Greetings!

The ladies of ORV at National Conference Reception

We're halfway though the year, so it's time to reflect on your learnings so far for 2019 and to position yourself for growth in 2020. Just as school starts for kids across the country, as business owners, you should identify ways that you and your leadership team can solve problems and transform the way you do things, which often requires looking at your business through a new lens.

Through this network, there are many options to consider. Several corporations have established their own business development programs as a new and innovative way to contribute to the success of diverse businesses. Do your research, talk to previous participants, and decide what's best for you and your business. Here are a few business development programs offered:

- Ohio River Valley Business Development Program
- Robert Half Accelerated Leadership Dev. Program
- Goldman Sachs 10,000 Small Businesses
- Tuck-WBENC Executive Program
- Tuck-WBENC Strategic Growth Program

How refreshing to see corporations and WBEs investing in business development to create jobs, spur economic growth and drive prosperity. Take advantage of these opportunities and see the impact that it can make on your business!

Sheila A. Mixon, Executive Director
Women's Business Enterprise Council Ohio River Valley
We geared up again in July for fourteen (14) certified women-owned businesses selected to participate in Class X (in partnership with Procter & Gamble) and Class XI (in partnership with L Brands) of the Ohio River Valley Business Development Program (ORVBDP). Participants include a WBE firm from outside of our Ohio, Kentucky, West Virginia region, several leadership team members of previous graduates, and a few mother and daughter teams positioning themselves for succession and the next generation of leadership. Congratulations to this dynamic group of WBEs!

- Alexandra Cole-Murphy, Hiring & Dev. Specialist, Anthony Cole Training Group (Cincinnati, OH)
- Ashley Frederick, Sales Manager, Unity Printing Company, Inc. (Latrobe, PA)
- Bridget Fricke, Operations Manager, Acadia (Dayton, OH)
- Carol Shea, Owner, Olivetree Insights (Cincinnati, OH)
- Cassie Egan, Customer Relations Director, Steinhauser, Inc. (Newport, KY)
- Jennifer Tipple, Director of Finance, Artina Promotional Products (Powell, OH)
- Jo Groh, President, August Groh & Sons, Inc. (Cincinnati, OH)
- Linda Cole, President & CEO, Anthony Cole Training Group (Cincinnati, OH)
- Lisa Crosley, President, EnviroControl Systems, Inc. (Dayton, OH)
- Maureen Schutter, Accountant, Fire Tech Productions, Inc. (Centerville, OH)
- Lisa Frederick, President, Unity Printing Company, Inc. (Latrobe, PA)
- Sandie Lange, President & CEO, Swath Design (Cincinnati, OH)
- Sarah Gabbard, President & CEO, Pressure Tech Inc. (Worthington, KY)
- Stacy Shew, Director of Business Development, Inclusity, LLC (Perrysburg, OH)

After all the hard work, diligent planning and insight to take their businesses to the next level, we look forward to celebrating Class X and XI at the ORVBDP graduation luncheon during the 11th Annual Regional Catch the Wave Conference in Sandusky, Ohio, on April 21-22, 2020.

**Strong WBE Presence at Fifth Third’s Supplier Diversity Summit**

Fifth Third Bank recently hosted its fifth annual Supplier Diversity Summit. Themed, "Success through Synergy," the summit focused on educating women and minorities on the best business practices and featured a pitch competition for innovative female businesses. The program featured national and local speakers, including Women's Business Enterprise National Council (WBENC) president, Pamela Prince-Eason and Women’s Business Enterprise Council Ohio River Valley (WBEC ORV) executive director, Sheila Mixon. Several other corporate members attended as well including Macy's, P&G, and Cintas.

During the pitch competition, open to female business owners whose companies focused on innovation, six (6) women competed for a monetary prize to go toward costs associated with attending the 2020 WBENC National Conference. The winner was Anne Weigand, director of Happiness for Aunt Flow.

Paying It Forward

Thanks to the generous ongoing support of corporate members, WBEs, and individuals, scholarships are awarded to certified WBEs to attend the Catch the Wave Conference, covering the expense of their registration and hotel stay. Partial scholarships are also available for WBENC sponsored business development training. If you’d like to make a donation to support the Sheila A. Mixon Women’s Entrepreneurship Start-up Fund, please contact Sheila directly at smixon@wbec-orv.org.

