

2009 Annual Activity Report

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Special points of interest:

- WIPP was founded in June of 2001.
- The organization represents over half a million members and 48 business organizations.
- WIPP strictly adheres to being a bipartisan organization that educates and advocates on behalf of women and minorities in business.

WIPP MISSION STATEMENT

The Voice for Women in Business in our Nation's Capital, Women Impacting Public Policy, Inc. (WIPP) is a national bipartisan public policy organization that advocates for and on behalf of women and minorities in business in the legislative processes of our nation, creating economic opportunities and building bridges and alliances to other small business organizations.



WIPP Members at the 2007 Annual Conference in Washington, DC.

WIPP BIPARTISAN POLICY

WIPP is a bipartisan organization which educates and advocates on behalf of women and minorities in business. Since its inception in June of 2001, WIPP has reviewed, provided input, and has taken specific positions on many economic issues and policies which affect the bottom line of our membership. The issues cover a broad range of current legislation and/or policies such as affordable health care, leveling the playing field for women-owned and minority-owned businesses, opening up federal procurement policies for small businesses, on the implementation of well-established federal law which seeks to encourage women and minorities in the marketplace, tax policies, energy, telecommunications, etc. Matters which are not directly relevant to the economic health and well-being of constituent businesses are not part of our agenda.

As an organization which represents over half a million members, and 49 coalition partner organizations— we have within our ranks Republicans, Democrats and Independents, liberals, conservatives and every variety of opinion. We urge and encourage our members to become involved and politically active as their consciences dictate, but these members do not speak for the organization or for its positions.

Our organization surveys its membership on a regular basis to determine which issues are priority issues for them, and we maintain issue committees to review options and alternatives, and to advise on legislation which meets the needs of our membership. In order to further our objectives, we maintain relationships with all Members of Congress, as well as the incumbent Administration, regardless of political affiliation, and scrupulously maintain our bi-partisan approach.

WIPP ECONOMIC BLUEPRINT

Economic Blueprint

Powered by WIPP

The Women Business Owners' Platform for Growth

A Call To Action

Six Economic Areas Essential To Women-Owned Business Growth:

Healthcare

Procurement

Taxes

Access to Capital

Energy

Telecommunications



The women's business community has come together, united in purpose and with shared aspirations, to present the economic principles that allow small businesses to flourish in a global market. Intricately linked, entrepreneurship and women foster economic independence and growth.

Inclusion of our expectations, expressed in this Blueprint, in future public policy formation will help ensure that our democracy represents all of its citizens.

"WIPP's Economic Blueprint lays out the principles in all the major policy issues affecting women business owners against which legislation/policy initiatives are measured. Everything we do in the policy shop in Washington supports the principles in the Economic Blueprint. It has given all of us an invaluable roadmap to follow and guides our message and our recommendations."

"As head of WIPP's government relations team, it is my job to make sure that the voice of women business owners is heard in the Administration and Capitol Hill. It is our goal to ensure that every policymaker in Washington understands the impact of their actions on women owned businesses - whether that is tax, healthcare, telecommunications, energy or procurement policy. While our approach is one of bipartisan consensus, we strongly advocate for positions WIPP members and coalition partners have taken."

~ Ann Sullivan

WIPP Government Relations

"The Economic Blueprint spells out the public policy expectations and legislative issues that directly impacts the women's business community. It is a wake up call to our elected officials that women business owners are a powerful constituency, a formidable voting bloc and an economic force that demands to be heard."

~ Lynne Marie Finn

WIPP National Partner and Chair, Economic Blueprint
President/CEO, Superior Staff Resources, Inc.

ISSUES

WIPP Annual Survey

- WIPP Releases 2009 Member Survey - "What Business Women Want" & Shares Results with Key Policymakers, April 20.

Healthcare

Of the 46.6 million uninsured Americans, 60% are employed by a small business or a dependent of someone who is employed by a small business. The SBA Office of Advocacy research shows that insurers of small health plans have higher administrative expenses than those that insure larger group plans. The number of small businesses that offer health benefits went from 69% in 2000 to 60% in 2007 and is rapidly falling.

Healthcare Principles

- 1) *Increase Access to Small and Individual Insurance Markets*
- 2) *Increase Transparency*
- 3) *Establish an Interconnected, Nationwide Health Technology System*
- 4) *Increase the Number of Healthcare Providers*
- 5) *Promote Health Employees*
- 6) *Establish a Healthcare Reform Commission*

- WIPP Revises Statement on Healthcare Reform, November 24.
- WIPP participates on Obama Administration Conference Call on H1N1 and Small Business, November 16.
- WIPP Releases Statement on Passage of House Healthcare Reform Bill (H.R. 3962), November 9.
- WIPP attends speech by President Obama on Small Businesses and Health Insurance Reform, October 29.
- WIPP meets with President Obama and SBA Administrator Karen Mills to discuss healthcare, October 21.
- WIPP attends and testifies to the U.S. Senate Committee on Small Business and Entrepreneurship "Reform Done Right: Sensible Healthcare Solutions for America's Small Businesses", October 20.
- WIPP issues letter to House Leadership on Tri-Committee Healthcare Reform Bill, October 15.
- WIPP attends a White House Meeting with First Lady Michelle Obama and Secretary Sebelius on Women and Healthcare Reform, September 18.
- WIPP participates in White House Conference call on the President's Healthcare Speech to Congress, September 9.
- WIPP participates in White House Women's Equality Day teleconference celebrating the 89th anniversary of women getting the right to vote. The call featured HHS Secretary Kathleen Sebelius, who discussed the impact of healthcare reform on women, August 27.
- WIPP attends a special White House meeting to discuss women and health insurance reform effort. This important conversation included Nancy-Ann De Parle, Director of the White House Office of Health Reform; Tina Tchen, Director of Public Engagement; Susan Sher, Chief Staff for the First Lady; David Simas, Communications; and Dr. Kavita Patel, Policy Director for the Offices of Inter-Governmental Affairs and Public Engagement, August 12.
- WIPP issues Healthcare Reform Statement, July 31.
- WIPP issues Action Alert on Healthcare Reform, July 20.

We are more than half a million women business owners throughout America. We are successful leaders in our communities and visionaries who are trailblazers in policy and politics.

We have within our ranks Republicans, Democrats and independents, liberals, conservatives and every variety of opinion. What we share in common is our focus on economic issues that impact our ability to continue as the economic engine and force in our nation's economy.

ISSUES

Healthcare (continued from page 3)

- WIPP issues letter and final statement on healthcare reform to Honorable Charles Rangel, Chairman on Committee of Ways and Means, July 16.
- WIPP holds Congressional Healthcare Briefing Discussion on Small Business Health Options Program (SHOP) Act with offices of Ranking Member Senator Snowe (R-ME) and Senator Dick Durbin (D-IL), July 16.
- WIPP attends White House Briefing on Small Business and Healthcare with Vice President Biden and Secretary of Health and Human Services (HHS) Sebelius, July 10.
- WIPP participates and testifies in a roundtable for the Senate Small Business and Entrepreneurship Committee entitled “Healthcare Reform: Small Business Concerns and Priorities”, July 9.
- WIPP Call to Action to Comment on Senator Baucus Healthcare “call to action” for 2009 to overhaul America’s healthcare system, February 2009.
- WIPP endorses SCHIP Expansion bill H.R. 2 to Make Way through the House and onto the President, February 2009.
- WIPP attends White House Roundtable with HHS Secretary Sebelius and Administrator Karen Mills on Healthcare Reform for Small Business Owners and their employees, June 19.
- WIPP issues letter on Healthcare Reform to the Senate Leadership, the Senate Committee on Finance, and the Senate Committee on Small Business and Entrepreneurship, May 7.
- WIPP urges Congress to Fix Extra Tax on Health Insurance for the Self-Employed, March 19.
- WIPP releases 2009 Healthcare Whitepaper that includes a discussion of WIPP Healthcare that discusses Principles in the Economic Blueprint and White House Initiatives, March 11.
- WIPP Call to Action to Comment on Senator Baucus Healthcare “call to action” for 2009 to overhaul America’s healthcare system, February 2009.
- WIPP endorses SCHIP Expansion bill H.R. 2 to Make Way through the House and onto the President, February 2009.

The Economic Blueprint is the centerpiece of WIPP’s policy initiatives. It provides the underpinning of all our work to represent women business owners, as it expresses our voice and our interests regarding pressing business challenges that require action by our elected officials. I am proud and honored to have been part of its creation.”

~ Karen Maples

WIPP National Partner and
Co-Chair, Economic
Blueprint Taskforce

President, Myutiq, LLC

“I was honored to work on the Economic Blueprint for WIPP. It’s critically important that our voices be heard on Capitol Hill. The issues cited in this Blueprint are important to all small businesses. It is time our leaders understand those issues and take action on them.”

~ Tara Olson

Co-Chair, Economic
Blueprint Taskforce, WIPP
National Partner and Instant
Impact Team Leader

Co-Owner, AllPoints
Research, Inc.

ISSUES

Procurement

Currently, only 3.4% of all government contracts are awarded to women-owned businesses even though federal law mandates a 5% government-wide procurement goal for women-owned small businesses. In addition, the SBA goaling report shows that federal government failed to reach the small business goal of 23% in FY 2006, falling short with 22.8%. Women business owners have only been awarded 4% of stimulus dollars.

