



ANNUAL REPORT

FY 2018

- As of 2018, there are **12.3 million women-owned businesses** in the U.S. Compare that to 1972, when there were only 402,000 women-owned businesses, representing 4.6 percent of all firms. Women own **4 out of every 10 businesses** in the U.S. Since 2007, the number of women-owned businesses has **increased by 58 percent**, which is better than businesses overall, which increased by only 12 percent. Last year, **1,821 net new women-owned businesses** were launched every day. Women of color founded 64 percent of those new businesses.

Contents

President’s Message_____3

WBEC-West Mission and Vision_____4

Year in Review_____5

Demographics_____6

WBEC-West Financial Snapshot_____14

President Message:

2017 was the year of change for WBEC-West, which naturally caused 2018 to be the year of implementation.

Webster defines implementation as an act or instance of implementing something: the process of making something active or effective.

We are proud to announce that WBEC-West both survived and prospered the year of implementation!

In 2018, the organization launched WBEC-West 2.0. One of the biggest steps of WBEC-West 2.0 was to hire a Vice President in Southern California. Jaymee Lomax joined the WBEC-West team in January of 2018, which allowed the organization to become both a strategic resource and partner to corporate members and to the WBES we serve with the goal of expanding opportunities and connections for all our constituents (WBE's, corporation, government entities and community partners).

In addition, we hired Dr. Amrita Sethi in the role of Special Projects Manger to assist with the development of new revenue streams through programs and foundational grants.

In 2018, we also spent time enhancing our existing programs, updating policies and procedures and making sure that all we move forward is in alignment with the mission, vision and values of the organization.

We are excited by all the seeds we planted in 2018 and look forward to seeing how they grow in 2019.

We hope you take time to review this year's annual report and remember, "it is not the strongest or the most intelligent who will survive but those who can best manage change." --Charles Darwin

Respectfully,

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

WBEC-West Mission & Vision

Vision: To be the premier organization connecting Women Business Enterprises and interested parties that are building parity in the global economy.

Mission: To increase economic vitality in the communities we serve.

- Corporations
- WBEs
- WBENC
- Community Partners
- Government Entities
- Multi-Generational
- Under-represented
- Multi-ethnic

WBEC-West Strategic Pillars:

- 1) Advocate for procurement opportunities for Women Business Enterprises.
- 2) Deliver innovative, trusted and relevant certification programs.
- 3) Foster strategic relationships.
- 4) Promote and leverage a business model that supports organizational growth and fiscal resiliency.

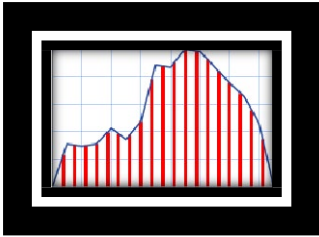
Women-owned businesses make up the fastest-growing segment of the national and international business world. That's just one reason why WBEC-West is dedicated to helping you navigate the certification process. We want to assist you in realizing your business potential, help you build connections with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



