

2012

Annual Activity Report



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## **WIPP Mission Statement**

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 and minorities in business 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.



## **WIPP Nonpartisan Policy Statement**

WIPP is a nonpartisan organization which educates and advocates on behalf of women-owned businesses. 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 businesses, opening up federal procurement policies for women-owned businesses, the implementation of well-established federal law which seeks to encourage women in the marketplace, tax policies, energy, telecom, 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, 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 nonpartisan approach.

## WIPP Economic Blueprint

- Economy
- Access to Capital
- Procurement
- Healthcare
- Energy and Environment
- Telecommunications and Technology



### **Women Business Owners Are an Economic Force**

Women business owners are a strong economic force in the United States, and increasingly in the world. Their contributions extend beyond the number of firms they own, the people they employ and the revenues they generate. Their economic influence is multiplied many times through the direct and indirect economic impact they generate through their business ownership.

*“WIPP’s Economic Blueprint lays out the principals 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 principals in the Economic Blueprint. It has given us all 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 or goal to ensure that every policymaker in Washington understands the impact of their actions on women owned businesses – whether that is economy, access to capital, healthcare, energy, environment, telecommunications, technology or procurement policy. While our approach is one of nonpartisan consensus, we strongly advocate for positions WIPP members and coalition partners have taken.”*

-Ann Sullivan, WIPP Government Relations

## **Economy**

*The Congressional Budget Office (CBO) estimates the federal deficit for FY2011 to be at around \$1.3 trillion, down from its FY2010 record high of \$1.5 trillion, and constituting 8.5% of the U.S. GDP. According to CBO, the last three years have yielded the largest deficits in the past 65 years. The deficit inevitably affects small businesses through increased taxes and higher interest rates.*

### **Economy Principles**

- 1) Federal Spending Must Be Controlled**
- 2) Repeal Burdensome Tax Requirements for Small Business**
- 3) Businesses Need Economic Policy and Regulatory Certainty**

### **Advocacy**

- WIPP signs on to a group letter in support of the Business Activity Tax Simplification Act, February 29.
- WIPP sends letters of support for S. 2050, the Small Business Tax Extenders Act, February 14.

### **Meetings and Speaking Engagements**

- WIPP participates in the White House Briefing Call on Tax Day and the Buffet Rule, April 11.
- WIPP participates in the Office of Management and Budget White House Budget Update call. April 5.
- WIPP attends the Senate Small Business Committee review of the FY 2013 Budget Request for the Small Business Administration. March 29.
- WIPP attends the House Small Business Committee hearing, "Large and Small Businesses: How Partnerships Can Promote Job Growth." March 28.
- WIPP hosts a meeting of its Economy Committee. March 27.
- WIPP attended the House Small Business Committee hearing, "A Job Creation Roadmap: How America's Entrepreneurs Can Lead Our Economic Recovery." March 21.
- WIPP testifies before Democratic Senate hearing on job creation and women's economic empowerment. March 21.
- WIPP attends the webinar, Small Business Perspective: National Polling on the State of the Economy. March 15.
- WIPP attends the House Small Business Committee markup of the SBA's FY12 Budget. March 7.
- WIPP participates in a conference call by the White House Council of Economic Advisors regarding greater workplace flexibility in the economy of the future. February 23.
- WIPP participates in a White House conference call regarding the President's proposed budget for FY13. February 13.
- WIPP participates in the White House conference call, "Start-Up America Agenda." February 3.
- WIPP participates in the White House conference call, "The State of Women in the Union." January 30.
- WIPP participates in a White House Update conference call regarding the highlights of the State of the Union speech. January 25.
- WIPP participates in a White House conference call regarding the President's plan to consolidate government business departments. January 13.
- WIPP attends pre-State of the Union Speech Listening Session. January 10.
- WIPP attends the Urban Economic Forum: Los Angeles, CA, March 22.
- WIPP Member, Denise Farris, attends White House Urban Economic Forum in Kansas City, May 8

## **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 women owned 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 (70% vs. 28%), although even these larger businesses owned by women lag behind their male counterparts in using commercial credit (56% of women vs. 71% of men). Of WIPP members who sought outside funding in 2011, only 45% of businesses were successful after two attempts.*



### **Access to Capital Principles**

#### **1) Provide Tax Incentives to Lenders**

#### **2) Increase Government Technical Assistance for Loans**

### **Advocacy**

- WIPP is featured in *The Hill* as a supporter of the JOBS Act and urging the President to sign it into law, April 3.
- WIPP submits a letter in support of H.R. 3606, the Jumpstart Our Business Startups (JOBS) Act, March 16.
- WIPP sends a letter of support for S. 2136, which amends the Small Business Investment Company (SBIC) program to raise the amount of SBIC debt the Small Business Administration (SBA) can guarantee from \$3 billion to \$4 billion, March 5.
- WIPP signs on to a group letter in support of HR 2930, the Entrepreneurs Access to Capital Act, February 29.