**Certification Corner**
Meet Our New Certification Manager

Diana Berry is the new Certification Manager for WBEC ORV. She is onboard to oversee the certification, re-certification and WOSB certification process for our Ohio, Kentucky, and West Virginia region, ensuring adherence to WBENC standards, procedures, and guidelines. As you see Diana at presentations, site visits, certification review meetings, and WBE Forum Luncheons, please welcome her to the WBEC ORV community.

Diana is an exception additional to the team as she brings more than two decades of experience in the administrative field, as well as versatile skills in finance, insurance, communications, design and website management.

Our team is here to support you and answer specific questions you may have:

- Sheila Mixon, Executive Director: corporate membership and engagement
- Adriene Bruce, VP of Operations & Engagement: operations and engagement
- Leslie Young, Event & Program Manager: events and programming and communications
- Valencia McNeil, Certification Coordinator: certification, re-certification, and WOSB certification

For WBEC ORV team contact info, click here to visit our WBEC ORV website.

Corporate Member Spotlight

Derrick Hamilton is the Manager of Supplier Diversity at NiSource. His primary focus is to build a sustainable supplier diversity program for NiSource, which consists of Columbia Gas companies in six states and NIPSCO, an electric utility, in Indiana. Prior to joining NiSource, Derrick served as Manager for the Office of Supplier Diversity at Battelle Memorial Institute.

Derrick is a WBEC ORV Steering Committee member, chairs the Corporate Engagement Committee, and has served on the Certification Committee. He is former chair of the Indiana Energy Association Supplier Diversity Committee. Derrick is also a former board member for the Dublin, Ohio, Chamber of Commerce, the Dublin Civic Foundation, and the National Veteran Owned Business Association. He previously served as chair of Dublin’s Economic Development Committee and is active in the Ohio Minority Supplier Development Council's Local Advisory Council. Derrick enjoys working with diverse companies and believes these companies are often more flexible, attentive, and able to quickly adapt to the changes of their industries and environment.

Since the inception of its supplier diversity program, NiSource has spent over $1 billion with diverse suppliers and is now focused on strengthening their Tier 2 program, shared accountability for supplier diversity throughout NiSource, and building a strategy that supports continued growth of their supplier diversity program. NiSource is a WBENC national corporate member and has been a member of WBEC ORV for three years as a sponsor of the regional Catch the Wave Conference and host and presenter for several WBE Forum Luncheons across the region. In 2017, NiSource received the Central Ohio Champions of Supplier Diversity Award from Champions of Diversity and in 2018 was the first recipient of WBEC ORV’s Done Deals Award, which recognizes the corporate member’s total WBENC spend and percentage of WBENC spend with WBEs in our Ohio, Kentucky, West Virginia region. To contact Derrick directly, email dhamilton@nisource.com

WBE Spotlight

Located in Toledo, Ohio, BAZ Group helps medium to large enterprises manage the technology they use to communicate with their customers, associates and suppliers. BAZ Group helps clients answer questions like "Am I paying too much for mobile phone service? How can IoT help my business grow? What services should I put into the cloud and how do I get them there? How do I make sure the network serving my locations can support all of the new applications my
Molly Zraik, Founder & CEO, started the BAZ Group in 1993 with a desire to leave the world a better place for having been here and a belief that with a little bit of common sense and a lot of hard work anything is possible. She loves saving her clients money and taking the pain of managing telecom providers away. She has served on the Board of the Society of Communications Technology Consultants for five years and is currently serving as the Executive Vice President in charge of operations. Molly and her team were instrumental in the launch of the WBE Forum Luncheons in Toledo, and as a result Molly was recognized as ORV Toledo WBE Advocate of the Year in 2017 and Joyce Osenbaugh, BAZ Group Client Liaison, was recognized as Toledo WBE Advocate of the Year in 2018.