Procurement Principles

- 1) **Implement a Real Women's Procurement Program (P.L. 106-554)**
- 2) **Strengthen Small Business Subcontracting**
- 3) **Increase Small Business Contracting Goal**
- 4) **Unbundle Contracts to Allow Greater Utilization of Small Business**

- WIPP testifies to the State of MO Office of Administration funding to Update 1997 Disparity Study, December 7.
- WIPP meets with Greg Willis, Counsel for the Senate Committee on Small Business and Entrepreneurship to discuss federal contracting and recommendations for legislation, October 29.
- WIPP attends and testifies at Senate Committee on Small Business and Entrepreneurship's roundtable entitled "Small Business Contracting: Ensuring Opportunities for America's Small Businesses", September 22.
- WIPP attends and testifies before the House Subcommittee on Economic Development, Public Buildings, and Emergency Management, subject of the hearing was "Doing Business with the Government: The Record and Goals for Small, Minority, and Disadvantaged Businesses", September 17.
- WIPP participates in SBA's sixth month Recovery Act Report Card conference call, September 10.
- WIPP issues letter to DOE Secretary Chu on Small Business Subcontracting Participation, April 3.
- WIPP signs onto letters with Government Withholding Relief Coalition to repeal 3% withholding requirement, April 2.
- WIPP testifies before U.S. Senate Small Business and Entrepreneurship Committee on "The Roll of Small Business in Recovery Act Contracting", May 21.
- WIPP comments to SBA on Proposed Rule on Women's Procurement Program—Eligible Industries, March , March 12.
- WIPP applauds Congressional Directive to Stop SBA's Proposed Women's Procurement Program, March 11.
- WIPP declares victory: The Omnibus Bill Stops SBA's Proposed Women's Procurement Program, March 10.
- WIPP Call to Action to Repeal the 3% Withholding Tax for Federal, State, and local contracts into the Economic Stimulus, January 28.
- WIPP announces New Program to Help Women Business Owners Secure More Federal Contracts, January 12.
- WIPP applauds extension on the Proposed Women's Procurement Rule, January 7.

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ISSUES

Taxes

Small firms with fewer than 20 employees annually spend 45% more per employee than larger firms to comply with federal regulations and 67% more per employee on tax compliance than their larger counterparts, according to the SBA Office of Advocacy.

Tax Principles

- 1) *Retain Tax Incentives for Small Businesses*
- 2) *Reform the Tax Code*
- 3) *Permanently Repeal the Estate Tax*
- 4) *The Alternative Minimum Tax Needs a Permanent Fix*

- WIPP participates in Senate Small Business Roundtable on Critical Tax Issues, December 3.
- WIPP signs onto group letter in support of The Home Office Simplification Act of 2009 (H.R. 3615), issued to Representatives Schrader, Kind, Nunes and Buchanan, October 6.
- WIPP issues letter to Chairmen Conyers and Cohen, in support of H.R. 1083 (BATSA), March 26.
- WIPP Urges Congress to Fix Extra Tax on Health Insurance for the Self-Employed, March 23.
- WIPP Supports Standard Home Deduction, March 16.

Access to Capital

According to the Center for Women's Business Research, Women business owners who obtained capital persevered, making an average of four attempts to obtain bank loans or lines of credit and 22 attempts to obtain equity capital. Access to capital is a key tool in the start-up and growth of successful small businesses. Larger, faster-growing women-owned firms are more likely than other firms owned by women to use credit. Women-owned firms with revenues of \$1 million or more are more likely to access commercial loans or lines of credit than are other women-owned firms (56% vs. 31%). However, even these larger businesses owned by women lag behind their male counterparts in using commercial credit (56% of women vs. 71% of men). Furthermore, women owners of fast-growth firms are more likely than their male counterparts to rely on business earnings as their primary funding source (72% vs. 56%).

Access to Capital Principles

- 1) *Tax Incentives to Investors*
- 2) *Government Technical Assistance*
- 3) *SBA Loan Program Interest Rates Must Be Competitive*

- WIPP attends the Senate Small Business and Entrepreneurship Committee mark up of "The Small Business Job Creation and Access to Capital Act of 2009 (S. 2869), December 17.
- WIPP participates in White House and Department of Treasury conference call explaining financial regulatory reform, July 17.
- WIPP participates in White House Conference Call with Department of Treasury officials to discuss the selection of managers for the Public-Private Investment Program, July 8.

ISSUES

Access to Capital (continued from page 6)

- WIPP attends White House Briefing on Distribution of Stimulus Funds, April 4.
- WIPP issues letter to Secretary Geithner in Support of Securing Credit Lines for Small Businesses, March 31.
- WIPP issues letter on Senate Finance Committee Bill to Chair Baucus and the Senators on the Senate Finance Committee, October 9.
- WIPP Applauds President Obama's Initiatives to Assist Small Business Owners, March 16.
- WIPP proposes Equity Fund, March 16.
- WIPP releases Equity Fund proposal, analyzing the need for SBA to create an equity fund to provide much needed capital to small businesses in a position to grow, March 16.
- WIPP issues Statement of Passage of the American Recovery and Reinvestment Act of 2009, February, February 13.
- WIPP releases analysis of the Stimulus Bill Passed By Congress, February 2009.
- WIPP welcomed to the White House launch of the Middle Class Task Force and Briefing on the Economic Recovery Package, February 2.
- WIPP calls for creation of New Small Business Equity Fund as Part of the Obama-Biden Stimulus Package to Small Business Committee, led by Chair Landrieu and Ranking Member Snowe, January 29.
- WIPP issues Press Release on Providing an Investment Fund Funded by the SBA for Small Business Mergers and Acquisitions, January 26.
- WIPP calls for the creation of a New Small Business Equity Fund, January 6.
- WIPP issues letter to Senator Snowe, Ranking Member on the Committee on Small Business and Entrepreneurship to urge consideration to include a \$50 billion equity fund administered by the SBA for small and midsize business mergers into the stimulus package, January 6.

Workforce/Trade

- WIPP participates on Commerce and USTR Call for Recruiting New Members on All 16 ITACS, November 15.
- WIPP releases statement on the Card Check Legislation, March 12.
- WIPP issues public statement on Card Check Legislation, March 11.

Economy

- WIPP attends luncheon event with SBA Administrator Karen Mills on the future of small businesses and job creation, December 14.
- WIPP participates in White House Briefing Call: President Obama Remarks on the Economy, December 7.
- WIPP participates in White House Forum on Jobs and Economic Growth, December 3.
- WIPP participates in Senate Democratic Committee Hearing on Jobs, December 2.

"The Economic Blueprint: The Women Business Owners' Platform for Growth was conceived to promote policies that reflect the economic interests and priorities of small business owners. It is endorsed by more than half a million women business owners nationwide and more than 30 business organizations.

The Blueprint's six core principles provide a detailed roadmap for Congress and the Obama administration to enable them to formulate public policy designed to fuel the growth of women's enterprise development."

~ Robin Dozier Otten
Co-Chair, Economic
Blueprint Taskforce, WIPP
National Partner and Instant
Impact Team Leader

President/CEO, RDO
Strategic Consultants, LLC

ISSUES

Energy

According to American Express OPENSM, 42% of small business owners have reduced their energy use in response to higher energy costs. Sixty-five percent of small business owners say higher energy costs have a significant or moderate impact on their business.

Energy Principles

- 1) **Recognize the Severe Effects High Fuel Prices have on Small Business Owners and Assure Adequate**
 - 2) **Provide Research & Development Incentives**
 - 3) **Assist in Efforts to Conserve Energy**
- WIPP participates in conference call with Department of Energy and Treasury discussing the announcement of more than \$2 Billion in Recovery Act tax credits for energy manufacturing, August 13.
 - WIPP participates in conference call with officials from the Department of Energy and Treasury discussing the announcement of more than \$3 Billion in Recovery Act funds for renewable energy projects, July 9.
 - WIPP and WCEE commission National Survey on Energy & Environment, June 17.
 - WIPP and WCEE release National Energy and Environment Survey results and Women's Energy Brochure, June 24.

Retirement/Security

- WIPP meets with Representative Steve Israel (D-NY) to discuss retirement legislation, August 27.
- WIPP meets with Representative Bart Stupak (D-MI) to discuss retirement legislation, August 26.
- WIPP participates in roundtable hosted by the SBA focusing on small business pensions. Topics included: Mandatory IRA Contributions, Simplification, Interim Amendments, "Good Faith Compliance", Bonding, Defined Benefit Funding, Annuity Provider Rules, Section 6707A Penalty, and Cafeteria Plan Legislation, July 15.

Smart business owners have solid, continuous relationships with their attorney, accountant, their banker and legislator.

Cultivate those relationships early; get to know them well, and when you need them, they will be there.

ISSUES

Telecommunications

According to the Federal Communications Commission, only 4.97% of all television and full-power broadcast radio stations are owned by women. In addition, technology and telecommunications costs are disproportionate to small businesses. Sixty-six percent of small businesses use broadband high-speed internet access, with 40.7% agreeing that broadband most impacted their business by increasing workplace efficiency.

Telecommunications Principles

- 1) *Increase Women and Minority Media Ownership***
 - 2) *Broadband Access Should Be Available to All***
 - 3) *Keep the Internet Free of Cumbersome Regulation***
 - 4) *Permanently Extend Internet Tax Moratorium***
 - 5) *Ensure Privacy Security***
- WIPP attends the House Committee on Small Business hearing entitled “The Recovery Act and Broadband: Evaluation of Broadband Investments on Small Business and Job Creation”, October 28.
 - WIPP issues letter to FCC Chairman and Commission regarding the National Broadband Plan Notice of Inquiry, October 14.
 - WIPP submits comments to the FCC on the establishment of a National Broadband Policy, June 24.
 - WIPP issues letter to Senator Wyden in support of S.1192, the Mobile Wireless Tax Fairness Act, June 19.
 - WIPP issues action alert on Open Network Concerns, May 28.
 - WIPP issues letter to FCC Acting Chairman and Commissioners regarding open network concerns, May 26.
 - WIPP signs on to letter in support of *H.R. 3548, the Plain Language in Government Communications Act of 2007*, March 2009.

