



# ANNUAL REPORT

## FY 2016

*As of 2016, it is estimated that there are now 11.3 million (11,313,900) women-owned businesses in the United States, employing nearly 9 million people (8,976,100) and generating over \$1.6 trillion (\$1,622,763,800,000) in revenues.*

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*Women-owned firms now account for 45% of all enterprises, and are growing faster in number and employment than most other firms.*

President Message:

In 2016, the WBEC-West Board and Staff took a giant step back so that we could get a comprehensive view of the organization and evaluate what we saw against the organizations mission and vision. What we saw from that view was the beginning of small cracks in the foundation that needed to be fixed. But before we embarked on the renovation we needed to identify the root cause of those cracks.

So -this year has been a journey of discovery for the organization. We spent time finding out what our constituents wanted from WBEC-West and compared it to our offerings, we made several pivots and designed new programs that will launch in 2017 including the addition of a Platinum Supplier 2 Program.

As an organization, we feel that it is valuable to continuously evaluate ourselves and make corrections with the primary goal of continuous improvement. During this year of evaluation, we also enhanced the services we provide not only to our certified WBEs but also to our corporate members and sponsors. This year we increased the number of connection we made between business owners and procurement/supplier diversity professionals from 9,000 in 2015 to over 15,000 in 2016 We also increased the number of opportunities between WBE2WBE by hosting WBE matchmaker in 2016 and expanded our WBE connection room to a WBE Connection space and living wall at the regional conference.

The mission of WBEC-West is to cultivate sustainable relationships between certified WBEs and Corporations through certification, education and target networking. We feel the initiatives that we have taken on over the past year is helping us to activate our mission

I invite you to read the following pages to learn more about how WBEC-West is connecting certified women owned businesses to opportunities.

*Pamela S. Williamson, Ph.D.*  
*President/CEO*  
*WBEC-West*

## WBEC-West Mission & Vision

WBEC-West vision and mission statement:

**Vision:** To build, foster and develop competitive Women Business Enterprises that are able to excel in all aspects of the global economy.

**Mission:** To create a network of informed, prepared, and engaged Women Business Enterprises and corporations through certification, education, and targeted networking events.

Strategic Pillars:

- Expand corporate procurement opportunities for Women Business Enterprises by increasing their competitive advantage (scalability, capacity, global reach internally to WBEs).
- Administer a world-class Women Business Enterprises' certification program.
- Demonstrate best practice corporate citizenship through collaborative communication, networking, education, and in our strategic partnerships.
- Develop and execute a business model that supports financial sustainability.

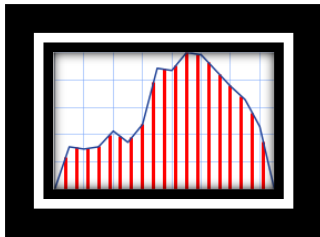
Women-owned businesses make up the fastest-growing segment of the national and international business world. That's just one reason why WBEC-West is dedicated to helping you navigate the certification process. We want to assist you in realizing your business potential, help you build connections with leading corporations and provide you with new enterprise networking and development opportunities.

WBEC-West is a regional partner of the Women's Business Enterprise National Council (WBENC), a coalition of corporations, WBEs and regionally focused women's business organizations. As an affiliate organization, WBEC-West implements the certification standards of WBENC throughout Arizona, Colorado, Southern California, Nevada, Utah, Wyoming, Nevada, Hawaii and Guam. WBENC certification is nationally recognized and accepted by more than 10,000 major corporations. We also support corporations in their efforts to include WBENC Certified WBEs in their supplier diversity programs.

