

WBEC WEST

WOMEN'S BUSINESS ENTERPRISE COUNCIL

JOIN FORCES. SUCCEED TOGETHER.

2025 WBEC-West Annual Report



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 Mission & Vision

WBEC-West vision and mission statement:

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 **Strategic Pillars:**

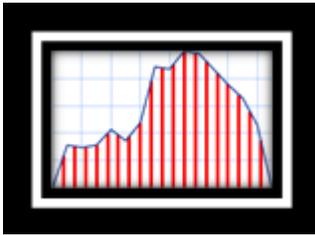
- Advocate for procurement opportunities for Women Business Enterprises.
- Deliver innovative, trusted, and relevant certification programs.
- Foster strategic relationships.
- Promote and leverage a business model that supports organizational growth and fiscal resiliency.

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.

2025 WBEC-WEST YEAR IN REVIEW



2517 Certified WBES



94.1% Retention Rate



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



Collaborated On/Or Hosted 205 Events



3 New Corporate Members

**Arizona Women's Business Enterprise Council
Budget vs. Actuals: 2025 Budget - FY25 P&L**

January - December 2025

	Jan - Mar, 2025			Apr - Jun, 2025			Jul - Sep, 2025			Oct - Dec, 2025			Total		
	Actual	Budget	over (under) Budget	Actual	Budget	over (under) Budget	Actual	Budget	over (under) Budget	Actual	Budget	over (under) Budget	Actual	Budget	over (under) Budget
Income															
Allocations	75,032.00	-	75,032.00	40,000.00	34,000.00	6,000.00	85,740.00	134,000.00	(48,260.00)	85,740.00	134,000.00	(48,260.00)	286,512.00	302,000.00	(15,488.00)
Corporate Contributions	161,000.00	113,850.00	47,150.00	20,370.80	166,550.00	(146,179.20)	49,529.66	188,850.00	(139,320.34)	55,233.58	-	55,233.58	286,134.04	469,250.00	(183,115.96)
Forum Income	2,555.00		2,555.00	2,770.00		2,770.00	1,500.00		1,500.00	3,830.00		3,830.00	10,655.00	-	10,655.00
Other WBEC-West Income	16,650.00	5,000.01	11,649.99	9,675.00	47,500.01	(37,825.01)	(5,888.50)	52,500.01	(58,388.51)	25,450.00	34,999.97	(9,549.97)	45,886.50	140,000.00	(94,113.50)
WBE Fees															
Certification Fees	54,500.00	95,609.49	(41,109.49)	58,750.00	95,609.49	(36,859.49)	51,750.00	95,609.49	(43,859.49)	47,000.00	95,609.53	(48,609.53)	212,000.00	382,438.00	(170,438.00)
City of LA Processing Fee	700.00		700.00	550.00		550.00	800.00		800.00	1,050.00		1,050.00	3,100.00	-	3,100.00
Expedite Fees	2,500.00		2,500.00	3,050.00		3,050.00	1,100.00		1,100.00	2,100.00		2,100.00	8,750.00	-	8,750.00
Recertification Fees	286,925.00	297,500.01	(10,575.01)	282,450.00	297,500.01	(15,050.01)	287,850.00	297,500.01	(9,650.01)	275,900.00	297,499.97	(21,599.97)	1,133,125.00	1,190,000.00	(56,875.00)
Total WBE Fees	344,625.00	393,109.50	(48,484.50)	344,800.00	393,109.50	(48,309.50)	341,500.00	393,109.50	(51,609.50)	326,050.00	393,109.50	(67,059.50)	1,356,975.00	1,572,438.00	(215,463.00)
Total Income	599,862.00	511,959.51	87,902.49	417,615.80	641,159.51	(223,543.71)	472,381.16	768,459.51	(296,078.35)	496,303.58	562,109.47	(65,805.89)	1,986,162.54	2,483,688.00	(497,525.46)
Gross Profit	599,862.00	511,959.51	87,902.49	417,615.80	641,159.51	(223,543.71)	472,381.16	768,459.51	(296,078.35)	496,303.58	562,109.47	(65,805.89)	1,986,162.54	2,483,688.00	(497,525.46)
Expenses															
Administration & Management Fee			-	6,000.00		6,000.00			-			-	6,000.00	-	6,000.00