Smart business owners have solid, continuous relationships with their attorney, accountant, their banker and legislator. Cultivate those relationships early; get to know them well, and when you need them, they will be there.

WIPP PROGRAMS

Instant Impact Team Activities

Team Meetings

- *Nationwide Instant Impact Team Teleconference, December 2*
- Ann Arbor, MI Instant Impact Team Meeting, December 2
- Topeka, KS Instant Impact Team Meeting, December 2
- Nationwide Instant Impact Team Leader Teleconference, October 15
- * *Capitol Hill Visits, October 1*
- Arizona
- California
- District of Columbia
- Virginia
- Maryland
- Florida
- Illinois
- Kansas
- Michigan
- Nevada
- New Jersey
- New Mexico
- New York
- North Carolina
- Pennsylvania
- Georgia
- Oklahoma
- * *Nationwide Instant Impact Team Meetings, September 15*
- Ann Arbor, MI
- Winston-Salem, NC
- Atlanta, GA
- Miami, FL (teleconference only*)
- Detroit, MI (teleconference only*)
- Washington, DC
- Buffalo, NY (teleconference only*)
- Albany, NY (teleconference only*)
- Chicago, IL (teleconference only*)
- Harrisburg, PA (teleconference only*)
- Virginia Beach, VA (teleconference only*)
- Tampa, FL (teleconference only*)
- Princeton, NJ
- Dallas, TX (teleconference only*)
- Minneapolis, MN
- Oklahoma City, OK

“As an Instant Impact Team Leader, I have the ability to reach legislative officials on issues that affect women small business owners, and make a difference with WIPP’s power in numbers. I have been able to make a difference by educating women business owners on the importance of policy issues locally and nationally.”

~ Laurie Simon
WIPP National Partner and
Instant Impact Team Leader

Founder/CEO, Umbrella
Consulting, Inc.

WIPP PROGRAMS

Instant Impact Team Activities (continued from page 10)

Team Meetings

- Topeka, KS
- Kansas City, MO
- Nashville, TN
- Boise, ID
- Seattle, WA (teleconference only*)
- Phoenix, AZ (teleconference only*)
- Denver, CO
- Los Angeles, CA (teleconference only*)
- San Diego, CA (teleconference only*)
- Las Vegas, NV
- San Francisco, CA
- Nationwide Teleconference
- National Instant Impact Team Leader Teleconference Call, July 16.
- * ***Nationwide Instant Impact Team Meetings, May 21***
- Madison, NJ
- New York, NY
- Harrisburg, PA
- Atlanta, GA
- Denver, CO
- Winston/Salem, NC
- Dallas, TX (webcast only*)
- Washington, DC
- Albany, NY (webcast only*)
- Buffalo, NY (webcast only*)
- ABQ/Santa Fe, NM (webcast only*)
- Tampa, FL
- Northern CA
- Seattle, WA
- Nashville, TN
- Virginia Beach, VA
- Kansas City, MO
- Nationwide webcast*
- National Instant Impact Team Leader Teleconference Call, April 16.
- * ***Nationwide Instant Impact Team Meetings, February 19***
- Washington, DC
- Phoenix, AZ
- Harrisburg, PA
- Kansas City, MO
- Albuquerque/Santa Fe, NM

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~ Laurie Simon
WIPP National Partner and
Instant Impact Team Leader

Founder/CEO, Umbrella
Consulting, Inc.

WIPP PROGRAMS

Instant Impact Team Activities (continued from page 11)

Team Meetings

- New York, NY
- Buffalo, NY (teleconference only*)
- Atlanta, GA
- Denver, CO
- Central FL
- Seattle, WA
- Northern NJ
- Virginia Beach, VA
- Dallas, TX (teleconference only*)
- Tennessee (teleconference only*)
- Northern California (teleconference only*)
- Winston/Salem, North Carolina (teleconference only*)
- Chicago, IL
- National Instant Impact Team Leader Teleconference Call, January 16

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WIPP PROGRAMS

WIPP Training Programs

Give Me 5

- Give Me 5 Training 215: M/W/DBE Certification. Course Instructor: Denise Farris, Managing Member & Attorney at Law, Farris Law Firm LLC and WIPP National Partner, December 17.
- Give Me 5 Training 403: Doing Business with the U.S. Department of Justice. Course Instructor: David Sutton, Director, Office of Small and Disadvantaged Business Utilizations, DOJ, December 9.
- Give Me 5 Training 109: A Guide to Free Resources. Course Instructor: Judy Bradt, Principal & CEO, Summit Insight and WIPP National Partner, December 8.
- Give Me 5 Training 309: Joint Ventures. Course Instructor: Patricia Meagher, Esq., Rossi & Meagher LLP, WIPP National Partner, November 19.
- Give Me 5 Training 218: Learn the Art of Networking. Course Instructor: Angela Mitchell, President & CEO, ARM Consulting and WIPP National Partner, November 18.
- Give Me 5 Training 105: Getting Started in the Federal Procurement Marketplace. Course Instructor: Donn Miller-Kermani, Director, Women's Business Center—Florida Institute of Technology, October 29.
- Give Me 5 Training 203: What You Must Have Ready Before You Apply for Government Contracts. Course Instructor: Gloria Larkin, Co-Chair of WIPP's Procurement Committee & President, TargetGov, October 13.
- Give Me 5 Training 303: Pitfalls to Growth—What's Keeping You From Winning Contracts. Course Instructor: Catherine Giordano, President & CEO, Knowledge Information Solutions, Inc., October 8.
- Give Me 5 Training 101: Introduction to Federal Procurement. Course Instructor: Gloria Larkin, Co-Chair of WIPP Procurement Committee and President, TargetGov, September 23.
- Give Me 5 Training 217: Business Development and Certification. Course Instructor: Nancy Allen, President & CEO, Women's Business Development Center/Florida Regional Partner of WBENC, September 16.
- Give Me 5 Training 306: Subcontracting and Teaming in Federal Contracting. Course Instructor: Pamela J. Mazza, Managing Partner, PilieroMazza, PLLC, August 4.
- Give Me 5 Training 303: Pitfalls to Growth - What's Keeping You From Winning Contracts (Part A) - Course Instructor: Catherine Giordano, President & CEO, Knowledge Information Solutions, July 23.
- Give Me 5 Training 401: Working with the HHS OSDBU - Course Instructor: Debbie Ridgely, Director, OSDBU, HHS, June 25.
- Give Me 5 Training 209: Eligibility Requirements for the 8(a) BD Program - Course Instructor: Lisa Dolan, President, Securit, June 23.
- Give Me 5 Training 302: A Comprehensive Overview of Stimulus Spending: How Small Businesses Can Find the Money - Course Instructor: Ann Sullivan, WIPP Government Relations and President, Madison Services Group, Inc., June 17.
- Give Me 5 Training 102: What's next after I register on the CCR? - Course Instructor: LaVern Jackson, Co-Chair, WIPP's Procurement Committee & President, Joint Logistics Managers, May 13.
- Give Me 5 Training 211: All About the OSDBU - Course Instructor: Dona Storey, President, Quality Technical Services, Inc., May 7.

“Running a company doesn't leave a lot of down time, so being able to simply allocate 30 or so minutes to gain such valuable information (without leaving my desk) will save countless hours in the long run of banging your head on the wall trying to get in the door of doing business with the feds.”

~ Maggie O'Donnell
WIPP Legislative Advocate
& Give Me 5 Participant

President, Chemical Safety
Software

WIPP PROGRAMS

WIPP Training Programs

(continued from page 13)

Give Me 5

- Give Me 5 Training 101: Introduction to Federal Procurement and a Guide to Central Contractor Registration - Course Instructor: Gloria Berthold Larkin, Co-Chair of WIPP's Procurement Committee & President, TargetGov, April 29.
- Give Me 5 Training 209: What are Some of the Set Aside Programs for Women Owned Businesses - Course Instructor: Charlene Turczyn, President, CMW and Associates Corporation, April 23.
- Steps to Obtaining a GSA Multiple Award Schedule Contract - Webinar provided by the U.S. General Services Administration, April 21.
- Give Me 5 Training 205: The Rules of the 8(a) Business Development Program - Course Instructor: Lisa Dolan, SECURIT, April 15.
- Give Me 5 Training 208: Prime vs. Subcontracting - Course Instructor: Sylvia Medina, President, North Wind, Inc., March 31.
- Give Me 5 Training 103: The ASBC's of Government Contracting - Make Your Plan, Work Your Plan - Course Instructor: Guy Timberlake, CEO & Chief Visionary, The American Small Business Coalition, March 26.
- Give Me 5 Training 301: Planning and Executing a Memorable Agency Capability Briefing - Course Instructor: Gloria Berthold Larkin, Co-Chair of WIPP's Procurement Committee & President, TargetGov, March 25.
- Steps to Obtaining a GSA Multiple Award Schedule Contract. Webinar provided by the U.S. General Services Administration. March 17.
- Give Me 5 Training 207: Success Strategies - Course Instructor: Catherine Giordano, President/CEO, Knowledge Information Systems, Inc., March 16.
- Give Me 5 Training 206: The FAR & The Pitfalls You Must Watch Out For – Course Instructor: Pamela J. Mazza, Managing Partner, PilieroMazza, PLLC., March 10.
- Give Me 5 Training 105: Getting Started in the Federal Procurement Marketplace – Course Instructor: Donn Miller-Kermani, Director, Women's Business Center – Florida Institute of Technology, March 4.
- WIPP Give Me 5 Training 204: Women Business Enterprise Certification – Course Instructor: Heather Herndon Wright, Senior Director, WBENC, February 17.
- WIPP Give Me Training 203 : What You Must Have Ready Before You Apply for Government Contracts – Course Instructor: Gloria Berthold Larkin, Co-Chair of WIPP's Procurement Committee & President, TargetGov, February 11.
- WIPP Give Me 5 Training 202: Exploring New Frontiers – Course Instructor: Donn Miller-Kermani, Director, Women's Business Center – Florida Institute of Technology, February 4.
- WIPP GiveMe 5 Training 107: Four Easy Lessons in Free Market Research – Course Instructor: Judy Bradt, Principal, Summit Insight, January 28.
- WIPP Give Me 5 Training 201: What to expect when doing business with the Federal Government – Course Instructor: Charlene Turczyn, President, CMW and Associates Corporation, January 21.
- WIPP Give Me 5 Training 106: Does the Government Buy What I Sell? – Instructor: Kaye Mitchell, President, Certify to Success, January 15.