## WBEC-WEST YEAR IN REVIEW



1,326 certified WBEs



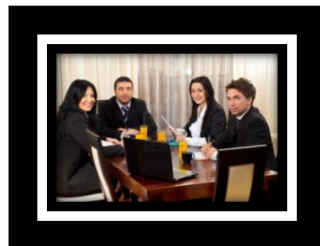
Over a 92% retention rate



Over 15,000 connections made between Corporation's and Certified WBEs in 2016



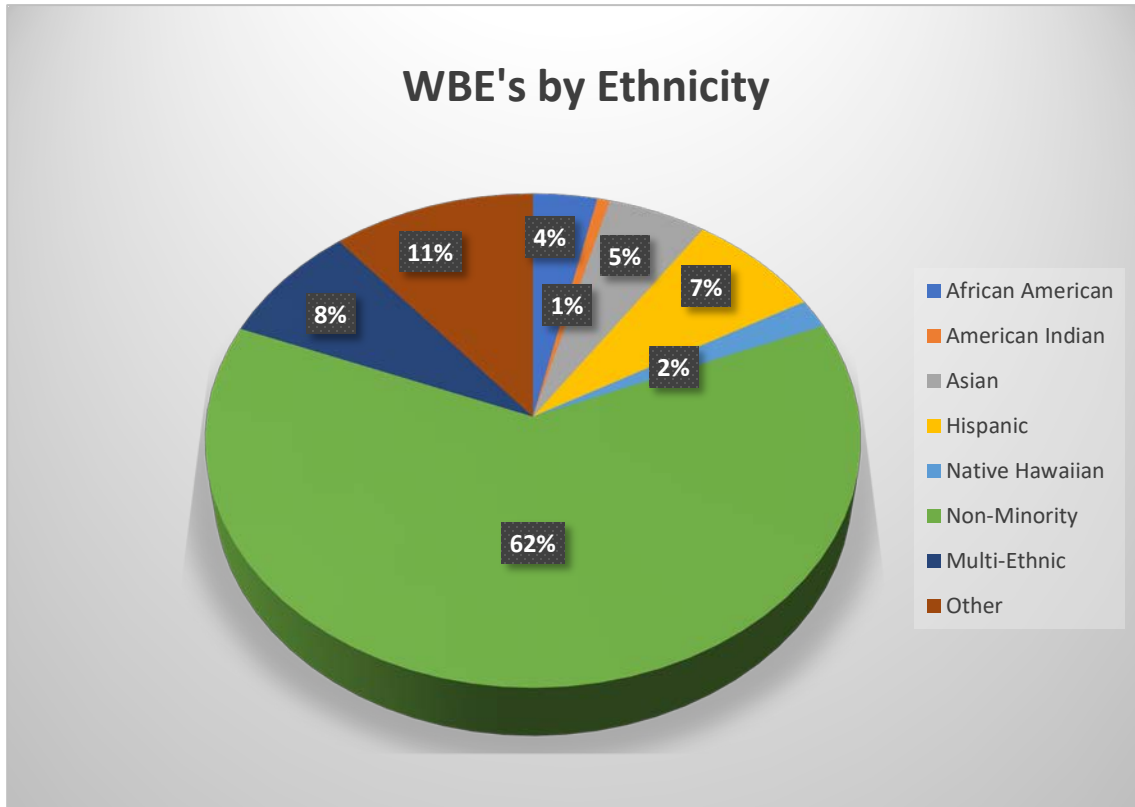
Collaborated On/Or Hosted Over 108 Events in 2016