### **Education**

- WAC 190: Business Strategic Planning. Course Instructor: Michelle Dolberry-Thompson, President of EMDO Enterprises and WIPP Director of Strategic Initiatives. May 17.
- WAC 131: Improving Cash Flow with Strategies for Increasing Income. Course Instructor: Camille Gaines, Founder/CEO, Financial Woman. April 24.
- WIPP hosts a meeting of its Access to Capital Committee, March 27.
- WAC and the Healthcare Committee co-host the webinar, Making Exchanges Work for Small Business, March 22.
- WIPP attended the House Small Business Committee markup of the SBA's FY12 budget, March 7.
- WAC 175: Financial Priorities for You and Your Business. Course Instructor: Nicolina Stewart, CPA, PFS, CLU, ChFC, President and CEO, Capital Management Advisors. March 6.
- WAC Training 150: Increasing Financial Health – The 5 Steps to Grow Your Money. Course Instructor: Camille Gaines, Founder/CEO, Financial Woman. February 21.
- WAC and GM5 Special Presentation: Successful Contract Financing. Course Moderator: Pamela J. Mazza, Managing Partner, PilieroMazza, PLLC. Course Panelists: Bridget Bean, SBA DC District Director; Kwesi Rogers, President, Federal National Payables, Inc.; Dean Nordlinger, Counsel, PilieroMazza; Arya Parvizi, Vice President, M&T Bank. January 18.

### **Meetings and Speaking Engagements**

- WIPP participates in a White House Briefing call on the JOBS Act, April 9.
- WIPP to host Access To Capital: Networking, Policy and More Meeting in Kansas City, October 16

## Procurement

Currently, only 4.1% 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 the federal government failed to reach the small business goal of 23% in FY 2010, falling short at 22.7%.



### Procurement Principles

- 1) Increase the Ability of Women-Owned Businesses to Win Federal Contracts
- 2) In-sourcing Negatively Impacts Small Business

### Education

- WIPP holds a meeting of its Procurement Committee featuring the GSA, May 8.
- Give Me 5 131: Using your WOSB Certification to Win Contracts. Course Instructor: Gloria Larkin, President, TargetGov. Wednesday, April 4.
- Give Me 5 129: How to Write Successful Proposals (Part 1). ". Course Instructor: Barbara English, President, English Solutions. March 28.
- Give Me 5 101: Introduction to Federal Procurement and a guide to Central Contractor Registration. Wednesday, March 21.
- Give Me 5 Training 303 – Pitfalls to Growth – What’s Keeping you from Winning Contracts (Part B). Course Instructor: Michelle Hoffman, CPA, Hoffman CFO Consulting. Wednesday, March 14.
- Give Me 5 317: “Demystifying Security Clearances.” Course Instructor: Terry Burks, Federal Security Officer, Interos Solutions, Inc. Thursday, March 8, 2012.
- WIPP presents a meeting of its Procurement Committee, March 15.
- Give Me 5 106: Does the Government Buy What I Sell? Course Instructor: Doña Storey, President, GOVtips,LLC. Wednesday, March 7, 2012
- Give Me 5 Training: Intro to Teaming. Course Instructors: Michelle Thompson-Dolberry, President, EMDO Enterprises and WIPP Director of Strategic Initiatives and Denise Rodriguez-Lopez, Esq. President & CEO, The KMJ Company. Wednesday, February 22, 2012
- GM5 Training: "Building OSDBU Relationships". Course Instructor: Jennifer Bisceglie, President, Interos Solutions, Inc. Wednesday, February 22, 2012
- GM5 Training: Give Me 5 180: "A Government Contracting Success Story". Course Instructor: Barbara English, President, English Solutions, INC and featuring Hester Clark, President, The Hester Group
- WIPP presents a meeting of the Procurement Committee, February 2.
- GM5 Training 303: Pitfalls to Growth – What’s Keeping you from Winning Contracts. Course Instructor: Catherine Giordano, President & CEO, Knowledge Information Solutions, Inc., February 1.
- GM5 Training 171: Leveraging Relationships to Drive Your Federal Contracting Goals. Course Instructor: Mary Sheetz, Principal/CEO, Consulting Concepts & Innovations, January 26.
- GM5 and WAC Special Presentation: Successful Contract Financing. Course Moderator: Pamela J. Mazza, Managing Partner, PilieroMazza, PLLC. Course Panelists: Bridget Bean, SBA DC District Director; Kwesi Rogers, President, Federal National Payables, Inc.; Dean Nordlinger, Counsel, PilieroMazza; Arya Parvizi, Vice President, M&T Bank. January 18.
- GM5 Training 119: Business Development for Federal Contracting. Course Instructor: Lisa Firestone, MHSA, President, Managed Care Advisors, Inc. January 11.

