



IGNITES BUSINESS GROWTH

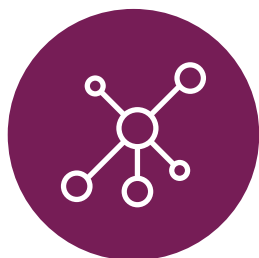


**ANNUAL REPORT**  
**FY 2021**

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# Key Facts



**Multi-Resource  
Center for Business  
Development  
and Growth**



**501(c)(3) Non-Profit  
Organization**



**Founded in  
1986**



**8 Offices in  
the Midwest**

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## Our Mission, Vision, and Values

The WBDC's mission is to support and accelerate business development and growth, targeting women and serving all diverse business owners, in order to strengthen their participation in, and impact on, the economy.

The WBDC envisions a diverse world where all business owners have an equitable opportunity to compete and succeed in the marketplace and achieve economic independence.

The WBDC values our knowledgeable, prepared, and diverse staff; a culture that is results-oriented, supportive, and progressive; innovation, responsiveness, and relevancy; advocacy for public policies supporting women and other diverse communities; and respect for, and accountability to, all stakeholders.

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## What We Do

### Coaching/Curricula

- Strategic one-on-one and group business advising
- Specialized cohort-based curricula and workshops
- Digital learning

### Contracts

- Private sector procurement opportunities
- Public sector contracting assistance
- WBE certification

### Capital

- Financial education
- Debt and equity placement
- Direct lending
- Kiva microlending

# Economic Impact

 **7,310**

Hours of business advising delivered

 **4,833**

Clients served

 **971**

Jobs created and retained

 **2,236**

Businesses WBE-certified

 **\$30,846,747**

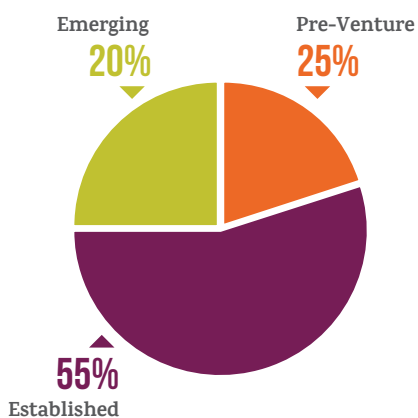
Public and private sector contracts awarded