10 New Corporate Members

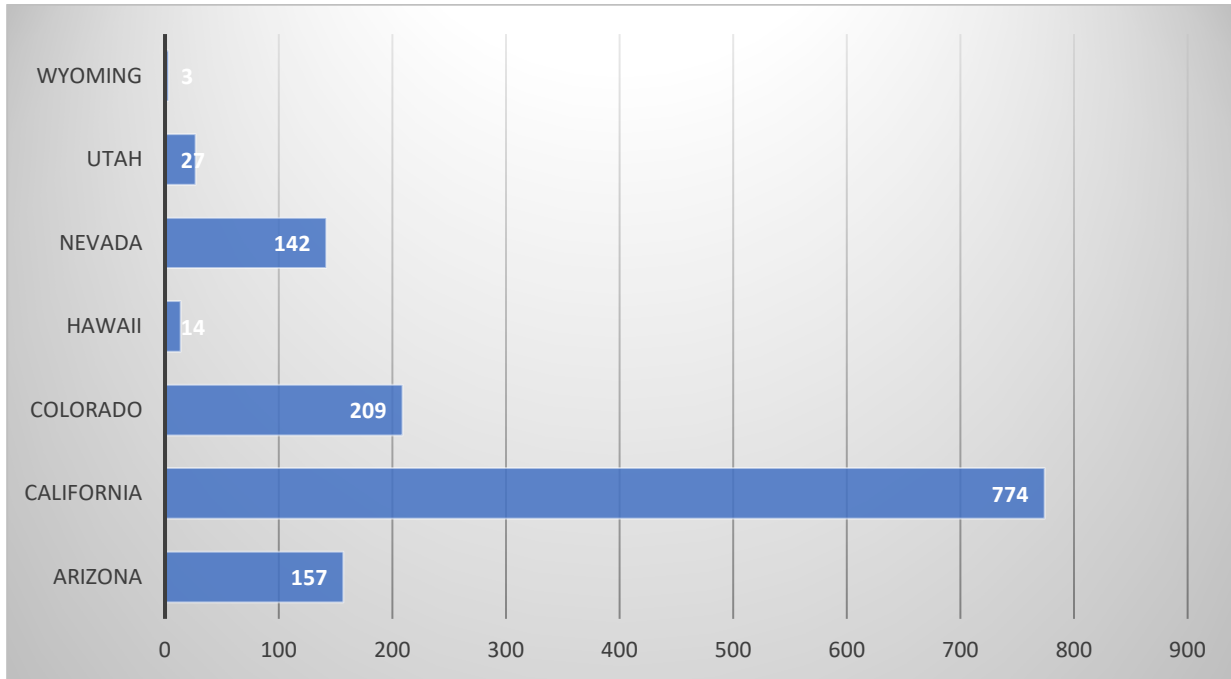
**WOMEN'S BUSINESS ENTERPRISE COUNCIL-WEST DEMOGRAPHICS**

**WBE's by Ethnicity:**



Ethnicity	WBE	%
African American	46	4%
American Indian	9	1%
Asian	71	5%
Hispanic	97	7%
Native Hawaiian	25	2%
Non-Minority	827	62%
Multi-Ethnic	105	8%
Other	146	11%