### Meetings and Speaking Engagements

- WIPP speaks at the GovConNet 2012 Federal Procurement Conference, Rockville , MD, Thursday ,May 3.
- WIPP speaks at Holland and Knight, Washington, D.C. Friday April 13.

- WOSB Opportunity Forum. The Department of State. Washington DC. April 2, 2012.
- WIPP participates in the Small Business Government Contracting Conference Call for SBA Stakeholders, April 5.
- WIPP Speaks at Hampton Roads Small Business Development Center, March 28.
- White House/SBA Urban Economic Forum. March 22.
- WIPP attends the House Small Business Committee markup of small business procurement reform legislation, March 22.
- GM5 attends Enterprising Women Magazine Conference, Fort Lauderdale, FL, March 12-13.
- WIPP attends House Small Business Committee markup of small business procurement reform legislation, March 7.
- WIPP participates in the SBA's Small Business Government Contracting Stakeholder Call, March 1.
- GM5 Attends "Business Matchmaking", Santa Clara, California. February 23.
- WIPP attends OSDDBU Directors' Interagency Council Meeting. February 16.
- WIPP submits comments to the SBA regarding an interim rule affecting the WOSB federal contracting program, February 13.
- WIPP speaks at Board of Directors of WISE (Women's Initiative for Self Employment), February 4.
- WIPP attends round table discussion in the House Small Business Committee for the Contracting Working Group, January 23.
- WIPP submits comments to the Small Business Administration regarding a rule on Small Business Subcontracting, January 6.

#### **Advocacy**

- WIPP submits a letter of support for the nomination of Joe Jordan for Administrator of the Office of Federal Procurement Policy, April 9.
- WIPP organizes a grassroots action alert initiative to urge Senators to sign on as a co-sponsor to the Fairness in Women Owned Small Business Federal Contracting Act, March 8.
- WIPP releases press release in support of the Fairness in Women Owned Small Business Federal Contracting Act, March 7.
- WIPP submits letter of support to Senators Snowe and Gillibrand regarding S. 2172, the Fairness in Women Owned Small Business Federal Contracting Act, February 29.
- WIPP organizes group letter of support for legislation to reform small business federal contracting, February 23.

## **Healthcare**

*The SBA Office of Advocacy research shows that insurers of small health plans have higher administrative expenses than larger health plans. It is no surprise that more than one third of uninsured Americans in 2009 worked in small businesses with fewer than 500 employees. With the enactment of the healthcare law, state-based health insurance exchanges will be established for small businesses in 2014.*

### **Healthcare Principles**

- 1) Ensure Health Insurance Exchanges Provide More Choices and Better Prices for Small Business**
- 2) Cost Containment Measures Must Address Increased Healthcare Costs**

### **Meetings and Speaking Engagements**

- WIPP presents the webinar, Making Health Insurance Exchanges Work for Small Business, March 22.
- WIPP Hosts A Celebration of International Women's Day in Las Vegas, March 8.
- WIPP presents the webinar, Overview of the Healthcare Law: Important Information Every Business Owner Should Know, February 28.
- WIPP participates in a White House Update conference call regarding women's healthcare issues, February 10.

