



WIPP 2016 Activity Report

Women Business Owners on the Move

The Voice for Women in Business in our Nation's Capital, Women Impacting Public Policy, Inc. (WIPP) is a national nonpartisan public policy organization that advocates for and on behalf of women business owners in the legislative processes of our nation, creating economic opportunities and building bridges and alliances to other small business organizations. Through WIPP, our collective voice makes a powerful impact on Capitol Hill and with the Administration.

Jan. 31, 2017

2016 Accomplishments

JANUARY

- ❖ John Stanford and Jake Clabaugh, WIPP Government Relations, met with Senate Small Business Committee staff to discuss hearing agenda for 2016. Jan 4.
- ❖ Jake Clabaugh, WIPP Government Relations, attended a House Small Business Committee Hearing entitled, "Attention Needed: Mismanagement at the SBA – The Administrator Responds." Jan 7.
- ❖ John Stanford, WIPP Government Relations, attended the House Small Business Committee markup for H.R. 4341 – The Defending America's Small Contractors Act of 2016. Jan 13.
- ❖ WIPP Procurement Chat: Discussion with SBA on ANPRM for WOSB Certification, with Sean Crean, Director, Office of Government Contracting and Business Development, SBA and Alison Mueller, Attorney, Office of General Counsel, SBA, with introductions by Courtney Fairchild, Chair, WIPP Leadership Advisory Council, and hosted by Gloria Larkin, Chair, WIPP Educational Foundation Jan 19
- ❖ Ann Sullivan, WIPP Government Relations, participated in a leadership group meeting hosted by the Small Business Administration's Office of Advocacy to discuss their 2016 agenda. Jan 20.
- ❖ John Stanford, WIPP Government Relations, attended a roundtable hosted by House Budget Committee Chair Tom Price, M.D. (R-GA) to discuss the 2016 budget process. Jan 20.
- ❖ WIPP Official Submission: Comments on the FAR Interim Rule implementing sole source authority for the WOSB Procurement Program. Jan 22.

FEBRUARY

- ❖ WIPP Board Member Angela Dingle and John Stanford, WIPP Government Relations, attended Minority-Owned Small Business Roundtable, hosted by House Small Business Committee Ranking Member Rep. Nydia Velazquez (D-NY). Feb 2.
- ❖ John Stanford, WIPP Government Relations, attended a House Small Business Committee, Subcommittee on Economic Growth, Tax and Capital Access hearing titled, "SBA Management Review: Oversight of SBA's Entrepreneurial Development Offices." Feb 2.
- ❖ WIPP Government Relations distributed a draft comment to WIPP Board Members for review on the Small Business Administration's ANPRM establishing the WOSB Certification Program. Feb 4.
- ❖ John Stanford, WIPP Government Relations, attended the House Small Business Committee markup on the Committee's Views and Estimates of the President's FY17 Budget Request.
- ❖ Ann Sullivan, WIPP Government Relations, attended the Small Business Administration's Women's Entrepreneurship Community Event. Feb 5.
- ❖ WIPP Official Submission: Comments on the SBA's Advanced Notice of Proposed Rulemaking (ANPRM) for WOSB Certification. Feb 12.

- ❖ Ann Sullivan, WIPP Government Relations, attended a planning meeting on the 5% goal announcement. Feb 16.
- ❖ Ann Sullivan, WIPP Government Relations, attended a planning meeting with Sen. Elizabeth Warren's (D-MA) office for the ChallengeHER Boston event. Feb 19.
- ❖ WIPP Government Relations attended a planning meeting for the SBA's 5% goal announcement. Feb 24.