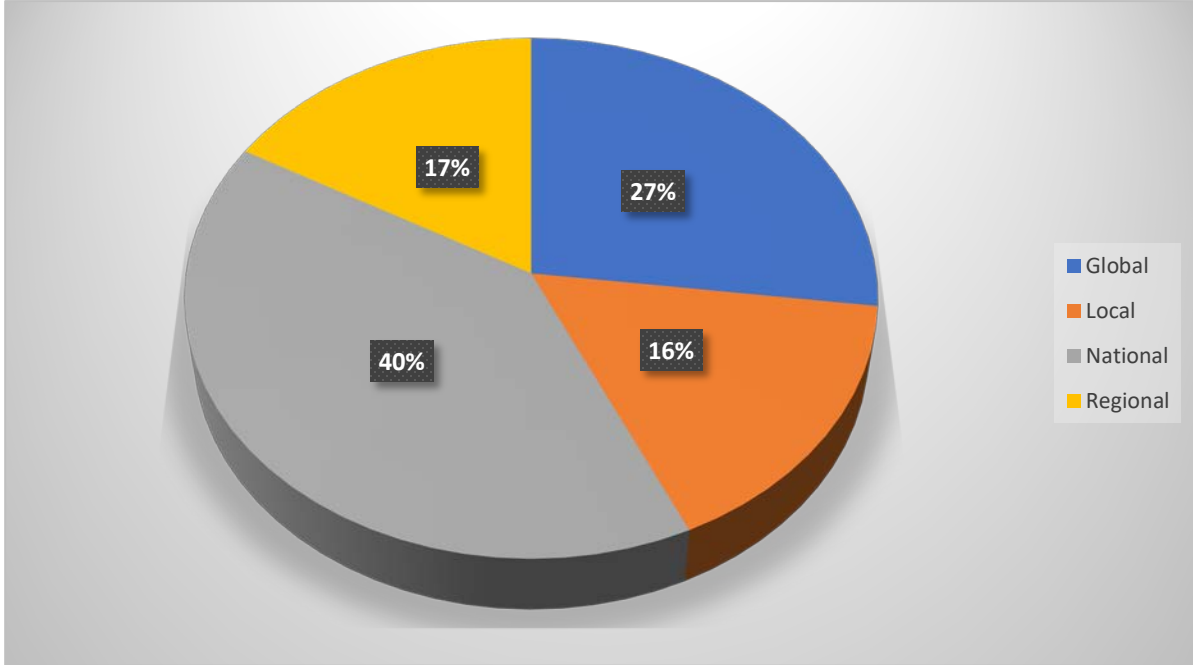
**WBE Representation by State:**



**Breakdown of WBEs Based on States**

State	WBE	%
Arizona	157	12%
California	774	58%
Colorado	209	16%
Hawaii	14	1%
Nevada	142	11%
Utah	27	2%
Wyoming	3	0%