## **Energy and Environment**

*Small businesses are at the forefront of technological innovations in the areas of energy and environment. In 2010, the Department of Energy awarded \$1.9 billion in contracts with small businesses, including \$283 million in WOSB contracts. Nearly 2,800 loans were awarded to small businesses engaged in renewable energy by the SBA from 2006 to 2009.*



### **Energy Principles**

- 1) A Comprehensive Energy Plan Must Be Adopted**
- 2) Continue to Provide Research & Development Incentives**

### **Advocacy**

#### **Education**

- E3 Training 117: Efficiency and Sustainability - Energy Resource Conservation Solutions, May 10.
- E3 Training 111: Sustainability in Procurement – Presented by the GSA, April 12.
- E3 Training 150: Funding Opportunities Through the SBA’s Small Business Innovation Research Program, March 8.
- E3 Training 125: Energy Trends – What to Expect in 2012 and Beyond. Course Instructor: Allison Williams, Senior Energy and Environment Analyst, Bloomberg Government, January 26.

#### **Meetings and Speaking Engagements**

- WIPP attends Government Executive’s Government Business Council webinar, "Competing Priorities: Can Defense and Civilian Agencies Afford Energy Efficiency?" April 5.
- DOE HQ Small Business Office Small Business Advocacy Group Listening Session, March 9.

## **Telecommunications & Technology**

*Technology and telecommunications costs are disproportionate to small businesses. This difference in spending means that very small firms pay disproportionately more for telecommunications services than other firms when operating their businesses.*

*Broadband service is vital for small businesses. According to the SBA Office of Advocacy, the small business adoption rate of broadband was at 90 percent when the study was conducted in April 2010. However, price and service discrepancies still exist for small business in rural areas.*



### **Telecommunications & Technology Principles**

- 1) Increase Women and Minority Media Ownership**
- 2) Deploy Broadband Service Nationwide**
- 3) Keep the Internet Accessible to Small Business**

### **Advocacy**

### **Education**

- WATT Training 155: How to Increase Audience Engagement. Course Instructor: Elaine Starling, President, Starling Media Services, Inc. April 26.
- WATT Training 142: Total Email Domination – Get Control of Your Inbox. Course Instructor: Marisa Smith, President/Founder, The Whole Brain Group. March 20.
- WATT Training 110: Free and Low-Cost Cloud Solutions for Your Business. Course Instructor: Joy Spicer, President/CEO, Elegrity Inc. February 23.
- WATT Training 172: LinkedIn – Beyond the Basics for Your Business. Course Instructor: Marisa Smith, President/Founder, The Whole Brain Group. January 17.

### **Meetings and Speaking Engagements**

- WIPP holds a meeting of its Telecommunications and Technology Committee, April 26.
- WIPP attends the House Small Business Committee hearing, “Broadband: A Catalyst for Small Business Growth,” February 15
- WIPP attends Facebook For Your Business, Palo Alto, CA, January 19.
- WIPP attends Environmental Protection Agency webinar demonstrating its Greenhouse Gas Data Publication Tool, January 12.
- WIPP Educational Meeting – KC, MO OCT 16.

## **Workforce**

*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.*

*The federal deficit is at a record high, with the number hovering around \$1.5 trillion for FY2010 and constituting 10.64% of the U.S. GDP. The deficit inevitably affects small businesses through increased taxes and higher interest rates.*

### **Meetings and Speaking Engagements**

- WIPP attends Department of Labor Call, May 4.

## **Jobs**

*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.*

*The federal deficit is at a record high, with the number hovering around \$1.5 trillion for FY2010 and constituting 10.64% of the U.S. GDP. The deficit inevitably affects small businesses through increased taxes and higher interest rates.*

### **Meetings and Speaking Engagements**

- WIPP attends the House Small Business Committee hearing, "The Job Creation Roadmap," March 22.
- WIPP attends the House Small Business Committee hearing, "The Path to Job Creation: The State of American Small Business," February 1.

## **Other**

### **Advocacy**

#### **Education**

- Policy Matters Leadership Teleconference Series – Call 2. Introduction to WIPP PAC. May 8.
- Policy Matters Leadership Teleconference Series – Call 1. Overview of WIPP Board. April 26.
- Building Your Business' Communication Strategy for a Diverse Population. Course Instructor: Course Instructor: Sheila Thorne, President/CEO, Multicultural Healthcare Marketing Group, LLC. January 19.