The BAZ Group is very active in WBEC ORV and WBENC, leveraging this opportunity to network and connect attending Catch the Wave Conference, National Conference and Summit & Salute for the last 3-5 years. Molly is a graduate of the Ohio River Valley Business Development Program (ORVBDP), a recently appointed national forum representative for our region, Co-Chair for the 2020 Catch the Wave Executive Host Committee, and 2020 WBENC National Conference & Business Fair Conference Host Committee Co-Chair. Molly’s belief that with hard work anything is possible has manifested. Molly shared "we’ve experienced year over year growth since participating in the ORV Business Development Program, contracted with a major corporate through exposure at a pitch competition, and are in the process of signing a major deal with a Tier 1 we met at a Kellogg B2B event in 2018."

**WBE Forum Luncheons**

The WBE Forum Quarterly Luncheons are an opportunity to get engaged and build relationships with other WBEs and corporate members across the region. Contact the WBE Volunteer Chair(s) nearest you for more info.

**CLICK HERE** to download Quarterly WBE Forum Luncheon Schedule (all dates are subject to change).

**Dayton WBE Forum Luncheon Hosted by Bob Ross Auto Group**

**Cincinnati**

Cincinnati WBE Forum Luncheons are held quarterly on the 2nd Thursday (unless otherwise noted). The next Cincinnati Luncheon is Thursday, September 12th. Hosted and presented by KMK Law, the topic is "Key Considerations in Labor and Employment Law and Real World Impact". **CLICK HERE** for more info and to register.

**WBE Volunteer Chairs:**
Laureece Johnson, WBEC ORV Volunteer
Email: laureecej@yahoo.com
Tina Macon, President, AllMac & Associates
Phone: 513.289.5073
Email: Tina.macon@allmacassoc.com
Columbus
Columbus WBE Forum Luncheons are held quarterly on the 3rd Wednesday (unless otherwise noted). The next Columbus Luncheon is Wednesday, November 20th hosted by Honda. Stay tuned!

WBE Volunteer Chairs:
Elizabeth Jutte-Kill, President, Auld Technologies LLC
Phone: 614.755.2853
Email: ejutte@auldTech.com
Pamela Stanczewski, CEO, Central Point Partners
Phone: 614.795.1659
Email: pam.stanczewski@centralpointpartners.com

Cleveland
Cleveland WBE Forum Luncheons are quarterly on the 2nd Wednesday (unless otherwise noted). The next Cleveland Luncheon is Wednesday, September 11th. Hosted and presented by Procter & Gamble, the topic is "Sourcing Best Practices". CLICK HERE for more info and to register.

WBE Volunteer Chairs:
Janet Kendall White, CEO, Berkshire Group
Phone: 800.556.5549
Email: janet@berkshire-leadership.com
Gabrielle Christman, President, Hunter International Recruiting
Phone: 440.389.2684
Email: gchristman@hirecruiting.com

Dayton
Dayton WBE Forum Luncheons are held quarterly on the 4th Wednesday (unless otherwise noted). The next Dayton luncheon is Wednesday, October 23rd hosted and presented by CenterPoint Energy. Stay tuned!

WBE Volunteer Chairs:
Beth Radford, COO, Allied Shipping & Packaging Supplies
Phone: 937.222.7422
Email: bradford@asapi.com
Judy Brinegar, President & CEO, B63Line
Phone: 937.490.4002
Email: jbrinegar@b63line.com

Lexington
Lexington WBE Forum Luncheons are held quarterly on the 4th Thursday (unless otherwise noted). The next Lexington luncheon is Thursday, November 21st. Stay tuned!

WBE Volunteer Chairs:
Nancy Wiser, President, Wiser Strategies
Phone: 859.887.0866
Email: nancy@wiserstrategies.com
Megan Lincavage, Associate, Sutherland & Associates
Phone: 859.229.4020
Email: megan@sutherlandww.com

Louisville
Louisville WBE Forum Luncheons are held quarterly on the 4th Tuesday (unless otherwise noted). The next Louisville Luncheon will be Tuesday, October 22nd hosted by Fifth Third Bank. More info to come!

