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Message from the President

The new spirit of the National Minority Supplier Development Council (NMSDC) became a working reality in 2014. A dynamic, versatile new operational structure took shape, to better focus our ability to meet the existing and emerging needs of our corporate members and of Asian, Black, Hispanic and Native American owned businesses — and to establish our position as the global leader in minority supplier development.

Within the NMSDC’s network, regional affiliates have been restructured from 36 to 24 affiliate organizations — a change that improves our ability to allocate resources more equitably across the network and therefore to serve national members regardless of their location.

At the same time, a new initiative, Z.O.N.E. (Zeroing-in On Network Excellence), has been deployed to support the measurement of performance using best practice standards for non-profit management. The development of precise performance metrics for our regional affiliates and a scorecard to assess their success achieves a goal of the strategic plan to monitor and measure the effectiveness of our service delivery engine quantitatively, as well as, qualitatively.

In 2014, NMSDC commissioned its first study of the economic impact of contract activity between our members and NMSDC-certified Minority Business Enterprises (MBEs). The Economic Impact Report, by Dr. Scott Vowels, explores the effects of MBEs on our national economy. The numbers speak for themselves: the economic output of NMSDC MBEs exceeds $400 billion and MBEs created more than 2.2 million jobs, either directly or indirectly. These jobs resulted in $49 billion in tax revenues for local, state and federal governments. Knowing the impact of our MBEs work demonstrates the vital role they play in growing and sustaining our economy. It also underscores how important it is for NMSDC members to increase the opportunities for MBEs. Not only do MBEs deliver value to our members, they are also building local economies and contributing to the prosperity of our country. I offer heartfelt thanks to our members who make business opportunities available and to our MBEs who ensure that those contract opportunities add value to the larger community.

NMSDC amended its bylaws to reflect best practices in non-profit governance and to increase the exposure of supplier diversity to senior leadership of corporate America. The newly elected Board of Directors is smaller in number, but very well positioned to influence the conversation about supplier diversity, and most especially, the importance of including the rapidly growing MBE community in corporate business opportunities. By having key leaders within our member companies actively engaged at the board level, we can be more strategic and focused in identifying and developing solutions for all of our members. We are now more aligned and better able to address how we leverage the incredible talent and strength of our MBEs. I would like to thank our Board of Directors for their willingness to serve.

The changes that we have implemented over the last few years have been designed to reflect the needs of members and certified MBEs. They have been designed to allow us to collectively focus on our four pillars:

- **Certify**
- **Develop**
- **Connect**
- **Advocate**

Our work in 2014 is a source of immense pride. It reaffirms our commitment to minority supplier development and it sets us firmly on the path to an even stronger future. Thank you all and we look forward to working with you next year.

Sincerely,
Joan Wright-Lacy
Our Mission

The National Minority Supplier Development Council (NMSDC) is in its fourth decade as the nation’s most dynamic force in developing successful relationships between America’s top corporations and supply-chain partners from the Asian, Black, Hispanic and Native American communities.

Chartered in 1972, NMSDC has established a network of corporate members, now numbering 1,750. Among them are America’s top companies – publicly, privately and internationally owned – as well as universities, hospitals and other institutions with supply-chain needs.

NMSDC connects these corporate members with qualified minority-owned suppliers of all sizes – Minority Business Enterprises (MBEs) – that meet a high standard of excellence. NMSDC ensures that standard in four essential steps:

- **Certify**
  - Examine and investigate each MBE, verifying its viability, its practices and its capacity for growth.

- **Develop**
  - Assist and enable MBEs in expanding their visions and their capabilities to meet the needs of corporate members.

- **Advocate**
  - Introduce and facilitate a mutually beneficial business relationship between MBEs and corporate members.

- **Connect**
  - Promote and strengthen a universal understanding of the value of minority supplier development.

From its headquarters in New York, NMSDC coordinates its work nationally through 24 regional councils, each of which certifies, develops, connects and advocates for the relationship between MBEs and corporate members in its region.

**Passion** inspires the mission of NMSDC.

**Perspective** builds a firm foundation, in fact and perception, for NMSDC’s goals.

**Progress** drives those enduring goals, in an evolving and ever-expanding business universe.
NMSDC BY THE NUMBERS

NMSDC certified MBEs Generate Annually

$400 BILLION

ECONOMIC IMPACT REPORT
The Effects of NMSDC-certified Minority Business Enterprises on the U.S. Economy

NMSDC retained The Institute for Thought Diversity (ITD) to conduct a study to assess the economic impact that the NMSDC MBE community has on the United States economy (and Puerto Rico).

This impact includes the increased business activity created by the 11,978 NMSDC certified Minority Business Enterprises (MBEs), the jobs that are maintained/created as a result of this activity throughout the various sectors of the US economy, and the incremental business taxes that are generated.

The results of the study illustrate that today, NMSDC MBEs have a total economic impact of over $400 billion dollars in output that results in the creation of and/or preservation of more than 2.2 million jobs held by persons who find themselves either directly or indirectly employed by NMSDC-certified MBEs.

2.25 MILLION
people actively employed both directly and indirectly by NMSDC certified MBE firms
The activities of the Minority business community generates significant economic benefits for not only the local communities in which they exist, but also the nation as a whole.

–Economic Impact Report

NMSDC MBE Community

EMPLOYMENT IMPACT

11,978
NMSDC certified MBEs disbursed over $53 BILLION in salary, wages and benefits

3.1 MILLION
Multi-cultural women-owned firms employ an estimated 1.6 million workers in addition to an estimated $268 BILLION in revenue

$379 MILLION
Daily labor income

“...The activities of the Minority business community generates significant economic benefits for not only the local communities in which they exist, but also the nation as a whole.”
–Economic Impact Report
Making Connections

NMSDC connects 1,750 corporations (including 472 national corporate members and 1,278 local corporate members) with nearly 12,000 nationally-certified Asian, Black, Hispanic and Native American-owned businesses.

1,750 CORPORATE MEMBERS
Including 472 national corporate members and 1,278 local corporate members.

11,978 NATIONALLY CERTIFIED MBES
Asian, Black, Hispanic and Native American-owned businesses.

70% GROWTH RATE
Increase expected by 3.3 Million Minority Business Owners from 2000 to 2045.

$400 BILLION ANNUALLY
2.25 Million people actively employed both directly and indirectly by NMSDC-certified MBE firms.
MBE Ethnicity

Thirty-seven percent of certified MBEs are Black American; the next largest group represented is Hispanic, at 31%. A total of 14% and 13%, respectively, of certified MBEs are Asian Indian and Asian Pacific.

Of the four primary ethnic groups represented, 5% of the total number of certified MBEs is Native American.

According to the 2012 U.S. Census Bureau, minorities represent 35% of the total U.S. population and are expected to become the majority by 2043.

---

MBE Gender

Currently, the number of NMSDC-certified MBEs is 11,978. Of that total, 73% are male and 27% are female.
“Minority-owned firms are an engine of job creation, demonstrating the highest level of new job growth and company formation compared to non minority-owned firms.”

(U.S. Census Bureau, 2007 Survey of Business Owners).

