

Creating Opportunities...Recognizing Excellence

# 2008 annual report



Women's Business Enterprise  
National Council  
**WBENC** 

# LETTER FROM THE CHAIR AND THE PRESIDENT

PHOTO COURTESY OF WOMEN'S ENTERPRISE PUBLICATIONS AND WE MAGAZINES.



**Cheryl Stevens,**  
WBENC  
Board Chair

PHOTO COURTESY OF WOMEN'S ENTERPRISE PUBLICATIONS AND WE MAGAZINES.



**Linda J. Denny,**  
President and  
CEO, WBENC

*Dear Friends:*

The Women's Business Enterprise National Council (WBENC) completed another year providing certification, opportunities, and resources to its Corporate Members and WBENC certified Women's Business Enterprises (WBEs).

In 2008, WBENC and its Regional Partner Organizations (RPOs) created, managed, and implemented the

process and procedures maintaining WBENC's Gold Standard certification, access to markets, and skill-building programs to enable the success of WBENC certified WBEs.

By year-end 2008, more than 8,100 women-owned businesses were granted WBENC certification; and 255 corporations supported WBENC as members. WBENC also named the Ohio River Valley Women's Business Council as its new RPO providing certification and business access opportunities to WBEs in Ohio, Kentucky and West Virginia. These states were previously part of a six state territory managed by the Women's Business Enterprise Council Southeast, which was realigned.

As part of the realignment, the State of Tennessee became part of Women's Business Enterprise Council – South (WBEC-South), an established RPO that covers Louisiana, Mississippi, Alabama, and the northern panhandle of Florida. The States of North and South Carolina were merged under the Georgia Women's Business Council (GWBC).

WBENC also worked to bring life to its new strategic plan focusing on the core values of certification, opportunities, and resources. *The Power of Progress* was the 2008 theme for WBENC's Women in Business National Conference and Business Fair held in Atlanta, Georgia where WBENC had nearly 2,500 attendees and 333 exhibitors. The GWBC set a new attendance standard as the Host Council for this event.

Throughout the year, Michelle Richards and Nancy Williams provided innovation and leadership as Chairs of the Leadership Council and the Women's Enterprise Leadership Forum. Through the leadership of Michelle and Nancy, the RPOs and the Forum help to build infrastructures and implement processes that better serve the needs of WBENC and its constituents. Both, the Leadership Council and the Forum, are key WBENC leadership teams that help to deliver WBENC's commitment to its constituents.

Guided by the Global Business Committee and Quantum Leaps, WBENC continued to expand its global initiatives to include training, resources, and partners. Hosting its second International Day, WBENC provided a series of workshops geared to helping

WBEs increase their capacity to globally grow their businesses. A memo of understanding was signed on that day to launch WEConnect International as the official organization to develop international WBE certification programs.

WBENC also made phenomenal strides in the area of technology, with a datacenter migration, which provided added security to our network and data. These enhancements keep WBENC technologically competitive, and provide the ability to better serve constituents more effectively and efficiently.

In honor and recognition of the outstanding leadership and service of Mr. William J. Alcorn, first and past WBENC Chair, WBENC also established the William J. Alcorn Leadership Award. Mr. Alcorn, Senior Vice President, Controller, and Chief Procurement Officer, retired in May 2008 from JCPenney Company, after 37 years of service. The William J. Alcorn Award recipient is selected and presented by the Chairman of the WBENC Board of Directors, with input from Past Chairs and WBENC Executive Staff.

In short, 2008 was an exceptional year. WBENC built its first decade of accomplishments by continuing to raise awareness of the importance of certification; advocate for women business owners; encourage supplier diversity best practices; strengthen the relationships with our Corporate Members, our WBENC certified WBEs, and our Regional Partner Organizations; and encourage alliances with other organizations that support women business owners.

Finally, thanks to WBENC's Staff, Board of Directors, and leadership teams, WBENC certification continues to retain the Gold Standard prestige and value consistently demanded by Corporate Members and women business owners. In addition, WBENC will continue to provide the highest quality in programs, training and services to its constituents.

With warm regards,



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



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

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



**Front Row - Left to Right:** Lauventria Robinson, Vice President, Diversity Business Development, The Coca-Cola Company; Tanya Penny, Vice President, Sourcing and Procurement, Verizon; Monica Luechtefeld, Executive Vice President, ECommerce and Direct Marketing, Office Depot; Francene Young, Vice President Diversity, Inclusion and Talent, Shell Oil Company; Kathy Homeyer, Director, Supplier Diversity, UPS; Lisa Martin, Senior Vice President and Chief Procurement Officer, Pfizer Inc; Cynthia Marshall, AT&T State President, AT&T; Martha Artiles, Chief Diversity Officer, Manpower, Inc.; Betsy Hosick, General Manager Midstream Procurement, Chevron Corporation; Martha Rangel, Senior Vice President, Supplier Development, Bank of America Supply Chain Management.

**Back row - left to right:** Connie Rankin, President of Customized Real Estate Services and Chair of the America's Top Corporations for WBES Selection Panel; Anthony Carter, Vice President, Diversity and Inclusion, Johnson & Johnson; Jens Gruenkemeier, Director, Global Procurement, Dell; John Young, CEO, Energy Future Holdings; Tom Gartland, EVP, Sales & Marketing, Avis Budget Group; Mitchell Adamek, Senior Vice President & Chief Procurement Officer, PepsiCo, Inc.; Kevin Campbell, Group Chief Executive-Outsourcing, Accenture; Nick DeTura, Senior Vice President Quality Assurance and Customer Care, Alcatel-Lucent; Linda Denny, President and CEO, WBENC.

In keeping with its leadership role in advancing the success of both women's business enterprises and the corporations they serve, WBENC announced its ninth annual list of America's Top Corporations for Women's Business Enterprises at a ceremony in Washington, DC.

WBENC President and CEO, Linda Denny and Top Corporations Selection Panel Chair, Connie Rankin, President, Customized Real Estate Services presented the awards during this prestigious ceremony.

The Top Corporations application and review process validates supplier diversity best practices of companies that have:

- Successfully demonstrated substantive commitment, both qualitatively and quantitatively, to enhancing contracting opportunities for women business enterprises (WBES).
- Successfully demonstrated that they continually "raise the bar" with respect to implementing and innovating best practices in purchasing from WBES.

- Accomplished more than others in corporate America, and their industry in particular, to proactively integrate women's business enterprises at all levels within their supply chain.

The 2008 list recognizes 19 corporations that have met these goals and who serve as role models to other companies:

- |                             |                           |
|-----------------------------|---------------------------|
| Accenture (1)               | Johnson & Johnson (2)     |
| Alcatel-Lucent (2)          | Manpower Inc. (1)         |
| AT&T Inc. (9)               | Office Depot (8)          |
| Avis Budget Group, Inc. (9) | PepsiCo, Inc. (8)         |
| Bank of America (7)         | Pfizer Inc (5)            |
| Chevron (7)                 | Shell Oil Company (7)     |
| Dell (1)                    | The Coca-Cola Company (4) |
| Energy Future Holdings (9)  | UPS (9)                   |
| Exxon Mobil Corporation (3) | Verizon (4)               |
| IBM (6)                     |                           |

**Note:** "( )" indicates number of years companies have received award.

# 2008 WOMEN'S BUSINESS ENTERPRISE STARS



**Left to right: Andra Rush**, Owner, Rush Trucking; **Pamela O'Rourke**, President, ICON Information Consultants, LP; **Nancy Williams**, Principal, ASAP; **Linda Denny**, President and CEO, WBENC; **Kathy White**, CEO, Facilitech Inc.; **Michelle Boggs**, Chief Executive Officer, McKinley Marketing Partners; **Carolyn Gable**, President, New Age Transportation, Distribution & Warehousing Inc.; **Lori Davis**, President, RIG-CHEM, Inc.; **Lynne Marie Finn**, President, Superior Staff Resources, Inc.; **Margarita Gonzalez**, CEO, AccuBANKER; **Michele Finn Johnson**, President, Artemis Consulting Group, Inc.; **Roxann Patrick**, President, Designed Solutions Group, Inc.; **Sandy Lish**, Principal/Founder, The Castle Group, Inc.; **Olsa Martini**, President, Olsa Resources, Inc. and **Julie Copeland**, President and CEO, Arbill.