“WIPP did a fantastic job at preparing me for my testimony at the White House. The Government Relations team is an integral asset to WIPP and its members. WIPP stood out as prepared and informed. I could not have delivered such a strong testimony without the support.”

~ Sylvia Medina

WIPP National Partner and
Board of Directors

President, North Wind, Inc.

WIPP PROGRAMS

Teleconference Series

- WIPP Healthcare Committee Meeting, December 16
- Republican Small Business Leadership Team Meeting, December 15
- WIPP EAB Meeting, December 9
- WIPP Get in the Game, December 3.
- WIPP, BPW and AARP Automatic IRA Teleconference Series:
 - * California, December 7
 - * Illinois, December 7
 - * Massachusetts, December 3
 - * New York and New Jersey, December 3
 - * Maryland, November 23
 - * Pennsylvania, November 23
- WIPP Republican Small Business Leadership Team Meeting, November 12.
- WIPP Energy & Environment Committee, November 11.
- WIPP Get in the Game, November 10.
- WIPP Healthcare Committee Meeting, November 4.
- WIP Procurement Committee Meeting, November 3.
- WIPP Monthly Membership Call, October 28.
- WIPP Procurement Committee and Get in the Game, October 2.
- WIPP Monthly Membership Call, September 24.
- WIPP Get in the Game, September 23.
- WIPP Procurement Committee, September 1.
- WIPP Monthly Membership Call, August 26.
- WIPP Energy & Environment Committee, August 6.
- WIPP Healthcare Committee, July 22.
- WIPP Monthly Membership Call, July 21.
- WIPP Get in the Game, July 15.
- WIPP Procurement Circle, July 7.
- WIPP Healthcare Committee, June 24.
- WIPP Procurement Circle, June 18.
- WIPP Energy & Environment Committee, June 16.
- WIPP Procurement Committee & Give Me 5 Task Force, June 4.
- WIPP Get in the Game, June 3.
- WIPP Environment Subcommittee, May 19.
- WIPP Energy Subcommittee, May 18.
- WIPP Healthcare Committee, May 13.
- WIPP Energy & Environment Committee, May 6.
- WIPP Procurement Committee & Give Me 5 Task Force, April 13.
- WIPP Healthcare Committee, April 21.
- WIPP Procurement Circle, March 26.
- WIPP Healthcare Committee, March 19.

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WIPP PROGRAMS

Teleconference Series

- WIPP Energy Task Force, March 4
- WIPP Procurement and Give Me 5 Task Force, March 2
- WIPP Procurement and Give Me 5 Task Force Committee, February 3
- WIPP Energy Task Force, January 27.
- WIPP Healthcare Committee, January 13.
- WIPP Procurement and Give Me 5 Task Force Committee & Give Me 5 Taskforce, January 6.

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~ Sylvia Medina

WIPP National Partner and
Board of Directors

President, North Wind, Inc.

WIPP ACTIVITIES

WIPP Meetings and Speaking Engagements

- WIPP attends the Senate Small Business and Entrepreneurship Committee mark up of “The Small Business Job Creation and Access to Capital Act of 2009 (S. 2869), December 17.
- WIPP attends the White House Christmas Party, December 15.
- WIPP attends luncheon event with SBA Administrator Karen Mills on the future of small businesses and job creation, December 14.
- WIPP participates in White House Briefing Call: President Obama Remarks on the Economy, December 7.
- WIPP testifies to the State of MO Office of Administration funding to update 1997 Disparity Study, December 7.
- WIPP participates in on the Senate Small Business Roundtable on Critical Tax issues, December 3.
- WIPP participates in White House Forum on Jobs and Economic Growth, December 3.
- WIPP participates in Senate Democratic Hearing on Jobs, December 2.
- WIPP Participates on Obama Administration Conference Call on H1N1 and Small Business, November 16.
- WIPP participates on Commerce and USTR Call for Recruiting New Members on All 16 ITACS, November 15.
- WIPP’s Nevada Instant Impact Team partners with The National Association for Moms in Business to host a teleconference with Senate Majority Leader Harry Reid (D-NV), October 30.
- WIPP attends speech by President Obama on Small Business and Health Insurance Reform, October 29.
- WIPP meets with Greg Willis, Counsel for the Senate Committee on Small Business and Entrepreneurship to discuss federal contracting and recommendations for legislation, October 29.
- WIPP attends the House Committee on Small Business hearing entitled “The Recovery Act and Broadband: Evaluation of Broadband Investments on Small Business and Job Creation”, October 28.
- WIPP meets with President Obama and SBA Administrator Karen Mills to discuss health-care reform, October 21.
- WIPP attends and testifies to the U.S. Senate Committee on small Business and Entrepreneurship “Reform Done Right: Sensible Healthcare Solutions for America’s Small Businesses”, October 20.
- WIPP attends and presents at the Florida Women’s Business Development Center’s Office Depot Event, October 16.
- WIPP holds Economic Summit for Women Business Owners sponsored by Walmart in Washington, DC featuring Mike Duke, CEO, Walmart; and Austan Goolsbee, member of the Council of Economic Advisors and Staff Director and Chief Economist, President Economic Recovery Advisory Board, October 2.
- WIPP Republican Small Business Leadership Team Meeting, October 1.
- WIPP holds National Legislative Meeting in Washington, DC featuring Administrator Karen Mills, U.S. Small Business Administration; Senator Mary Landrieu, Chair, Senate Small Business and Entrepreneurship Committee (D-LA); Senator Jeanne Shaheen (D-NH); Senator Lisa Murkowski (R-AK), October 1.
- WIPP attends and participates in National Women’s Business Council (NWBC) Health-care Summit, September 30.

WIPP ACTIVITIES

WIPP Meetings and Speaking Engagements (continued from page 16)

- WIPP attends and testifies before the House Subcommittee on Economic Development, Public Buildings, and Emergency Management, subject of the hearing was “Doing Business with the Government: The Record and Goals for Small, Minority, and Disadvantaged Businesses”, September 17.
- WIPP attends Cleveland Teaming/Matchmaking Event with over 250 attendees, August 28.
- WIPP participates in SBA’s sixth month Recovery Act Report Card conference call, September 10.
- WIPP participates in White House Conference call on the President’s Healthcare Speech to Congress, September 9.
- WIPP participates in Cleveland Teaming and Matchmaking Event with over 250 attendees, August 28.
- WIPP meets with Representative Steve Israel (D-NY) to discuss retirement legislation, August 27.
- WIPP meets with Representative Bart Stupak (D-MI) to discuss retirement legislation, August 26.
- WIPP attends 10th Annual U.S. Department of Energy Small Business Conference, Expo & Matchmaking Forum, August 12-13.
- Barbara Kasoff, WIPP President, Recipient of 2009 Lou Campanelli Award, September 17.
- WIPP Regional Meeting - Scranton, PA, August 13.
- WIPP participated in White House Council on Women and Girls - Violence against Women Teleconference meeting, August 3.
- WIPP meets with First Lady Michelle Obama to brief on WIPP issues, July 31.
- WIPP attends Latina Style Business Series and presented “Introduction to Federal Procurement and Guide to the CCR”, July 23
- WIPP interviewed on Biz Talk with Josh, a weekly business radio show which broadcasts live to an audience of entrepreneurs, small, woman and minority-owned businesses. Focus covers issues, concerns and developments which impact small businesses, July 17.
- WIPP holds Congressional Healthcare Briefing Discussion on Small Business Health Options Program (SHOP) Act with offices of Ranking Member Senator Snowe (R-ME) and Senator Dick Durbin (D-IL), July 16.
- WIPP participates in roundtable hosted by the SBA focusing on small business pensions. Topics included: Mandatory IRA Contributions, Simplification, Interim Amendments, “Good Faith Compliance”, Bonding, Defined Benefit Funding, Annuity Provider Rules, Section 6707A Penalty, and Cafeteria Plan Legislation, July 15.
- WIPP meets with Small Business Administrator Karen Mills, July 14.
- WIPP attends San Francisco Latino Coalition Small Business Executive Briefing event, July 14.
- WIPP attends San Francisco Regional Business Matchmaking event, July 14.
- WIPP and MSGI host roundtable entitled “A Roundtable Discussion on Challenges and Opportunities Facing Women Entrepreneurs” which included guest of honor - The Honourable Harriet Harman, QC MP, Minister for Women and Equality, United Kingdom; and Vera Baird, QC MP, Solicitor-Genereal, United Kingdom, July 13.
- WIPP attends the Women Financial Leadership Conference in Bernalillo, New Mexico, July 10.