Of the 11,978 NMSDC-certified MBEs, 93% represent the:

**Top 10 Industry Groups**

- **33%** Professional, Scientific and Technical Services
- **11%** Administrative and Support Waste Management and Remediation Services
- **13%** Construction
- **11%** Wholesale Trade
- **13%** Manufacturing
- **4%** Transportation and Warehousing
- **2%** Retail Trade
- **2%** Finance and Insurance
- **3%** Information
- **2%** Real Estate, Rental and Leasing

NMSDC by the Numbers
### NMSDC by the Numbers

#### Annual Sales of Certified MBEs

<table>
<thead>
<tr>
<th>Class</th>
<th>Annual Sales</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Class I</td>
<td>Annual sales less than $1 Million</td>
<td>4,957</td>
</tr>
<tr>
<td>Class II</td>
<td>Annual sales between $1-$10 Million</td>
<td>4,708</td>
</tr>
<tr>
<td>Class III</td>
<td>Annual sales between $10-$50 Million</td>
<td>1,693</td>
</tr>
<tr>
<td>Class IV</td>
<td>Annual sales greater than $50 Million</td>
<td>495</td>
</tr>
<tr>
<td>Over $1 Billion</td>
<td></td>
<td>20</td>
</tr>
</tbody>
</table>
The Emerging Minority Marketplace:

**MINORITY GROWTH & PURCHASING POWER**

**GROWTH RATE**
From 2000 to 2045, **3.3 MILLION** Minority Business Owners are expected to experience a growth rate increase of:
- **17%** annually
- **34%** annually in sales
- **70%** of total increase in purchasing power

**ECONOMIC OUTPUT**
In 2014 Minority-owned business generated **$1 TRILLION** in economic output to the U.S. economy, creating nearly **6 MILLION** American Jobs.

**MINORITY PURCHASING POWER**
From 2000 to 2045, Minority purchasing power may surpass **$2 TRILLION** in 2015, **$3 TRILLION** by 2030 and **$4 TRILLION** by 2045 (An increase of **$3 TRILLION** during the 45 year period).
During 2014, the program committee focused on several areas to examine targeted programs for improvement and to develop initiatives for filling the development gap for MBEs. The program committee was comprised of MBEs, corporate members, and Council Presidents, and looked at ways to improve existing programs – Centers of Excellence and the National Program Managers’ Seminar – and, on recommendations for new programs – Financial Services and National MBE Industry Groups.
Centers of Excellence

A program of the NMSDC, Centers of Excellence, enhances corporate minority supplier development through knowledge sharing and excellence in implementing NMSDC best practices.

NY/NJ MSDC launched its third cycle, a revenue sharing module, in 2012 with Adecco, Inc. (co-module leader); Citigroup Inc.; Colgate-Palmolive Company; Ernst & Young LLP; The Interpublic Group of Companies, Inc.; Johnson Controls, Inc.; Novartis Pharmaceuticals USA; and Pfizer Inc. (co-module leader), as participants. The team met 11 times and conducted 14 capacity building activities.

Best practices assessment rating for corporations improved 3.2% from 3.42 out of 5 to 3.53 and the MBE Operations assessment rating improved 2.9%, 3.4 out of 5 to 3.5. Additional business was also generated: corporate to MBE payments were $2,700,000; opportunities to bid were over $143,300,000; and MBE-to-MBE contracts were $2,200,000.

The Ohio MSDC launched its third cycle, a revenue sharing module, in 2014. Cardinal Health, Inc. (co-module leader); Honda; The Kroger Company; Macy’s, Inc. (co-module leader); The Procter & Gamble Company; Nationwide Insurance; The Standard Register Company; and, Toyota Motor Engineering and Manufacturing North America, Inc., are the participants.

Program Managers’ Seminars

“Minority Supplier Development: New Strategies for an Evolving Marketplace” was the theme of the 2014 NMSDC National Minority Business Program Managers’ Seminar, held July 8-10, 2014, in Chicago, where over 200 corporate members attended. NMSDC’s 2013 MSD Leader of the Year, Reginald Layton from Johnson Controls, led a well-received session entitled “Lessons Learned: Boosting Your Status and Influence to Advance Minority Supplier Development.” Rapid-fire breakout sessions used mobile devices to poll attendees in assessing how best practices are implemented in their business.

For this year’s NMSDC Regional Seminar – designed to provide sourcing and supplier diversity professionals access to the most current and effective concepts in supplier diversity process management - the theme was “Minority Supplier Development: Delivering ROI.” Facilitated by Ralph Moore of RGMA, the seminars were held April 2-3, 2014, in Atlanta (hosted by United Parcel Service) and June 18-19 in San Francisco (hosted by Chevron Corporation and Pacific Gas and Electric Company).
Supplier Diversity Online Course

In partnership with Rutgers University, NMSDC developed and instituted a Supplier Diversity Online Course, covering best practices for planning, implementing and assessing a company’s minority supplier development process. The seven-week-long program – which ran Sept. 15-Oct. 31, 2014 – welcomed a first cohort of 25 students, including NMSDC Corporate Members and Affiliate Council officers. A self-paced, three-tier program, the Supplier Diversity Online Course advances the competency of supplier diversity professionals at all levels. Threaded discussions and chat rooms lead participants to new insights and enhanced skills in supplier diversity. Participants earn a Certificate of Completion from NMSDC/Rutgers University, as well as 18 Continuing Education Units (CEUs) (6 for each level) from the Institute of Supply Management.

Advanced Management Education Program (AMEP)

The Advanced Management Education Program (AMEP) – held June 1-5, 2014, at Northwestern University’s Kellogg School of Management – continued to recognize our best and brightest Asian, Black, Hispanic, and Native American business owners, as it opened doors for their growth and business development. Thirty-one participants from 15 Affiliate Councils attended the program, along with 22 sponsors.
Minority Business Executive Program (MBEP) at University of Washington

The Minority Business Executive Program (MBEP), was held June 15-20, 2014, hosted by and in partnership with the University of Washington’s Foster School of Business. This one-week intensive program, for NMSDC-certified MBEs with sales of at least $300,000, assists minority business leaders in facing current and future business challenges, through access to financial tools, the effective use of marketing and strategic plans, and the development of leadership skills.

Financial Services Resources

As part of NMSDC’s Financial Services initiative, PricewaterhouseCoopers compiled a Financial Services Resources list designed to help MBEs gain access to capital, in order to grow and expand their business. A Quick Reference Guide, with the capability of being web-based for 24/7 access, the document details – among a wide variety of topics – various financing methods with definitions; what borrowers need to know to secure financing; and traditional and non-traditional methods of growth. This information is interconnected to other initiatives such as a M&A Summit Task Force and private equity and investment banking resource lists.

M&A Summit: Creating Billion-Dollar MBEs

Together with Bank of America Merrill Lynch (BAML) and the National Association of Investment Companies, NMSDC co-sponsored the M&A Summit: Creating Billion-Dollar MBEs on May 20, 2014, hosted by BAML in New York City. MBEs, corporate, and private-equity participants explored how MBEs should approach the acquisition of other companies as well as strategic assets to grow their business to the next level. Panels include “The Anatomy of a Deal” and “Roadmap for Closing a Large-Scale Deal: Lessons Learned”.

2014 Highlights
National MBE Industry Groups

The MBE Development Sub-Team chose a new initiative to provide a platform that allows MBEs to develop and connect nationally by industry to create greater economic opportunities for MBEs and corporate members. The value proposition for each constituent group is:

- **For MBEs** –
  - Business is often a solitary endeavor, and Industry Groups (IG) provide the environment to share experience, challenges, advice, and best practices
  - Potential as industry-specific marketplaces as opportunities for strategic alliances
  - Emphasizes that MBE’s certification is national

- **For Corporate Members**
  - More efficient way to identify and access MBEs
  - Direct networking via industry

- **For NMSDC**
  - Create touch points with MBEs especially through programming
  - Extension of NMSDC brand

- **For Affiliate Councils**
  - Selling point for certification
  - Each Region doesn’t have to create IGs; can tap national resource

The proposal was to start with three pilots as a barometer of success and traction. The suggested pilots are Advertising and Marketing, Construction, and HR/Staffing. At its September 2014 meeting, the Executive Committee suggested that IT might be a category to also consider as a pilot. The Sub-Team will continue to test and develop the proposal for launch in 2015.
Field Operations in 2014

As we began 2014, NMSDC’s Strategic Plan brought forth the finalization of the Network restructuring process that reshaped our affiliate councils from 36 regional minority supplier development councils (RMSDCs) to 24. The completion of the restructuring was central to our goal of creating a more efficient, effective network to support and engage our 1,750 corporate members and nearly 12,000 certified minority business enterprises (MBEs).