WBE Volunteer Chairs:
Wendy Ottman, President, Amstar Inc.
Phone: 502.561.7860
Email: wendy.ottman@amstarinc.com
Maria Mackey, President, Mackey Printing Services
Phone: 502.292.0000
Email: maria@mackeyprinting.com

Toledo
Toledo WBE Forum Luncheons are held quarterly on the 2nd Tuesday (unless otherwise noted). The next Toledo Luncheon will be Tuesday, October 8th presented by Berkshire Group. More info to come!

WBE Volunteer Chair:
Joyce Osenbaugh, Client Liaison, BAZ Group
Phone: 419.720.0616
Email: josenbaugh@thebazgroup.com
West Virginia
West Virginia WBE Forum Luncheons will relaunch this Fall. Stay tuned for more info!

WBE Volunteer Chairs:
Marcia Walker Daniels, VP Operations, Walker Transfer Powell LLC
Phone: 304.453.3321
Email: mdaniels@walkertransferpowell.com
Lydotta Taylor, President & CEO, L-evation, LLC
Phone: 304.288.6806
Email: Lydotta@levation.com

Awards & Recognition
Since 2014, the Columbus Smart 50 Awards recognize the top executives of the 50 smartest companies in the Central Ohio region for their ability to effectively build and lead successful organizations. All 50 winners were honored at a special celebration on July 18th. Congrats to our certified WBEs who made the list and are leading successful "smart" companies.

Matina Zenios
Artina Promotional Products

Lori Kaiser
Kaiser Consulting

Catherine Lang-Cline
Portfolio Creative

Lori Miller
Exhibitpro

WBENC partners with Robert Half International to offer the Robert Half Accelerated Leadership Development Program. The Accelerated Leadership Development program is a cohort-style leadership program designed to examine three key leadership areas: Leading with Character, Collaborative Leadership, and Making a Strategic Contribution. Congratulations to Sandie Lange and Patti Massey as recent graduates of this Program.

Sandie Lange
Swath Design

Patti Massey
MYCA:Group

The Women President's Organization, in partnership with Capital One Financial Corp, has accounted its 12th annual ranking of the 50 Fastest Growing Women-Owned/Led Companies. What a major accomplishment for TKT & Associates Inc. (#2) and SpaceBound Inc. (#50).
Life’s Eyes Media won two platinum, three gold and three honorable mention awards for video productions at the Hermes Creative Awards administered by the Association of Marketing and Communication Professionals. Hermes Creative Awards is an international competition for creative professionals and recognizes outstanding work. Judges are industry professionals who look for talent that exceeds a high standard of excellence and whose work serves as a benchmark for the industry. Click here to read more.

Hunter International was named one of Ohio’s Best Workplaces for 2019 by the Ohio Business Magazine. Headquartered in Avon, OH, Hunter International offers STEM focused solutions to Fortune 1,000 companies worldwide. Click here to read more.

Congratulations to Judy Sheppard, President & CEO, Professional Services of America Inc., for being inducted into the West Virginia Business Hall of Fame 2019. The Business Hall of Fame was launched in 2001 by West Virginia University’s John Chambers College of Business and Economics to recognize business leaders who have strong ties to West Virginia and have made a significant impact across the business landscape of their local communities, the state, the nation and around the world. Judy Sheppard was also the WBEC ORV 2013 Trailblazer Honoree. Click here to read more.

Tempagenix took home the Top Innovation Award at the 2019 Kroger Supplier Inclusion Innovation Summit for the company’s Temp-N-Toss Forehead Thermometer. Of the approximately 100 women- and minority-owned companies showcasing products and services at the summit, Temp-N-Toss was chosen by Kroger executives, category managers and key business stakeholders as the top product at the show. Click here to read more.

Byna Elliott, senior vice president and chief community and economic development officer, and Stephanie Smith, chief diversity and inclusion officer, Fifth Third Bank, have been named to Savoy Magazine’s 2019 list of the Most Influential Women in Corporate America. Byna oversees the company’s...
We Would Love to Hear From You
We encourage our corporate and WBE members to submit relevant info to be included in our newsletter. We’d love to hear about your awards & recognition; contract and bid opportunities; articles and press releases; and events and activities. To submit info, please email to lyoung@wbec-orv.org

WBENC Update

National Conference & Business Fair Gets Better & Better
With over 160 corporate and WBE members from WBEC ORV, we were in full force as we convened in Baltimore for this year’s WBENC National Conference & Business Fair (NCBF). The largest conference in the U.S. for women business owners with 4,600 plus attendees was a major feat but nothing our WBEC ORV members couldn’t handle.