On March 20, 2008, WBENC celebrated its 11<sup>th</sup> Salute to Women's Business Enterprises: *The Power of Progress*, which was held at the Marriott Wardham Park Hotel in Washington, DC. The 2008 Salute was attended by over 700 Corporate Members, women business enterprises, government officials, and journalists. The black-tie dinner and awards program was chaired by Tim McBride, Chief Procurement Officer, Microsoft.

Designed to recognize the contributions of women's business enterprises (WBEs) to the U.S. economy, the Salute also recognized 14 WBEs as the 2008 Women's Business Enterprise Stars. This elite cadre of WBENC certified women business enterprises were honored for their leadership in their local business communities, their inspiration to other women business owners, and their active roles at the helm of their successful certified businesses.

## The 2008 Women Business Enterprise Stars are:

- **Michelle Boggs**, Chief Executive Officer, McKinley Marketing Partners, Representing Women Presidents' Educational Organization – DC – Washington, DC  
[www.mckinleymarketingpartners.com](http://www.mckinleymarketingpartners.com)
- **Julie Copeland**, President and CEO, Arbill Safety Products, Representing Women's Business Enterprise Council – PA-DE-sNJ – Philadelphia, PA  
[www.arbill.com](http://www.arbill.com)
- **Lori Davis**, President, RIG-CHEM, Inc., Representing Women's Business Council Gulf Coast – New Orleans, LA  
[www.rigchem.com](http://www.rigchem.com)
- **Lynne Marie Finn**, President, Superior Staff Resources, Inc., Representing Women Presidents' Educational Organization – NY – New York City, NY  
[www.superior-sdc.com](http://www.superior-sdc.com)
- **Carolyn Gable**, President, New Age Transportation, Distribution & Warehousing Inc., Representing Women's Business Development Center – Chicago – Chicago, IL  
[www.newagetransportation.com](http://www.newagetransportation.com)
- **Margarita Gonzalez**, CEO, AccuBANKER, Representing Women's Business Development Center – Florida – Miami, FL  
[www.accubanker.com](http://www.accubanker.com)

## 2008 WOMEN'S BUSINESS ENTERPRISE STARS (CONTINUED)

### 2008 Salute Chair Microsoft

### 2008 Salute Sponsors

Adco Electrical Corporation  
Andavo  
Arbill  
ASAP  
Avis Budget Group  
Chevron Corporation  
Energy Future Holdings (formerly TXU Corp.)  
Ford Motor Company  
Henegan Construction Co., Inc.  
Hollister Construction Company  
Johnson & Johnson  
KMM Telecommunications  
KPMG  
Kraft Foods  
Matrix Information Consulting, Inc.  
MDI  
Meadows Office Furniture Co.  
Merrill Lynch & Co., Inc.  
Office Depot  
PepsiCo, Inc.  
Pfizer Inc  
Plastic Diversity Solutions, LLC  
Raytheon Company  
RIG-CHEM, Inc.  
Shell Oil Company  
SPG & Associates, LLC  
SSI Global Group, Inc.  
Superior Staff Resources, Inc.  
TCIM Services, Inc.  
Toyota  
Tuck Class of '07"  
Turner Construction Company  
United Airlines, Inc.  
UPS  
Verizon  
Welcome Florida, Inc.  
Women's Business Enterprise Council – PA-DE-sNJ

- **Michele Finn Johnson**, President, Artemis Consulting Group, Inc., Representing Women's Business Enterprise Council – West – Phoenix, AZ  
[www.artemisgroup.net](http://www.artemisgroup.net)
- **Sandy Lish**, Principal/Founder, The Castle Group, Inc., Representing the Center for Women & Enterprise – Boston, MA  
[www.thecastlegrp.com](http://www.thecastlegrp.com)
- **Olsa Martini**, President, Olsa Resources, Inc., Representing Astra Women's Business Alliance – Portland, OR  
[www.olsaresources.com](http://www.olsaresources.com)
- **Pamela O'Rourke**, President, ICON Information Consultants, LP, Representing the Women's Business Enterprise Alliance – Houston, TX  
[www.iconconsultants.com](http://www.iconconsultants.com)
- **Roxann Patrick**, President, Designed Solutions Group, Inc., Representing Women's Business Enterprise Council – Southeast – Columbus, OH  
[www.designed-solutions.com](http://www.designed-solutions.com)
- **Andra Rush**, Owner, Rush Trucking, Representing Michigan Women's Business Council – Ann Arbor, MI  
[www.rushtrucking.com](http://www.rushtrucking.com)
- **Nancy Williams**, Principal, ASAP, Representing Georgia Women's Business Council – Atlanta, GA  
[www.asapstaffingllc.com](http://www.asapstaffingllc.com)
- **Kathy White**, CEO, Facilitech Inc., Representing Women's Business Council – Southwest – Arlington, TX  
[www.businessinteriors.com](http://www.businessinteriors.com)



**Gail Warrior-Lawrence**, President and Chief Executive Officer, Warrior Group laughs her way to a winning bid during the Live Auction held at the 2008 Salute to Women's Business Enterprises.



**Left to Right:** Linda Denny, President and CEO, WBENC; Michelle Richards, President, Women's Business Enterprise Council – Great Lakes; Diane McClelland, President, ASTRA Women's Business Alliance; Linda Paugh, Board Vice Chair and Acting Interim Director, WBEC – West, Debbie Hurst, President, Women's Business Council – Southwest, Geri Swift, President, Women's Business Enterprise Council – PA-DE-sNJ; Carol Dougal, Co-President, WBDC – Chicago; Camille Burns, Vice President, Operations, Women Presidents' Organization; Nancy Allen, President and CEO, Women's Business Development Center – Florida; Susan Repka, Interim Executive Director, WBEA; Blanca Robinson, Executive Director, Women's Business Enterprise Council – South; John D. Harris, II, Vice President, Contracts & Supply Chain, Raytheon Company; and Liz Cullen, Women Presidents' Educational Organization.