With the Network restructuring complete, we began working to link the National Office and the RMSDCs, using key performance indicators (KPIs) that were developed by the RMSDC Presidents, corporate members and national office staff. This new performance-based approach would provide more effective measurement of success in certifying MBEs; developing MBE scale and capacity, along with corporate member utilization capabilities; connecting MBEs and corporate members within the Network, and; advocating on our respective constituents’ behalf. Field Operations also introduced a self-monitoring tool for compliance called Z.O.N.E., or Zeroing-in On Network Excellence. Z.O.N.E. allows the National Office to recognize Affiliates for various quarterly incentives and National awards as well as provide support and guidance when needed. The Affiliate’s performance in Z.O.N.E. affords the National office an opportunity to learn about the overall health of the Network and the individual condition of a specific Affiliate.

Field Operations provided orientation, training and leadership development for RMSDC Presidents, board chairpersons and MBE Input Committee chairpersons, emphasizing enterprise-wide standards, and conducted two annual certification workshops for new and seasoned RMSDC certification specialists and affiliate staff, to ensure that consistent policy application existed throughout the network. A newly revised Affiliates’ Handbook and Board Member Manual were developed for distribution in second quarter 2015.
Top Performers

Our nearly 12,000-plus certified minority business enterprises (MBEs) are the lifeblood of the corporate supply chain—providing the most innovative, cost-effective products, services and solutions to corporations across a broad spectrum of industries.

More than 80 of our certified suppliers have distinguished themselves for their proven ability to execute national contracts, earning our Corporate Plus® designation.

Meet three outstanding Corporate Plus® members.
Guy Brown Management, LLC.
Guy Brown provides a wide range of office products, furniture collections, promotional merchandise, print solutions and facility resources designed to increase efficiency and profitability.

With a nationwide distribution network and competitive prices, Guy Brown exceeds expectations and offers unparalleled customer service to some of the top Fortune 500 companies and GPOs in the country. As more emphasis is placed on cost effectiveness, sustainability and diversity, Guy Brown equips companies with the products necessary to thrive in a changing economy and evolving workplace.

Maria Teresa Vazquez is the President & CEO of Guy Brown Management. The company is headquartered in Tennessee and has 90 employees. Their affiliation is with the Tristate Minority Supplier Development Council and Kaiser Permanente is their Corporate Plus® Sponsor.

Zones, Inc.
Zones is a single-source direct reseller of IT products and services. Zones’ mission is to be a single source for their clients to gain the knowledge, expertise and IT infrastructure to achieve their goals.

Zones simplifies information technology by providing end-to-end capabilities and acting as a singular point of contact for hardware solutions and software licensing. Zones expertise carries over to lifecycle management services such as technology assessments, data center engineering, virtualization and cloud computing planning, and software asset management. Firoz Lalji is the President & CEO of Zones, Inc.

The company is headquartered in Washington and has 565 employees. Their affiliation is with the Northwest Minority Supplier Development Council and Starbucks is their Corporate Plus® Sponsor.

Ongweoweh Corp.
Ongweoweh is a Native American-owned, pallet management company providing pallet & packaging procurement, recycling services and supply chain optimization programs. Ongweoweh provides custom reporting along with data and trend analysis for a very diverse customer base of Fortune 500 companies.

Ongweoweh has a 35 year foundation with innovative expertise to meet their customer's changing needs. They provide their customers services in the areas of Procurement, Unit Load Optimization, Asset Recovery, Recycling, Transportation/Logistics, and Custom Reporting.

Justin Bennett is the President of Ongweoweh Corp. The company is headquartered in New York, and has 50 employees.

Their affiliation is with the New York & New Jersey Minority Supplier Development Council, and Cargill is their Corporate Plus® Sponsor.
Corporate Plus® Members

Act • I Group
AEL Span, LLC
ASI Corp.
Acro Service Corporation
Aldelano Packaging Corporation
All American Meats, Inc.
Alliance of Professionals & Consultants, Inc.
American Product Distributors, Inc.
Aquent, LLC
Artech Information Systems, LLC
Aspen Group, Inc.
Atlanta Peach Movers, Inc.
B & S Electric Supply Co., Inc.
Baldwin Richardson Foods Co.
The Bartech Group
Blackstone Consulting, Inc.
Blaylock Robert Van, LLC
CB Tech
CSA Central, Inc. & CSA Architects
& Engineers
ChemicoMays, LLC
Collabera, Inc.
Colonial Press International, Inc.
Devon Facility Management LLC
Eagle Promotions
Electro-Wire, Inc.
EWIE Co., Inc.
Faison Office Products, Inc.
Freight Solution Providers
Gali Service Industries, Inc.
Garcia Construction Group, Inc.
Gonzalez Saggio & Harlan LLP
Goodman Networks, Inc.
Ernie Green Industries, Inc.
Group O, Inc.
Harris & Ford, LLC
Heritage Vision Plans, Inc.
Hightowers Petroleum Company
Image Projections West, Inc.
Infinite Computer Solutions, Inc.
Integrated Systems Analysts, Inc.
JS Products, Inc.
Kem Krest Corporation
LaCosta Facility Support & Services, Inc.
Liberty Power Corp.
López Negrete Communications, Inc.
MPS Group, Inc.
MWV Logistics, LLC
MarkMaster, Inc.
MasTec, Inc.
The Matlet Group, LLC
Mays Chemical Company, Inc.
D. W. Morgan Company, Inc.
NuTek Steel, LLC
PS Energy Group, Inc.
Pacific Rim Capital, Inc.
Perfect Output
Prystup Packaging Products
Quality Packaging Specialists International, LLC
Radio One, Inc.
The RCF Group
Rose International, Inc.
Rush Trucking Corporation
SBM Site Services, LLC
SDI International Corp.
SET Enterprises, Inc.

SHI International Corp, Inc.
Sayers40, Inc.
South Coast Paper, LLC
Summit Container Corporation
Superior Maintenance Co.
Synova, Inc.
Taylor Bros. Construction Co., Inc.
Technology Integration Group (TIG)
Telamon Corporation
Telcoby.com
THOR Construction, Inc.
Total Technical Services, Inc.
Trillion Communications Corporation
Tronex International, Inc.
Urban Lending Solutions
VisionIT
Vocalink Language Services
The Williams Capital Group, L. P.
World Pac Paper, LLC
World Wide Technology, Inc.
Zones, Inc.
2014 in Pictures

NMSDC LEADERSHIP AWARDS

From left to right: Fernando Hernandez, Microsoft; Carolyn Mosby, Mid-States Minority Supplier Development Council; Rod Rickman, Rickman Enterprises; Joan Kerr, Pacific Gas and Electric; Joset Wright-Lacy, NMSDC President; Rick Hughes, Procter & Gamble; Diane Lin, Starbucks; Bill Mays, Mays Chemical; Daniel Sung Park, Eclaro International

ADVANCED MANAGEMENT EDUCATION PROGRAM (AMEP)

Joset Wright-Lacy, NMSDC President, with Jim H. Lowry, AMEP Academic Director and Salma Shah, AMEP program graduate

NMSDC CONFERENCE + BUSINESS OPPORTUNITY FAIR

Earth Wind and Fire performing at the Annual Conference Welcome Reception
Earvin "Magic" Johnson Jr. speaking at the Annual Conference Monday Luncheon

CPO SUMMIT

Jeffrey Wakai of PricewaterhouseCoopers shares his insights at the CPO Summit as panelist Farryn Melton of Bristol-Myers Squibb looks on.