### **Meetings and Speaking Engagements**

- WIPP President Barbara Kasoff sits on The Role of Government Panel at Women in the Economy Conference: Palm Beach, FL, May 2.
- WIPP participates in a conference call presented by the SBA and the Department of Labor on Women's History Month for Women Small Business Owners, March 28.
- WIPP participates in a White House conference call regarding Veterans and the FY13 Budget, February 15.
- WIPP participates in a White House conference call regarding Women and the FY13 Budget, February 15.
- WIPP attends White House Urban Economic Forum: New York, NY, February 3.

- WIPP Board Meeting: Tampa, FL, January 25-26.
- WIPP President Barbara Kasoff serves on panel at Women2.0, Astia, 85Broads, WIPP and NAWBO Startup and Entrepreneurship Event: San Francisco, CA, January 23.
- WIPP participates on a conference call with the White House regarding the appointment of the new Director of Domestic Policy Counsel, Jan 10.

### ***WIPP Meetings***

- WIPP hosts Politics and Your Business: Why Women Should Be More Politically Aware: Ann Arbor, MI, February 2.

### ***WIPP Member Awards, Speaking Engagements & Appointments***

- Georgia Berner, WIPP National Founding Partner of the Month, April.
- Amber Peebles, WIPP National Founding Partner of the Month, March.
- Marion Bonhomme-Knox, WIPP National Founding Partner of the Month, February
- Leeanna Roman, WIPP National Founding Partner of the Month, January.



## **WIPP Staff**

### **Barbara Kasoff**

#### **WIPP President and CEO**

[bkasoff@wipp.org](mailto:bkasoff@wipp.org)

Barbara Kasoff is the President and CEO, and Co-Founder of Women Impacting Public Policy, Inc., a non-profit, national nonpartisan public policy organization, advocating on behalf of nearly 1 million women-owned businesses representing 58 business organizations.



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. With her experience, Barbara has incorporated her skills in management, her strengths in communications, and her considerable energies in powering her fledgling companies to secure a solid foothold in the rapidly expanding world of communications. 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 successfully sold three of her four companies.

For many years, Barbara has been an active supporter for small businesses and for women and minorities in business in particular. She continues this work both nationally and internationally. She 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 speaks nationally and internationally on issues concerning leadership and advocacy for business women.

Barbara was named on October 15, 2007 to the National Women's Business Council. The Federal appointment is for 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 was recently cited as CEO of one of the top 3 most powerful non-profits in Washington, DC.

In addition, Barbara 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. She helped develop new and closer relationships with the US Small Business Administration, Small Business Development Centers, and local, national and international corporate leaders. She also advises for the Committee for Working Families for Walmart. Barbara served as a Delegate to the White House Conference on Small Business, an invited delegate to President Clinton's Midwest Regional Economic Summit and 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.

**Ann Sullivan**  
**President, Madison Services Group;**  
**WIPP Government Relations**  
[asullivan@madisonservicesgroup.com](mailto:asullivan@madisonservicesgroup.com)

Ann brings many years of government relations experience in the United States Senate and the House of Representatives, serving in key advisory roles. Her expertise includes small business policy, federal procurement, healthcare, access to capital and tax issues. She represents many small business organizations with a particular focus on women and entrepreneurs in underserved communities. In the corporate sector, Ann 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. She serves on James Madison University's STEM-HHS Advisory Council.



**Matthew Boyle, Small Business Policy Analyst**

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**Michael Fravel, Program & Education Coordinator**

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**Scott Nolen, Give Me 5 Coordinator**

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**Pam Woo, Senior Director, Finance & Operations**

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## **WIPP Board of Directors**

Georgia Berner, President, Berner International Corporation, New Castle, PA

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

Ann Blackburn, President, Blackburn Advisory Services, Lafayette, CA

Lynne Marie Finn, President and CEO, Superior Staff Resources, Inc., Williamsville, NY

Lisa Firestone, Managed Care Advisors, Bethesda, MD

Nancy Goshow, Senior Managing Partner, Goshow Architects, LLP, New York, NY

LaVern Jackson, President and CEO, Joint Logistics Managers, Inc., Prince George, VA

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

Gloria Larkin, President, TargetGov, Columbia, MD

Tara Olson, Co-Owner, AllPoints Research, Inc., Winston-Salem, NC

Magdalah R. Silva, President and CEO, DMS International, Inc., Silver Spring, MD

Nicolina Stewart, President, Capital Management Advisors, Inc., Sarasota, FL

Gayle Waldron, President, The Management Edge, Inc., Largo, FL

## **WIPP Education Foundation Board of Directors**

Jennifer Bisceglie, President, Interos Solutions, Inc., Vienna, VA

Ann Blackburn, President, Blackburn Advisory Services, Oakland, CA

Angela Dingle, President, Ex Nihilo Management, LLC., Washington, D.C.