MARCH

- ❖ Give Me 5: Understanding Cyber Security: Part 1 - How Cyber Security is Impacting Your Business. Course Instructor: Angela Dingle, President / CEO, ExHihilo Management, LLC. Mar 2
- ❖ Ann Sullivan, WIPP Government Relations, discussed WIPP's advocacy efforts in a New York Times article on the 5% goal achievement. March 2.
- ❖ WIPP co-hosts 5% goal achievement press conference with SBA Administrator Maria Contreras-Sweet. March 2.
- ❖ WIPP Government relations attended the 5% goal achievement press conference. March 2.
- ❖ Ann Sullivan, WIPP Government Relations, attended the Celebrating Women's History Month event, hosted by NWBC at the White House. March 7.
- ❖ Ann Sullivan, WIPP Government Relations, met with staff of Sen. Elizabeth Warren to plan the ChallengeHER Boston event. March 8.
- ❖ WIPP Government Relations assisted Rep. Judy Chu (D-CA) in planning a field hearing on growing the number of women fund managers in SBA's SBIC program. March 9.
- ❖ Women in Defense Annual Conference, Arlington, VA. Lin attended to work a WIPP booth and network with attendees. Mar 9
- ❖ Jake Clabaugh, WIPP Government Relations, attended a small business roundtable with the Department of Labor and the Small Business Administration to discuss the Paid Sick Leave proposed rule. March 14.
- ❖ Ann Sullivan, WIPP Government Relations, presented a legislative update for WIPP's Access to Capital Committee. March 15.
- ❖ Give Me 5: The 5 People You Need to Meet to Succeed in Federal Contracting. Course Instructor: Jennifer Bisceglie, CEO / President, Interos Solutions. Mar 16
- ❖ ChallengeHER Seattle. Mar 22
- ❖ Give Me 5: Understanding Cyber Security: Part 2 - Protecting Unclassified Information. Course Instructor: Angela Dingle, President / CEO, ExHihilo Management, LLC. Mar 23
- ❖ Ann Sullivan, WIPP Government Relations, attended House Small Business Committee markup of Women's Business Center reauthorization legislation. March 23.

- ❖ Ann Sullivan, WIPP Government Relations, presented “What would Washington Be Like if...” for WE Decide 2016. March 24.
- ❖ Give Me 5: Wired! To Bid or Not To Bid! Course Instructor: Judy Bradt, CEO, Summit Insight. Mar 30
- ❖ Ann Sullivan, WIPP Government Relations, and Anne Crossman hosted the WIPP Regional Networking Dinner. March 31
- ❖ ChallengeHER Houston (full event). Mar 31

APRIL

- ❖ 26th Annual Federal Procurement Conference (OSDBU Conference), Washington, DC. Lin attended to work a WIPP booth and network with attendees. Apr 6.
- ❖ WIPP Government Relations hosted a quarterly planning meeting with the Procurement Committee. April 7.
- ❖ Ann Sullivan, WIPP’s Chief Advocate, represented WIPP at a meeting on legislation permanently reauthorize the SBIR/STTR programs with the Senate Committee on Small Business. April 7.
- ❖ 18th Annual Southern AZ Procurement Fair, Lin provided a ChallengeHER branded session on the WOSB program, Apr 8
- ❖ Give Me 5: Understanding Cyber Security: Part 3 - Protecting Classified Information. Course Instructor: Angela Dingle, President / CEO, ExHihilo Management, LLC. Apr13
- ❖ WIPP Government Relations coordinated Congressional appearances and speaker’s for WIPP’s 5% Goal Reception including Representative Jackie Speier and Small Business Committee Ranking Member Nydia Velazquez. April 13
- ❖ Ann Sullivan Emceed the 5% Goal Reception featuring Representatives, Senators and the SBA Administrator. April 13
- ❖ WIPP, SBA, and American Express OPEN host 5% Goal Reception on Capitol Hill with SBA Administrator Maria Contreras-Sweet, Small Business Committee Ranking Member Nydia Velazquez, Representative Jackie Speier, American Express Global Commercial Payments President Susan Sobott and WIPP Founder Barbara Kasoff.
- ❖ Ann Sullivan presented WIPP’s Access to Capital platform, *Breaking the Bank*, and WE Decide 2016 to the Federal Reserve Board with Amanda Brown of the National Women’s Business Council. April 14.
- ❖ ChallengeHER Miami, Apr 15
- ❖ Ann Sullivan represented WIPP at SBA Office of Advocacy’s Spring Chief Counsel Leadership Group Meeting. April 20.
- ❖ OGC Proprietary Event, San Diego, CA. WIPP attended to work a WIPP booth and network with attendees. Apr 21

- ❖ WIPP Government relations coordinated a speaking appearance by Senate Small Business Committee Staff Director Meredith West at ChallengeHer – New Orleans. April 25
- ❖ ChallengeHER New Orleans, Apr 25
- ❖ WIPP Government Relations presented Budget and Appropriations: Making the Money Count webinar to WIPP's Access to Capital Committee. April 28.