Introduced in 1999, the Applause Award recognizes and “applauds” significant accomplishments that further WBENC’s efforts of breaking down barriers that impede the progress and growth of women-owned businesses. In 2008, WBENC bestowed its Applause Award to its 13 Regional Partner

Organizations, the 13 RPOs across the country that implement WBENC’s Gold Standard of certification to women’s business enterprises that are 51 percent woman owned, operated and controlled; and provide business development opportunities:

## The organizations and their leaders who were honored in 2008 are:

**Michelle Richards**, President  
Women’s Business Enterprise Council  
– Great Lakes

**Roz Lewis**, Executive Director, Georgia Women’s Business Council and Host Council for the 2008 Women in Business National Conference and Business Fair

**Diane McClelland**, President  
Astra Women’s Business Alliance

**Linda Paugh**, Board Vice Chair and Acting Interim Director  
Women’s Business Enterprise Council – West

**Debbie Hurst**, President  
Women’s Business Council – Southwest

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

**Carol Dougal**, Co-President  
Women’s Business Development Center – Chicago

**Marsha Firestone**, President  
Women Presidents’ Educational Organization – NY

**Nancy Allen**, President and CEO  
Women’s Business Development Center – FL

**Susan Repka**, Executive Director  
Women’s Business Enterprise Alliance

**Blanca Robinson**, Executive Director  
Women’s Business Enterprise Council-South

**Donna Mullen Good**, CEO  
Center for Women & Enterprise

**Liz Cullen**, Executive Director  
Women Presidents’ Educational Organization – DC



**Left to Right:** Gerri Willis, Anchor, CNN's Open House; Greta Davis, Executive Director, Supplier Diversity, Time Warner Inc.; Tara Abraham, CEO, Accel Inc. and WIB2008 WBE Co-Chair, Lisa Hanlon; Principal, Teltech Communications, Inc.; Laura Reiling, Business Manager, Corporate Procurement, Chevron Corporation; Linda Denny, President and CEO, WBENC; Cheryl Stevens, Vice President Supplier Diversity, Energy Future Holdings and WBENC Board Chair; Bob Bouta, Senior Vice President, Facilities and Properties, Avis Budget Group; Pamela Chambers O'Rourke, President and CEO, ICON Information Consultants, LP; Lisa A. Johnson, Group Manager, Procurement Services, UPS and WIB2008 Corporate Co-Chair; Susan O'Farrell, VP Procurement & Asset Management, The Home Depot and WIB2008 Corporate Co-Chair; Roz Lewis, Executive Director, Georgia Women's Business Council; Kanchana Raman, President and CEO, Avion Systems, Inc. and Honorary Chair Georgia Host Committee; The Honorable Lorely Burt, Member of Parliament, United Kingdom; and Nancy Williams, Principal, ASAP and WIB2008 WBE Co-Chair (Not Pictured - Roz Alford, Principal, ASAP and WIB2008 WBE Co-Chair.)

## Host Council

Georgia Women's Business Council

## Georgia Host Committee

Avion Systems, Inc. (Honorary Chair  
Georgia Host Committee)

All(n)1 Security Services, Inc.

Bennett International Group

BG Strategic Solutions, LLC

Exhibits South Corporation

Hollister Construction

ISHR Group

McPherson, Berry & Associates, Inc.

MDI

Mom Corps

The Brand Coach

The Robart Companies

Transport Global Logistics Inc.

## *The Power of Progress*

Corporate Leaders and Women Business Enterprises convened from June 23rd to June 26th in Atlanta, Georgia for WBENC's ninth Women in Business National Conference and Business Fair (WIB2008) *The Power of Progress*. Held at The Georgia World Congress Center, WIB2008 featured 333 exhibitors and hosted nearly 2,500 attendees.

Conference Corporate Co-Chairs The Home Depot and UPS, and WBE Co-Chairs Accel Inc. and ASAP were joined by dozens of other corporate and WBE sponsors including, among others, BP America, Inc., Dell Inc., and Time Warner.

WIB2008 Corporate kick-off keynote addresses were provided by Lyne Castonguay, Vice President of Multicultural Merchandising and Marketing at The Home Depot; and Amy Whitley, Vice President, Organizational Development, UPS.

WIB2008 keynote speakers included Bernice A. King, internationally-renowned orator, author of *Hard Questions, Heart Answers*, ordained minister, lawyer, and youngest daughter of the late Coretta Scott King and Dr. Martin Luther King, Jr.; Chin-Ning Chu author of the international best-selling books: *Do Less, Achieve More; Thick Face, Black Heart; The Asian Mind Game* and *Working Woman's Art of War* with translations in 17 languages and president of the Strategic Learning Institute and the Asian Marketing Consultants, Inc.; and Nancy Kramer, Founder and CEO, Resource Interactive, an expert in technology marketing, and an early leader in digital marketing and design.

Politics were front and center in 2008 with Barbara Kasoff, President of Women Impacting Public Policy (WIPP) moderating *Setting the Small Business Agenda*. In addition to an up-to-the-minute election update, Kasoff addressed the role of women-owned businesses in the elections, the transition plan for a new administration, and the "Small Business Platform."

Riveting workshops addressed key business issues facing both corporations and WBEs, among them *Why Going Green Equals Gold ; Top 5 Game Changing Ideas for Supplier Diversity; Strategy for High Growth WBEs; Challenges and Solutions in Second Tier, and Expanding Your Supplier Diversity Program Globally*.

WBENC's MatchMaker meetings connected Corporate Purchasing officials and WBEs for approximately 300 private face-to-face 15-minute meetings to discuss potential opportunities. In addition, WBENC's WIB2008 Business Fair gave attendees a first hand look at WBENC certified WBEs exhibiting their companies' capabilities, as well as an opportunity to meet Corporate Supplier Diversity Representatives and Buyers without barriers.

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

## WIB2008 Sponsors

### Co-Chairs

The Home Depot  
UPS  
ASAP  
Accel Inc.

### Featured Sponsors

BP America  
Dell Inc.,  
Time Warner

### Contributing Partners

Aflac  
Altria Group, Inc.  
Archer Daniels Midland Company  
Avis Budget Group  
Bank of America  
Chevron Corporation  
Exxon Mobil Corporation  
Georgia-Pacific  
Hollister Construction  
IBM  
ICON Information Consultants, LP  
Kraft Foods  
Manpower, Inc.  
Parallels  
PepsiCo, Inc.  
Pfizer Inc  
Pitney Bowes, Inc.  
Raytheon Company  
Shell Oil Company  
SMEAD Manufacturing Company  
Sprint Nextel Corporation  
Superior Staff Resources, Inc.  
Target  
Teltech Communications, LLC  
Verizon  
Wal-Mart Stores, Inc.



The Zenith Group  
Women of Exceptional Achievement

## Joint Program of WBENC and the Women Presidents' Organization

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

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

### Together, The Zenith Group:

1. Conducts high-level business meetings to promote business development opportunities with Fortune 1,000 companies.
2. Works to change the way women-owned businesses are perceived in corporate America and the media.
3. Develops cutting edge information and strategies for successful and fast growth companies.

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

### **Gina Addeo**

Chairman of the Board  
ADCO Electrical Corporation

### **Sarah Bates**

CEO/Chairman  
Nu Tek Steel, LLC

### **Gloria Bohan**

President & CEO  
Omega World Travel

### **Carmen Castillo**

President & CEO  
Superior Design International

### **June Coldren**

President  
Cenergy International Services

### **Linda Drake**

CEO  
TCIM Services

### **Rosalie Edson**

President/Owner  
Meadows Office Furniture

### **Maureen Henegan**

CEO  
Henegan Construction Co., Inc

### **Margery Kraus**

CEO  
APCO Worldwide

### **Mercedes LaPorta**

Mercedes Electric Supply

### **Brenda Rivers**

CEO  
Andavo Travel

### **Andra Rush**

Owner  
Rush Trucking Corporation

### **Sandy Solomon**

President/CEO/Owner  
Sweet Street Desserts, Inc.