M&A SUMMIT

From left to right: Ralph Moore, RGMA; T. Champeau; Beverly Jennings, Johnson & Johnson; Reginald Layton, Johnson Controls
Special Recognition

The National Minority Supplier Development Council acknowledges with appreciation the following generous support:

Scholarships for Advanced Management Education Program (AMEP)

American Express Company
AT&T Inc.
Baxter International Inc.
Caesars Entertainment
Central & Northern Florida Minority Supplier Development Council
Chevron Services Company
Cisco
Dallas/Fort Worth Minority Supplier Development Council
Dell Inc.
DW Morgan
Hilton Worldwide
Honda North America
Johnson & Johnson
MasTec
Merck
Pfizer
Procter & Gamble
Sprint
Toyota Motor Engineering & Manufacturing North America
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WellPoint, Inc.
Wells Fargo & Company
Wyndham Worldwide Corporation
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Ford Motor Company
GlaxoSmithKline
Honda North America
Johnson & Johnson
Kaiser Foundation Health Plan, Inc.
Kellogg Company

Macy’s
ManpowerGroup
MGM Resorts International
Monsanto Company
Nationwide Insurance
Pacific Gas and Electric Company
Procter & Gamble Company, The
Raytheon Company
Sempra Energy
Shell Oil Company
SodexoMAGIC
Sonoco Products Company
Southern California Edison Company
Technology Integration Group
Toyota North America
United Parcel Service
US Metro Group
Walmart
Wells Fargo

Other Conference Underwriters

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Capital One Financial Corporation
Cummins Inc
CVS Health
Fiat Chrysler
General Motors
Kaiser Foundation Health Plan
Matlet Group, The
SevenTablets, Inc.
Our members’ unwavering commitment to supplier diversity fuels the continued success of NMSDC and our certified suppliers.

Matchmaker events, mentorship programs and capacity-building initiatives designed to build and strengthen the supply chain underscore the value corporations place on strong, solid diverse suppliers.

On the following pages, we highlight four NMSDC members—Liberty Power (MBE), Capital One, Microsoft and Johnson & Johnson—and their innovative supplier diversity processes.
$4.6 MILLION
Over the past twelve months, Liberty Power spent approximately $4.6 million with woman, veteran, and minority-owned enterprises.

$1.4 BILLION
In the latest fiscal year, Microsoft spent approximately $1.4 billion with a wide array of MBEs.

$8.1 MILLION
Since 2007, Capital One’s Small Business Second Look Program has:
• Referred more than 2,600 small businesses to microfinance partners.
• Loaned $8 million in low-cost funds to 14 microfinance partners.
• Those partners have loaned $8.1 million to 329 businesses.

$12 MILLION
In the category of Information Technology, Johnson & Johnson awarded $12 million to a minority-owned business as a preferred hardware reseller for infrastructure purchases.
“Minority Business Enterprises bring measurable, bottom-line value to their customers. MBEs have the ability to develop disruptive technologies or business models – because they must, out of necessity.

The only way that a minority business can compete is by being better than the competition.”

- David Hernandez, CEO and Co-Founder, Liberty Power
Liberty Power has long been established as one of the largest retail electricity suppliers in the United States in terms of its geographic footprint – operating in 13 states and approximately 50 utility territories. Liberty Power is the largest owner-operated retail electric supplier in the United States and, once again in 2014, was named the largest Hispanic-owned energy company in the United States by Hispanic Business.

Liberty Power’s expansion into new territories included, in July 2014, its entrance into the residential market in Massachusetts, where today it serves tens of thousands of residential customers. Liberty Power remains committed to all customer segments – residential, small to medium-sized businesses, and large commercial customers.

In 2014 alone, Liberty Power served 94 of the Fortune 500 customers. The company remained focused on delivering an exceptional customer experience through operational excellence. In 2014, 99.9% of customer bills were accurate and so far during 2015, 98.1% of all customer accounts were enrolled on time.

**Facts:**

Over the past twelve months, Liberty Power spent approximately $4.6 million with woman, veteran, and minority-owned enterprises.

A Corporate Plus® member in good standing since 2009, Liberty Power will continue, to partner with and support NMSDC regional council events.

Liberty Power’s own Supplier Diversity program ensures that its customers can earn both Tier I and Tier II diversity spend credit in a significant way.

Working with NMSDC has created an environment that allows Liberty Power to hatch new ideas, as well as build new relationships and nurture existing ones with both large national corporations and other certified minority-owned businesses.
“As associates with different backgrounds, experiences, and perspectives work side by side, ideas emerge that better reflect the interests of our customers.

Working alongside our associates, these businesses add to our capabilities and bring individuals with unique skills that enhance our workforce and drive creativity, innovation, and productivity.”

– Rich Fairbank, CEO, Capital One
Bringing ingenuity, simplicity and humanity to banking – that defines the remarkable journey Capital One embarked on over two decades ago. A Fortune 500 company and one of America’s most widely recognized brands, Capital One is committed to the value of linking its own long-term success to that of its customers, associates and communities. Spurring economic growth while increasing opportunity for individuals, families and businesses guides Capital One’s mission as a financial services company.

Supplier Diversity is central to Capital One’s business. External Outreach builds a nationally persuasive supplier diversity program – identifying and creating opportunities for and investing in the growth of diversity suppliers. Internal Outreach throughout Capital One ensures and renews the support and resources that deliver the program.

Facts:

**MOBILE AND WEB SOLUTIONS**

With the help of Spark Business, Digital Labs and two leading non-profits, Capital One hosted SmallBizDev Hackathons in San Francisco, Chicago and New York, enabling aspiring entrepreneurs to try their hand at creating mobile and web solutions for the 23 million small businesses operation in the United States today.

**CORPORATE PLUS RECOGNITION**

Capital One sponsored Aquent as part of the Corporate Plus recognition, advising and introducing Aquent to key internal business leaders, as well as at least six representatives from Fortune 500 companies. In addition, Capital One’s Supplier Diversity team utilized an Aquent resource to assist with collateral content and design.

**CAPITAL ONE + MBEs**

Capital One’s engagement with MBEs extends across all categories, with significant relationships in Brand & Marketing, Corporate Real Estate, IT, and Contingent Labor.

**NMSDC-CERTIFIED SUPPLIERS**

NMSDC-certified suppliers account for 30% of Capital One’s Contingent Labor Supplier Pool and 70% of the MBE spend.

**$8.1 MILLION**

Since 2007, Capital One’s Small Business Second Look Program has:

- Referred more than 2,600 small businesses to microfinance partners.
- Loaned $8 million in low-cost funds to 14 microfinance partners.
- Those partners have loaned $8.1 million to 329 businesses.

**700 CONNECTIONS**

Actively engaging with 8 regional NMSDC affiliates in 2014, Capital One:

- supported 54 different events through sponsorships, business opportunity fairs, and matchmaking.
- established over 700 connections through active engagement with partners.