WIPP ACTIVITIES

WIPP Meetings and Speaking Engagements (continued from page 17)

- WIPP attends White House Briefing on Small Business and Healthcare with Vice President Biden and Secretary of Health and Human Services (HHS) Sebelius, July 10.
- WIPP participates in teleconference with Department of Treasury and Energy on the announcement of a renewable energy grant program from Recovery Act funds, July 9.
- WIPP participates in a roundtable for the Senate Small Business and Entrepreneurship Committee entitled “Healthcare Reform: Small Business Concerns and Priorities”, and provided testimony on small business interests and concerns regarding healthcare reform, July 9.
- WIPP attends briefing by Representative Henry Waxman (D-CA) on Energy and the Environment, July 8.
- WIPP participates in teleconference with Department of Treasury senior officials to discuss the selection on managers for the Public-Private Investment Program (PPIP), July 8.
- WIPP interviewed on MyWireless.org on small business issues, July 6.
- WIPP attends AST luncheon on retirement, June 25.
- WIPP attends White House Roundtable with HHS Secretary Sebelius and Administrator Karen Mills on Healthcare Reform for Small Business Owners and their employees, June 19.
- WIPP featured speaker on Washington, DC’s Radio One’s business radio show “Biz Talk with Josh” discussing women-owned business issues, July 17.
- WIPP participates in financial regulatory reform teleconference with senior officials from the National Economic Council and Department of Treasury, June 17.
- WIPP featured speaker on panel discussing Stimulus Package at 2009 WBENC Conference, June 9.
- WIPP keynote presenter, “Follow the Money” at 2009 WBENC Conference, June 10.
- WIPP attends Healthcare Policy Briefing at Pfizer Headquarters, May 29.
- WIPP attends White House teleconference on the President’s nomination of Judge Sonia Sotomayor to succeed Justice David Souter on the United States Supreme Court, May 26.
- WIPP Regional Meeting “Economic Opportunity and the New Economy”, Chicago, IL, May 21.
- WIPP National Webinar live from Chicago Regional Meeting, May 21.
- WIPP Releases Economic Trends Survey “Surviving or Thriving in the Current Economy”, May 21.
- WIPP testifies before U.S. Senate Small Business and Entrepreneurship Committee on “The Roll of Small Business in Recovery Act Contracting”, May 21.
- WIPP speaks and leads workshops at American Express OPEN and Score “Speed Coaching - an Exclusive Opportunity for Free Business Mentoring and Networking” in Orange County, CA, May 12.
- WIPP signs MOU at the Latino Coalition Economic Summit in Washington, DC, May 6.
- WIPP attends and speaks at AIA National Conference and Design Exposition, April 30.
- WIPP attends Milken Institute Global Conference, Access to Capital Task Force, April 27.
- WIPP releases 2009 Member Survey - “What Business Women Want” and shares results with Policymakers, April 20.
- WIPP attends White House Briefing on Distribution of Stimulus Funds, April 4.
- WIPP speaks in a live small business panel discussion “Insights from OPEN Forum: A Roadmap for the New SBA” hosted by American Express OPEN, April 1.

WIPP ACTIVITIES

WIPP Meetings and Speaking Engagements (continued from page 18)

- WIPP Participates in Democratic Women’s Working Group Roundtable Discussion, March 24.
- WIPP speaks on a conference panel for the 18th Annual Staffing Industry Executive Forum themed “Renewing Growth in Uncertain Times”, March 19.
- WIPP participates in a White House Announcement by President Obama and Secretary of the Treasury, Tom Geithner, on steps the Administration will take to get credit to small businesses, March 16.
- WIPP participates at the Intuit Small Business Innovation Research Meeting, March 17, 2009.
- WIPP attends and speaks on Athena International Conference panel, March 15.
- WIPP attends and speaks at Enterprising Women Magazine’s “Women of the Year Awards – Class of 2009: The Top Women Entrepreneurs in North America”, March 11.
- WIPP Board of Directors Meeting, March 9.
- WIPP attends the National Women’s Business Council Summit and Council Meeting, February 26-27.
- WIPP Board of Directors Meeting, February 25.
- WIPP speaks at the “Credit Crisis on Main Street: Small Business and Banking Summit” at George Washington University, February 19.
- WIPP speaks at the MeetDifference 2009 Conference, February 9.
- WIPP attends and is welcomed to the White House launch of the Middle Class Task Force and Briefing on the Economic Recovery Package, February 2.
- WIPP presented and discussed WIPP’s proposal for the inclusion of a \$50 billion Equity Fund administered by the SBA for small and midsized business acquisitions to the Senate Committee on Small Business and Entrepreneurship roundtable titled: “Investing in Small Business: Jumpstarting the Engines of our Economy”, led by Chair Landrieu and Ranking Member Snowe, January 29.
- WIPP Inaugural Celebration, Washington, DC, January 19.

WIPP ACTIVITIES

WIPP Member Awards, Speaking Engagements & Appointments

- WIPP Members Rose Wang and Theresa Daytner Briefing on the White House Forum on Jobs and Economic Growth, December 12.
- Denise Farris, WIPP National Partner, testifies to the State of Missouri Office of Administration funding to update the 1997 Disparity Study, December 7.
- Nikki Stewart, WIPP National Partner, participates in Senate Small Business Roundtable on Critical Tax Issues, December 3.
- Rose Wang, WIPP National Partner, featured in CNN Article “Why Main Street Isn’t Hiring”, December 3.
- Rose Wang, WIPP National Partner, interviewed on CNBC for participation in White House Forum on Jobs and Economic Growth, December 3.
- Rose Wang, WIPP National Partner, participates in White House Forum on Jobs and Economic Growth, December 3.
- Robin Otten, WIPP National Founding Partner, selected as the ABQ Director of Family and Community Services Department, November 20.
- Jennifer Bisceglie, WIPP National Founding Partner and Instant Impact National Chair, receives award from Washington Business Journal as one of the region’s Most Influential Women at the 6th Annual Women Who Mean Business Awards, November 18.
- Lani Hay, WIPP Member, recognized as Fortune Most Powerful Women in Small Business at the 2009 Most Powerful Women Summit, November 18.
- Nancy Goshow, WIPP National Partner, featured article in Enterprising Women Magazine, November 12.
- Forough Ghahramani, WIPP National Partner, selected to participate in 14th Annual Science Engineering Technology Congressional Visit Event, November 12.
- Jennifer Bisceglie, Vice President, WIPP Board of Directors and Nancy Goshow, WIPP National Partner, attend speech by President Obama on Small Business and Health Insurance Reform, October 29.
- WIPP Members Christine Bierman, Jennifer Bisceglie, Deborah Bradley, Linda Denny, Nancy Goshow, Alison Jimenez, Marion Bonhomme-Knox, Lynn Petrazzuolo, Renee Sacks, Robin Tabakin, Rose Wang meet with Greg Willis, Counsel for the Senate Committee on Small Business and Entrepreneurship to discuss federal contracting and recommendations for legislation, October 29.
- Denise Farris, WIPP National Partner, participates in AARP discussion “The Auto IRA: Strategies for Successful Implementation” in Washington, DC, October 26.
- Angela Dingle, WIPP National Partner, attends Small Business event with President Obama, October 21.
- Alison Jimenez, WIPP Member, named member of Florida Advisory Council on Small and Minority Business Development, October 16.
- Michele McGough, WIPP National Partner, recipient of the AT&T Innovator of the Year Award, October 1.
- Leylani Cardoso, WIPP National Partner, recipient of the 2009 WIPP Member of the Year Award, October 1.
- Deborah Wilder, WIPP National Partner, recipient of the 2009 WIPP Public Policy Award, October 1.
- Stephanie Isaacson, WIPP National Partner, recipient of the 2009 WIPP Member to Watch Award, October 1.
- Nicolina Stewart, WIPP National Partner, recipient of the 2009 WIPP President’s Award, October 1.

WIPP ACTIVITIES

WIPP Member Awards, Speaking Engagements & Appointments

(continued from page 21)

- Denise Farris, WIPP National Partner, selected as 2009 Kansas Women Business Advocate of the Year, September 26.
- Lisa Dolan, WIPP National Partner, featured on the Glenn Beck Show focusing on Moms and Education, September 25.
- Jena Gardner, WIPP National Partner, company recognized in Inc. Magazine's Top 5,000 list, September 23.
- Catherine Giordano, WIPP National Partner, testifies before the House Subcommittee on Economic Development, Public Buildings, and Emergency Management, subject of the hearing was "Doing Business with the Government: The Record and Goals for Small, Minority, and Disadvantaged Businesses", September 17.
- Michelle Crumm, WIPP National Partner, Finalist for Entrepreneur Magazine's Entrepreneur of the Year, September 12.
- Lane Rhodes, WIPP Member, recognized as one of Nashville's "Top 30 Under 30", August 27.
- Lisa Dolan, WIPP National Partner, company named one of INC's 500 Fastest Growing Companies, August 26.
- Terry Neese, WIPP National Partner, featured on NewsOn6.com for mentoring program "Peace Through Business", August 24.
- Laurie Simon, WIPP National Partner, receives NWBOC Certification for her company Umbrella, Inc., August 17.
- May Cantando, WIPP Member, announced website for published book, August 15.
- Donna Peery, WIPP Member, announced as President of GR-NAWBO, August 15.
- Leeanna Roman, WIPP National Partner, attends a special White House meeting to discuss women and health insurance reform effort. This important conversation included Nancy-Ann De Parle, Director of the White House Office of Health Reform; Tina Tchen, Director of Public Engagement; Susan Sher, Chief Staff for the First Lady; David Simas, Communications; and Dr. Kavita Patel, Policy Director for the Offices of Intergovernmental Affairs and Public Engagement, August 12.
- Leah Brown, WIPP Member, receives the U.S. Department of Commerce's Minority Business Development Agency (MBDA), Atlanta National Enterprise Agency, Service Firm of the Year Award for her company A10 Clinical Solutions, Inc., August 6.
- LaVern Jackson, WIPP National Partner, receives Regional Minority Small Business Person of the Year Award for Region III, presented during the Annual National Minority Enterprise Development (MED) Week Conference Gala, August 2009.
- May Schnack, WIPP National Partner, authores EmpowHer Women's Health Online Article, July 28.
- Denise Farris, WIPP National Partner participates in roundtable hosted by the SBA focusing on small business pensions. Topics included: Mandatory IRA Contributions, Simplification, Interim Amendments, "Good Faith Compliance", Bonding, Defined Benefit Funding, Annuity Provider Rules, Section 6707A Penalty, and Cafeteria Plan Legislation, July 15.
- National Partners Terri McNally, Nikki Stewart and Lisa Hanlon attend the Women in Financial Leadership Conference in Bernalillo, NM, July 10.
- Judy Bradt, WIPP National Partner, attends and presents on a procurement panel for WIPP and Give Me 5 at NAWBO's Conference in Chicago, June 25-26.