1,615 certified WBEs



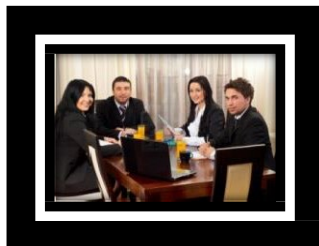
Over a 74% retention rate



Over 18,000 connections made between
Corporation's and Certified WBEs in 2018



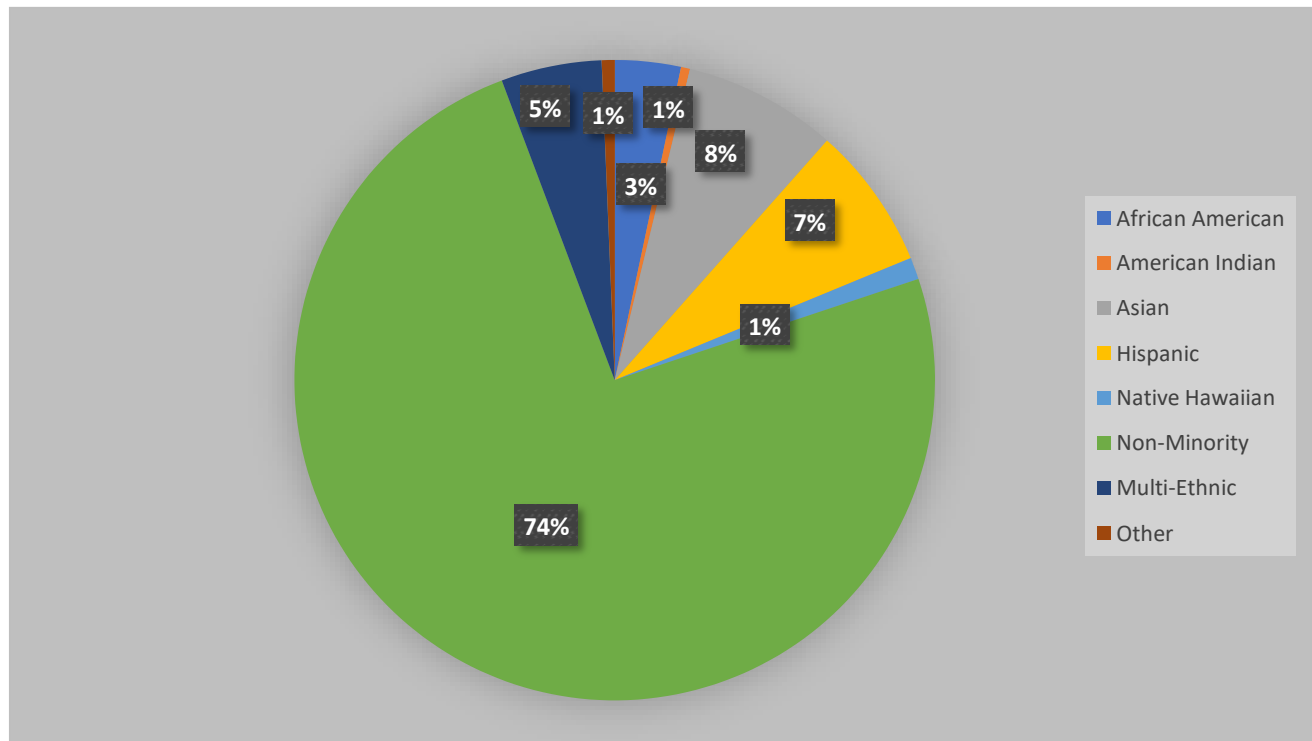
Collaborated On/Or Hosted Over 144
Events in 2018