**EXECUTIVE EDUCATION PROGRAM**

In 2014, Capital One sponsored the Capital Region MSDC’s Executive Education program, from which all 16 attendees graduated. The interactive Interise FasTrac Program deepens knowledge and practical experience by leveraging ready-to-apply tactics shared by fellow business owners and subject matter experts.
“Microsoft serves diverse markets globally, and we are convinced that our supplier diversity initiatives are a key competitive advantage, helping us win new business, retain customers, and reinforce the Microsoft brand.”

– Fernando Hernandez,
Director of Supplier Diversity, Microsoft
Microsoft

One of the world’s largest, most valuable and most influential companies, Microsoft develops, manufactures, delivers and supports computer software, consumer electronics, and personal computers and services. Its mission is “to empower every person and every organization on the planet to achieve more.” That goal is reflected in Microsoft’s profound, ongoing commitment to supplier diversity.

Notably, the company has had success partnering with MBEs in financial services and legal services, as well as support and traditional supply-chain services. Microsoft’s Treasury group partners with multiple MBE and WBE firms to support programs in financial services, including company stock buyback program, bond issuing and other investment services. In addition, it supports the Business Consortium Fund and other financing programs designed to support MBEs.

Facts:

$1.4Billion

In the latest fiscal year, Microsoft spent approximately $1.4 billion with a wide array of MBEs.

Top Performing Suppliers

Worldwide Technology (WWT)

World Wide Technology (WWT) – an NMSDC-certified supplier – is a worldwide re-seller and an integral part of Microsoft’s core business. WWT’s relationship with Microsoft has expanded to offer a one-stop shop providing multiple services that include system integration, supply chain and logistics, and e-commerce platforms.

Zones

Zones – a Microsoft-preferred provider of third-party peripherals and standard/non-standard hardware – manages over 900 standard products on behalf of Microsoft in the US, and has managed a number of global projects including procurement, logistics and reporting. Zones has been a key component in Microsoft’s success and one of its top-performing suppliers.
“As a global health care company that touches the lives of over a billion people every day, our legacy and commitment to supplier diversity aligns with Our Credo, responsibility to the communities in which we live and work and to the world community as well.

Ensuring that the supplier base for Johnson & Johnson reflects our patients, customers and employees is also good business and essential to our ability to deliver innovative products and services that support our mission of caring for the world, one person at a time.”

– Alex Gorsky, Chairman and Chief Executive Officer, Johnson & Johnson
Johnson & Johnson

A worldwide giant in the fields of pharmaceuticals, medical devices and consumer health, Johnson & Johnson is an innovative corporation that dedicates itself to “caring for the world, one person at a time.” Its family of more than 265 companies in more than 60 countries employs approximately 126,500 people, making Johnson & Johnson the world’s most comprehensive medical devices business, the world’s sixth-largest company in consumer health and biologics, and the world’s fifth-largest pharmaceuticals company.

Johnson & Johnson has been in the vanguard of corporate supplier diversity for many years, and its success in 2014 only confirms its leadership. The company’s overall MBE spend increased by 5%, with nearly $1 billion in Tier I spend with MBEs during the year. Also in 2014, Johnson & Johnson had 734 active NMSDC-certified MBEs providing over $960 million in spend, delivering goods and services to all 14 categories of spend. The company continues to expand worldwide its supplier diversity and inclusion efforts, now formally underway in five countries outside US, with programs beginning on all continents.

Facts:

$5 MILLION IN CONTRACTS
In Global Air & Global Ocean RFP in 2014, Johnson & Johnson awarded $5 million in contracts to minority-owned businesses.

STRATEGIC SUPPLY CHAIN PARTNER
One of Johnson & Johnson’s MBEs has become a strategic supply chain partner in the company’s Global Air and Ocean freight category. Spend with this MBE supplier has more than tripled over the last five years.

$12 MILLION
In the category of Information Technology, Johnson & Johnson awarded $12 million to a minority-owned business as a preferred hardware reseller for infrastructure purchases.

AWARDS
As a result of its expanded focus on linking supplier diversity programs, Johnson & Johnson received supplier diversity recognition/awards from two of its major customers (Novation and Premier Inc.) in the last year.

TIER II GOALS - HEALTHCARE
Solid results from Johnson & Johnson’s supplier diversity program have had a very positive impact on the company’s relationship with its customers, particularly in the healthcare space, through support of supplier diversity programs and Tier II goals. Johnson & Johnson has built a program to assist its customer-facing business partners, providing them with information to share with customers, as well as partnering with customers to share benchmarking and best practices. Johnson & Johnson’s minority suppliers have direct and indirect contributions to this effort, which has resulted in several published stories showing the connection between our MBEs and our customers.
Affiliate Councils

Certification and front-line service to our corporate and MBE constituents begins with the affiliate councils. Our recent restructuring from 36 to 24 affiliate councils has created a stronger network that can more effectively and efficiently meet the changing needs of our growing base of corporate members and certified suppliers. Here are the leaders who comprise the NMSDC network:

**Capital Region Minority Supplier Development Council**
Serving the District of Columbia, Maryland and Northern Virginia
Sharon Pinder, President/CEO
10750 Columbia Pike, Suite 200
Silver Spring, MD 20901
(301) 593-5860
sharon.pinder@crmsdc.org

**Carolina-Virginia Minority Supplier Development Council**
Serving North Carolina, South Carolina and Southern Virginia
Eric Watson, President/CEO
9115 Harris Corners Parkway, Suite 440
Charlotte, NC 28269
(704) 549-1000
eric.watson@cvmsdc.org

**Central & North Florida Minority Supplier Development Council**
Serving Central & Northern Florida
Malik Ali, President/CEO
7453 Brokerage Drive
Orlando, FL 32809
(407) 404-6700
malik@fmsdc.org

**Chicago Minority Supplier Development Council**
Serving Metro Chicago and NW Indiana
Shelia Morgan, President/CEO
105 West Adams Street, Suite 2300
Chicago, IL 60603
(312) 755-8880
shill@chicagomsdc.org

**Dallas/Fort Worth Minority Supplier Development Council**
Serving Metro Dallas - Fort Worth
Margo Posey, President/CEO
8828 N. Stemmons Freeway, Suite 550
Dallas, TX 75247
(214) 630-0747
margo@dфwmsdc.com

**Eastern Minority Supplier Development Council**
Serving Pennsylvania, Southern New Jersey and Delaware
Valarie Cofield, President/CEO
The Bourse Building
111 S. Independence Mall East, Suite 630
Philadelphia, PA 19106
(215) 569-1005
vcофield@e-msdc.org

**Georgia Minority Supplier Development Council**
Serving Georgia
Stacey Key, President/CEO
759 W. Peachtree Street NE, Suite 107
Atlanta, GA 30308
(404) 589-4929
stacey@gmsdc.org

**Greater New England Minority Supplier Development Council**
Serving Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont
Peter F. Hurst, Jr., President/CEO
333 State Street
Bridgeport, CT 06004
(203) 288-9744
phurst@gnemsdc.org

**Houston Minority Supplier Development Council**
Serving Metro Houston
Richard Huebner, President/CEO
Three Riverway, Suite 555
Houston, TX 77056
(713) 271-7805
richard.huebner@hmsdc.org
Michigan Minority Supplier Development Council
Serving Michigan
Michelle Sourie Robinson, President/CEO
100 River Place, Suite 300
Detroit, MI 48207
(313) 873-3200
msrobinson@minoritysupplier.org

Mid-States Minority Supplier Development Council
Serving Indiana (except NW IN), Central Illinois & Eastern Missouri
Carolyn Mosby, President/CEO
2126 North Meridian Street
Indianapolis, IN 46202
(317) 921-2675
cmosby@midstatesmsdc.org