WBENC’s National Conference & Business Fair by the Numbers!
- 275 WBEs from across the country attended the WBE Forum Meeting
- 80 WBEs participated in the WBENCPitch Competition
- 328 Business Fair Exhibitors
- 1,328 1:1 Matchmaker Meetings between WBEs & Corporations

The Buddy System
Since NCBF is the largest conference for WBEs, WBEC ORV coordinated our conference buddy system, pairing up first-time attendees from our region and those more experienced attendees for guidance and support regarding the conference. The support is tailored to the needs of each first-timer and ranged from walking the tradeshow floor together, making introductions, providing matchmaker advice, or sharing what’s going on when and where to be. A special thank you to our guides who helped our first-timers make the most of their experience:
- Cheryl Borland, Griesing Law, LLC
- Joyce Osenbaugh & Molly Zraik, BAZ Group
- Kelly Kolar, Kolar Design
- Lynn Child, CentraComm
- Melissa Baker, Procter & Gamble

WBE2WBE Connection Reception
Sponsored by Honda and hosted by WBEC ORV, WBEC West, and WBEA, a reception was held at the start of NCBF to celebrate our regions’ WBE Stars and make connections with other WBEs from across the region. Although the reception is to connect certified WBEs from across the country, in typical fashion, our corporate members were there to network and show their support as well.
Certified WBEs from across the country had the opportunity to pitch their business during the WBENC Pitch, presented by PepsiCo during the NCBF. Six (6) WBEs from our region were selected to participate in the tournament-style elevator pitch competition. The winning pitch grand prize was $15,000 and strategic mentoring provided by WBENC in partnership with PepsiCo. Congratulations to our region's WBEs who showed the country what WBEC ORV has to offer!

- Linda Cole, Anthony Cole Training Group
- Claire Coder, Aunt Flow
- Molly Zraik, BAZ Group
- Janet Kendall White, Berkshire Group
- Patti Massey, MYCA Multi Media & Training Solutions
- Star Robbins, Star Robbins & Company

To check out the photo recap from the National Conference & Business Fair, [CLICK HERE](#).

### 2020 National Conference & Business Fair
Set your marketing budgets now! The 2020 National Conference & Business Fair will be held June 23-25 in Atlanta, GA. With WBEC ORV co-hosting along with Greater Women's Business Council (GWBC), our region's WBEs are showing up in a major way! Announcing next year's WBE Sponsor, Tara Abraham; Conference Host Committee Co-Chair, Molly Zraik and our region's host committee members! The support and consistent engagement of all of these ladies is very much appreciated!
Events & Workshops
Build your network and your knowledge to grow and sustain your business! For more information or to register, please use the links below.
September 5: NAWBO Columbus, Sept. Meeting: Policy, Advocacy, & Business Growth, Columbus, OH

September 5: KY PTAC, How to do Business with Fayette County Public Schools Webinar

September 11: Women Impacting Public Policy (WIPP), Policy Update Webinar

September 12: WELD Charleston, Assessing & deploying Your Value, South Charleston, WV

September 12: WIBN, Marketing Your Business through Social Media, Dayton, OH

September 12: Columbus Business First, Maximizing Your Lead Generation, Columbus, OH

September 12: NAWBO Kentucky, 3rd Annual Business in the Bluegrass Symposium, Louisville, KY

September 13: Cincinnati Business Courier, Workforce Development, Cincinnati, OH

September 13: Bluegrass SBDC, Smart Start! Get Funded Webinar, Lexington, KY

September 13: NAWBO Cleveland, Design Your Business to Run Itself, Broadview Heights, OH

September 18: WELD Columbus, Building Extraordinary Teams, Columbus, OH

September 19: SBA, Celebrating Entrepreneurial Excellence During Hispanic Heritage Month, Cinti.