 **\$7,902,685**

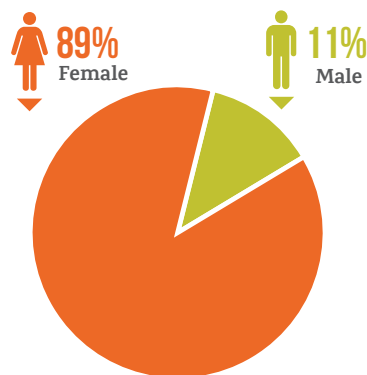
Invested through capital infusion

## Clients (Advised)

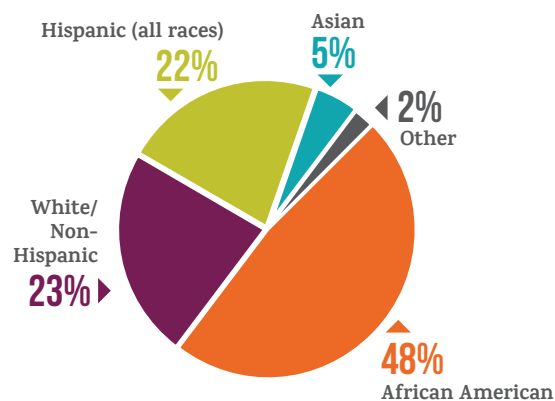
### Business Stage



### Gender

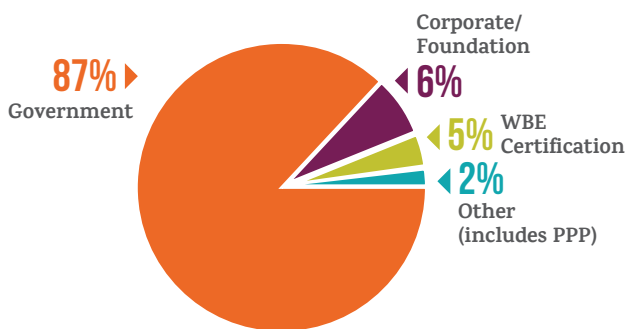


### Race/Ethnicity



## Financial Information

### Funding Sources



### Revenues

**\$38,640,643**

### Expenditures

 **\$36,311,992**  
Programs and Services

 **\$405,501**  
Management and General

 **\$243,141**  
Fundraising

### Ending Net Assets

 **\$4,853,409**

# Board of Directors

## OFFICERS

### Debra Jennings-Johnson

Board Chair  
Retired Senior Director, Supplier Diversity  
BP America

### Linda Chaplik Harris

Board Vice Chair  
Partner  
Dentons US LLP

### Michelle Blaise

Board 2nd Vice Chair  
Senior Vice President, Technical Services  
ComEd

### Alison Chung

Board Secretary  
President  
TeamWerks

### Cassandra Sanford

Board Assistant Secretary  
Chief Executive Officer  
KellyMitchell Group, Inc.

### Sandra Rand

Board Treasurer  
Retired Director of Supplier Diversity  
United Airlines, Inc.

### Eva Brown

Assistant Board Treasurer  
Segment Lead - Minority and Women Owned  
Businesses  
Consumer Business Banking  
U.S. Bank

### Beth Kieffer Leonard, CPA

Audit Committee Chair  
Managing Partner  
Lurie, LLP

### Rona Fourt 

Audit Committee Vice Chair  
Global Community Engagement and Business  
Diversity Manager  
United Airlines

## MEMBERS

### Arabel Alva Rosales

President  
AAR & Associates

### Laurel G. Bellows

Managing Principal  
The Bellows Law Group, P.C.

### Linda Boasmond

President  
Cedar Concepts Corporation

### Risa R. Davis

Former Vice President, Corporate  
Development  
United Way of Metropolitan Chicago

### Emilia DiMenco

President and Chief Executive Officer  
Women's Business Development Center

### S. Carol Dougal

Co-Founder and Co-President Emerita  
Women's Business Development Center

### Megan Everett

Director, Veterans Program  
Robert R. McCormick Foundation

### Patty Greene

Retired Manager, Community Affairs and  
Grassroots  
Southwest Airlines

### Mary Houpt

Former Manager, Community Partnerships  
Peoples Gas & North Shore Gas/WEC Energy

### Michelle F. Kantor

Member  
McDonald Hopkins

### Jennifer Mariani

Senior Vice President, Sales Performance Small  
Business  
Bank of America

### Hedy M. Ratner

Co-Founder and Co-President Emerita  
Women's Business Development Center

### Renee Sang

Managing Director  
Accenture

### Jennifer Schlott-Rouzan

Managing Director - Professional Development  
Commercial North America  
BMO Harris

### Amy Yuhn

U.S. Chief Marketing Officer  
Head of Communications & Community  
Development  
Canadian Imperial Bank of Commerce (CIBC)

# Employees

■	Chicago, Illinois
■	Aurora, Illinois
■	Richton Park, Illinois
■	Kansas City, Kansas
■	Twin Cities, Minnesota
■	St. Louis, Missouri
■	Milwaukee, Wisconsin