WIPP ACTIVITIES

WIPP Member Awards, Speaking Engagements & Appointments

(continued from page 22)

- Gloria Larkin, WIPP National Partner, speaks at SCORE event in Washington, DC, June 23.
- Forough Ghahramani, WIPP National Partner, featured speaker for 3rd Annual New Jersey Women in Science, Engineering and Technology Summit, June 23.
- Angela Dingle, WIPP National Partner, interviewed on Federal News Radio's "Women in Government" Series, June 22.
- Forough Ghahramani, WIPP National Partner, selected to participate in Science Engineering Technology Congressional Visit Event, June 22.
- Forough Ghahramani, WIPP National Partner, featured speaker at New Jersey Technology Council's E-Health Summit, June 21.
- Sylvia Medina, WIPP National Partner, featured in Government Exec.com, June 21.
- Forough Ghahramani, WIPP National Partner, selected to participate in Global Technology Collaborative, June 20.
- WIPP Members Forough Ghahramani, Linda Coughlin, Georgia Berner, Valerie Shondel and Andrea March attend White house Roundtable with HHS Secretary Sebelius and Administrator Karen Mills on Healthcare Reform for Small Business Owners and their employees, June 19.
- Laurie Simon, WIPP National Partner, speaks at SCORE event in Portland, OR, June 19.
- Valerie Shondel, WIPP National Partner, represented WIPP at signing of MOU at Business Matchmaking event, June 17.
- Laurie Simon, WIPP National Partner, guest speaker on Seattle's Chat with Women Talk Radio Show to discuss WIPP, June 16.
- Nancy Zurbuchen, WIPP National Partner and WIPP Members Jeri Bartunek, Kathryn McDaniel, Jody Barrett, and Jeanne Johnson honored at Kansas City Council of Women Business Owners (KC-CWBO) reception, June 15.
- Lisa Dolan, WIPP National Partner, featured in Crain's New York Business, June 15.
- Sarian Bouma, WIPP National Partner, appointed fellow on Africa and Global Health, June 15.
- Lynn Sutton, WIPP National Partner, participates in SBA Roundtable Discussion & Press Conference with Senator Dick Durbin, Congresswoman Melissa Bean, and SBA Administrator Karen Gordon Mills, June 8.
- Jennifer Bisceglie, WIPP National Partner, guest speaker at National Association of Home Builders (NAHB) 2009 Spring Board of Directors Meeting, June 5.
- Lynne Marie Finn, WIPP National Partner, nominated for Ernst & Young Entrepreneur of the Year 2009, May 28.
- Susan Solovic, WIPP Coalition Partner and Executive Advisory Board Member appears on Fox News to discuss Small Business issues and the economy, May 27.
- Lisa Dolan, WIPP National Partner, featured in Crain's New York Business, June 15.
- Sarian Bouma, WIPP National Partner, appointed fellow on Africa and Global Health, June 15.
- Lynn Sutton, WIPP National Partner, participates in SBA Roundtable Discussion & Press Conference with Senator Dick Durbin, Congresswoman Melissa Bean, and SBA Administrator Karen Gordon Mills, June 8.
- Jennifer Bisceglie, WIPP National Partner, guest speaker at National Association of Home Builders (NAHB) 2009 Spring Board of Directors Meeting, June 5.

WIPP ACTIVITIES

WIPP Member Awards, Speaking Engagements & Appointments

(continued from page 23)

- Lynne Marie Finn, WIPP National Partner, nominated for Ernst & Young Entrepreneur of the Year 2009, May 28.
- Susan Solovic, WIPP Coalition Partner and Executive Advisory Board Member appeared on Fox News to discuss Small Business issues and the economy, May 27.
- Annette Taddeo, WIPP National Partner featured in Miami New Times, May 26.
- Sylvia Medina, WIPP National Partner, testifies before U.S. Senate Small Business and Entrepreneurship Committee on “The Roll of Small Business in Recovery Act Contracting”, May 21.
- WIPP National Partners Mary Schnack and Martha Mertz serve as keynote speakers at the First Annual International Women’s Business Conference in Nairobi, Kenya, May 20-22.
- Mary Schnack, WIPP National Partner; Susan Solovic, WIPP Coalition Partner and Executive Advisory Board Member; and Patty DeDominic, WIPP National Partner, serve as Corporate Ambassadors for Vital Voices Program in the West Bank, May 20-22.
- Annette Colbert-Beavers, WIPP National Partner, selected by Entertainment Masterclass TV, April 28.
- Marion Bonhomme-Knox, WIPP National Partner, Company Named to 2009 Top Business List, April 22.
- Alice Borodkin, WIPP National Partner, Keynote Speaker at Organized Retail Crime Conference, April 22.
- Lisa Dolan, WIPP National Partner, featured in ASIS Online, April 8.
- Linda Coughlin, WIPP National Partner, featured in PRWeb.com for her company Parallels.com, April 5.
- Judy Bradt, WIPP National Partner, awarded the Small Business Coalition’s Member of the Year, April 2.
- Laura Boyd, WIPP National Partner selected to provide input to Obama’s Council on Women and Girls, April 1.
- Lynn Marie Finn, WIPP National Partner, featured speaker at the Women’s Economic Summit, April 1.
- Ceil McCloy, WIPP National Partner, served on the panel for the 3rd Annual Invent Your Future Enterprises Conference, March 31- April 2.
- Sandy Abalos, WIPP Advocacy Partner, featured in the Open Press, March 21.
- Laura Boyd, WIPP Legislative Advocate, chosen to participate in group that will provide input and to White House Council on Women and Girls, March 17.
- Terri McNally-Beals, WIPP National Partner, recognized for her company achievement of the prestigious TL 9000-V R4.0/R4.0 and ISO 9001:2000 certification. Her company is the first WBE in financial services to receive the TL9000 certification, which enables stakeholders throughout the telecommunications supply chains to reduce overall costs and increase competitiveness through standardization of quality system requirements worldwide, March.
- Nell Merlino, WIPP Coalition Partner, receives NJAWBO’s Woman of Achievement Award during NJAWBO’s Annual Salute to Women Leaders Award Reception in Celebration of Women’s History Month on March 23, 2009.
- Sandy Abalos, WIPP Advocacy Partner, featured in The Open Press, March 21.
- Nancy Goshow, WIPP National Partner, featured in Real Estate Weekly, March 19.
- Cary Broussard, WIPP National Partner, featured in ENP Newswire, March 19.

WIPP ACTIVITIES

WIPP Member Awards, Speaking Engagements & Appointments

(continued from page 24)

- Mary Schnack and Nancy Goshow, WIPP National Partners, featured panel speakers at the 2009 “Bringing Out World’s Together” conference, March 8.
- Nancy Goshow, WIPP National Partner, profiled in Real Estate Weekly for her company being one of the largest woman-owned firms, March 4.
- Mary Schnack, WIPP National Partner, featured speaker at the fifth Annual World Islamic Economic Forum (WIFE) on “Global Food and Energy Security” in Jakarta, Indonesia, March 1.
- Terri McNally, WIPP National Partner, achieved prestigious TL 9000 certification by the Quality of Excellence for Suppliers of Telecommunications (QuEST) Forum, February 2009.
- Susan Turnball, WIPP National Partner, awarded as the 2009 recipient of the JCPA’s Tik-kun Olam Award – the organization’s highest award for dedicated service to make the world a better place. This prestigious award has only been given to a select group of public officials and activists who have made a significant impact on the lives of others, February 2009.
- Mona Pearl, WIPP Advocate Partner, receives accolades for her published article on “Selling American”, February 2009.
- Jennifer Bisceglie, WIPP National Partners Leah Brown, Paula Turner, and Isabel Chancellor announced as 2009 Enterprising Women of the Year winners, February 2009.
- Donna Davis, WIPP Advocate Director, selected as the new CEO for The Arizona Small Business Administration, January 2009.
- Marion Bonhomme-Knox, WIPP National Partner, represents WIPP at a White House with President Obama regarding the economic stimulus package, January 2009.
- Gloria Berthold Larkin, WIPP National Partner, featured in the Street.com discussing government contracting opportunities and how to register on the CCR, January 2009.
- Gloria Berthold Larkin, WIPP National Partner featured in a Business Monthly article discussing whether government contracting is a match for your business, January 2009.
- Laurie Simon, WIPP National Partner, receives the Women’s Business Enterprise (WBE) certification from the Women’s Business Enterprise National Council (WBENC) for company Umbrella, Inc, January 2009.
- Mary Schnack, WIPP National Partner, featured in a SBTV.com news story to discuss her company and the gift that just keeps on giving, January 2009.

BARBARA KASOFF WIPP PRESIDENT & CO-FOUNDER



Barbara Kasoff is the President and CEO, and Co-Founder, of Women Impacting Public Policy, Inc.

Other companies that she has owned and managed, are Voice-Tel of Michigan, the fourth largest voice messaging company in the United States, Voice-Tel of Central Michigan, and Voice Response Corporation, a telemarketing and database marketing company. Barbara also opened and developed Voice-Tel of Australia, a company with 11 offices throughout Australia and New Zealand for the Voice-Tel franchisor. Altogether, she has been a business owner and corporate executive for 20 years, and has successfully sold three of her four companies.

