



Annual Report

FY2024



WWW.WBDC.ORG



Erica Kuhlmann

President and CEO, WBDC

“Together, we are making a difference and shaping a thriving business landscape.”

A MESSAGE FROM OUR PRESIDENT AND CEO

At the Women’s Business Development Center, I am proud to collaborate with an amazing team dedicated to empowering entrepreneurs and driving economic growth across the Midwest.

Together, we are focused on:

Strategic Leadership – In partnership with our talented team, we craft and execute a bold vision and strategies that resonate with our mission to uplift and support businesses.

Program Development– We design and implement innovative programs tailored to the unique needs of entrepreneurs and growth companies, fostering mentorship, training, and access to capital.

Stakeholder Engagement – By building strong relationships with community partners, government agencies, and corporate sponsors, we enhance collaboration and resource-sharing for sustainable economic growth.

Team Management – I am fortunate to lead a passionate group committed to delivering impactful services and advice, driving a culture of collaboration and excellence.

Together, we are making a difference and shaping a thriving business landscape!

A handwritten signature in black ink that reads "Erica Kuhlmann".

Erica Kuhlmann
WBDC President and CEO

OFFICES

☎ 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 – Little Village

Chicago, IL 60623

WBDC – South Suburbs

20200 Governor's Drive, 3rd Floor
Olympia Fields, IL 60461

WBDC - Kansas City

6405 Metcalf Avenue, Suite 318
Overland Park, KS 66202

WBDC – Milwaukee

1533 North RiverCenter Drive
Milwaukee, WI 53212

WBDC - St. Louis

20 South Sarah Street
St. Louis, MO 63108

WBDC - Twin Cities

375 Selby Avenue
St. Paul, MN 55102



★ Major Markets

● Offices

OUR MISSION, VISION, AND VALUES

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

The WBDC envisions a world where all business owners have an 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 small business development and growth; and respect for, and accountability to, all stakeholders.

