IN ACTION

Debra Jennings-Johnson

June 2019 Update

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AMBASSADOR PROGRAM

AMBASSADOR MISSION: EDUCATE, FACILITATE, MOTIVATE ACHIEVE, CHAMPION

2019 Program Updates & Initiatives

Expanding WBENC mission via Industry Event Participation

- Offshore Technology Conference

Marketing & Communications Engagement

- Blog featuring WBENC Corporate Members

RPO Certification Committee Engagement



AMBASSADOR PROGRAM HIGHLIGHTED IN WE USA



Ambassador Program

promotes WBENC

BY CARYN BERARDI



The Women's Business Enterprise National Council continually engages with and recruits new members to expand its already robust network of corporations and women-owned businesses. Often, the most successful engagement comes directly from current members sharing their own experiences with the organization.

This personal connection is at the heart of the WBENC Ambassador Program. Comprised of WBENC board members and additional staff from their teams, approximately 100 corporate and women's business enterprises ambassadors promote the benefits of and build awareness for WBENC.

"Nothing is better than hearing someone personally communicate the value they got from WBENC. Making the human connection, welcoming new members and making them feel part of the WBENC family is what our ambassadors do," said Jill Sasso, vice president of human resources, governance and programs for WBENC. She co-leads the Ambassador Program with Board of Directors First Vice Chair Debra Jennings-Johnson, who is senior director of supplier diversity for BP America Inc.

The program has been a core part of WBENC's outreach for more than a decade, with ambassadors participating in five calls and three in-person updates throughout the year. While current members have always spoken on behalf of WBENC, the Ambassador Program is a more focused effort to ensure board members have the most current information about WBENC's goals and opportunities to take back to their own networks — including inviting WBENC to industry events that are beyond its traditional network, Sasso said.

For example, in May, Pamela Prince-Eason, WBENC president and CEO, spoke at the Oilshore Technology Conference in Houston. It was the first time for WBENC to participate in the event and originated from Jennings-Johnson sharing the value of WBEs in the oil and gas industry with her colleagues.

"This is a great example of how our ambassadors can introduce us to new groups of people, so we can really have a broader reach," Sasso said.

Beyond corporate outreach, the ambassadors also educate women-owned businesses on the benefits of becoming certified by



◀ "Nothing is better than hearing someone personally communicate the value they got from WBENC."
— Jill Sasso



▶ "We consistently refresh what we discuss to stay relevant to the needs of our constituents."
— Debra Jennings-Johnson



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**THANK YOU FOR YOUR
ENGAGEMENT AND
PARTICIPATION**

**IN THE AMBASSADOR
PROGRAM**

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