Aisha Ahrens

Nicole Aleman

Sarah Arnold

Blanca Berthier

Gabriella Bomben

Jasmine Brower

Tasha Brown

Colette Buscemi

Minerva Calatayud

Lauren Carr

Michele Clark

Felicitas Cortez

Freida Curry

Emilia DiMenco

Carolina Diaz Martinez

Bridget Foster

Ellenie Girma

Karen Goldner

Meghan Hill

Cherise Jackson

Cynthia Johnson

Robin Knox

Jennifer Lauer

Jessie Leonard

Griselda Llerenas

Grace Lopez

Georgia Marsh

Lisandra Martinez

Yana Massey

Aisha McBurrows

William McNamara

Maura Mitchell

Lindsay Mueller

Briavael O'Reilly

Veronica Ojeda

Lotika Pai

Kelli Patterson

Carrie Pecher

Abigail Scanlan

Juanita Smith

Jihan Tchamba Diallo

Laurie Underwood

Roxanne Ward

Jacinta Witherspoon

# Contributors

## PUBLIC SECTOR (\$5,000 and above)

### Federal

U.S. SBA Office of Women's Business Ownership

### State

State of Illinois Department of Commerce and Economic Opportunity (DCEO)

### Local

Chicago Department of Business Affairs and Consumer Protection

Cook County Bureau of Economic Development

## CORPORATE AND FOUNDATION (\$5,000 and above)

3M Company	Chicago Foundation for Women	Hallmark Cards, Inc.	Authority
AbbVie, Inc.	Chicago Sky	Huntington Bank	Sterling Bay
Advocate Aurora Health	Chicago Transit Authority	Illinois American Water	Sunshine Enterprises
Allianz Life Insurance Company of North America	CIBC	JPMC	TARGET CORPORATION
Allstate Insurance Company	Cigna Insurance Company	Kohler Company	Tawani
Ameren	CISelect	Land O' Lakes, Inc.	The University of Chicago
American Family Insurance	CME Group Foundation	Magellan Health	TRUE VALUE
AON	Coleman Foundation	Mayo Clinic	UChicago Medicine - Urban Health Initiative
AT&T	ComEd	McDonald Hopkins, LLC	United Airlines
Bank of America	CROWN CASTLE	McHugh Construction	UnitedHealth Group
Barnes & Thornburg, LLP	Delta Airlines	Medtronic, Inc.	University of Minnesota
Baxter International Inc.	Discover	Meridian Health	U.S. Bank
Bayer U.S., LLC	Dunham Fund	Milwaukee Metropolitan Sewage District	US Foods
Best Buy Corporation	Earth Mover Credit Union	MPS-Milwaukee Public Schools	Vistra Energy
BlueCrossBlueShield - HCSC	Ecolab	New World Van Lines	Walgreens
BMO Harris Bank	Eisner Amper	Nicor Gas	Washington University
Bob Woodruff Foundation	Elkay	Northern Trust Corporation	Wells Fargo
Border States Electric	Environmental Design International	Northwest Side Housing Center	Wintrust Bank
BP America Inc.	Evergy	Northwestern Mutual	Xcel Energy
CNA Insurance Companies	Federal Home Loan Bank of Chicago	Old Second National Bank	
Capital One	Federal Reserve Bank of Chicago	Polk Bros Foundation	
Cardinal Health	Ferrara	Providence Bank & Trust	
Cargill, Inc.	First Midwest Bank	Securian Financial Group, Inc.	
Chicago Community Trust Foundation	FNBC Bank	Southland Development	
	Fredrikson & Byron, P.A.		

## IN-KIND (\$5,000 and above)

American Airlines	JAK Creative	MXOtech	Southwest Airlines
Comcast	J&J Exhibitors	Ostrow Reisin Berk & Abrams, Ltd. (ORBA)	United Airlines
	Lema Khorshid		

## MEDIA PARTNERS

Bizwomen	Enterprising Women	The Wall Street Journal
Comcast/NBC 5/Telemundo	Univision	WVON