# THE TUCK-WBENC EXECUTIVE PROGRAM

Brought to you by IBM

For the sixth year, WBENC partnered with the Tuck School of Business at Dartmouth in 2008 to offer a one-week intensive executive education program for WBENC certified women's business enterprises (WBEs). Thirty-six WBEs were taught by top professors from Tuck. Designed to teach women business owners a systematic way of assessing and improving their businesses, the Tuck-WBENC Executive Program provided WBEs with tools to develop and implement strategic initiatives to grow small-to medium-sized enterprises.

The program focuses on achieving maximum impact for WBEs with the primary case study used being that of the WBE's own business. Collaborative learning groups challenge WBEs to creatively use the curriculum tools to assess and improve their businesses, using the same diagnostic and implementation strategies examined in the classroom setting. Participants take away a wealth of knowledge that is immediately applicable, plus a strong network of new professional relationships and peer support.

## 2008 WBENC Certified WBE Participants

Katrin Antram, PC Network  
Julie Auslander, Corporate Subscription Management Services  
Lorraine Bergman, Caliente Construction, Inc.  
R. Yvonne Campos, Campos, Inc.  
Lu Cotta, Annapolis Accommodations, Inc.  
Amy Dain Vincelette, The Wellspring Group  
Alison Davis, Davis & Company  
Mary Glasscock, Glaco Midwest, Inc.  
Linda John, Corporate Family Network  
Diedria Joseph, Topp Knotch Personnel, Inc.  
Catherine Koch, K-Tec Systems, Inc.  
Cecelia Lakatos Sullivan, Pinnacle Telecommunications, Inc.  
Cheryl Ludwick, Alaron Supply Company  
Linda Magnusson-Rosario, InSys Consulting  
Patricia May, Precision Language Services  
Emily McHugh, Casauri  
Michele McKenna, Market Analytics International  
Audreya McLean, Qualified Homecare Services, Inc.  
Jayne Millard Clark, Turtle & Hughes  
Reshma Moorthy, Frontier Technologies, Inc.  
Mary Moslander, LiveHealthier  
Melissa Peirce, The Wellspring Group  
Penny Perez, Malco Contracting, Inc.  
Pamela Robinson, Financial Voyages LLC  
Darlene Rotch, Panorama Public Relations  
Shelli Ryan, Ad Hoc Communication Resources, LLC  
Pamela Ryan, Designer Sports LLC  
Joanne Santomauro, ISG Office Concepts, Inc.  
Valerie Shondel, SelectoFlash, Inc.  
Nidhi Sinha, Database Mining Lab  
Lisa Somerville, Restor Telecom, Inc.  
Carolyn Sutton, Clover Global Solutions, LP  
Julie Valdez, Pacific Supply & Safety, LLC  
Sandra Webster, Consultants 2 Go  
Carol Williams, Trendsetter Electronics  
Laura Zekoll, Advantage Computer Age, Inc

## 2008 Tuck-WBENC Executive Education Sponsors

**Underwriter**  
IBM

**Major Sponsor**  
AT&T

### Supporters

MasterCard

Merck & Company

Microsoft

Office Depot

Pfizer

Target

The Home Depot

UPS

# DOROTHY B. BROTHERS EXECUTIVE SCHOLARSHIP

Brought to you by Bank of America and its suppliers

## 2008 Dorothy B. Brothers Executive Scholarship Program Contributors

Alliance One Inc.  
BMC Software Inc.  
Brinks  
CompView  
Diebold  
Fidelity Investments  
First Rate  
FMA Alliance  
Harland Clarke  
Interthixecutivenx, Inc.  
Kx Systems  
LandAmerica  
Lee Hecht Harrison, LLC  
Microstrategy, Inc.  
National Enterprise Systems  
Northstar Location Services, LLC  
Paradysz Matera Company, Inc.  
Pfizer Inc  
Premier Global Services  
Regulus Integrated Solutions  
Sunrise Credit Services, Inc.  
United Guaranty Corporation

Bank of America, its communities and its extended family of suppliers and business partners suffered a great loss in July 2002 with the passing of Dorothy Brothers, Supplier Diversity & Development executive and WBENC board member. Dorothy Brothers founded the Executive Management Scholarship Program in order for women business owners to have access to the same high caliber management education that is available to Fortune 500 companies.

As a tribute to Dorothy's accomplishments in helping diverse suppliers grow and successfully participate in competitive bid opportunities, WBENC, with the support of Bank of America, established the Dorothy B. Brothers Executive Scholarship.

This program provides diverse executive suppliers with the educational development that will help them grow and successfully compete in corporate supply chains.

In 2008, 14 business owners received scholarships of up to \$4,500 each to attend an advanced management program of their choice. The 2008 Dorothy B. Brothers Executive Scholarship awardees are:

## 2008 Recipients

### **WBEC – Great Lakes**

Bridgette Lemberg,  
*Forensic Fluids Laboratories Inc.*

### **Southeast Region**

Annette Tarver,  
*Blackwell Consulting Services of Ohio, LLC*

Tara Abraham,  
*Accel Inc.*

### **WBC – Southwest**

Deborah Wright,  
*Phoenix Translations*

### **WBDC – Chicago**

Linda Boasmond,  
*Cedar Concepts Corporation*

### **WBDC – Florida**

Tanya Williams,  
*T.Wynne Art & Design*

Ann Duncan,  
*Vertical Intergration*

### **WBEC – PA, DE, sNJ**

Michele McHenry,  
*Laser Lab*

### **WPEO – DC**

Susan Wilson,  
*The Judgment Group*

### **WBEC – West**

Melissa Huang,  
*Elementi Designs, Inc.*

### **WPEO – NY**

Laura Allen,  
*Vision Education & Media*

Eileen Cleary,  
*Atlas Data Systems*

Doreen Gebbia,  
*eRichards Consulting*

Valerie Shondel,  
*SelectoFlash*

The information presented here is derived from financial statements audited by Drolet & Associates, PLLC. Copies of the audited statements may be obtained by sending an e-mail request to controller@wbenc.org.

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

**December 31, 2008**

**(With Summarized Financial Information for December 31, 2007)**

	2008	2007
<b>ASSETS</b>		
<b>CURRENT ASSETS</b>		
Cash and cash equivalents	\$ 236,436	\$ 474,056
Accounts receivable, net of allowance for doubtful accounts of approximately \$40,000 in 2008 and \$30,000 in 2007	1,223,584	1,785,600
Unconditional promises to give	298,075	363,125
Prepaid expenses	304,986	241,537
Other	27,953	17,318
<b>TOTAL CURRENT ASSETS</b>	<b>2,091,034</b>	<b>2,881,636</b>
<b>FIXED ASSETS, net</b>	<b>181,478</b>	<b>124,531</b>
<b>RESTRICTED CASH</b>	<b>825,452</b>	<b>417,382</b>
<b>DEPOSIT</b>	<b>17,104</b>	<b>17,104</b>
<b>CASH SURRENDER VALUE OF LIFE INSURANCE</b>	<b>41,222</b>	<b>21,874</b>
<b>TOTAL ASSETS</b>	<b>\$ 3,156,290</b>	<b>\$ 3,462,527</b>
<b>LIABILITIES AND NET ASSETS (DEFICIT)</b>		
<b>CURRENT LIABILITIES</b>		
Accounts payable and accrued expenses	\$ 350,972	\$ 627,592
Borrowings under line of credit	-0-	300,000
Deferred rent	13,711	4,861
Deferred revenue	2,220,440	2,977,925
<b>TOTAL CURRENT LIABILITIES</b>	<b>2,585,123</b>	<b>3,910,378</b>
<b>DEFERRED COMPENSATION PAYABLE</b>	<b>41,222</b>	<b>21,874</b>
<b>DEFERRED RENT, net of current portion</b>	<b>48,611</b>	<b>62,322</b>
<b>TOTAL LIABILITIES</b>	<b>2,674,956</b>	<b>3,994,574</b>
<b>NET ASSETS (DEFICIT)</b>		
Unrestricted net deficit	(478,671)	(1,193,595)
Temporarily restricted net assets	886,905	588,448
Permanently restricted net assets	73,100	73,100
<b>TOTAL NET ASSETS (DEFICIT)</b>	<b>481,334</b>	<b>(532,047)</b>
<b>TOTAL LIABILITIES AND NET ASSETS (DEFICIT)</b>	<b>\$ 3,156,290</b>	<b>\$ 3,462,527</b>