MAY

- ❖ WIPP's Government Relations Team hosted a WE Decide planning meeting for the WE Decide Committee. May 2.
- ❖ WIPP's Government Relations Team worked with Elaine C. Kamarck, Senior Fellow of Governance Studies at the Brookings Institution, to speak at a WE Decide 2016 live event. Ann Sullivan, WIPP Government Relations, emceed the event. May 3.
- ❖ WIPP Government Relations attended a Senate Small Business Committee markup. WIPP's Government Relations Team supported, S. 2812, SBIR and STTR Reauthorization and Improvement Act of 2016, S. 2846, Small Business Innovation Protection Act of 2016, S. 2850, Microloan Program Modernization Act of 2016, and S. 2847, Prove It Act of 2016. May 11.
- ❖ Give Me 5: Where Human Resources Intersects with Government Contracts. Course Instructor: Barbara Kinosky, President and Managing Partner, Centre Law & Consulting and Marina Blickley, Associate, Centre Law & Consulting May 11
- ❖ MCCC 2016 GovConNet Procurement Conference. Lin attended to work a WIPP booth and network with attendees. May 12
- ❖ Ann Sullivan and John Stanford advocated for WIPP's Access to Capital Platform, Breaking the Bank, at the House Small Business Committee roundtable on lending, hosted by Ranking Member Nydia Velazquez and Representative Judy Chu. May 17.
- ❖ Give Me 5: Deep Dive into FPDS (Plus, a Look at the 3 Newest Federal Intelligence Tools). Course Instructor: Judy Bradt, CEO Summit Insight. May 18
- ❖ John Stanford, WIPP Government Relations, represented WIPP at the opening meeting of the Rethink Red Tape coalition. May 20.
- ❖ Jake Clabaugh, WIPP Government Relations, represented WIPP at the Financial Services and General Government Appropriations Subcommittee markup of the FY17 appropriations bill. May 25.
- ❖ Jason Lalak, Vice President, WIPP, speaks on "How 'Small Business Saturday' Helped Main Street Take Back The Holidays", National Main Street Center, Main Street America Conference, Milwaukee, WI. May 24th

- ❖ Jake Clabaugh, WIPP Government Relations, attended a Senate Small Business Committee hearing on oversight of SBA's 7(a) loan program. May 26.
- ❖ Ann Sullivan, WIPP's Chief Advocate, attended a White House program hosted by the Council on Women and Girls. May 26.

JUNE

- ❖ Give Me 5: I Have No Time and Now You Want Me To Do This Too? Responding to Sources Sought Part 1. Course Instructor: Gloria Larkin, President, TargetGov. Jun 1
- ❖ Ann Sullivan, WIPP's Chief Advocate, hosted a webinar entitled, "There's a Congressional Election Too!" featuring Dr. Michele Swers, Professor of American Government at Georgetown University. June 6.
- ❖ Jake Clabaugh, WIPP Government Relations, attended the House Small Business Committee hearing entitled, "Bearing the Burden: Over-regulation's Impact on Small Banks and Rural Communities" June 9.
- ❖ WIPP Leadership attends the White House United State of Women Conference in Washington, DC. June 14.
- ❖ Ann Sullivan, WIPP's Chief Advocate, presented the webinar "Follow The Money." June 14.
- ❖ Give Me 5: What's In It For Me? Responding to Sources Sought Part 2. Course Instructor: Gloria Larkin, President, TargetGov. Jun 15
- ❖ Lynn Bunim, WIPP's Director Special Projects, speaks on WE Decide 2016 at NAWBO San Francisco
- ❖ US Chamber of Commerce - attended; staffed a booth that promoted Small Business Saturday, WIPP membership. WE Decide 2016 (LBB/JL)
- ❖ WBENC - attended: staffed a booth that promoted WIPP membership and WE Decide 2016 (LBB/JL/RA)
- ❖ ChallengeHER St. Louis. June 27
- ❖ Ann Sullivan, WIPP's Chief Advocate, moderated the American Express Open WOSB Procurement Program panel presentation. June 28.
- ❖ Erin Musgrave, WIPP Comms, Twitter chat, WE Decide, June 30