312.853.3477

wbdc@wbdc.org

Headquarters

WBDC
8 South Michigan Avenue, Suite 400
Chicago, IL 60603

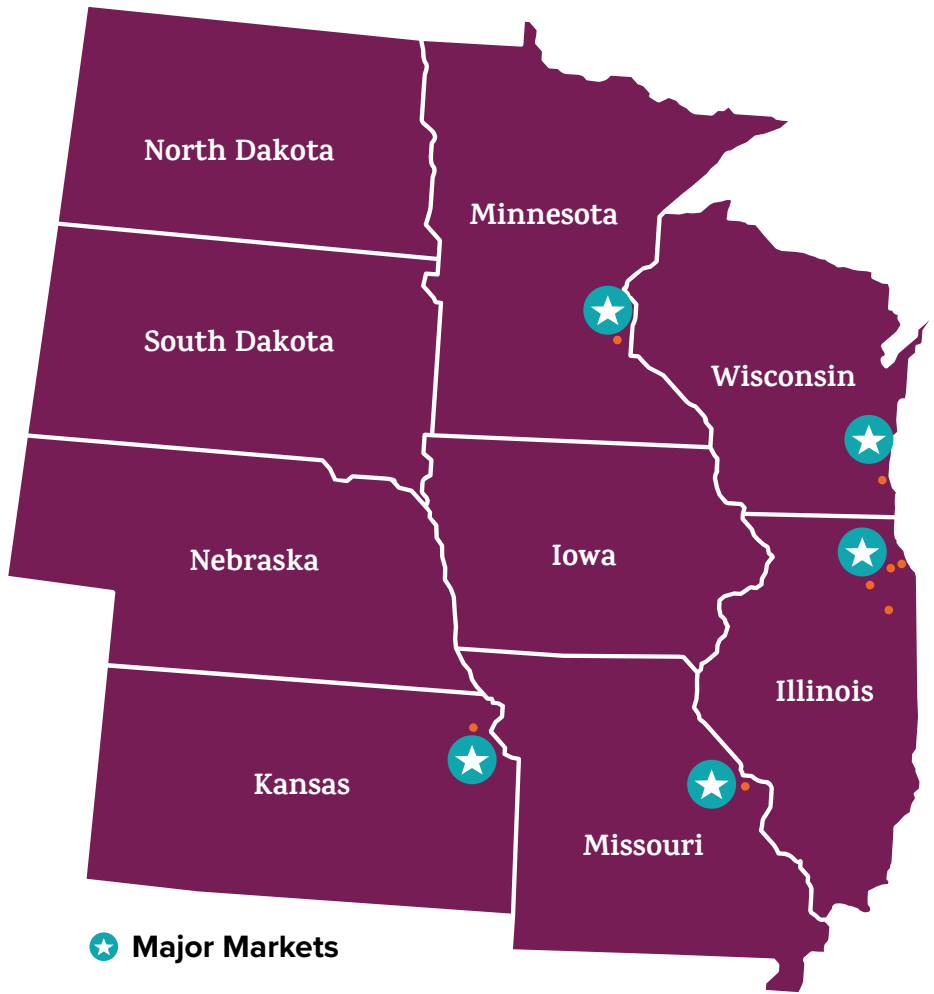
Satellite Offices

WBDC - Aurora
43 West Galena Boulevard
Aurora, IL 60506

WBDC - Kansas City
4220 Shawnee Mission Parkway
Suite 350B
Fairway, KS 66205

WBDC - Milwaukee
1533 North RiverCenter Drive
Milwaukee, WI 53212

WBDC - St. Louis
6722 Page Avenue
St. Louis, MO 63133



Major Markets

Offices

WBDC - Twin Cities
2021 East Hennepin Avenue, #200
Minneapolis, MN 55413

Illinois SBDC at WBDC - South Suburbs
4137 Sauk Trail
Richton Park, IL 60471

Illinois SBDC at WBDC - Little Village
3610 West 26th Street, 2nd Floor
Chicago, IL 60623



@wbdc



@wbdc\_chicago



Women's Business Development Center



@thewbdc



www.wbdc.org



[www.wbdc.org](http://www.wbdc.org)