Bank Charges	12,268.77	12,500.01	(231.24)	11,949.48	12,500.01	(550.53)	11,523.66	12,500.01	(976.35)	12,307.35	12,499.97	(192.62)	48,049.26	50,000.00	(1,950.74)
Board of Directors	783.87	-	783.87			-			-		10,000.00	(10,000.00)	783.87	10,000.00	(9,216.13)
Certification/Site Visit Expenses	4,090.06	6,125.03	(2,034.97)	3,884.43	6,125.03	(2,240.60)	1,922.94	6,125.03	(4,202.09)	2,563.01	6,124.91	(3,561.90)	12,460.44	24,500.00	(12,039.56)
Community Development Expenses	16,005.98	28,749.99	(12,744.01)	22,373.86	28,749.99	(6,376.13)	20,373.54	28,749.99	(8,376.45)	24,281.54	28,750.03	(4,468.49)	83,034.92	115,000.00	(31,965.08)
Event/Forum Expenses	7,846.28	25,500.01	(17,653.73)	108,914.78	90,500.01	18,414.77	11,018.46	90,500.01	(79,481.55)	235,365.70	100,499.97	134,865.73	363,145.22	307,000.00	56,145.22
Gift	213.00		213.00			-			-			-	213.00	-	213.00
Insurance	47,109.94	55,807.65	(8,697.71)	40,319.72	55,807.65	(15,487.93)	57,895.30	55,807.65	2,087.65	61,021.19	55,807.65	5,213.54	206,346.15	223,230.60	(16,884.45)
Other Fees	63,739.30	42,650.01	21,089.29	32,939.54	57,650.01	(24,710.47)	38,691.42	42,650.01	(3,958.59)	50,698.40	42,649.97	8,048.43	186,068.66	185,600.00	468.66
Payroll	408,933.36	375,970.83	32,962.53	289,596.71	375,970.83	(86,374.12)	277,426.02	375,970.83	(98,544.81)	306,041.08	435,970.88	(129,929.80)	1,281,997.17	1,563,883.37	(281,886.20)
Professional Fees	19,730.48	15,499.99	4,230.49	16,823.20	29,999.99	(13,176.79)	8,741.94	9,999.99	(1,258.05)	13,873.69	11,500.03	2,373.66	59,169.31	67,000.00	(7,830.69)
Property and Equipment	5,227.82	7,494.37	(2,266.55)	4,640.07	7,494.37	(2,854.30)	6,458.40	7,494.37	(1,035.97)	4,863.74	7,494.29	(2,630.55)	21,190.03	29,977.40	(8,787.37)
Travel & Entertainment		375.00	(375.00)		375.00	(375.00)		375.00	(375.00)		875.00	(875.00)	-	2,000.00	(2,000.00)
Utilities	7,340.92	8,345.55	(1,004.63)	6,578.32	8,345.55	(1,767.23)	6,722.61	8,345.55	(1,622.94)	6,051.75	8,345.55	(2,293.80)	26,693.60	33,382.20	(6,688.60)
Total Expenses	593,289.78	579,018.44	14,271.34	544,020.11	673,518.44	(129,498.33)	440,774.29	638,518.44	(197,744.15)	717,067.45	720,518.25	(3,450.80)	2,295,151.63	2,611,573.57	(316,421.94)
Net Operating Income	6,572.22	(67,058.93)	73,631.15	(126,404.31)	(32,358.93)	(94,045.38)	31,606.87	129,941.07	(98,334.20)	(220,763.87)	(158,408.78)	(62,355.09)	(308,989.09)	(127,885.57)	(181,103.52)
Other Income															
Interest Income	19,601.04		19,601.04	19,969.54		19,969.54	20,343.23		20,343.23	20,501.99		20,501.99	80,415.80	-	80,415.80
Other Income	(8,002.87)		(8,002.87)	8,003.03		8,003.03	0.64		0.64	0.63		0.63	1.43	-	1.43
Total Other Income	11,598.17	-	11,598.17	27,972.57	-	27,972.57	20,343.87	-	20,343.87	20,502.62	-	20,502.62	80,417.23	-	80,417.23
Other Expenses															
Other Expenses	39.99		39.99	33.24		33.24	(60.40)		(60.40)	469.01		469.01	481.84	-	481.84
Total Other Expenses	39.99	-	39.99	33.24	-	33.24	(60.40)	-	(60.40)	469.01	-	469.01	481.84	-	481.84
Net Other Income	11,558.18	-	11,558.18	27,939.33	-	27,939.33	20,404.27	-	20,404.27	20,033.61	-	20,033.61	79,935.39	-	79,935.39
Net Income	18,130.40	(67,058.93)	85,189.33	(98,464.98)	(32,358.93)	(66,106.05)	52,011.14	129,941.07	(77,929.93)	(200,730.26)	(158,408.78)	(42,321.48)	(229,053.70)	(127,885.57)	(101,168.13)