7 New Corporate Members

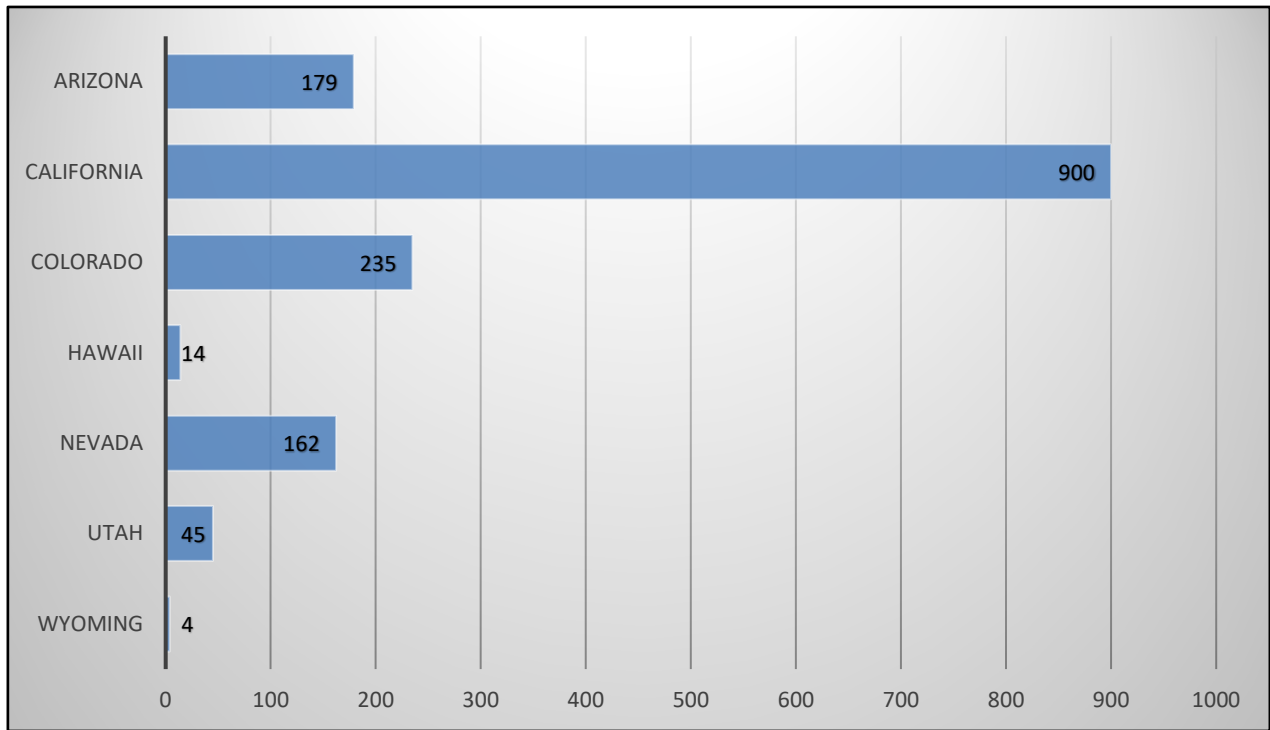
WOMEN'S BUSINESS ENTERPRISE COUNCIL-WEST DEMOGRAPHICS

WBE's by Ethnicity:



Ethnicity	WBE	%
African American	51	3%