Mountain Plains Minority Supplier Development Council
Serving Colorado, Kansas, Nebraska, and Western Missouri
Stan Sene, President/CEO
6025 S. Quebec St, Suite 135
Centennial, CO 80111
(303) 623-3037
stan@mpmsdc.org

New York & New Jersey Minority Supplier Development Council
Serving New York and Northern New Jersey
Terrence Clark, President/CEO
320 West 37th Street, 9th Floor
New York, NY 10018
(212) 502-5663
tclark@ynjmsdc.org

North Central Minority Supplier Development Council
Serving Minnesota, Wisconsin, Iowa, N. Dakota, and So. Dakota
Duane Ramseur, President/CEO
111 3rd Avenue South, Suite 240
Minneapolis, MN 55401
(612) 465-8881
dramseur@northcentralmsdc.net

Northwest Mountain Minority Supplier Development Council
Fernando Martinez, President/CEO
545 Andover Park West, Building 1, Suite 109
Tukwila, WA 98188
(253) 243-6959
fmartinez@nwmtmsdc.org

Ohio Minority Supplier Development Council
Serving Ohio
Keith Eakins, President/CEO
100 East Broad Street, Suite 2460
Columbus, OH 43215
(614) 225-1565
keakins@ohiomsdc.org

Pacific Southwest Minority Supplier Development Council
Serving Arizona & Metro San Diego
W. Scott Gregory, President/CEO
6340 East Thomas Road, #220
Scottsdale, AZ 85251
(602) 495-9950
sgregory@pswmsdc.org

Puerto Rico Minority Supplier Development Council
Serving Puerto Rico & U.S. Virgin Islands
Jacqueline Marie Matos
President/CEO
1225 Ponce de León Avenue
Lobby 2, Suite F
San Juan, PR 00907-3921
(787) 627-7268
jacquelinematos@prmsdc.org

Southern California Minority Supplier Development Council
Serving Metro Los Angeles and Southern California
(V except Metro San Diego)
Virginia Gomez, President/CEO
800 West 6th Street, Suite 850
Los Angeles, CA 90017
(213) 689-6965
vgomez@scmsdc.org

Southern Florida Minority Supplier Development Council
Serving Southern Florida
Beatrice Louissaint, President/CEO
9499 NE 2nd Avenue, Suite 201
Miami, Fl 33138
(305) 762-6151
beatrice@sfmsdc.org

Southern Region Minority Supplier Development Council
Serving Alabama, Arkansas, Louisiana and Mississippi
Phala Mire, President/CEO
400 Paydirt Street, #1960
New Orleans, LA 70130
(504) 293-0400
pmire@smsdc.org

Southwest Minority Supplier Development Council
Serving New Mexico, Oklahoma and Southwestern Texas
Karen Box, President/CEO
912 Bastrop Highway, Suite 101
Austin, TX 78741
(512) 386-8766
karen@smsdc.org

TriState Minority Supplier Development Council
Serving Kentucky, Tennessee and West Virginia
Cheri Henderson, President/CEO
220 Athens Way, Suite 105
Plaza 1 Building, Metro Center
Nashville, TN 37228
(615) 259-6699
chenderson@tsmsdc.net

Western Regional Minority Supplier Development Council
Serving Hawaii, Nevada and Northern California
President/CEO (Vacant)
460 Hegenberger Road, Suite 730
Oakland, CA 94621
(510) 686-2555
president@wrmsdc.org
**NMSDC Leadership**

**Vice Chairman**  
Mr. Shelley Stewart Jr.*  
Vice President, Sourcing and Logistics and  
Chief Procurement Officer  
DuPont

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**Secretary**  
Ms. I. Javette Hines*  
Senior Vice President, Supplier Diversity and Sustainability  
Citigroup, Inc.

**President**  
Ms. Joset Wright-Lacy*

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Vice President, Procurement and Real Estate  
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TechSoft Systems, Inc.

David W. Bartfield  
President and Chief Executive Officer  
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Albert Chen  
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Talamon Corporation

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Managing Director – SCM Fuel and Operations  
Delta Air Lines, Inc.

Ray Dempsey  
Vice President and Head of External Affairs  
BP America, Inc.

Regina Edwards  
Senior Vice President and Head of Supplier Diversity  
Wells Fargo & Company

Tiffany Eubanks-Sanders  
Enterprise Service Executive  
Bank of America Corporation

Clint Grimes  
Executive Director Procurement and Supplier Diversity  
Time Warner, Inc.

I. Javette Hines*  
Senior Vice President, Supplier Diversity and Sustainability  
Citigroup Inc.

Michael Hoffman  
Vice President, Pfizer Global Procurement  
Pfizer, Inc.

Sidney Johnson  
Senior Vice President, Global Supply Management  
Delphi Corporation

Gary Kallenbach  
Chief Procurement Officer  
United Parcel Service, Inc.

William F. Kornegay*  
Senior Vice President of Hilton Supply Management  
Hilton Worldwide