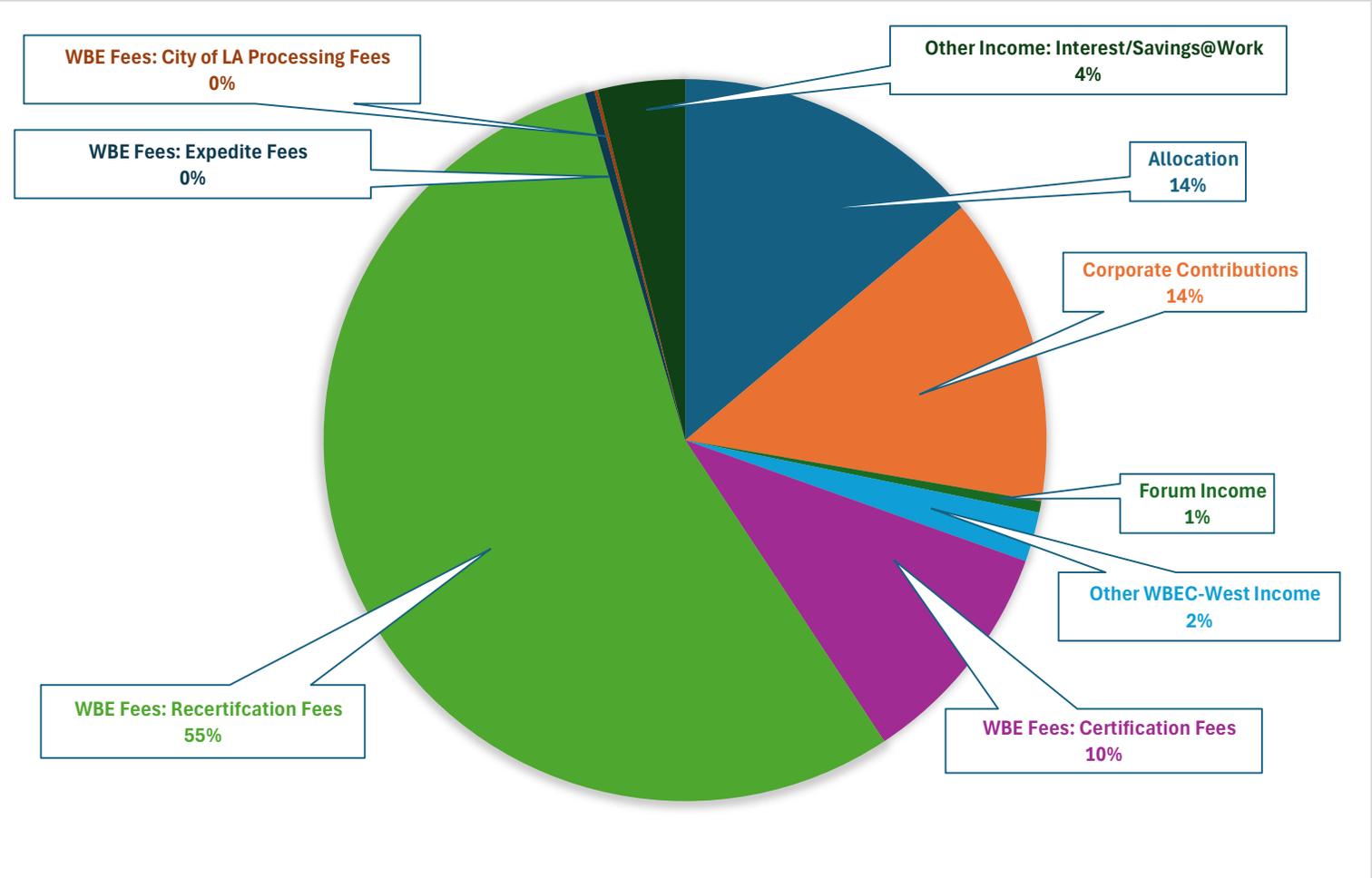
Bank Balances as of 12/31/25

Chase Checking 0632	\$72,521.33
Chase Savings 0079	\$5,597.49
AZ Bank & Trust Checking	\$0.00
JPMorgan Chase Brokerage (11/28/25)	\$497,823.61
Stearns Bank Checking	\$14,175.19
Stearns Bank Savings	\$2,593,966.41
	<u>\$3,184,084.03</u>

January-December 2025 INCOME

Income

Allocation	286,512.00
Corporate Contributions	286,134.04
Forum Income	10,655.00
Other WBEC-West Income	45,886.50
WBE Fees: Certification Fees	212,000.00
WBE Fees: Recertification Fees	1,133,125.00
WBE Fees: Expedite Fees	8,750.00
WBE Fees: City of LA Processing Fees	3,100.00
Other Income: Interest/Savings@Work	80,417.23
Total Income	2,066,579.77



January-December 2025 EXPENSES

Expenses

Admin & Mgmt Fee (WBENC - RPO)	6,000.00
Bank Charges/Credit Card Fees	48,049.26
Board of Directors	783.87
Certification/Site Visit Expenses	12,460.44
Community Development Expenses	83,034.92
Event/Forum Expenses	363,145.22
Gift	213.00
Insurance	206,346.15
Other Fees	186,068.66
Payroll	1,281,997.17
Professional Fees	59,169.31
Property and Equipment	21,190.03
Travel & Entertainment	-
Utilities	26,693.60
Other Fees: Misc/Sweep	481.84
Total Operating Expenses	2,295,633.47