Lynne Marie Finn, President, Superior Staffing Services, Inc., in Williamsville, KY

Forough Ghahramani, Founder, Life Sciences Computing, LLC., Princeton, NJ

Nancy Goshow, Senior Managing Partner, Goshow Architects, LLP., New York, NY

Barbara Kasoff, President, Women Impacting Public Policy, San Francisco, CA

Gloria Berthold Larkin, President, TargetGov, Elkridge, MD

Tara Olson, Co-Owner, AllPoints Research, Inc., Winston-Salem, NC

Nicolina Stewart, CPA, PFS, CLU, ChFC, President, Capital Management Advisors, Inc., Sarasota, FL

## WIPP Executive Advisory Board

Ann Blackburn	EAB Chair
Barbara Kasoff	President
Francine Manilow	EAB Vice President
Mary Schnack	EAB Secretary
Jennifer Bisceglie	Chair, Board of Directors
Laura Boyd	Instant Impact Teams Co-Chair
Jennifer Scully	Instant Impact Teams Co-Chair
Lynne Marie Finn	Economic Blueprint - National Chair
Karen Maples	Economic Blueprint - Advisory Council Chair
Laura Bley	Access To Capital Issue Committee - Co-Chair
Diane Bowers	Access To Capital Issue Committee - Co-Chair
Wendi Goldsmith	Energy & Environment Issue Committee – Co-Chair
Leslie Martinez	Energy & Environment Issue Committee – Co-Chair
Georgia Berner	Healthcare Issue Committee - Chair
Leah Brown	Healthcare Issue Committee - Deputy Chair
Rose Wang	Procurement Issue Committee - Chair
Lourdes Martin-Rosa	Procurement Issue Committee - Deputy Chair
Janet Poppen	Taxes Issue Committee - Co-Chair
Nicolina Stewart	Taxes Issue Committee - Co-Chair
Alesia Booth	Telecommunications & Technology Issue Committee - Chair
Laurie Simon	Communications Council - Co-Chair
Elaine Starling	Communications Council - Co-Chair
Sherrie Aycock	Membership Council - Chair
Dorothy Davis	Membership Council - Deputy Chair
Roz Alford	At Large
Dawn Rivers Baker	At Large
Denise Farris	At Large
Catherine Giordano	At Large
Evelyn Graham	At Large
Leticia Hudson	At Large
Elise Mitchell	At Large
Amber Peebles	At Large
Ananda Roberts	At Large
Leeanna Román	At Large
Lynn Sutton	At Large

## WIPP Corporate Advisory Board

Karen Casey, Walmart; Chair, WIPP Corporate Advisory Board

Sherrie Aycock, AllPoints Research

Tara Olson, AllPoints Research

Julie Fajgenbaum, American Express OPEN

Antonella Pianalto, American Express OPEN

Andrea Brands, AT&T

Charlene Lake, AT&T

Carol Wilner, AT&T

Georgia Berner, Berner International

Robert Mandell, Bloomberg Government

Nicolina Stewart, Capital Management Advisors

Betsy Ricketts, Chevron

Mary Scheetz, Consulting Concepts & Innovations

Margie Jepson, Entergy

Heather Marley-Allen, Equifax

Cecelia McCloy, Integrated Science Solutions

Jennifer Bisceglie, Interos Solutions

G. LaVern Jackson, Joint Logistics Managers

Beatrice Key, Key & Associates

Maria Coyne, KeyBank

Marion Bonhomme-Knox, Knowledge Connections

Francine Manilow, Manilow Suites

Elise Mitchell, Mitchell Communications Group

Amy McLean, MyWireless.org

Ananda Roberts, nFocus Software

Sylvia Medina, North Wind

Monica Luechtefeld, Office Depot

Janet McUlsky, Pfizer

Lynne Marie Finn, Superior Staff Resources

Gloria Larkin, TargetGov

Beth Harrison, Walmart

Barbara Kasoff, Women Impacting Public Policy