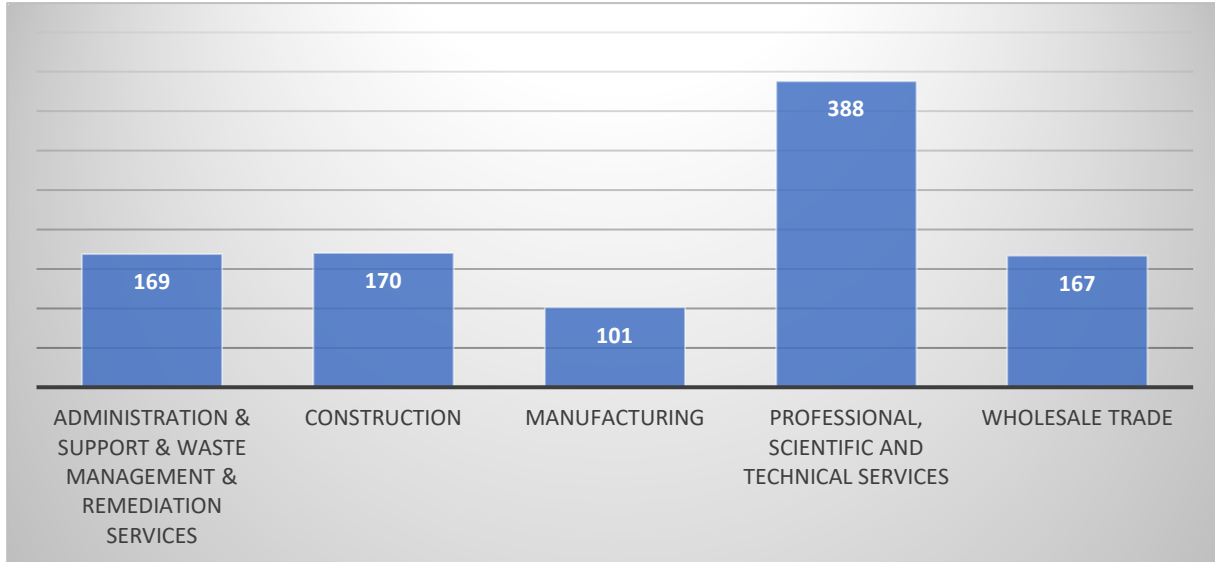
## WBEs by Geographic Scope



Territory	WBE	%
Global	358	27%
Local	214	16%
National	532	40%
Regional	222	17%



## Top 5 Industries for WBEs

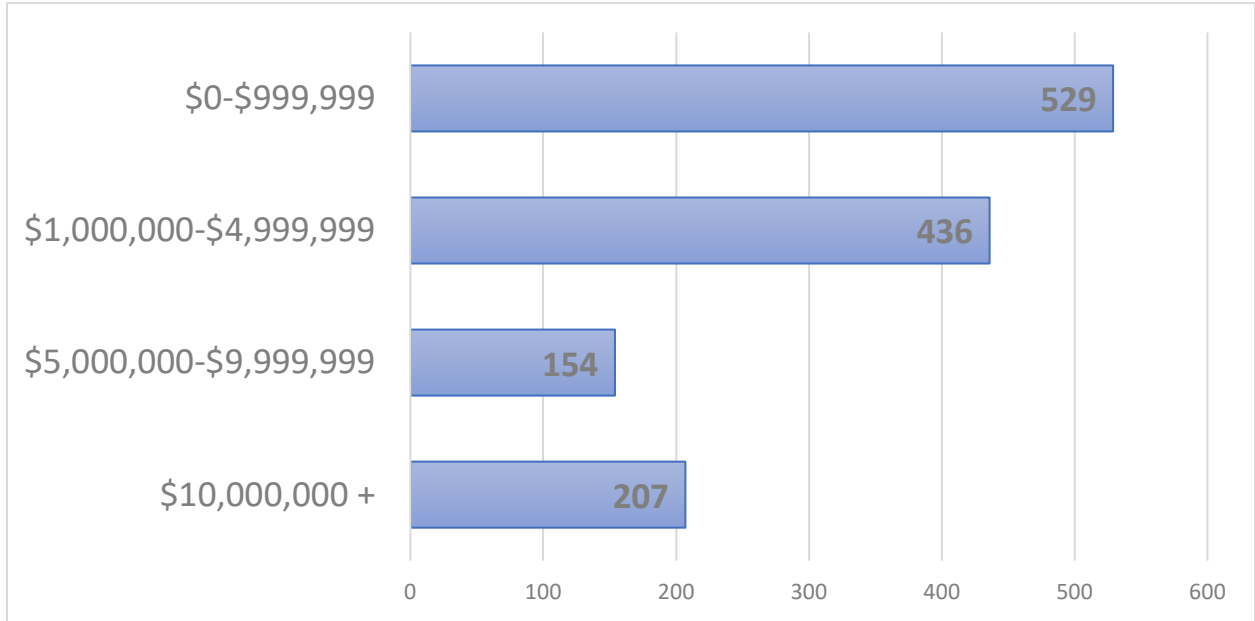


## WBEC-West Industry Breakdown

Industry	WBE
Accommodation & Food Services	13
Administration & Support & Waste Management & Remediation Services	169
Agriculture/Forestry/Fishing/Hunting	2
Arts/Entertainment/Recreation	15
Construction	170
Educational Services	24
Finance and Insurance	8
Food and Textile Manufacturing	15
Healthcare and Social Assistance	14
Information	46
Management of Companies and Enterprises	1
Manufacturing	101
Other Services (Except Public Administration)	51
Primary Metal Manufacturing	6
Professional, Scientific and Technical Services	388
Real Estate and Rental and Leasing	35
Retails Trade	44

Transportation and Warehousing	55
Utilities	2
Wholesale Trade	167

**WBEC-West WBE Revenue & Employee Breakdown**



**Employees Based on Revenue**

Revenue	Employees
\$0-\$999,999	6,020
\$1,000,000-\$4,999,999	11,629
\$5,000,000-\$9,999,999	7,025
\$10,000,000- +	34,793