For many years, Barbara has been an active supporter for small businesses, and women and minorities in business in particular. She continues this work both nationally and internationally. She has linked together thousands of small business owners with her voice messaging network, enabling them to communicate directly with one another to improve their businesses, learn of programs, opportunities and appointments in the communities, improve the climate of entrepreneurship, and play a part in public policy making. Her efforts to unite various organizations, has enabled small business owners to share information with each other, learn from one another, and become better informed in economic and political issues.

Barbara was named on October 15, 2007 to the National Women's Business Council for a Federal appointment of a 3 year term. In addition, Barbara currently serves as Co-Chair of the National Global Trade and Technology Board of Directors, whose mission is to help reverse the long standing trends in balance of trade deficits by making the task of finding, selling and delivering US products and services into global markets as simple as doing business next door. She is also a media resource for the White House Project and has been recently cited as CEO of one of the top 3 most powerful non-profits in Washington, DC.

In addition, Barbara has previously served as President of The National Association of Business Owners in Detroit, Vice President of Public Policy for the national [NAWBO](#) organization, SCORE and on various community Boards, including: Detroit Edison Community Relations Board, Forgotten Harvest, International Institute and Majority Business Initiative. Barbara has served on the national Board of Directors of the Women's Leadership Forum for the Democratic National Committee and served as the Small Business Chair for Kerry for President. She has helped develop new and closer relationships with the [US Small Business Administration](#), Small Business Development Centers, [Department of Commerce](#) and local, national and international corporate leaders. She also advises for the Committee for Working Families for Wal*Mart. Barbara has served as a Delegate to the White House Conference on Small Business, was an invited delegate to President Clinton's Midwest Regional Economic Summit and was the recipient of the State of Michigan Women in Business Advocate of the Year in 1995.

Barbara and her family now reside in San Francisco, CA.

Barbara Kasoff
President

Women Impacting Public
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ANN SULLIVAN WIPP GOVERNMENT RELATIONS

Ms. Sullivan is the President of Madison Services Group, Inc., a woman-owned company which provides government relations services to corporate and non-profit clients. She brings many years of government relations experience in the United States Senate and the House of Representatives, serving in key advisory roles. Ms. Sullivan works with the United States Congress as well as the United States government agencies to bring her clients' issues national attention. Her expertise includes government procurement, health care and tax issues affecting small businesses. She currently represents the largest national association of women business owners and women in business, Women Impacting Public Policy. MSGI specializes in outreach to the small business community with an emphasis on women owned and minority businesses.

In addition, Ms. Sullivan founded and heads the International Association for Business and Health (IABH), a nonprofit advocacy group based in Washington, D.C., formed to advance the combined interests of business with the need for quality health care.

In the corporate sector, Ms. Sullivan represented the Fortune 500 natural gas pipelines for the leading natural gas pipeline association in the United States and was at the forefront of government deregulation of the energy industry. As Vice President in a government relations firm, her expertise included environmental issues such as air emissions, water purification, alternative fuel vehicles and energy policy.

Ms. Sullivan possesses six years of experience in the information technology field as the owner of a technical placement services firm serving the Washington and Baltimore metropolitan areas. Ms. Sullivan has lectured and conducted career transition training in the technology arena for both the public and private sector.

She is the Vice Chair for the GSA Small Business Advisory Committee and Board Member for the National Association of Small Business Federal Contractors. She also serves on the Department of Energy Small Business Advisory Committee, James Madison University College of Integrated Science and Technology Executive Advisory Council, and Virginia Attorney General's Government and Regulatory Reform Task Force.

WIPP Board of Directors

- Jennifer Bisceglie
- Ann Blackburn
- Cary Broussard
- Lynn Marie Finn
- E. Jean Johnson
- Barbara Kasoff
- Pat Meagher
- Sylvia Medina
- Terry Neese
- Magdalah Silva
- Susan Solovic
- Nicolina Stewart
- Annette Tadeo

“WIPP continues to be the voice for women business owners on free market initiatives. We must continue to help solve the country’s problems by relying on the strength of the competitive, entrepreneurial private sector.”

~ Terry Neese

Co-Founder, National Partner, Board of Directors, Women Impacting Public Policy (WIPP)

CEO/President, Institute for Economic Empowerment of Women (IEEW)

WIPP BOARD OF DIRECTORS

Jennifer Bisceglie, President, InTEROS Solutions, Inc., McLean, VA

As Founder and President of InTEROS Solutions, Inc, Jennifer Bisceglie leads her supply chain and logistics management consulting company in providing clients decades of experience in creating comprehensive supply chain solutions for numerous government agencies and major corporations. InTEROS’s services include creating strategic plans, determining operational and structural alternatives, benchmarking against appropriate commercial and public sector best practices, modeling, managing process optimization initiatives, and implementing complex support technologies. Bisceglie is Vice President of the Board of Directors, serves on the Board of Advisors, acts as the National Chair of the Instant Impact Grassroots Committee, and is a National Founding Member of Women Impacting Public Policy (WIPP). For her work with WIPP, she received the 2007 President’s Award. Bisceglie also is WIPP’s Alliance Ambassador for the American Small Business Coalition. She is an active member of Women Presidents’ Organization (WPO), Women in Defense (WID), on the Executive Logistics Council for NDIA, and served on the Board of Directors and as the Awards Chair for SOLE-the International Society of Logistics Engineers (2006-2007).



Ann Blackburn, President, Blackburn Advisory Services, Benicia, CA

Dr. Ann Blackburn is an organizational leadership and business consultant with over 27 years of experience in the public and private sectors. Blackburn provides consulting services to organizations anticipating or experiencing change through a sustained program of collaborative innovation and strategic planning combined with accountability and benchmarking. Credentials specifically applicable to communities experiencing dramatic change due to military base closures or transformation due to mission growth include practical hands on experience with over 20 former and existing US military installations and an Organizational Development Ph.D. for which the dissertation subject was a comparison of the Presidio Trust and the BRAC process.



Cary Broussard, Vice President of Marketing and Brand Management, Meeting Professionals International and author of the international business book, From Cinderella to CEO, Dallas, TX

Cary Broussard is an executive with Meeting Professionals International, a global membership organization of meeting and event professionals. MPI has 24,000 members in 60 countries. As vice president of Marketing and Brand Management for MPI, she has been nicknamed “Chief Storyteller” for the organization. Prior to joining the MPI staff, she was founding chair of the Women’s Leadership Council for MPI while at Wyndham Hotels & Resorts. Broussard is well known for pioneering the hotel industry’s first and most successful program dedicated to women business travelers.

While leading diversity officer and senior vice president of women's marketing for Wyndham, she created the award-winning Women On Their Way program, cited by Dow Jones News Service as the "gold standard" of women's marketing programs for Wall Street. Her book, *From Cinderella to CEO* is available in ten different languages, and recently published in mainland China. Active on the boards of Women Impacting Public Policy (WIPP and Women's Leadership Exchange (WLE), Cary is passionate about women's leadership issues, her friends and family and corporate social responsibility. Born in Memphis, Tennessee, Broussard served as assistant press secretary to Senator Howard Baker (R-TN) in Washington, D.C. when he was U.S. Senate Majority Leader.



**Lynne Marie Finn, President, Superior Staffing Services, Inc.,
Williamsville, NY**

Lynne Marie Finn is President Superior Staff Resources, Inc. (Superior)—a full service staffing company—is headquartered in Williamsville, New York and has offices in over 30 locations throughout the U.S. and Canada. Superior is one of the largest certified, woman-owned staffing firms in the U.S. and provides temporary staffing, direct placement services, vendor management programs, and HR solutions primarily to Fortune 500 companies. Finn graduated from Georgetown University Law Center, where she was Executive Editor of Law and Policy in International Business Journal, and is a Magna Cum Laude, Phi Beta Kappa graduate of SUNY Buffalo. After law school, she joined the law firm of Jaeckle, Fleischmann and Mugal and then served as an Assistant District Attorney for Erie County. Finn serves on the Board of Directors of: Women's Business Enterprise National Council (WBENC), where she also serves on the Finance Committee and Governing Body of its Leadership Forum; Women Presidents' Educational Organization (WPEO); WIPP (Women Impacting Public Policy); Women's Business Center at Canisius College; Buffalo Niagara Partnership; BEAM (Buffalo Engineering Awareness for Minorities); and the Maria Love Convalescent Fund.



E. Jean Johnson, President/CEO, LegalWATCH, Inc., Houston, TX

Jean Johnson formed LegalWATCH in 1997 after practicing law for a Fortune 100 company and working for the United States Department of Justice and an international law firm. She uses the knowledge and expertise she acquired practicing law to help companies avoid mistakes that often force them into settlements or costly litigation. In addition to her Juris Doctorate Degree, she holds a Masters Degree in Energy, Environmental and Natural Resource Law, a Bachelor of Science Degree in Business Administration and an Associate Degree in Criminal Justice. Johnson is certified in Training and Development and is a Senior Professional in Human Resources (SPHR). She was appointed to the National Women's Business Council which serves as an advisor to the President of the United States, Congress and the U.S. Small Business Administration. Jean serves on the National Bar Association's (NBA) Board of Governors, and is Chair of the Women Lawyers Division of the NBA. She is on the Board of Directors of the Houston Minority Business Council and is Co-Vice President of the Women's Business Enterprise Alliance (WBEA). and Past Chair of the African American Law Section of the State Bar of Texas.