American Indian	7	1%
Asian	119	8%
Hispanic	111	7%
Native Hawaiian	17	1%
Non-Minority	1141	74%
Multi-Ethnic	78	5%
Other	10	1%

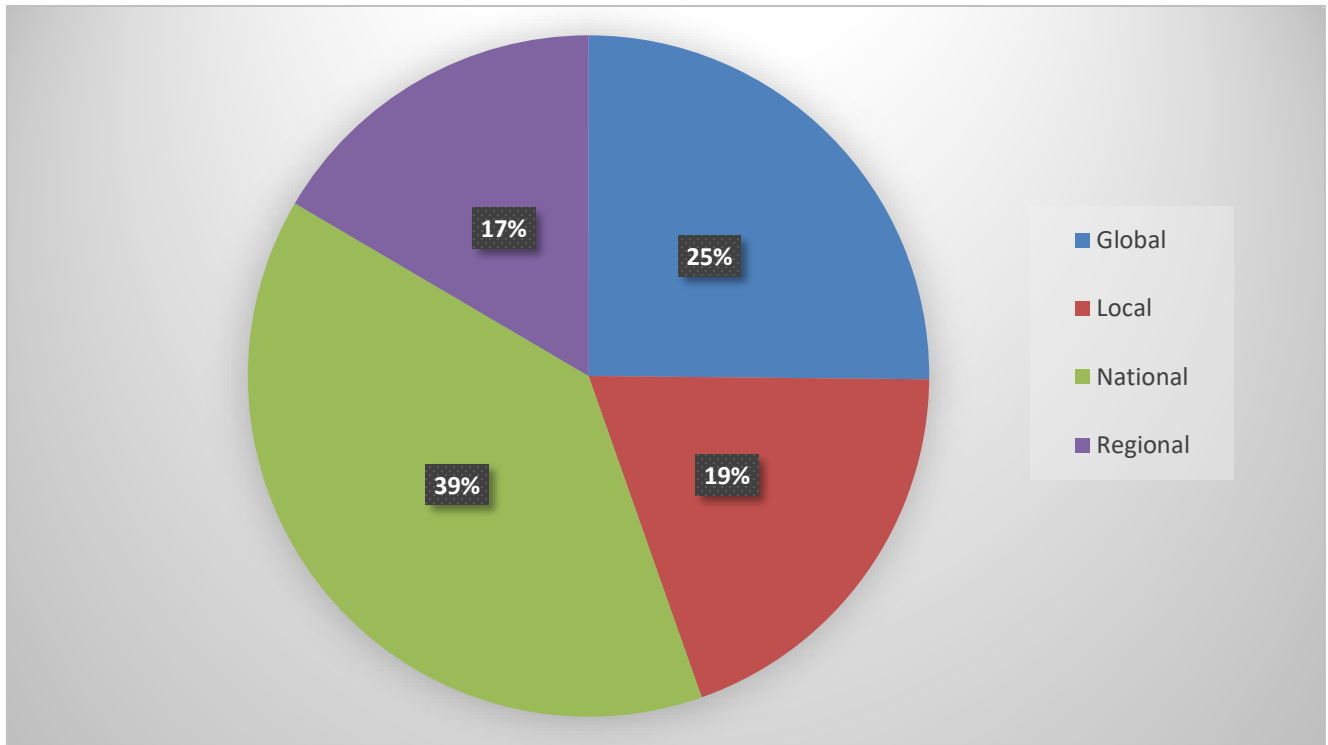
WBE Representation by State:



Breakdown of WBEs Based on States

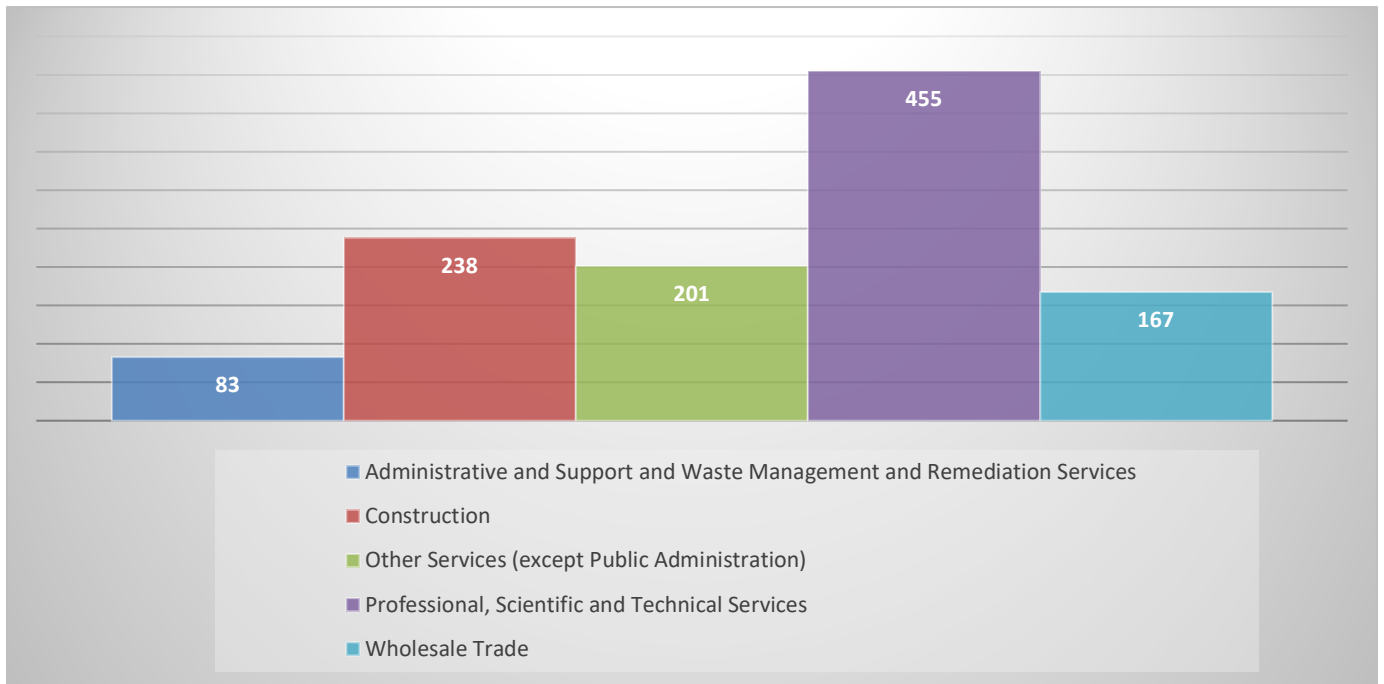
State	WBE	%
Arizona	179	12%
California	900	58%
Colorado	235	15%
Hawaii	14	1%
Nevada	162	11%
Utah	45	3%
Wyoming	4	0%