September 19: Women Impacting Public Policy (WIPP), Perfecting Your LinkedIn Profile Webinar

September 19: Smart Business, Family Business & Business Longevity Conference, Cleveland, OH

September 19: Cincinnati Business Courier, Forty Under 40 & Second Act, Cincinnati, OH

September 24: U.S. Dept of Transportation, Lender's Fair, Louisville, KY

September 25: Smart Business, Dealmaker's Conference, Columbus, OH

September 25: Govology, Advanced Teaming Strategies to Accelerate Small Business Government Revenue Webinar

October 1-2: City of Columbus, ConnectUs Small Business Conference & Expo, Columbus, OH

October 3: Smart Business, Business Growth Awards Program, Akron, OH

October 3: NAWBO Columbus, Oct. Meeting: Leadership Blind Spots, Columbus, OH

October 8: West Virginia University, Small, Diverse, & Local Business Vendor Fair.

October 8: KCTCS in partnership with NAWBO, Supplier Diversity Fair, Versailles, KY


October 22: NAWBO Cleveland, Your Future is Created by What You Do Today, Cleveland, OH

October 23: WELD Charleston, When Organizations are Tested: Leading through Crisis, Charleston, WV

November 1: Fifth Third Bank, Diversity Leadership Symposium, Cincinnati, OH

November 6: TOYOTA, 30th Annual Opportunity Exchange, Novi, MI

November 13-15: Kentucky Public Procurement Association, Forum & Product Expo, Louisville, KY

SAVE THE DATE

March 16-18, 2020: WBENC Summit & Salute, Nashville, TN

April 21-22, 2020: WBEC ORV Regional Catch the Wave Conference, Sandusky, OH

June 23-25, 2020: WBENC National Conference & Business Fair, Atlanta, GA
WBEC ORV Forum Committee Reps
The Women’s Enterprise Forum (The Forum) serves in an advisory capacity to the WBENC Board of Directors. The Forum gives input and feedback on WBENC programs and other matters at the direction of the Board. Participation in The Forum offers opportunities for WBENC-certified WBEs to represent the voice of all women's business enterprises and engage in networking and development activities with other WBEs, member corporations, and government entities.


WBEC ORV Forum Reps are here to represent you! Feel free to contact them for input, suggestions, feedback, regarding WBENC, WBEC ORV, and other matters relevant to the WBE community. All WBEC ORV Forum Representatives are listed below:

- Patti Massey, MYCA, pmassey@mycagroup.com
- Tara Abraham, Accel, Inc., tabraham@accel-inc.com
- Judith Anderson, Identity Systems, Inc., janderson@identitysystemsinc.com
- Gabrielle Christman, Hunter International, gchristman@hirecruiting.com
- Shellee Fisher, Shellee Fisher Photography, sf@shelleefisher.com
- Ellie Halter, Schnipke Engraving Co., Inc., ehalter@schnipkeengraving.com
- Shelly Heller, Allied Shipping & Packaging Supplies, sheller@asapi.com
- Kelly Kolar, Kolar Design, k.kolar@kolardesign.net
- Kathi Richards, Epiphany Consulting, kathi@epiphanywv.com
- Nancy Wiser, Wiser Strategies, nancy@wiserstrategies.com
- Molly Zraik, BAZ Group, mzraik@thebazgroup.com
About WBEC ORV

The Women's Business Enterprise Council Ohio River Valley (WBEC ORV) is an organization for women business owners interested in promoting, developing and maintaining business relationships with other women business owners, major corporations, and government agencies.

WBEC ORV is a regional partner organization of the Women's Business Enterprise National Council (WBENC), and provides certification to women-owned businesses in the states of Ohio, Kentucky, and West Virginia.

WBEC ORV operates under the Urban League of Greater Cincinnati's Business Development and Entrepreneurship through a collaborative effort with WBENC. Call or Click the link below for more information:
Phone: 513.487.6537
Website: www.wbecorv.org

On Facebook
Women's Business Enterprise Council Ohio River Valley
On Twitter
WBECORV