

WBCS

two thousand and seventeen

Annual Report



WOMEN'S
BUSINESS
COUNCIL
—
SOUTHWEST

A note from the President's desk



Dear friends,

As we kick-off 2018, I am pleased to look back on our recent accomplishments over the past year. From moving our office headquarters to Las Colinas in Irving, Texas, to having more than 2,000 in attendance at our events, 2017 has been a year of growth and celebration. I am continually impressed by the work our WBEs do in the southwest region with their companies and the almost 75,000 people they employ.

Thank you for your on-going support of WBCS as we strive to continue providing beneficial resources for all of our members in the coming year.

Debbie Hurst

WBCS Mission



Facilitate mutually beneficial procurement opportunities among Women's Business Enterprises (WBE) and Sustaining (Corporate) Members.

Provides HUB and WOSB certifications in addition to WBE

Administers the Women's Business Enterprise National Council's (WBENC) certification

Formed in 1995 as a 501(c)(3) non-profit organization

Headquartered in Irving, Texas with a satellite office in Austin, Texas

Who is WBCS?

WBCS serves a four-state region including north and central Texas, Oklahoma, Arkansas, and New Mexico

WBE Member Data

1,041

Certified WBEs

156

Newly Certified WBEs

18 Years

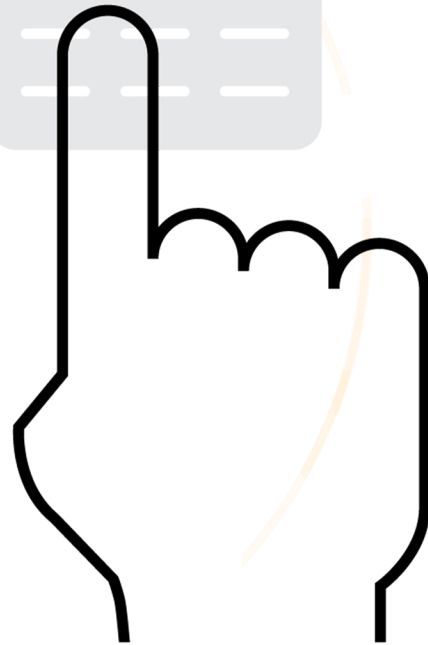
Average Years in Business

6 Years

Average Years Certified

74,709

Employees of WBCS WBEs



WBE Member Data

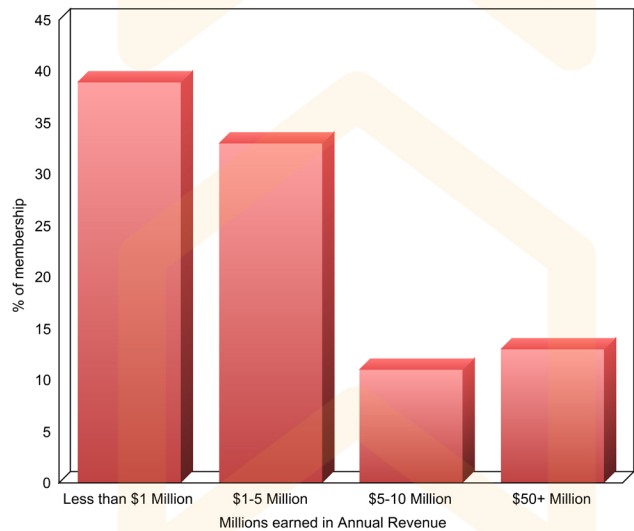
MEMBER CATEGORIES

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

\$10.4 Billion

Total Annual WBE Revenue

WBE Revenue



MOST POPULATED MEMBER CATEGORIES



Construction



Consulting



Advertising/Marketing



Manufacturing



Information Technology

\$108k

WBCS Spent with WBCS WBEs

\$17 million

WBCS Members spent with WBEs

Sustaining "Corporate" Members

WHO IS BUYING FROM OUR WBES?

1218 Global
Alcon – a Novartis Company
American Airlines
Amegy Bank
Americase, Inc.
Arkansas Economic Development Commission
AT&T
Austin Commercial
Bank of America and Merrill Lynch Wealth
Baylor Scott & White Health
BNSF Railway Company
Capgemini US LLC
Capital Metropolitan Transportation Authority
Celanese
CenterPoint Energy
Chevron
City of Dallas
City of Fort Worth
Conduent, Inc.
Cross Timbers Procurement Center
Dallas Area Rapid Transit
Dallas Convention and Visitors Bureau
Dallas County
Dallas County Community College District
Dallas Independent School District
Dell Technologies
DFW International Airport
DunAn Microstaq
E.F. Johnson Company
Entergy Corporation
Ericsson
ExxonMobil Corporation
Federal Reserve Bank of Dallas
FedEx Office
Fluor Corporation
Frost Bank
GSD&M
Hanger, Inc.