JULY

- ❖ Jake Clabaugh, WIPP Government Relations, and WIPP Member Rebecca Boenigk, met with the small business staff for Senator John Cornyn and Senator Ted Cruz. July 7.
- ❖ Give Me 5: How to Create WOSB Set-Asides to Grow Your Business! Course Instructor: Gloria Larkin, President, TargetGov. Jul 13
- ❖ Erin Musgrave, WIPP Comms, created video "We Decide 2016 Government Regulations," July 14

- ❖ ChallengeHER Long Beach, Jul 19: Ivana Pivovarnik and Lynn Bunim attended/staffed.
- ❖ WIPP hosts “10 Things Candidates Need to Know About Women Entrepreneurs” Luncheon at the Republican National Convention in Cleveland, Ohio. July 21.
- ❖ Ann Sullivan, WIPP’s Chief Advocate, presented the WE Decide 2016 policy platform “10 Things Candidates Need to Know About Women Entrepreneurs” at the Republican National Convention in Cleveland, Ohio. July 21.
- ❖ Erin Musgrave, WIPP Comms, created WE Decide opinion poll, “Women Business Owners’ Opinions on Government Regulations,” July 22
- ❖ WIPP hosts “10 Things Candidates Need to Know About Women Entrepreneurs” Breakfast at the Democratic National Convention in Philadelphia, PA. July 27.
- ❖ Ann Sullivan, WIPP’s Chief Advocate, presented the WE Decide 2016 policy platform “10 Things Candidates Need to Know About Women Entrepreneurs” at the Democratic National Convention in Philadelphia, PA. July 27.
- ❖ Debbie Kobrin, WIPP Government Relations, presented the webinar “Give Me 5: The Hottest Topic in Federal Government Contracting – Teaming” for WIPP members. July 27.
- ❖ Give Me 5: The Hottest Topic in Federal Government Contracting - Teaming! Course Instructor: Maria Panichelli, Associate, Cohen Seglias Pallas Greenhall & Furman. Jul 27
- ❖ Export NOW: Government Regulations–Complying with the Rules on Your Imports. Andrea M. Ewart. Jul 28.
- ❖ Erin Musgrave, WIPP Comms, created WE Decide opinion poll “Women Business Owners’ Opinions on Access to Capital,” July 29

AUGUST

- ❖ Erin Musgrave, WIPP Coms, created WE Decide opinion poll, “Women Business Owners’ Opinions on the 2016 Congressional Elections,” Aug. 1
- ❖ Ann Sullivan, WIPP’s Chief Advocate, presented “10 Things Candidates Need to Know About Women Entrepreneurs” for WE Decide members. August 2.
- ❖ Debbie Kobrin, WIPP Government Relations, presented the webinar “Give Me 5: SBA’s New Mentor-Protégé Program” for WIPP members. August 4.
- ❖ Give Me 5: At Long Last! A Mentor Protege Program for All Small Businesses Course Instructor: Debbie Kobrin, WIPP Government Relations, Aug 8
- ❖ ChallengeHER Detroit. Aug 9
- ❖ Give Me 5: The Ins and Outs of Terminations. Course Instructor: Maria Panichelli, Associate, Cohen Seglias Pallas Greenhall & Furman. Aug. 17

- ❖ Ann Sullivan and Jake Clabaugh, WIPP Government Relations, met with American Express and WIPP to outline Small Business Saturday 2016 Congressional engagement schedule. August 22.
- ❖ Give Me 5: Unraveling Important Aspects of Bonding & Liens. Course Instructor: Maria Panichelli, Associate, Chohen Seglias Pallas and special guest: Ellen Neylan, Founder, Surety Bonds Associates. Aug 24
- ❖ ChallengeHER Huntsville, Aug 26
- ❖ Ann Sullivan, WIPP's Chief Advocate, presented "10 Things Candidates Need to Know About Women Entrepreneurs" at the 21st Anniversary Ron Brown Business & Economic Summit and Women's Symposium. August 27.
- ❖ Give Me 5: The Alphabet Soup of Contract Vehicles. Course Instructor: Erica Courtney, President, 2020Vet. Aug 31
- ❖ Erin Musgrave, WIPP Communications, Press release: [WIPP Welcomes Long-Time Women Business-Owner Advocate Jane Campbell](#), Aug. 29