The information presented here is derived from financial statements audited by Drolet & Associates, PLLC. Copies of the audited statements may be obtained by sending an e-mail request to controller@wbenc.org.

**WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL, INC.**  
**STATEMENT OF ACTIVITIES**  
**For the Year Ended December 31, 2008**  
**(With Summarized Financial Information for the Year Ended December 31, 2007)**

	Unrestricted	Temporarily Restricted	Permanently Restricted	2008 Total	2007 Total
<b>REVENUE</b>					
Membership dues	\$ 3,333,349			\$ 3,333,349	\$ 3,049,525
Contributions	147,780	\$ 330,970		478,750	815,771
Exhibitor fees	550,980			550,980	366,501
Conference fees	604,949			604,949	492,642
Sponsorships	3,186,686			3,186,686	3,153,938
Grants		16,572		16,572	30,000
Interest income	16,169	9,737		25,906	20,506
Global Business Initiatives	10,834			10,834	177,500
Certification fees	257,200			257,200	-0-
Other income	276,349			276,349	242,579
Net assets released from restrictions	58,822	(58,822)		-0-	-0-
<b>TOTAL REVENUE</b>	<b>8,443,118</b>	<b>298,457</b>	<b>\$ -0-</b>	<b>8,741,575</b>	<b>8,348,962</b>
<b>EXPENSES</b>					
Program services	5,756,006			5,756,006	6,265,546
Management and general	1,439,496			1,439,496	1,932,212
Fundraising	532,692			532,692	558,568
<b>TOTAL EXPENSES</b>	<b>7,728,194</b>	<b>-0-</b>	<b>-0-</b>	<b>7,728,194</b>	<b>8,756,326</b>
<b>CHANGE IN NET ASSETS (DEFICIT)</b>	<b>714,924</b>	<b>298,457</b>	<b>-0-</b>	<b>1,013,381</b>	<b>(407,364)</b>
<b>NET (DEFICIT) ASSETS, BEGINNING OF YEAR</b>	<b>(1,193,595)</b>	<b>588,448</b>	<b>73,100</b>	<b>(532,047)</b>	<b>(124,683)</b>
<b>NET (DEFICIT) ASSETS, END OF YEAR</b>	<b>\$ (478,671)</b>	<b>\$ 886,905</b>	<b>\$ 73,100</b>	<b>\$ 481,334</b>	<b>\$ (532,047)</b>

The information presented here is derived from financial statements audited by Drolet & Associates, PLLC. Copies of the audited statements may be obtained by sending an e-mail request to controller@wbenc.org.

**WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL, INC.**  
**STATEMENT OF CASH FLOWS**  
**For the Year Ended December 31, 2008**  
**(With Summarized Financial Information for the Year Ended December 31, 2007)**

	2008	2007
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
<b>CHANGE IN NET ASSETS</b>	<b>\$ 1,013,381</b>	<b>\$ (407,364)</b>
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation and amortization	56,354	41,647
Loss on disposal of fixed assets	4,441	12,613
Decrease in accounts receivable	562,016	643,866
Decrease in unconditional promises to give	65,050	237,725
(Increase) decrease in prepaid expenses	(63,449)	103,695
Increase in other assets	(10,635)	(17,318)
Increase in security deposits	-0-	(1,450)
(Decrease) increase in accounts payable and accrued expenses	(276,620)	362,146
Decrease in deferred revenue	(757,485)	(881,575)
(Decrease) increase in deferred rent	(4,861)	3,647
<b>NET CASH PROVIDED BY OPERATING ACTIVITIES</b>	<b>588,192</b>	<b>97,632</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>		
Increase in Dorothy Brothers Scholarship Fund	(408,070)	(83,265)
Purchases of fixed assets	(117,742)	(130,219)
<b>NET CASH USED IN INVESTING ACTIVITIES</b>	<b>(525,812)</b>	<b>(213,484)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>		
Borrowings under line of credit	-0-	300,000
Repayments under line of credit	(300,000)	-0-
<b>NET CASH (USED IN) PROVIDED BY FINANCING ACTIVITIES</b>	<b>(300,000)</b>	<b>300,000</b>
<b>NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS</b>	<b>(237,620)</b>	<b>184,148</b>
<b>CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR</b>	<b>474,056</b>	<b>289,908</b>
<b>CASH AND CASH EQUIVALENTS, END OF YEAR</b>	<b>\$ 236,436</b>	<b>\$ 474,056</b>
<b>SUPPLEMENTAL DISCLOSURES</b>		
<b>NONCASH INVESTING AND FINANCING ACTIVITIES</b>		
Surrender of life insurance policy for deferred compensation	\$ -0-	\$ 433,043

# WBENC BOARD OF DIRECTORS

## Officers

Cheryl Stevens, Chair  
Vice President Supplier  
Diversity

### Energy Future Holdings

Joan Kerr, Vice Chair  
Executive Director, Supplier  
Diversity Programs

### AT&T

Pamela Eason, Treasurer  
Vice President, Worldwide  
Procurement

### Pfizer Inc

Tanya Penny, Secretary  
Vice President,  
Procurement

### Verizon

Linda J. Denny, *ex-officio*  
President & CEO

### WBENC

Jorge Romero, *ex-officio*  
Counsel to the Board  
Partner

### K & L Gates

## Committees

### Finance Committee

Pam Eason  
Vice President, Worldwide  
Procurement  
*Pfizer Inc*

### Audit Committee

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

### Leadership Council

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

### Women's Enterprise Leadership Forum

Nancy Williams  
Principal  
*ASAP*

### Program Committee

Audrey Goins Brichi  
Manager of Strategy,  
Planning & Coordination  
for MidStream Operations  
*Chevron Corporation*

### Development Committee

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

### Supply Chain Committee

Laurie Acreman  
Strategic Improvements  
Manager, Global  
Procurement  
*ExxonMobil*

### Global Business Committee

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

### National Certification Committee

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

### Marketing Committee

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

### Technology Committee

Benita Fortner  
Director, Supplier Diversity  
*Raytheon Company*

### Ethics Committee

Mary Tacher  
Vice President, Acting  
General Counsel  
*JCPenney Company*

## 2008 Ad Hoc Committees and Task Forces

### Strategic Planning

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

### Governance

Lynn Scott  
Senior Director Supplier  
Diversity  
*Alcatel-Lucent*

### Allocations Review

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

### C3 Task Force

Laurie Acreman  
Strategic Improvements  
Manager, Global  
Procurement  
*ExxonMobil*