HCL America, Inc.
IBM Corporation
Jackson Walker, LLP
JCPenney Company, Inc.
Lockheed Martin
McCarthy Building Companies, Inc.
Nokia Corporation
North Texas Commission
North Texas Tollway Authority
Oncor
Parkland Health and Hospital System
Pascal Learning
Pearson
PepsiCo, Inc.
Raytheon - Spade and Airborne Systems
Rockgate Financial Partners
Sandia National Laboratories
Shell Oil Company
Southside Bank
Southwest Airlines Company
Southwest Bank
Tarrant County
Tarrant Regional Water District
Texas A&M University – Commerce
Texas Instruments
Texas Rangers
Toyota
Trinity River Vision Authority
Tyson Foods, Inc.
UPS
Vertex Business Services
Vistra Energy
Vizient
Walmart Stores, Inc.
WE – Women's Enterprise
Windstream Communications, Inc.
WINGS

Recognition

2017 Parade of Stars Award Winners

WBE Advocate of the Year

Patti Winstanley, Aztec Promotional Group

Corporate Advocate of the Year

Marilyn Stewart, Nokia Corporation

Buyer of the Year

Brian Schrader, Texas Instruments

WBE of the Year

CRC Group
Akorbi
Ricochet Fuel Distributors

Corporation of the Year

Toyota

Corporate Volunteer

Pam Cline Glover, Southwest Airlines

WBE Volunteer

Sou Lam, Ad-A-Staff

Corporate Champions

AT&T, BNSF Railway Company, DFW International Airport, Ericsson, Nokia Corporation, Oncor, PepsiCo, Toyota, Vistra Energy



2017 Spend Awards



Women Working Together Award

97 Degrees West and Demand Lighting



Momentum Award

Parkland Health and Hospital System

2017 Lillie Knox Grant Recipients



Susie Carter
Mixed Media Creations



Leslie Hollis
Tri-Chem Industries



Marie McGrath
Demand Lighting



Carrie Martinez
CM Productions



Donna Hegdahl
The TransSynergy Group



Cynthia Bishop
C. Bishop Law

Year in Review



In 2017, WBCS introduced two new procurement focused event initiatives, **Power Pitch** and **Panel Matchmaker**.



WBCS and **WINGS Dallas** established a partnership, continuing the circle of mentorship.



Year in Review



WBCS moves **headquarters** from Arlington to **Las Colinas** in Irving, Texas!



In 2017, WBCS hosted **2,434 attendees** at 28 events in DFW and Austin.



Incoming 2018 Board of Directors

EXECUTIVE OFFICERS

Chairperson
Pamela Bryant
Hanger, Inc.

First Vice Chairperson
Joe Mossinger
Toyota

Second Vice Chairperson
Carrie Kirby
Vistra Energy

Treasurer
Mark Artigues
Nokia Corporation

Secretary
Suzanne Cruz-Sewell
DFW International Airport

Parliamentarian
Cheryl Stevens
Retired Executive

President & CEO
Debbie Hurst

DIRECTORS

Jennifer Allison
Dell Technologies

Carrie Martinez
CM Productions, Inc.

Rachel Sanchez
Prestige Maintenance USA, Ltd.

Michelle Boggs
McKinley Marketing Partners, Inc.

Don McKneely
TexCorp, Inc.

Rosa Santana
Integrated Human Capital

Jim Breland
Fluor Corporation

Jeff McLaughlin
Texas Instruments

Kathryn Shrum
Secure On-Site Shredding, Inc.

Paul Dickens
Capgemini US LLC

Mark Miller
Lockheed Martin

Dana Squires
UPS

Sharon Evans
CFJ Manufacturing

Shane Patterson
FedEx Office

Leigh Ann Vernon
BNSF Railway Company

Pam Glover
Southwest Airlines Company

Oscar Perez
Ericsson

Janet Watson
Baylor Scott & White Health

Zarin Gracey
City of Dallas

Robin Pulford
American Airlines

Patti Winstanley
Aztec Promotional Group, LP

Grace Hastings
Oncor

Terri Quinton
Q2 Marketing Group

EX-OFFICIO DIRECTORS

Christy Jacoby
PepsiCo, Inc.

Heather Ramsey
AT&T

Billie Bryant Schultz
CESCO, Inc.

Keeli Jernigan
Trans-Expedite, Inc.

Royalyn Reid
Consumer & Market Insights

Retta Miller
Jackson Walker LLP

Cristina Lopez
JCPenny Company, Inc.

Michael Robinson
IBM Corporation

Tom Trotter
Retired Executive

Betty Manetta
Argent Associates, Inc.

Patricia Rodriguez- Christian
CRC Group

Cheryl Stevens
Retired Executive

WBCS Staff



Debbie Hurst
President & CEO



Anita Steele
Director of Certification



Kelly Poppe
Certification Manager



Taylor Crosby
Director of Marketing
& Communications



Lauren Timms
Marketing Manager



Lindsay Pittard
Director of Programs



Elizabeth Garner
Programs Manager



Flo Cox
Finance & Operations
Manager



Ruth Kapansa
Administrative
Assistant



Kristin Moore
Austin Regional
Manager