SEPTEMBER

- ❖ ChallengeHER Chicago, Sep 1: Lin Stuart and Lynn Bunim staffed.
- ❖ Erin Musgrave, WIPP Comms, created WE Decide opinion poll, "Women Entrepreneurs' Views: The 2016 Presidential Conventions," Sept. 1
- ❖ Ann Sullivan, WIPP's Chief Advocate, moderated an arm-chair discussion at ChallengeHER: Chicago featuring, John Shoraka, Associate Administrator, SBA Office of Government Contracting and business Development, Erin Andrew, Assistant Administrator, SBA Office of Women's Business Ownership and Robert "Bo" Steiner, SBA's District Director for the Illinois District Office. September 1.
- ❖ Ann Sullivan, WIPP's Chief Advocate, has conversation with Jennifer Lawless about her new book and women in the election. Sep 7.
- ❖ Export NOW: Government Regulations—Preferential Access & Entry for Your Imports. Andrea M. Ewart. Sep 8.
- ❖ Jake Clabaugh, WIPP Government Relations, coordinated Small Business Saturday outreach efforts with Small Business Caucus Co-Chair Scott Tipton's (R-CO) staff. Sep 12.
- ❖ Ann Sullivan, WIPP's Chief Advocate, moderated panel at ChallengeHER: Philadelphia. Philadelphia. Sep 14
- ❖ John Stanford, WIPP's Advocate, participated in Rethink Red Tape Coalition meeting. Sep 15
- ❖ Jake Clabaugh, WIPP Government Relations, coordinated Small Business Saturday outreach efforts with Small Business Caucus Co-Chair Chellie Pingree's (D-ME) staff. Sep 20.
- ❖ Jason Lalak, Vice President, WIPP attends the America's SBDC Annual Conference in Orlando, FL. Sept 21.

- ❖ John Stanford, WIPP's Advocate, participated in Rethink Red Tape Coalition. Sep 22
- ❖ Jake Clabaugh, WIPP Government Relations, recorded Small Business Committee Chair Steve Chabot's (R-OH) Small Business Saturday PSA. Sep 29.

OCTOBER

- ❖ Erin Musgrave, WIPP Comms, Press release: [Report: Women-Owned Small Businesses Shut Out of Federal Government's Most Lucrative Contracts](#), Oct. 5
- ❖ WIPP Leadership Meeting in Washington, D.C.: October 6: Entire staff attended
- ❖ Ann Sullivan, WIPP's Chief Advocate, gave presentation at Congressional briefing at WIPP Leadership Meeting. Oct 6
- ❖ Ann Sullivan, WIPP's Chief Advocate, moderated roundtable at WIPP Leadership Meeting. Oct 6
- ❖ Erin Musgrave, WIPP Comms, created WE Decide opinion poll report, Women Entrepreneurs' Views: The Affordable Care Act, Oct. 10
- ❖ Give Me 5: Understanding the SBA's New Government-Wide, All Small Business Mentor Protege Program. Guest Speaker: Megan C. Connor, Associate, PilieroMazza PLLC, Katie Floor, Associate, PilieroMazza PLLC. Oct. 12
- ❖ Erin Musgrave, WIPP Comms, created storify around annual meeting, <https://storify.com/WIPPWeDecide/wipp-annual-leadership-meeting-2016>, Oct. 13
- ❖ Give Me 5: Working with a PCR. Guest speaker: Valerie Coleman, Program Manager, Office of Government Contracting, U.S. Small Business Administration. Oct. 17.
- ❖ Small Business Saturday Chicago Bootcamp, with Greg Bishop, Commissioner, New York City Small Business Services, October 18
- ❖ Erin Musgrave, WIPP Comms, created infographic around Do Not Enter report, [Women Business Owners Being Shut out of Government's Most Lucrative Contracts, Oct. 18](#)
- ❖ Small Business Saturday New York City Bootcamp, with Roxanne Nava, City of Chicago Chief Small Business Officer, October 20
- ❖ Give Me 5: Special Unit - Working with Prime Vendors: LOCKHEED MARTIN Speaker" Suzanne Raheb, Corporate Supplier Diversity Leader, Lockheed Martin. Oct 25
- ❖ Give Me 5: Special Unit – Guide to the Essentials of GSA Multiple Award Schedule Contracting: A Beginner's Guide to GSA Schedules. Guest Speaker: Courtney Fairchild, President / CEO, Global Services Oct. 25
- ❖ Ann Sullivan, WIPP's Chief Advocate, participated in Give Me 5: Working with Prime Vendors: LOCKHEED MARTIN. Oct 25