Barbara Kasoff, WIPP President and CEO, San Francisco, CA

Barbara Kasoff is President and CEO, and Co-Founder, of Women Impacting Public Policy, Inc., a non-profit, bi-partisan public policy advocacy organization with over half a million members including 45 business organizations, educating and advocating on economic issues for women in business. Other companies that she has owned and managed are: Voice-Tel of Michigan, the fourth largest voice messaging company in the United States, Voice-Tel of Central Michigan, and Voice Response

Corporation, a telemarketing and database marketing company. Barbara also opened and developed Voice-Tel of Australia, a company with 11 offices throughout Australia and New Zealand for the Voice-Tel franchisor. Prior to becoming a business owner, Barbara previously served as Vice President of Customer Service and Senior Vice President of Research and Software Development for World Computer Corporation in Michigan for ten years where her team designed and installed new financial services software for credit unions. Altogether, she has been a business owner and corporate executive for 20 years, and has successfully sold 3 of her 4 companies. Barbara was named on October 15, 2007 to the National Women's Business Council. The Federal appointment is for a 3 year term. Barbara is also a media resource for the White House Project. She has been recently cited as CEO of one of the top 3 most powerful non-profits in Washington, DC.



Pat Meagher, Partner, Rossi & Meagher, San Francisco, CA

Patricia A. Meagher, a founding partner of the law firm of Rossi & Meagher LLP, has practiced law in San Francisco for more than twenty years. Meagher's areas of legal expertise include construction law, government contract law and litigation. She represents prime contractors and subcontractors in a variety of matters including bid protests, contract and change order negotiations, preparation of joint venture, teaming agreements and mentor-protégé agreements, submission and defense of claims, terminations and litigation in state and federal courts. Her clients range from start-up firms to established companies located in California and nationwide. In 2005, Meagher was selected as one of Northern California's "Super Lawyers" by San Francisco Magazine. She is also an active member of the American Bar Association Section of Public Contract Law and is serving as the Section's Chair for the 2007-2008 ABA year.



Sylvia Medina, President, North Wind, Inc., Idaho Falls, ID

Ms. Sylvia Medina is the President and CEO of North Wind, Inc. North Wind, Inc. provides a full suite of environmental services and selected traditional construction services. Medina began North Wind, Inc. with a vision for positively impacting the environment. Her technical and business insights have contributed to North Wind's award-winning customer service and remarkable small business growth since its inception in 1997. North

Wind has business operations from more than 19 independent office locations located throughout the United States. customers include many federal agencies within the DOE, DOD, DOI, and Homeland Security, as well as many contracts in the private sector. True to her interest in preserving our environment, Medina is guiding North Wind in actively developing renewable energy service areas which include working

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with wind and solar system programs.

Sylvia attended college at New Mexico Tech in Socorro, New Mexico, where she received Bachelor's of Science degrees in Environmental Engineering and Biology. She received her Master's of Science degree in Waste Management with an emphasis in Chemical Engineering from the University of Idaho. In addition to her work in the environmental industry, she serves on the Board of Directors for several organizations, including: Women Impacting Public Policy (WIPP), Washington, DC, Idaho State University Foundation and Snake River Animal Shelter, LLC (President).



Terry Neese, WIPP Past President, President, Institute for the Economic Empowerment of Women, Oklahoma City, OK

Terry Neese is President and Co-Founder of the Institute for the Economic Empowerment of Women and Co-Founder and Past President of Women Impacting Public Policy (WIPP). Neese founded Terry Neese Personnel Services in Oklahoma City and recently celebrated 30 successful years in business. Neese is a "serial" entrepreneur having founded five companies anchored by the personnel industry. On July 29, 2005, President George W. Bush nominated Neese to be the Director of the United States Mint. On September 19, 2005, Neese declined the nomination to remain in Oklahoma with her family. President George W. Bush also appointed her as a member of the National Women's Business Council. Neese made history in 1990 as the first woman nominated by a major political party for Lt. Governor of Oklahoma. Her roots run deep in the Cherokee Nation. President George Herbert Walker Bush appointed her as a Commissioner to the National Advisory Council on Indian Education and President Clinton reappointed her to the Council. President George Herbert Walker Bush also appointed her to serve on the SBA Small Business Advisory Council. She is an active member of the Euro-American Women's Council and serves as its Global Corporate Vice President of Business and Development/Public Policy. In 2007 Neese was inducted into the Oklahoma Women's Hall of Fame. She serves on the board of directors of the National Business Association, nFocus Software, March of Dimes, and Axela Government Relations. She is on the Steering Committee for the Women's Majority Network, which Senator Elizabeth Dole formed. Neese is often requested for interviews on Fox News, CNN, CNBC and other media outlets across the country.



Magdalah R. Silva, CEO and Majority Stockholder of DMS International, Inc.

Mrs. Silva is the Chief Executive Officer and co-founder with her husband of DMS International, Inc. often referred to as DMS. DMS (Data Management Services) is a Management and Information Technology Consulting Firm incorporated in 1994 and located in Silver Spring, Maryland. DMS provides high-end business consulting, information technology and training services to major Federal as well as Commercial customers.

DMS International in 2008 is ranked #44 in the Washington Technology Fast 50, # 280 on the INC. 500 and # 24 in the Top 100 Businesses in the Washington Metro Area.

M. Silva has over 20 years experience in the information technology industry with extensive expertise in management, product development, and operations management. Prior to incorporating DMS International, Mrs. Silva worked for Citibank, The World Bank, and was an independent consultant in private sector development.

She earned her M.A. in International Management from the University of Maryland's School of International Management and Technology in 1995 and a B.A. in International Relations from Boston University in 1982.

She has been a member of the Montgomery County Chamber of Commerce's Business & Industry Committee, Maryland/D.C. Minority Supplier Development Council, Women's President Organization (WPO) and is a National Founding Partner, and President's award recipient of Women Impacting Public Policy (WIPP). Mrs. Silva was also active with lobbying efforts on Capitol Hill and The White House in support of Trade Promotion Authority (TPA) to seek passage in Congress.



Susan Solovic, CEO, Small Business Television Network, St. Louis, MO

Susan Wilson Solovic is CEO of SBTV.com – small business television. Author of "The Girls' Guide to Building a Million Dollar Business", Solovic made her debut as an author with "The Girls' Guide to Power and Success," released in 2001 and re-released in paperback in 2003. "Reinvent Your Career: Attain the Success You Deserve and Desire" is another of Solovic's books. Solovic serves on the advisory board for the John Cook

School of Business Entrepreneurial Studies at Saint Louis University. She is a member of the Board of Advisors for Enterprising Women magazine. In 2007 she was selected as one of their Enterprising Women of the Year. Previously, Solovic was appointed to the National Women's Business Council which counsels the President, Congress and SBA on issues impacting women business owners. On behalf of SBTV.com Solovic accepted the Stevie Award, considered the Oscar of business, for the Most Innovative Company up to 100 employees. She is a small business contributor on ABC's America This Morning, and is a popular media guest on radio and television including MSNBC's Your Business, Fox News' Good Day New York, KSDK-TV, and WABC-TV. Solovic was tapped for the inaugural Board of Directors for Women Impacting Public Policy and selected as Chair of the WIPP Executive Advisory Board. Her three year term began in 2007 to guide WIPP in raising the voices of 10.4 million women entrepreneurs. WIPP honored Solovic with the organization's highest recognition, The President's Award in 2007.



Nicolina Stewart, CPA, PFS, CLU, ChFC, President, CMA Solutions, Inc., Sarasota, FL

Nicolina A. Stewart, CPA, PFS, CLU, ChFC began Capital Management Advisors in 2002 as the President of the company. CMA currently has offices in the West Shore District in Tampa and Rockefeller Center in NYC. Nikki started her financial planning firm in 1986 in Indiana, specializing in personal, business and estate planning for high net worth clients. She moved her operations to Florida in 1998 and NYC in 2006.

Prior to working with CMA, she was a Vice-President with Sterne Agee Asset Management, Inc. and controller for Aaron Fleck & Associates in Sarasota, FL, an investment advisor with \$300 million assets under management. Ms. Stewart graduated from the University of Evansville in 1985 with a BS degree in Accounting and has been a licensed CPA since 1991, first in Indiana and then transferred her license to Florida. Nikki has been selected in the “Who’s Who” among executive professionals, nominated twice as “Business Woman of the Year”, a finalist for “Business Executive of the Year” and nominated for “Business of the Year”. She holds life, health and variable annuity licenses in various states and a Series 7, 24 and 63 and is securities registered in multiple states.



Annette Taddeo, President/CEO, LanguageSpeak, Inc., Miami, FL

Annette Taddeo is President and CEO of LanguageSpeak, Inc. Raised in Colombia, Taddeo relocated to the United States when she was 17. As a U.S. Justice Department Certified Translator, Annette has directed her own language service firm since 1995, a path that has brought LanguageSpeak to the successful organization it is today. Taddeo’s business success story has been recently featured in CBS’ syndicated TV show “Hispanics Today”, Univision’s “Despierta America”, HBC Radio “Tu Dinero con Julie Stav”,

Fortune Small Business, Enterprise Magazine, Miami Today’s “The Achiever” and The New York Times, The Miami Herald among many others. Annette is a member of numerous community and not-for-profit Boards. She has been appointed to serve two National Boards, the Women’s Business Enterprise National Council, where she serves on the Executive Committee, and is the Chair of the Women’s Leadership Forum. Her community activities and strong business leadership have resulted in numerous honors and awards. In 2006 Taddeo was named Business Woman of the Year by Camacol. In 2004 she received the “Latina Excellence Award” by Hispanic Magazine, and is listed as one of the “Top 50 Latina Entrepreneurs in the US” by

Annette Taddeo received a Bachelors of Arts degree from the University of North Alabama and most recently completed two Executive Education programs at the Tuck school of Business at Dartmouth.

WIPP EXECUTIVE ADVISORY BOARD

2009 Executive Advisory Board

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