Thomas E. Lake  
Division Manager, North America Purchasing  
Honda North America, Inc.
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<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Company/Group</th>
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<tbody>
<tr>
<td>Reginald Layton*</td>
<td>Vice President, Supplier Diversity and Supply Chain Sustainability</td>
<td>Johnson Controls</td>
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<tr>
<td>Maria Lindenberg</td>
<td>Chief Procurement Officer</td>
<td>Chevron Corporation</td>
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<tr>
<td>Farryn Melton*</td>
<td>Chief Procurement Officer, Senior Vice President, Global Procurement</td>
<td>Bristol-Myers Squibb Company</td>
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<td>Dennis Miller*</td>
<td>Senior Vice President, Controller</td>
<td>JCPenney Company</td>
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<td>John Munson</td>
<td>Vice President, Supplier Diversity - Purchasing</td>
<td>Macy’s, Inc.</td>
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<td>Robert Noel</td>
<td>Vice President, Global Procurement</td>
<td>Exxon Mobil Corporation</td>
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<td>Margo Posey*</td>
<td>President</td>
<td>Dallas Fort Worth Minority Supplier</td>
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<tr>
<td>M. Bridget Reidy</td>
<td>Senior Vice President and Chief Supply Officer</td>
<td>Exelon Corporation</td>
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<tr>
<td>Quentin Roach</td>
<td>Chief Procurement Officer and Senior Vice President, Global Supplier</td>
<td>Merck &amp; Co., Inc.</td>
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<tr>
<td>Jamiel Saliba</td>
<td>Vice President/General Manager</td>
<td>TAPFIN NA/ Group Operations</td>
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<td>Ric Schneider</td>
<td>Chief Procurement Officer</td>
<td>Abbott Laboratories, Inc.</td>
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<td>Guy Schweppe</td>
<td>Vice President, Global Operations</td>
<td>Dell Inc.</td>
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<td>James Sheehy</td>
<td>Vice President, Procurement</td>
<td>Miller Coors LLC</td>
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<td>Donald Smith</td>
<td>Vice President, Supply Chain</td>
<td>Energy Future Holdings</td>
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<td>Arnold Sowa</td>
<td>Senior Vice President and Chief Procurement Officer</td>
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<td>Shelly Stewart, Jr.*</td>
<td>Vice President, Sourcing and Logistics and Chief Procurement Officer</td>
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<td>Hau Thai-Tang</td>
<td>Group Vice President, Global Purchasing</td>
<td>Ford Motor Company</td>
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<tr>
<td>Sheila Tierney</td>
<td>Vice President, Product Management, HVAC Parts and Supply</td>
<td>Ingersoll Rand Company</td>
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<tr>
<td>Adam Walker</td>
<td>Chief Executive Officer</td>
<td>Summit Container Corporation</td>
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<tr>
<td>Dave Wheeler*</td>
<td>Senior Vice President of Global Supply Chain</td>
<td>Cintas Corporation</td>
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<td>Fred Whipple</td>
<td>Vice President of U.S. Diversity and Inclusion</td>
<td>Shell Oil Company</td>
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<tr>
<td>Joset Wright-Lacy*</td>
<td>President</td>
<td>National Minority Supplier Development Council</td>
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ADP, LLC
Aflac, Inc.
AGL Resources, Inc.
Ahold USA, Inc.
Aisin World Corporation
AK Steel
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Altec Industries, Inc.
Altria Client Services, Inc.
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American Water Works Company, Inc.
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<td>Hertz Corporation, The</td>
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<td>Hewlett-Packard Company</td>
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<td>Houston Independent School District Humana, Inc.</td>
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<td>Mondelez International, Inc.</td>
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<tr>
<td>Monsanto Company</td>
</tr>
<tr>
<td>Morgan Stanley</td>
</tr>
<tr>
<td>Motion Industries, Inc.</td>
</tr>
<tr>
<td>Motorola Solutions, Inc.</td>
</tr>
<tr>
<td>National Grid USA</td>
</tr>
<tr>
<td>Nationwide Insurance</td>
</tr>
<tr>
<td>Navient Solutions, Inc.</td>
</tr>
<tr>
<td>Navistar, Inc.</td>
</tr>
<tr>
<td>Nestlé USA, Inc.</td>
</tr>
<tr>
<td>New York Life Insurance Company</td>
</tr>
<tr>
<td>Nielsen Company, The</td>
</tr>
<tr>
<td>Nike, Inc.</td>
</tr>
<tr>
<td>NiSource Inc.</td>
</tr>
<tr>
<td>Nissan North America, Inc.</td>
</tr>
<tr>
<td>Nordstrom, Inc.</td>
</tr>
<tr>
<td>Northern Trust Company</td>
</tr>
<tr>
<td>Northrop Grumman Corporation</td>
</tr>
<tr>
<td>Northwestern Mutual Life Insurance</td>
</tr>
<tr>
<td>Company</td>
</tr>
<tr>
<td>Novartis Pharmaceuticals Corporation</td>
</tr>
<tr>
<td>Novation</td>
</tr>
<tr>
<td>Novo Nordisk, Inc.</td>
</tr>
<tr>
<td>NRG Energy, Inc.</td>
</tr>
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<td>O.C. Tanner Company</td>
</tr>
<tr>
<td>Oakwood Home Services</td>
</tr>
<tr>
<td>Office Depot, Inc.</td>
</tr>
<tr>
<td>OhioHealth</td>
</tr>
<tr>
<td>Oracle Corporation</td>
</tr>
<tr>
<td>Pacific Gas and Electric Company</td>
</tr>
<tr>
<td>Penske Truck Leasing Co., L.P.</td>
</tr>
<tr>
<td>Pepco Holdings, Inc.</td>
</tr>
<tr>
<td>PepsiCo, Inc.</td>
</tr>
<tr>
<td>Pfizer, Inc.</td>
</tr>
<tr>
<td>Phillips 66</td>
</tr>
<tr>
<td>Pitney Bowes Inc.</td>
</tr>
<tr>
<td>PNC Financial Services Group, The</td>
</tr>
<tr>
<td>PPG Industries, Inc.</td>
</tr>
<tr>
<td>Premier, Inc.</td>
</tr>
<tr>
<td>PricewaterhouseCoopers LLP</td>
</tr>
<tr>
<td>Principal Financial Group</td>
</tr>
<tr>
<td>Procter &amp; Gamble Company, The</td>
</tr>
<tr>
<td>Professional Golfers Association of America, Inc.</td>
</tr>
<tr>
<td>Proskauer Rose LLP</td>
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<tr>
<td>Prudential Financial</td>
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<tr>
<td>PVH Corporation</td>
</tr>
<tr>
<td>Quest Diagnostics Inc.</td>
</tr>
<tr>
<td>R.J. Reynolds Tobacco Company</td>
</tr>
<tr>
<td>R.R. Donnelley &amp; Sons Company</td>
</tr>
<tr>
<td>Randstad USA</td>
</tr>
<tr>
<td>Raytheon Company</td>
</tr>
<tr>
<td>RBS Citizens</td>
</tr>
<tr>
<td>Recall Corporation</td>
</tr>
<tr>
<td>Reed Elsevier, Inc. (aka Lexis Nexis)</td>
</tr>
<tr>
<td>Regions Financial Corporation</td>
</tr>
<tr>
<td>Robert Bosch LLC</td>
</tr>
<tr>
<td>Robert Half International, Inc.</td>
</tr>
<tr>
<td>Rock-Tenn Company</td>
</tr>
<tr>
<td>Rockwell Automation</td>
</tr>
<tr>
<td>Ross Stores, Inc.</td>
</tr>
<tr>
<td>Ryder System, Inc.</td>
</tr>
<tr>
<td>Saatchi &amp; Saatchi</td>
</tr>
<tr>
<td>Samsung Telecommunications America LLC</td>
</tr>
<tr>
<td>Sanofi</td>
</tr>
<tr>
<td>SAS Institute Inc.</td>
</tr>
<tr>
<td>Savanna River Nuclear Solutions LLC</td>
</tr>
<tr>
<td>Schneider Electric USA, Inc.</td>
</tr>
</tbody>
</table>
Corporate Members

Scientific Games Corporation
Scripps Networks Interactive, Inc.
Sealed Air Corporation
Securitas Security Services USA, Inc.
Sedgwick Claims Management Services, Inc.
SGS International, Inc.
Shell Oil Company
Skanska USA Building
Sodexo, Inc.
Sonoco Products Company
Southern California Gas Company (SEMPRA)
Southwest Airlines Company
Sprint Corporation
St. Jude Medical, Inc.
Staff Management
Standard Register Company, The
Staples Inc.
Starbucks Corporation
Starwood Hotels & Resorts Worldwide, Inc.
State Compensation Insurance Fund
State Farm Insurance
State Street Corporation
Steelcase Inc.
Sunbelt Rentals, Inc.
SunTrust Banks, Inc.
SUPERVALU, Inc.
Symantec Corporation
Target Corporation
Tata America International Corporation
TD Bank Group
TEKsystems, Inc.
Tenneco Inc.
Terex Corporation
The Depository Trust & Clearing Corporation (DTCC)
Thermo Fisher Scientific Inc.
TIAA-CREF
Time Warner Inc.
Title Source, Inc.
TJX Companies, Inc., The
T-Mobile USA, Inc.
Towers Watson & Co.
Toyota Boshoku America, Inc.
Toyota North America
TransCanada Corporation
Turner Construction Company
Tyco International
Tyson Foods, Inc.
U.S. Bank
Union Pacific Railroad
United Airlines, Inc.
United Parcel Service, Inc.
United Rentals, Inc.
United States Postal Service
United States Tennis Association
United Stationers, Inc.
UnitedHealth Group Inc.
United Technologies Corporation
University of Pittsburgh Medical Center
University of Virginia
Unum Group
URS Corporation
US Cellular
US Foods, Inc.
US Steel Corporation
UST-Global, Inc.
Valassis Communications, Inc.
Veolia Water North America
Verizon Communications, Inc.
Visteon Corporation Halla Visteon Climate Control USA, LLC
Volkswagen Group of America, Inc.
Volvo Trucks North America, Inc.
WWR International, LLC
W.W. Grainger, Inc.
WABCO Freight Products
Walgreens Co.
Walmart Stores, Inc.
Walt Disney Company, The
Washington Gas Light Company
Waste Management, Inc.
Wells Fargo & Company
Wieden + Kennedy, Inc.
Windstream Communications, Inc.
Wisconsin Energy Corporation/We Energies
Wyndham Worldwide Corporation
Xerox Corporation
Yazaki North America, Inc.
Yum! Brands, Inc.
NATIONAL MINORITY SUPPLIER DEVELOPMENT COUNCIL, INC.