## Directors

(alphabetical by company)

### Alcatel-Lucent

Senior Director Supplier  
Diversity  
*Lynn Scott*

### Altria

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

### ASAP

Principal  
*Nancy Williams*

### Avis Budget Group, Inc.

Vice President Strategic  
Business & Diversity  
Relations  
*Lynn Boccio*

### Bank of America

Executive Vice President  
Strategic Sourcing  
Executive, Supplier  
Diversity  
*Joseph Hill*

### BP America, Inc.

Director, Supplier Diversity  
*Debra Jennings-Johnson*

### Chevron Corporation

Manager of Strategy,  
Planning & Coordination  
for MidStream Operations  
*Audrey Goins Brichi*

### Dell Inc.

Director of Worldwide  
Procurement  
*Melinda Painter*

### Ernst & Young, LLP

Director of Supplier  
Diversity  
*Theresa Harrison*

### ExxonMobil

Strategic Improvements  
Manager, Global  
Procurement  
*Laurie Acreman*

### Ford Motor Company

Director, Supplier Diversity  
Development  
*Armando Ojeda*

**Georgia Women's Business Council**

Executive Director  
*Roz Lewis*

**Halliburton**

Vice President and Corporate Secretary  
*Sherry Williams*

**IBM**

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

**ICON Information Consultants**

President & CEO  
*Pamela Chambers O'Rourke*

**JCPenney Company**

Vice President, Acting General Counsel  
*Mary Tacher*

**JP Morgan Chase & Co.**

Vice President Corporate Business Services  
*Harvey Butler*

**Johnson & Johnson**

Vacant

**KPMG**

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

**LanguageSpeak, Inc.**

President & CEO  
*Annette Taddeo*

**Leslie Saunders Insurance**

President and CEO  
*Leslie Saunders*

**Macy's**

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

**Management Decisions, Inc.**

CEO  
*Ella Kosciak*

**Manpower, Inc.**

Director, Supplier Diversity & Vendor Operations  
*Kathy Greco*

**MBE Magazine**

Publisher  
*Ginger Conrad*

**Metro Home NYC LLC**

President  
*Linda Coughlin*

**Microsoft**

GM, Chief Procurement Officer  
*Tim McBride*

**Motorola, Inc.**

Vice President, Electrical Procurement  
*Janet Robinson*

**Neutral Posture, Inc.**

CEO and Chairman of the Board  
*Rebecca Boenigk*

**Office Depot**

Manager, Vendor Development  
*Shari Francis*

**PepsiCo, Inc.**

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

**Pitney Bowes**

Vice President Enterprise Procurement Strategy and Operations  
*Laura Taylor*

**Raytheon Company**

Director, Supplier Diversity  
*Benita Fortner*

**SB Services, Inc.**

Principal, CPA, CVA  
*Sharon Castillo*

**Shell Oil Company**

Manager, Corporate Supplier Diversity  
*Patricia Richards*

**Superior Staff Resources, Inc.**

President  
*Lynne Marie Finn*

**TelTech Communications, LLC**

Managing Partner  
*Lisa Hanlon*

**The Coca-Cola Company**

Director of Supplier Diversity  
*Johnnie Booker*

**The Home Depot**

Director, Supplier Diversity  
*K. Michelle Sourie Johnson*

**Time Warner, Inc.**

Executive Director of Supplier Diversity  
*Greta Davis*

**United Airlines**

Director, Supplier Diversity  
*Ruby McCleary*

**UPS**

Director, Supplier Diversity  
*Kathy Homeyer*

**Warrior Group, Inc.**

President & CEO  
*Gail Warrior Lawrence*

**W. W. Grainger**

Manager, Supplier Diversity  
*Nancy Conner*

**Wal-Mart Stores**

Vice President Global Indirect Sourcing  
*Tonia Smith*

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

President & CEO  
*Nancy Allen*

**Women's Business Enterprise Alliance**

Executive Director  
*Susan Repka*

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

President  
*Michelle Richards*

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

President  
*Blanca Robinson*

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

President  
*Geri Swift*

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

President  
*Debbie Hurst*

**Women Presidents' Educational Organization**

President  
*Marsba Firestone, Ph.D.*

## REGIONAL PARTNER ORGANIZATIONS

WBENC has 13 Regional Partner Organizations (RPOs), which are responsible for managing and implementing the process and procedures maintaining WBENC's Gold Standard 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.

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

Leadership Council Delegate:  
Diane J. McClelland  
Program Manager: Suzanne Lackman  
5 Centerpointe Drive, Suite 400  
Lake Oswego, OR, 97035-8620  
[www.astrawba.org](http://www.astrawba.org)

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

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

### **Georgia Women's Business Council**

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

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

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

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

Leadership Council Delegate:  
Debbie Hurst  
Program Manager: Erica Williams  
2201 North Collins, Suite 158  
Arlington, TX, 76011  
[www.wbcswsouthwest.org](http://www.wbcswsouthwest.org)

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

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

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

Leadership Council Delegate:  
Nancy Allen  
Program Manager: Lisa Roblejo  
11205 South Dixie Highway, Suite 101  
Pinecrest, FL, 33156  
[www.womensbusiness.info](http://www.womensbusiness.info)

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

Leadership Council Delegate:  
Geri Swift  
Program Manager: Sherri Nacci  
1315 Walnut Street, Suite 1116  
Philadelphia, PA, 19107-4711  
[www.womenssbdc.org](http://www.womenssbdc.org)

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

Leadership Council Delegate:  
Susan Repka  
Program Manager:  
Mariela Hernández  
1900 North Loop West, Suite 270  
Houston, TX, 77018-8100  
[www.wbea-texas.org](http://www.wbea-texas.org)

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

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

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

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

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

Leadership Council Delegate:  
Liz Cullen  
Program Manager: Liza Avruch  
1250 Connecticut Avenue, NW, Suite 200  
Washington, DC, 20036  
[www.wpeo.us](http://www.wpeo.us)

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

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

# LEADERSHIP COUNCIL

The Leadership Council is comprised of executives from the 13 Regional Partner Organizations (RPOs). The RPOs are responsible for managing and implementing the process and procedures maintaining WBENC's Gold Standard 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.

**Michelle Richards**

President  
Women's Business Enterprise Council  
– Great Lakes

**Roz Lewis**

Executive Director  
Georgia Women's Business Council

**Diane McClelland**

President  
Astra Women's Business Alliance

**Pamela Williamson, Ph.D**

Executive Director  
Women's Business Enterprise Council  
– West

**Debbie Hurst**

President  
Women's Business Council  
– Southwest

**Geri Swift**

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

**Carol Dougal**

Co-President  
Women's Business Development  
Center – Chicago

**Marsha Firestone, Ph.D.**

President  
Women Presidents' Educational  
Organization – NY

**Nancy A. Allen**

President & CEO  
Women's Business Development  
Center – Florida

**Susan Repka**

Executive Director  
Women's Business Enterprise Alliance

**Blanca Robinson**

Executive Director  
Women's Business Enterprise Council  
– South

**Susan Rittscher**

President & CEO  
Center for Women & Enterprise

**Liz Cullen**

Executive Director  
Women Presidents' Educational  
Organization – DC

# WOMEN'S ENTERPRISE LEADERSHIP FORUM

The Women's Enterprise Leadership Forum (Forum) represents women's business enterprises (WBEs) and provides insight into the needs and challenges of the women business owners certified by WBENC. The mission of the Forum is to promote, translate and advocate the national needs, issues and benefits of certification for WBEs. All certified WBEs are considered to be members of the Regional Forum of their Regional Partner Organization and may participate in training classes, regional procurement fairs and other events.