- ❖ Export NOW: Export-Import Bank Financing Programs for Small Businesses. Featured speaker: Xiomara Creque-Bromberg, Export Finance Manager, Export-Import Bank. Oct 27.
- ❖ Small Business Saturday San Francisco Bootcamp, with Carmen Chu, Assessor-Recorder, City and County of San Francisco, October 27
- ❖ ChallengeHER Albuquerque Oct 26

NOVEMBER

- ❖ Export NOW: Short Term Insurance. Guest speaker: Xiomara Creque-Bromberg, Export Finance Manager, Export-Import Bank. Nov 3.
- ❖ Give Me 5: Special Unit – Guide to the Essentials of GSA Multiple Award Schedule Contracting: Modifying Your GSA Schedule Guest Speaker: Jody Franklin, Accounts Director, Global Services Nov 9
- ❖ Erin Musgrave, WIPP Comms, Press release: [What President-Elect Trump Needs to Know about Women Business Owners](#), Nov. 9
- ❖ Erin Musgrave, WIPP Comms, created infographic around election, [10 Things Donald Trump Needs to Know About Women Business Owners](#)
- ❖ Export NOW: Working Capital Guarantees. Guest speaker: Xiomara Creque-Bromberg, Export Finance Manager, Export-Import Bank. Nov 10
- ❖ Give Me 5: Making the Most of a Decision Maker Briefing. Guest Speaker, Gloria Larkin, President, TargetGov Nov 10
- ❖ ChallengeHER Colorado Springs Nov 15
- ❖ Ann Sullivan, WIPP's Chief Advocate, participated in Lockheed Martin presentation on the WOSB program and Do Not Enter Report. Nov 15
- ❖ John Stanford, WIPP's Advocate, participated in ChallengeHER Colorado. Nov 15
- ❖ John Stanford and Ann Sullivan, WIPP Government Relations, participates Pfizer Small Business Advisory Council Meeting. Nov 16
- ❖ ChallengeHER Phoenix Nov 17
- ❖ Small Business Saturday Chicago Press Conference with Treasurer Kurt Summers. Nov 18
- ❖ Small Business Saturday San Francisco Press Conference with Mayor Ed Lee. Nov 21
- ❖ Erin Musgrave, WIPP Comms, Press release: [WIPP Chief Advocate Wins Three Stevie Awards for Women in Business](#), Nov. 23

- ❖ Erin Musgrave, WIPP Comms, Press release: [WIPP Joins NYC SBS to Ring NASDAQ Opening Bell in Honor of Small Business](#), Nov. 25
- ❖ Small Business Saturday Boston event with Roslindale Village Main Street, featuring Mayor Marty Walsh. November 26.
- ❖ Small Business Saturday Coral Gables event with Coral Gables Chamber of Commerce, featuring Mayor James Cason. November 26.
- ❖ Small Business Saturday San Diego event with North Park Main Street Main Street, featuring Councilman Todd Gloria. November 26.
- ❖ Small Business Saturday Boston event with Roslindale Village Main Street, featuring Mayor Marty Walsh. November 26.
- ❖ Small Business Saturday Washington, DC event with SBA Administrator Maria Contreras-Sweet, Mayor Muriel Bowser and WIPP President Jane Campbell. November 26.
- ❖ Small Business Saturday Baltimore event with Pigtown Main Street featuring Mayor Elect Catherine E. Pugh. November 26.
- ❖ Small Business Saturday Denver event with Mayor Michael Hancock. November 26.
- ❖ Small Business Saturday Philadelphia event with Mayor Jim Kenney. November 26.
- ❖ Small Business Saturday Phoenix event with Mayor Greg Stanton. November 26.
- ❖ Small Business Saturday Salt Lake City event with Mayor Jackie Biskupski. November 26.
- ❖ Small Business Saturday Portland event with Mayor Charlie Hales. November 26.
- ❖ Erin Musgrave, WIPP Comms, created storify around WIPP leadership ringing in NASDAQ bell, <https://womeninbizblog.com/2016/11/28/wipp-leadership-at-nasdaq/>, Nov. 28
- ❖ Ann Sullivan, WIPP's Chief Advocate, recorded Access to Capital webinar. Nov 30