WBEs by Geographic Scope



Scope	WBE	%
Global	406	25%
Local	314	19%
National	627	39%
Regional	267	17%

Top 5 Industries for WBEs

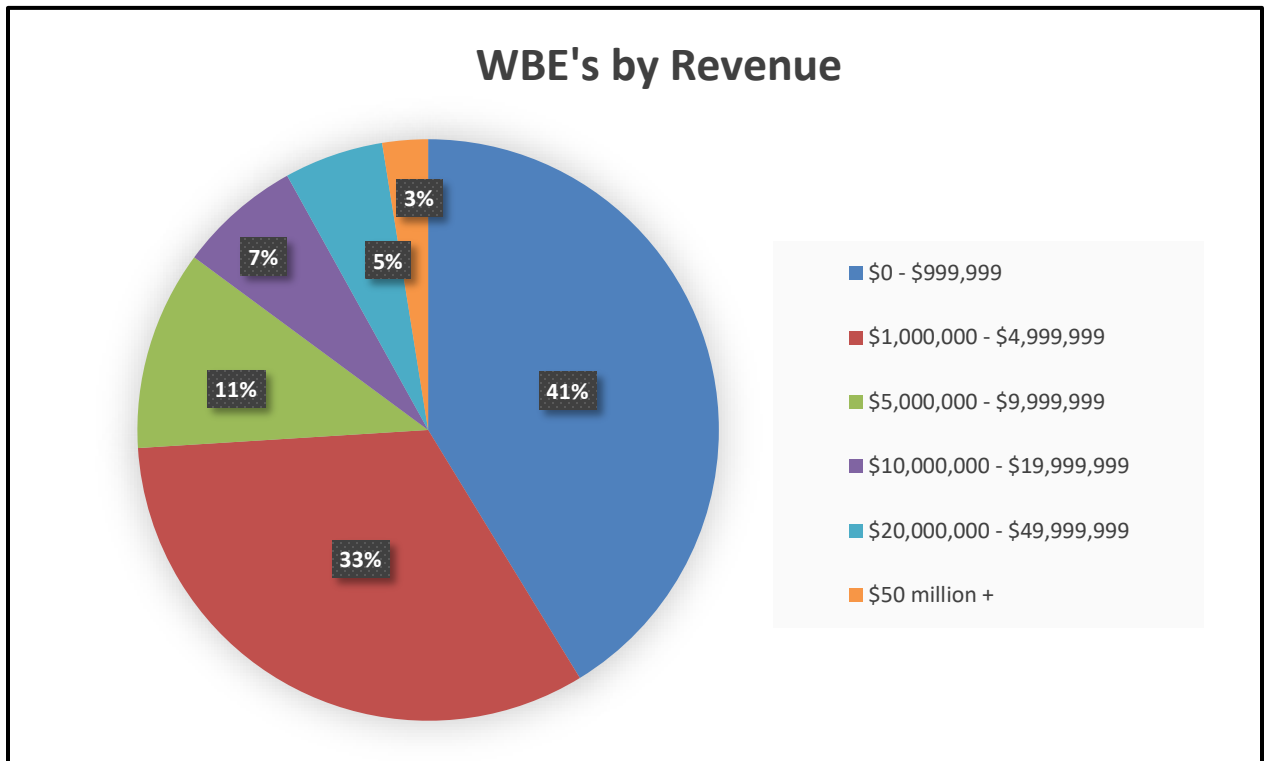


WBEC-West Industry Breakdown

Industry	AZ	CA	CO	HI	NV	UT	WY	WBE
Accommodation & Food Services	5	5	5	0	3	0	0	18
Administration & Support & Waste Management & Remediation Services	15	41	16	1	8	2	0	83
Agriculture/Forestry/Fishing/Hunting	1	2	0	0	0	0	0	3
Arts/Entertainment/Recreation	1	27	1	0	3	0	0	32
Construction	26	128	33	5	39	7	0	238
Educational Services	5	19	7	0	3	0	0	34
Finance and Insurance	1	12	6	1	0	1	0	21
Food and Textile Manufacturing	3	29	3	1	4	2	0	42
Healthcare and Social Assistance	0	23	4	0	3	3	0	33
Information	0	28	5	0	1	1	1	36
Management of Companies and Enterprises	0	8	1	0	3	0	0	12
Mining, Quarrying & Oil & Gas Extraction	0	2	1	0	0	0	0	3

Other Services (Except Public Administration)	16	127	28	2	20	8	0	201
Primary Metal Manufacturing	11	33	6	0	3	0	0	53
Professional, Scientific and Technical Services	55	251	86	4	48	11	0	455
Real Estate and Rental and Leasing	2	12	3	0	2	0	1	20
Retail Trade	10	42	4	0	6	2	1	65
Transportation and Warehousing	9	37	11	0	6	1	1	65
Utilities	2	2	3	0	0	0	0	7
Wholesale Trade	17	118	19	0	6	7	0	167
Wood Product Manufacturing	2	21	1	0	2	1	0	27

WBEC-West WBE Revenue & Employee Breakdown



Revenue by State

Revenue	State	WBE	Percentage
\$0-\$999,999	AZ	82	12%
	CA	382	56%
	CO	93	14%
	HI	3	1%
	NV	97	14%
	UT	19	3%
	WY	2	0%
\$1,000,000-\$4,999,999	AZ	61	12%
	CA	307	59%
	CO	76	15%
	HI	8	1%
	NV	50	10%
	UT	18	3%
	WY	2	0%
\$5,000,000-\$9,999,999	AZ	16	9%
	CA	113	64%
	CO	29	16%
	HI	2	1%
	NV	11	6%
	UT	6	4%
\$10,000,000-\$19,999,999	AZ	7	6%
	CA	75	68%
	CO	22	20%
	HI	1	1%
	NV	5	5%
	UT	0	0%
\$20,000,000-\$49,999,999	AZ	7	8%
	CA	61	69%
	CO	14	16%
	NV	4	5%
	UT	2	2%
\$50,000,000 +	AZ	7	17%
	CA	25	62%
	CO	5	13%
	NV	3	8%

Employees Based on Revenue

Revenue	Employees
\$0-\$999,999	3,811
\$1,000,000-\$4,999,999	14,770
\$5,000,000-\$9,999,999	7,802
\$10,000,000-\$19,999,999	13,166
\$20,000,000-\$49,999,999	12,495
\$50 M +	10,151

Sourcing Opportunities in 2018 for WBEs

- Number of opportunities sent out to WBEs – 88
- Number of sourcing opportunities requested by a corporation - 29