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 and WOSB certification

CAPITAL

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

KEY FACTS



ECONOMIC IMPACT

4,498 

Clients served

7,391 

Hours of business advising delivered

677 

Jobs created / retained

2,492 

Businesses WBE-certified

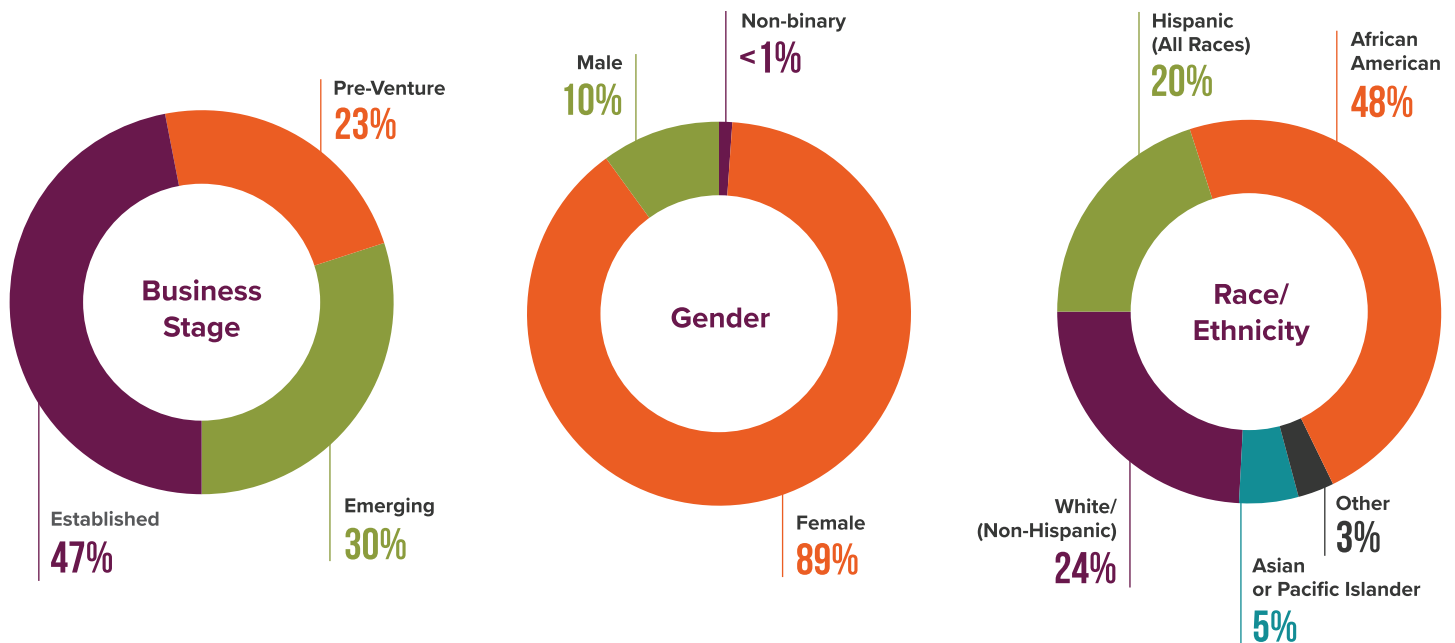
\$37,541,078 

Public and private sector contracts awarded

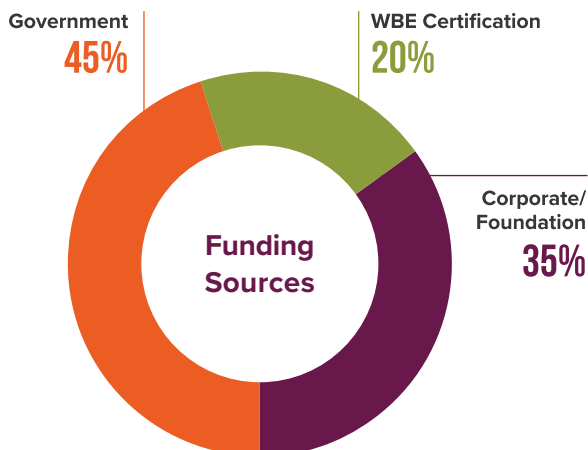
\$1,411,227 

Invested through capital infusion

CLIENTS ADVISED



FINANCIAL INFORMATION



Revenues

\$9,740,813

Expenditures

\$6,770,898 
Programs and Services

\$1,332,773 
Management and General

\$281,761 
Fundraising

Net Assets

\$8,261,783

TEAM

ILLINOIS

Chicago

Abigail Scanlan
Aisha Ahrens
Blanca Berthier
Brian Grundy
Bri O'Reilly
Bridget Foster
Cheyenne Duy
Clark McCain
Cynthia Johnson
Denea Beale
Donna Beasley
Ellenie Girma
Emilia DiMenco
Emma Westfall
Erin White
Eva Pawlik
Gabriella Bomben
Georgia Marsh
Grace Toll
Griselda Llerenas
Issac Smoak
Izel Michel
Jaime Gavis
Jen Lauer
Joshua Gutstein

Juanita Smith
Karen Goldner
Kayla Scanlan
Kim Duncan
Kinga Kosmala
Kristin Clowes
LaMonica Scott
Laurie Underwood
Lindsay Mueller
Lotika Pai
Maura Downs
Maura Mitchell
Regina Williams
Roxanne Ward
Soraya Hernandez
Yvonne Villalpando

Aurora

Kristen Gehrig
Minerva Calatayud

South Suburbs

Felicitas Cortez

Little Village

Yesenia Valencia

REGIONAL MARKETS

St. Louis, Missouri

Britney Moehlenkamp
Delilah Papke
Shawntalice Jackson
Venus Martz

Twin Cities, Minnesota

Rebekah Rechtzigel
Sarah Bruch

Milwaukee, Wisconsin

Jessie Leonard

Kansas City, Kansas

Jennifer Brungradt

CLIENT SPOTLIGHTS: GROWTH, GRIT & IMPACT

At the Women's Business Development Center, we celebrate entrepreneurs who turn challenges into opportunities. These client stories reflect the resilience, growth, and impact made possible through WBDC's advising, programs, and resources.



BCSV, LLC (SIM DRIVE)

Founder: Brent Williams

Veteran and former motorcycle racer Brent Williams launched Sim Drive, a mobile simulated racing experience, after identifying a need for alcohol-free entertainment in Chicago. With help from the WBDC, Brent secured \$150K in funding, purchased racing rigs, and hit the road, bringing high-speed excitement to events across the city.



"The WBDC helped us refine our plan, secure funding, and launch with confidence."



DOLCHE TRUCKLOAD

Founder: Desi Evans

Since launching with one truck in 2010, Desi Evans has grown Dolche Truckload Corp into a nationwide freight company with over 70 trucks. With support from the IL APEX Accelerator @ WBDC, Desi gained certifications, completed federal contracting training, and secured partnerships with Crowley Transportation and FEMA.



"The IL APEX Accelerator @ WBDC gave us a competitive edge, not just by helping us qualify for opportunities, but by ensuring we were truly ready to perform at the highest level."



KOKO'S KITCHEN

Founder: Kym Anglin

Kym Anglin launched Koko's Kitchen in 2024, offering plant-based frozen dog treats made with human-grade ingredients. With support from WBC Chicago, she secured a \$9,500 Kiva loan, refined her pricing, and launched her business on Grubhub and e-commerce. She was recently selected for Watson Institute and Walmart.org's Retail Readiness Entrepreneurship Training Program.



"WBC Chicago helped me build confidence and move forward even before my business had traction. Their support gave me the tools to turn an idea into a real opportunity."



SUGAR BLISS

Founder: Teresa Ging

After launching Sugar Bliss in 2007, Teresa Ging turned her passion for baking into one of Chicago's premier boutique bakeries. With support from the Illinois SBDC at WBDC and participation in programs like Top Shelf and the SAGE Cohort, Teresa accessed multiple grants and gained strategic guidance to grow her business. After entering the mass retail market via Walgreens in multiple Chicago locations, Sugar Bliss has begun expanding into grocery stores and food service locations.



"From a single storefront to retail shelves, the WBDC has supported me at every stage."



YOURNEWSCHOOL

Founder: Teresa Lewis

After a 20-year corporate career, Teresa Lewis launched YourNewSchool in 2012 to provide beauty schools with streamlined product procurement from multiple manufacturers. With support from the IL SBDC @ WBDC, Teresa completed the Data to Revenue cohort, refined her business strategy, and saw a 20% revenue increase in 2025.



"The IL SBDC @ WBDC helped me rethink my entire approach, and the results speak for themselves."

Help Entrepreneurs Thrive

**YOUR
GIFT,
THEIR
GROWTH.**



Give to the WBDC Today!



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Women's Business Development Center



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