## Economic Impact

The 2016 Revenue of the WBEC-West WBEs

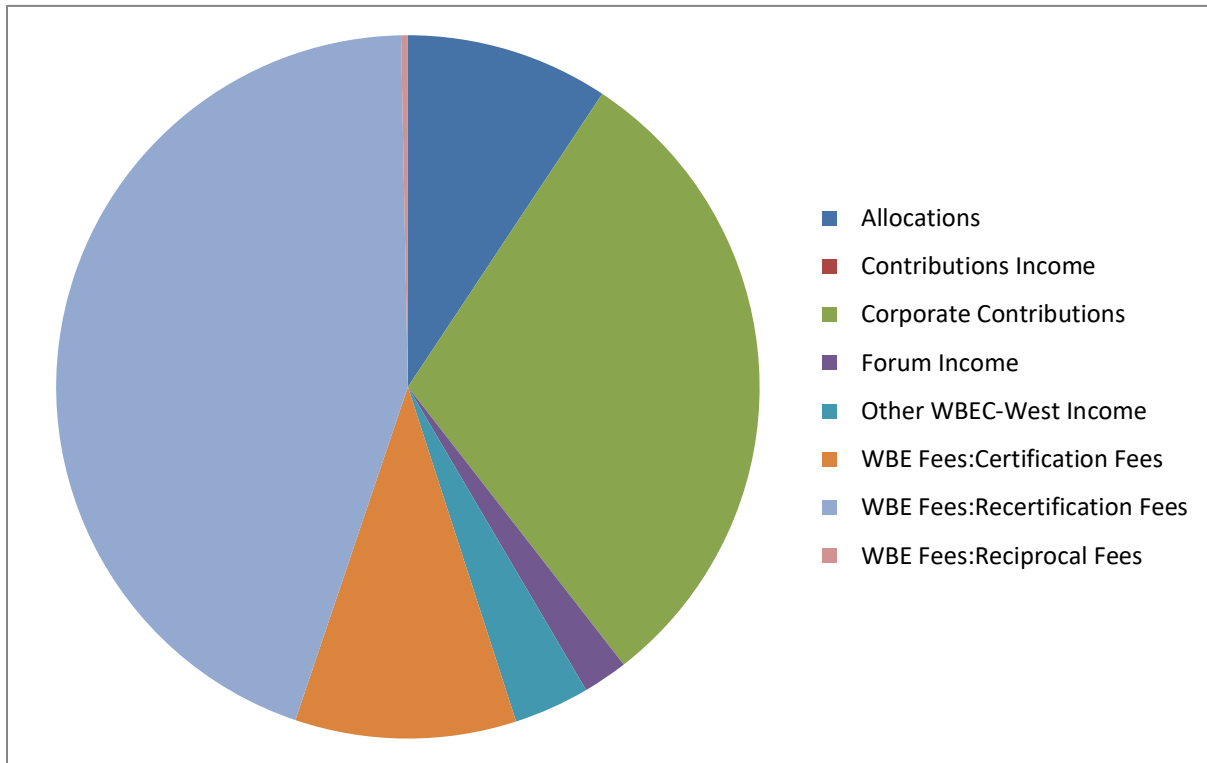
**11,382,389,539.00**

WBEC-WEST 2016 FINANCIAL SNAPSHOT:

**January-November 2016 INCOME**

**Income**

<b>Allocations</b>	135,278.74
<b>Contributions Income</b>	0.00
<b>Corporate Contributions</b>	437,789.00
<b>Forum Income</b>	29,846.00
<b>Other WBEC-West Income</b>	50,538.59
<b>WBE Fees: Certification Fees</b>	147,505.00
<b>WBE Fees: Recertification Fees</b>	645,950.00
<b>WBE Fees: Reciprocal Fees</b>	4,500.00
<b>Total Income</b>	<u>1,451,407.33</u>



WBEC-WEST 2016 FINANCIAL SNAPSHOT CONTINUED:

**January-November 2016 EXPENSES**

**Expenses**

<b>Bank Charges</b>	11,699.96
<b>Board of Directors</b>	1,266.44
<b>Certification Expenses/Site Visits</b>	30,147.19
<b>Community Development</b>	97,551.26
<b>Event/Forum Expenses</b>	322,860.28
<b>Insurance</b>	33,681.10
<b>Other Fees</b>	113,737.24
<b>Payroll</b>	582,025.61
<b>Professional Fees</b>	20,399.36
<b>Property and Equipment</b>	50,630.00
<b>Travel &amp; Entertainment</b>	583.66
<b>Utilities</b>	<u>17,141.68</u>
<b>Total Expenses</b>	<b>1,281,723.78</b>