Economic Impact

The 2018 Revenue of the WBEC-West WBEs

12,848,223,942.00

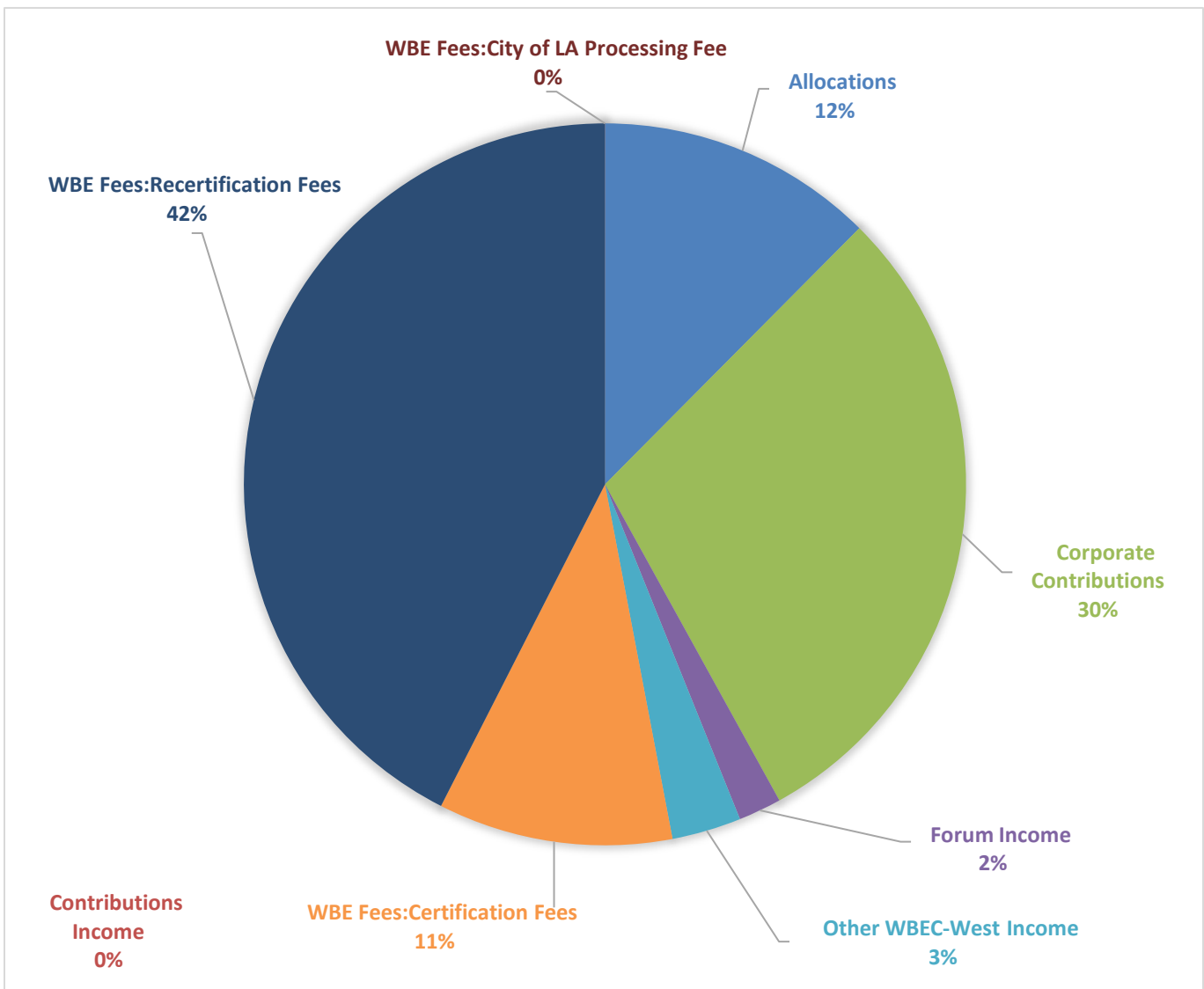
Twelve billion, eight hundred forty-eight million, two hundred twenty three thousand,
nine hundred forty two

- ✓ Economic Impact is measured by business revenue and number of employees.
 - The total number of employees are 62,195
 - This is a 7% decrease from last year

WBEC-WEST 2018 FINANCIAL SNAPSHOT:

Income

Allocations	222,951.74
Contributions Income	0.00
Corporate Contributions	529,236.00
Forum Income	34,473.00
Other WBEC-West Income	55,594.06
<u>WBE Fees:</u>	
Certification Fees	188,150.00
Recertification	761,400.00
City of LA Processing Fee	100.00
Total Income	<u>1,791,905.28</u>



WBEC-WEST 2018 FINANCIAL SNAPSHOT CONTINUED:

2018 EXPENSES

Expenses

Bank Charges	39,501.08
Board of Directors	1,062.04
Certification Expenses/Site Visits	40,358.88
Community Development	78,040.75
Contributions	0.00
Event/Forum Expenses	538,625.07
Insurance	34,758.96
Other Fees	113,598.73
Payroll	756,981.69
Professional Fees	19,991.80
Property and Equipment	55,077.40
Travel & Entertainment	0.00
Utilities	<u>19,761.99</u>
Total Expenses	1,697,758.39

