



WOMEN'S BUSINESS COUNCIL – SOUTHWEST

2016

Annual Report to the Membership



WBE MEMBER PROFILE

1083

WBE Members

89%

Retention Rate

7%

Overall WBE Growth

26%

Austin Market Growth



730

WBEs in Business
10+ years

WBE EMPLOYEE ROLL CALL

55%

Less than 10 employees

30%

10 to 50 employees

15%

More than 50 employees

Less than 1 Million

42%



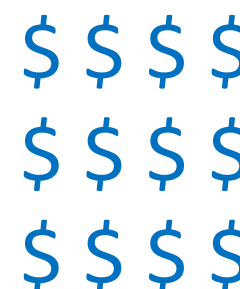
1 - 5 Million

30%



5 - 10 Million

12%



Over 10 Million

16%





WBE MEMBER PROFILE

WBE INDUSTRY CATEGORIES



Accounting

Advertising/Marketing

Agriculture

Architectural Design

Arts/Entertainment

Chemical Manufacturing/Distribution

Computer System Design

Construction

Consulting Services

Data Processing/Hosting

Distribution

Educational Services

Employment Services

Engineering Services

Event Management

Finance

Food Services

Graphic Design

Healthcare

Human Resources Services (non-staffing)

Information Technology/Management

Insurance

Interior Design

Legal Services

Logistics

Manufacturing

Market Research

Medical Equipment/Supplies

Mining/Oil & Gas

Other Non-Professional Services

Other Professional Services

Pharmaceuticals

Print (Broker)

Print (Non-Broker)

Real Estate

Rental/Leasing

Retail Trade

Scientific/Technical Design

Translation Services

Transportation

Utilities

Video/Film Services

Warehousing

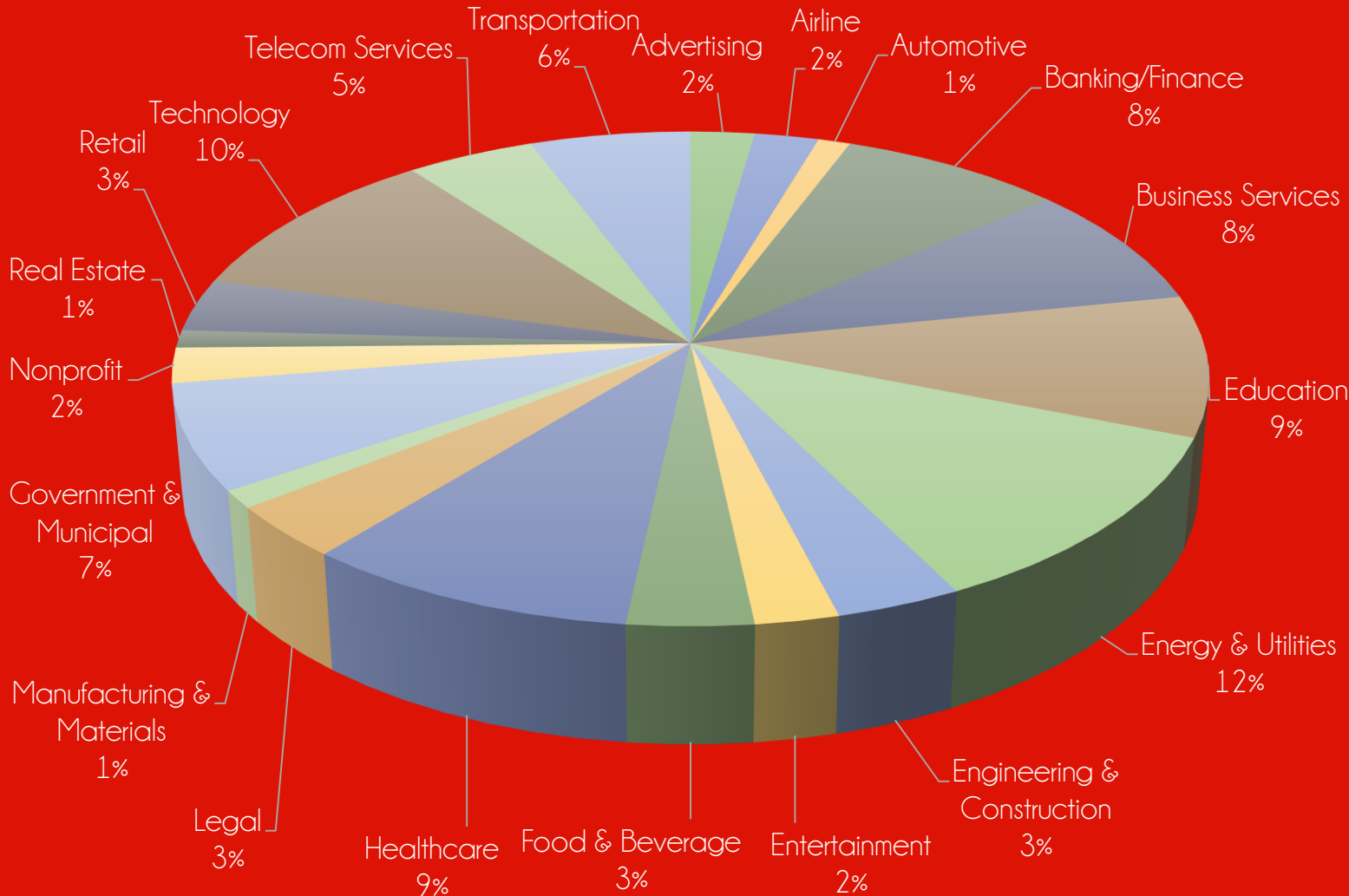
Website Design

Wholesale Trade

>5% of membership



SUSTAINING MEMBER PROFILE



12 New Members in 2016

75% Increase in Austin Market

2016 NEW MEMBERS

- Alcon - a Novartis Company
- Celanese
- Cross Timbers Procurement Center
- Hanger, Inc.
- Intel Corporation
- Istation
- National Breast Cancer Foundation
- Pascal Learning
- Pearson
- Rockgate Financial Partners
- Tarrant County
- VMware, Inc.