DECEMBER

- ❖ Give Me 5: Safety In The Pack. Guest Speaker: John Stanford, WIPP Government Relations Team. Dec 1
- ❖ John Stanford, WIPP's Advocate, Recorded Give Me 5: Safety In The Pack Webinar. Dec 1
- ❖ Give Me 5: Do Not Enter! Women Shut Out of US Government's Largest Contracts. Guest Speaker: John Stanford, WIPP Government Relations Team. Dec 5
- ❖ John Stanford, WIPP's Advocate, Recorded Give Me 5: Do Not Enter! Webinar. Dec 5
- ❖ WIPP Procurement Committee Meeting (4Qtr). Speaker: Ann Sullivan, WIPP Chief Advocate and Debbie Kobrin, WIPP Government Relations Team Dec 6

- ❖ Ann Sullivan, WIPP's Chief Advocate, Spoke at Procurement Committee Meeting (4Qtr). Dec 6
- ❖ Erin Musgrave, WIPP Comms, Press release: [Small Business Saturday® Coalition Reports Highest Engagement in Six-Year History](#), Dec. 7
- ❖ Erin Musgrave, WIPP Comms, created infographic around SBS Coalition accomplishments over the years, A Brief History: The Small Business Saturday Coalition
- ❖ ChallengeHER Dallas. Dec 8
- ❖ Erin Musgrave, WIPP Comms, Press release: [Just-Passed Medical Funding Bill Includes Big Win for Women Small Business Owners](#)
- ❖ ChallengeHER Washington DC. Dec 14
- ❖ Ann Sullivan, WIPP's Chief Advocate, Moderated Panel Discussion at ChallengeHER Washington DC. Dec 14
- ❖ Ann Sullivan, WIPP's Chief Advocate, Participated in WIPP National Directory Preview for OSDBUs. Dec 14
- ❖ Give Me 5: Special Unit – Guide to the Essentials of GSA Multiple Award Schedule Contracting: Demystifying the Price Reduction Clause. Guest Speaker: Jody Franklin, Accounts Director, Global Services Dec 14

NOTABLE PRESS MENTIONS

- ❖ The Hill op-ed, [10 things candidates need to know about women entrepreneurs](#)
- ❖ Politico, [WIPP hires Jane Campbell](#)
- ❖ Vallejo Times-Herald, [Local business woman heads to D.C. for WIPP Annual Conference](#)
- ❖ Denver Business Journal, [Women owned businesses are not getting many large federal contracts, report says](#)
- ❖ Triangle Business Journal, [Women-owned businesses aren't getting many large federal contracts, report says](#)
- ❖ Forbes op-ed, [Study: Women Small Business Owners Being Shut Out of Major Government Contracts](#)
- ❖ International Trade Association, [Partnerships Come in All Shapes and Sizes](#)
- ❖ YFS Magazine, Here's What President-Elect Trump Needs To Know About Women Entrepreneurs
- ❖ Associate Press (picked up in hundreds of outlets across the country), [Small businesses can expect policy changes under Trump](#)
- ❖ Black Enterprise, [Will a Trump Administration Invest in Women Business Owners?](#)
- ❖ Crain's Chicago op-ed, [What does a Trump presidency mean for female entrepreneurs?](#)
- ❖ Entrepreneur op-ed, [On Women's Entrepreneurship Day, We #ChooseWomen](#)
- ❖ The Hill, [Nine women who could be elected president](#)