WBEs are appointed to the national Forum by their certifying Regional Partner Organization or a corporation with which they do business. The national Forum has two sections: the Governing Group and the Forum-At-Large.

The Governing Group Forum members serve on WBENC Board committees and provide practical information and policy recommendations to these committees and the Board of Directors. Nine members of the national Forum Governing Group serve on the WBENC Board of Directors, representing all WBEs.

## Forum Governing Group Members

### Officers

**Nancy Williams, Chair**  
Principal  
ASAP  
Norcross, GA

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

### Governing Group Members

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

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

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

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

**Sarah Bates**  
President/CEO  
New Technology Steel, LLC  
Detroit, MI

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

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

**Michelle Boggs**  
CEO  
McKinley Marketing  
Partners  
Alexandria, VA

**Jo Ann Brumit**  
CEO  
Karlee Company, Inc.  
Garland, TX

**Billie Bryant**  
President/CEO  
CESCO, Inc.  
Dallas, TX

**Sharon Burton**  
President/CEO  
Robart Transportation, Inc.  
Duluth, GA

**Mary Cantando**  
Growth Expert  
WomanBusinessOwner.com  
Raleigh, NC

**Sharon Castillo**  
Principal  
SB Services, Inc.  
Grayslake, IL

**Julie Copeland**  
President & CEO  
Arbill  
Philadelphia, PA

**Linda Coughlin**  
President  
Metro-Home NYC, LLC  
New York, NY

**Janet Crenshaw-Smith**  
President  
Ivy Planning Group  
Rockville, MD

**Marsha Davidson**  
President  
Telecopy, Inc.  
Dallas, TX

**Nina Eisenman**  
President  
Eisenman Associates, Inc.  
New York, NY

**Sharon Evans**  
CEO  
CFj Manufacturing  
Fort Worth, TX

**Lynne Marie Finn**  
President & CEO  
Superior Staff Resources, Inc.  
Williamsville, NY

**Peg Fitzpatrick**  
President  
PMG, Inc.  
Blue Bell, PA

**Barbara Goldman**  
CEO  
BG Strategic Solutions, LLC  
Atlanta, GA

**Margarita Gonzalez**  
President  
AccuBanker  
Miami, FL

**Ellie Halter**  
CEO/President  
Schnipke Engraving Co., Inc.  
Ottoville, OH

**Mary Kay Hamm**  
President  
DFA Management  
Wellington, FL

**Lisa Hanlon**

Managing Partner  
Teltech Communications  
Edwards, CO

**Kayhan Hellriegel**

CEO  
Kayhan International Ltd.  
Schaumburg, IL

**Terri Hornsby**

President  
TLC Adcentives, LLC  
Houston, TX

**Jean Johnson**

President & CEO  
LegalWATCH  
Houston, TX

**Marlene Kelly**

President & CEO  
Exhibits South Corp.  
Lawrenceville, GA

**Patricia Kelly**

President & CEO  
Limerick, Inc.  
Burbank, CA

**Ella Koscik**

CEO  
MDI  
Norcross, GA

**Carolyn LaHousse**

President/CEO  
Review Works  
Farmington Hills, MI

**Linda Laino**

CSEP & CEO  
Festive Productions, Inc.  
Farmingdale, NY

**Mercedes LaPorta**

President  
Mercedes Electric Supply, Inc.  
Miami, FL

**Joan Lasselle**

President  
Lasselle-Ramsay, Inc.  
Mountain View, CA

**Dawn Magnan**

President  
n8 Solutions  
Houston, TX

**Olsa Martini**

President/CEO  
OLSA Resources, Inc.  
Aloha, OR

**Terri McNally**

President  
Global Captial, Ltd.  
Grayslake, IL

**Fran Mills**

Owner  
Cajun Treats/Bravo  
Collection  
Jennings, LA

**Nancy Mobley**

President  
Insight Performance  
Dedham, MA

**Nancy Murphy**

President  
J & J Exhibitor Service, Inc.  
Chicago, IL

**Sharon Olzerowicz**

President/CEO  
Matrix Information  
Consulting, Inc.  
Rochelle Park, NJ

**Pamela O'Rourke**

President & CEO  
ICON Information  
Consultants, LP  
Houston, TX

**Roxann Patrick**

President  
Designed Solutions Group, Inc.  
Centerville, OH

**Janice Pellar**

President  
EMCO Technologies  
Baton Rouge, LA

**Sue Pistone**

CEO & President  
Sue Pistone & Associates  
Houston, TX

**Ranjini Poddar**

President  
Artech Information  
Systems LLC  
Cedar Knolls, NJ

**Kanchana Raman**

President  
Avion Systems  
Roswell, GA

**Connie Rankin**

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

**Patricia Rodriguez-  
Christian**

President  
CRC Group  
Dallas, TX

**Cassandra Sanford**

CEO  
Kelly Mitchell Group, Inc.  
St. Louis, MO

**Hallie Satz**

CEO  
HighRoad Press LLC  
New York, NY

**Leslie Saunders**

President and CEO  
Leslie Saunders Insurance  
Agency, Inc.  
Charlottesville, VA