WBCS STAFF



Debbie Hurst
President

CERTIFICATION



Anita Steele
Director of Certification



Kelly Poppe
Certification Program Associate

EVENTS & PROGRAMS



Lindsay Pittard
Director of Programs



Elizabeth Thresher
Programs & Events Coordinator

MARKETING & COMMUNICATIONS



Taylor Crosby
Director of Marketing & Communications



Lauren Williams
Marketing & Communications Manager

FINANCE & OPERATIONS



Flo Cox
Finance & Operations Manager



Ruth Kapansa
Administrative Assistant

AUSTIN



Kristin Moore
Austin Regional Manager



EVENTS

2,415

Total event attendance



24

Total Events Hosted

267

Event Sponsorships



29

Award Recipients

99

Matchmaker Meetings



167

Committee Volunteers



"This is the best networking organization in the Southwest."
MARILYN STEWART. NOKIA





2016 WBCS MEMBER RECOGNITION

2016 CORPORATE CHAMPIONS



2016 PARADE OF STARS AWARDS GALA

WBE RISING STAR
Pamela Boyd, Dramatic Conclusions, LLC

CORPORATION OF THE YEAR
Oncor

WBE ADVOCATE OF THE YEAR
Jennifer Schaumburg, Fuse Solutions, Inc.

BUYER OF THE YEAR
Brian Schrader, Texas Instruments

CORPORATE ADVOCATE OF THE YEAR
Suzanne Cruz-Sewell, DFW International Airport

WBE VOLUNTEER OF THE YEAR
Jennifer Blakeney, Guaranteed Express, Inc.

WBE OF THE YEAR UNDER \$5 MILLION IN ANNUAL REVENUE
Holly St. John Peck, Peck Training Group, LLC

CORPORATE VOLUNTEER OF THE YEAR
Grace Hastings, Oncor

WBE OF THE YEAR \$5 MILLION OR MORE IN ANNUAL REVENUE
Nina Vaca, Pinnacle Group

REGIONAL VOLUNTEER OF THE YEAR
Dallas Judd, Bullseye Database Marketing, LLC

2016 WBENC WBE STAR



CM Productions, Inc.



CARRIE MARTINEZ
President
CM Productions, Inc.



LILLIE KNOX INVESTING FOR GROWTH GRANT

2016 \$ Awarded
\$21,000

Funded **BY** the Members **FOR** the Members

Total \$ Awarded since 2005:

\$120,000

2016 GRANT RECIPIENTS



A La Carte Catering & Cakes, Inc.

ESNET, LLC

EWF International

The Richey Company

ThinkHaus Creative, Inc.



DOLLARS SPENT WITH WBCS WBES

\$641,419,492

Sustaining Member Spend



\$1,560,174

WBE Member Spend

WHO REPORTED SPEND?

1218, Inc.
 American Airlines
 AT&T
 Baylor Scott & White Health
 BNSF Railway Company
 Children's Health
 Dallas Area Rapid Transit (DART)
 Dallas County Community College District (DCCCD)
 Dell, Inc.
 DFW International Airport
 Energy Future Holdings
 Ericsson

FedEx Office
 GENCO ATC
 GSD&M
 Hewlett-Packard Company
 Interstate Batteries, Inc.
 Lockheed Martin
 Nokia Corporation
 Oncor
 Parkland Foundation
 PepsiCo, Inc.
 Southwest Airlines Company
 Tarrant Regional Water District
 Texas Instruments

60%
 INCREASE OF WBE
 UTILIZATION IN
 2016

Ampcus Incorporated
 Aztec Promotional Group, LP
 Bill Jeter, Inc.
 CESCO, Inc.
 CFJ Manufacturing, LP
 CM Productions, Inc.
 DZ Container, Inc.
 Guaranteed Express, Inc.
 Hicks Law Group PLLC
 ICON Information Consultants, LP
 Imprimis Group
 J.O.
 Legacy Fastener & Supply LLC

Lynne Malkoff Promotions, Inc.
 Marfield Corporate Stationery
 Peak Performance Solutions
 Pinnacle Group
 Point 2 Point Global Security, Inc.
 Prestige Maintenance USA, Ltd
 Ricochet Fuel Distributors, Inc.
 RightStaff, Inc.
 Secure On-Site Shredding, Inc.
 Studio J Designworks
 Techway Services, Inc.
 The TransSynergy Group
 Trans-Expedite, Inc.



LOOKING TO 2017



MEMBER GROWTH & ENGAGEMENT

- Fully digital WBENC certification process
- Standardized national certification fee
- SAC Ambassador Program
- Enhanced Member Onboarding
- Revised major event schedule across the metroplex



PROCUREMENT ACTIVITIES

- Corporate Roundtables
- Business Works Expo
- Matchmaker Meetings
- Exclusive WBE to WBE business event



COMMUNICATING WITH OUR MEMBERS



WBCS HAS A FRESH NEW LOOK!

MEMBERS-ONLY RESOURCES



- Directory
- Bids
- WBE Toolkit
- Spend
- Done Deals™
- Event
- Volunteer Opportunities



#WBCSevent



@wbcsouthwest



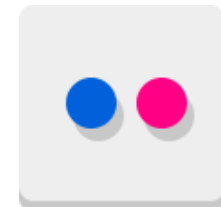
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