**Andrea Schragger**

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

**Cheryl Snead**

President/CEO  
Banneker Industries, Inc.  
North Smithfield, RI

**April Stremming**

President & CEO  
April's Images &  
Productions  
Mesa, AZ

**Annette Taddeo**

President/CEO  
LanguageSpeak, Inc.  
Miami, FL

**Gail Warrior-Lawrence**

President & CEO  
Warrior Group, Inc.  
Desoto, TX

**Kathy White**

CEO  
Business Interiors  
Irving, TX

# 2008 CORPORATE MEMBERS

Accenture	<u>CIGNA</u>	General Mills	Metavante	<u>Rosenthal</u>
Axiom Corporation	CenterPoint Energy	General Motors Corporation	MetLife	Spherion
Adecco USA, Inc.	<b>Chevron Corporation</b>	Georgia-Pacific Corporation	MGM Mirage	SprintNextel Corp.
<u>ADP</u>	Chrysler, LLC	GMR Marketing LLC	Michelin North America	Staples
Administaff	Cisco Systems, Inc.	Goldman Sachs	<b>Microsoft Corporation</b>	Starwood Hotels & Resorts Worldwide
AEG	<u>Citgo Petroleum Corporation</u>	GSD&M Idea City	Milwaukee Public Schools	State Farm Insurance Companies
Aetna, Inc.	CitiGroup	<b>Halliburton</b>	Monsanto Company	Steelcase, Inc.
<u>Aflac</u>	<u>Citizens Bank</u>	Hallmark Cards, Inc.	Morgan Stanley	SUPERVALU, Inc.
Ahold USA	Clorox Corporation	Harley-Davidson, Inc.	<b>Motorola</b>	Target Corporation
AIG	CNA Financial Corporation	Harrah's Entertainment	<u>MSD</u>	Telcordia Technologies
<b>Alcatel-Lucent</b>	Coca Cola Enterprises	Haworth, Inc.	National City Corporation	Textron
Allergan, Inc.	Coca Cola Enterprises	Health Care Service	Nationwide	<b>The Coca-Cola Company</b>
Allstate	Colgate-Palmolive Company	HealthTrust	Network Appliances	The Haskell Company
<b>Altria Group</b>	Communications Test Design	Hewlett-Packard Company	New York Life Insurance	The Kroger Co.
Amdocs, Inc.	ConAgra Foods	Hilton Hotels	Nike	The World Bank Group
American Airlines	Continental Airlines, Inc.	<b>Home Depot</b>	<u>Northeast Utilities</u>	<b>Time Warner</b>
American Cancer Society	Coors Brewing Company	<u>Honda of America Mfg. Inc.</u>	Novation	TJX Companies
American Electric Power	Corporate Express	HSBC	Novo Nordisk	Toyota Motor Engineering & Manufacturing NA, Inc.
American Express	County of Fairfax	<u>Humana, Inc.</u>	O.C.Tanner Company	<u>Toyota Boshoku America</u>
American Family Mutual Insurance	County of Fairfax	<u>IAP Worldwide Services, Inc.</u>	<b>Office Depot</b>	Tyco International, Inc.
American Red Cross	<u>Covidien</u>	<b>IBM</b>	Office Max	UBS Investment Services
Amtrak	Credit Suisse	<u>Interface Americas</u>	<u>Oracle USA</u>	Unisys
<u>Anheuser-Busch Companies</u>	<u>CSX</u>	Interpublic Group	Pacific Gas & Electric Co.	<b>United Airlines</b>
Apple, Inc.	Cummins, Inc.	<b>JCPenney Company</b>	<b>PepsiCo, Inc.</b>	<b>United Parcel Service</b>
Archer Daniels Midland Co.	CVM Solutions	<b>Johnson &amp; Johnson</b>	<b>Pfizer Inc</b>	United Rentals
Armstrong World Industries	CVS/Caremark RX	Johnson Controls	<b>Pitney Bowes</b>	U.S. Bank
<u>Asurion</u>	Darden Restaurants	Jones Lang LaSalle	Premier, Inc.	U.S. Postal Service
<b>AT&amp;T</b>	<b>Dell Computer Corporation</b>	<b>JP Morgan Chase &amp; Company</b>	PricewaterhouseCoopers	<b>Verizon Communications</b>
Avaya	Deloitte Services LP	Kaiser Permanente	Principal Financial	ViaShow
<b>AVIS Budget Group</b>	Delphi Corporation	Kellogg Company	<u>ProcureStaff, Ltd.</u>	Volvo Trucks North America, Inc.
Avon	Delta Air Lines, Inc.	Kelly Services, Inc.	Procter & Gamble	<b>W.W. Grainger, Inc.</b>
AXA Equitable Life Insurance Co.	DesignTex	Kimberly-Clark Corporation	Prudential	Wachovia
<b>Bank of America</b>	Deutsche Bank	Kohl's Department Stores	<b>Raytheon Company</b>	Walgreens
BBDO New York	<u>DHL</u>	<b>KPMG LLP</b>	Realogy	<b>Wal-Mart Stores, Inc.</b>
<u>Blue Cross Blue Shield Association</u>	Dun & Bradstreet	Kraft Foods	Regions Financial Corporation	Washington Group Int'l.
Blue Cross Blue Shield/MA	Eastman Kodak Company	Lehman Brothers	Regulus	Washington Mutual, Inc.
BMC Software	Eaton	Limited Brands	Reliant Energy	Waste Management, Inc.
BNSF Railway Company	EDS	Lockheed Martin Corporation	Robert Half International, Inc.	Watson Wyatt & Company
Boeing Company	EMC Corporation	Loomis Sayles & Company	Roche	Weil, Gotshal and Manges LLP
Boyd Gaming Company	Energy East	Mack Trucks, Inc.	Rockwell Automation	WellPoint, Inc.
<b>BP America</b>	<b>Energy Future Holdings</b>	<b>Macy's</b>	R.R. Donnelley	Wells Fargo & Co.
<u>Bright Horizons Family Solutions</u>	Enterprise Rent-A-Car	Major League Baseball	Ryder	Windstream
Bristol-Myers Squibb Company	<u>Ericsson, Inc.</u>	<b>Manpower, Inc.</b>	Safeway, Inc.	Wisconsin Energy Corp.
Broadlane, Inc.	<b>Ernst &amp; Young, LLP</b>	Marathon Oil Company	<u>Sandia National Laboratories</u>	<u>Wyndham Worldwide Corp.</u>
<u>Brocade Communications</u>	Exelon	Marriott International	<u>Sara Lee Corporation</u>	<u>Xcel Energy</u>
<u>Burger King Corporation</u>	Express Scripts, Inc.	MassMutual Life Insurance	SAS Institute	Yum Brands!
<u>CA, Inc.</u>	<b>Exxon Mobil Corporation</b>	MasterCard Worldwide	SBTV	
Campbell Soup	Fannie Mae	Mars North America	SC Johnson	
Capital One Financial	FedEx	McAfee, Inc.	Schering-Plough	
<u>Cargill</u>	Ferguson Enterprises	McCain Foods	<u>Schneider Electric</u>	
CB Richard Ellis (formerly Trammel Crow Company)	Fidelity Employer Services Company LLC	McKinsey & Company	Sears Holding Company	
<u>CDW</u>	Fiserv	<u>MWV (MeadWestvaco)</u>	<b>Shell Oil Company</b>	
	Fluor	MedAssets Supply Chain	Smurfit-Stone Container Corp.	
	<b>Ford Motor Company</b>	MEI	<u>Sodexo, Inc.</u>	
	Genentech	Merck & Co.	<u>Sonnenschein Nath &amp;</u>	
	General Electric	Merrill Lynch		

\*New 2008  
Members are underlined  
\*\* WBENC Board  
Members are in bold

## 2008 WBENC STAFF

**Linda Denny**

President and CEO

**Lynn Grossman Quinn**

*(Pictured on back row)*

Chief Operating Officer

**Steven Sudler**

Acting Chief Information Officer

**Susan Prado**

Vice President, Alliance Relationships

**Cristy McCullough**

Assistant Vice President Marketing & Communications

**Brad Upham**

Controller

**Betty Cole**

Senior Director of Programs

**Heather Herndon Wright**

Senior Director, Affiliate Relations

**Marjorie Moore** *(Not Pictured)*

Sr. Director, Development & Communications

**Paige Adams**

Director of Development & Corporate Relations

**Candace Waterman**

Director of Compliance

**Alison Roebuck** *(Not Pictured)*

Director of Project Administration

**Jason Moore**

Information Technology Manager

**Alice Spears**

Office Manager

**Kim Jones**

Corporate Membership Services Manager

**Elsie Gomes** *(Not Pictured)*

Program Manager

**Taresa McDowell** *(Not Pictured)*

Human Resources Administrator

**Marjohn Heath**

Executive Assistant to Linda Denny

**Samantha Stipp**

Accounting Assistant

**Susan Cates**

Affiliate Relations Coordinator

**Aditi Dussalt**, *(Pictured on 3rd Row)*

Certification Consultant



1120 Connecticut Avenue NW  
Suite 1000  
Washington, DC 20036  
202-872-5515 (v)  
202-872-5505 (f)  
[www.wbenc.org](http://www.wbenc.org)  
[info@wbenc.org](mailto:info@wbenc.org)

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