Financial Statements and Supplementary Information For the Year Ended December 31, 2014 (With Comparative Totals for 2013) With Report of Independent Auditors

* These pages include the 2014 Financial Statements only. Please click here for the complete Financial Statements with notes.
REPORT OF INDEPENDENT AUDITORS

The Board of Directors
National Minority Supplier Development Council, Inc.

Report on Financial Statements

We have audited the accompanying financial statements of National Minority Supplier Development Council, Inc. (the Council), which comprise the statements of financial position as of December 31, 2014, and the related statements of activities and cash flows for the year then ended, and the related notes to the financial statements.

Management’s Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in conformity with U.S. generally accepted accounting principles; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free of material misstatement, whether due to fraud or error.

Auditor’s Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor’s judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity’s preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Council’s internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.
Opinion

In our opinion, the financial statements referred above present fairly, in all material respects, the financial position of National Minority Supplier Development Council, Inc. as of December 31, 2014, and the changes in its net assets and its cash flows for the year then ended, in conformity with U.S. generally accepted accounting principles.

Report on Summarized Comparative Information

We have previously audited the National Minority Supplier Development Council, Inc.’s 2013 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated May 2, 2014. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2013 is consistent, in all material respects, with the audited financial statements from which it has been derived.

Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying schedule of functional expenses is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

May 19, 2015
### NATIONAL MINORITY SUPPLIER DEVELOPMENT COUNCIL, INC.  
**Statements of Financial Position**  
**As of December 31, 2014**  
(With Comparative Figures for 2013)

#### ASSETS

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$1,804,635</td>
<td>$2,003,147</td>
</tr>
<tr>
<td>Short-term investments</td>
<td>1,035,655</td>
<td>1,018,334</td>
</tr>
<tr>
<td>Accounts receivable, net</td>
<td>837,538</td>
<td>555,980</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>324,781</td>
<td>342,321</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td><strong>4,002,609</strong></td>
<td><strong>3,919,782</strong></td>
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<tr>
<td>Cash—collateral</td>
<td>169,116</td>
<td>168,982</td>
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<tr>
<td>Long-term investments</td>
<td>5,659,946</td>
<td>5,559,109</td>
</tr>
<tr>
<td>Furniture, fixtures, equipment and Lease hold improvements, net</td>
<td>1,881,558</td>
<td>2,202,259</td>
</tr>
<tr>
<td>Security deposits</td>
<td>860</td>
<td>.</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>$11,714,089</strong></td>
<td><strong>$11,850,132</strong></td>
</tr>
</tbody>
</table>

#### LIABILITIES AND NET ASSETS

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current liabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>$1,671,002</td>
<td>$926,958</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>1,648,620</td>
<td>2,106,195</td>
</tr>
<tr>
<td><strong>Total current liabilities</strong></td>
<td><strong>3,319,622</strong></td>
<td><strong>3,033,153</strong></td>
</tr>
<tr>
<td>Deferred compensation</td>
<td>300,117</td>
<td>265,654</td>
</tr>
<tr>
<td>Deferred rent credits</td>
<td>318,069</td>
<td>329,133</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>3,937,808</strong></td>
<td><strong>3,627,940</strong></td>
</tr>
<tr>
<td>Commitment and contingencies</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>NET ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrestricted</td>
<td>7,671,281</td>
<td>8,117,192</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>5,000</td>
<td>5,000</td>
</tr>
<tr>
<td>Permanently restricted</td>
<td>100,000</td>
<td>100,000</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td><strong>7,776,281</strong></td>
<td><strong>8,222,192</strong></td>
</tr>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td><strong>$11,714,089</strong></td>
<td><strong>$11,850,132</strong></td>
</tr>
</tbody>
</table>
NATIONAL MINORITY SUPPLIER DEVELOPMENT COUNCIL, INC.
Statement of Activities
For the Year Ended December 31, 2014
(With Summarized and Comparative Totals for 2013)

<table>
<thead>
<tr>
<th></th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>Total 2014</th>
<th>Total 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>REVENUE</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Membership dues</td>
<td>$ 9,225,528</td>
<td>$ -</td>
<td>$ -</td>
<td>$ 9,225,528</td>
<td>$ 8,591,726</td>
</tr>
<tr>
<td>Seminar registration, trade show, and meeting fees</td>
<td>3,662,621</td>
<td>-</td>
<td>-</td>
<td>3,662,621</td>
<td>3,406,043</td>
</tr>
<tr>
<td>Contributions</td>
<td>1,252,425</td>
<td>224,250</td>
<td>-</td>
<td>1,476,675</td>
<td>1,380,136</td>
</tr>
<tr>
<td>In-kind contributions</td>
<td>38,599</td>
<td>-</td>
<td>-</td>
<td>38,599</td>
<td>36,257</td>
</tr>
<tr>
<td>Special event</td>
<td>896,000</td>
<td>-</td>
<td>-</td>
<td>896,000</td>
<td>988,000</td>
</tr>
<tr>
<td>Investment income</td>
<td>226,516</td>
<td>-</td>
<td>-</td>
<td>226,516</td>
<td>134,100</td>
</tr>
<tr>
<td>Other income</td>
<td>308,998</td>
<td>-</td>
<td>-</td>
<td>308,998</td>
<td>243,430</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>224,250</td>
<td>(224,250)</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total revenue</strong></td>
<td>15,834,937</td>
<td></td>
<td></td>
<td>15,834,937</td>
<td>14,779,692</td>
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</table>

<table>
<thead>
<tr>
<th></th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>Total 2014</th>
<th>Total 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EXPENSES</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Field operations</td>
<td>7,714,520</td>
<td>-</td>
<td>-</td>
<td>7,714,520</td>
<td>7,194,494</td>
</tr>
<tr>
<td>Member services</td>
<td>977,525</td>
<td>-</td>
<td>-</td>
<td>977,525</td>
<td>975,800</td>
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<tr>
<td>Annual conference</td>
<td>2,227,856</td>
<td>-</td>
<td>-</td>
<td>2,227,856</td>
<td>2,154,154</td>
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<tr>
<td>Trade show</td>
<td>603,110</td>
<td>-</td>
<td>-</td>
<td>603,110</td>
<td>422,387</td>
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<tr>
<td>Learning programs</td>
<td>509,642</td>
<td>-</td>
<td>-</td>
<td>509,642</td>
<td>438,195</td>
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<tr>
<td>Other program services</td>
<td>645,955</td>
<td>-</td>
<td>-</td>
<td>645,955</td>
<td>496,444</td>
</tr>
<tr>
<td><strong>Total program services</strong></td>
<td>12,678,60</td>
<td>-</td>
<td>-</td>
<td>12,678,60</td>
<td>11,681,474</td>
</tr>
<tr>
<td>Supporting services</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>General administration</td>
<td>2,834,101</td>
<td>-</td>
<td>-</td>
<td>2,834,101</td>
<td>2,852,970</td>
</tr>
<tr>
<td>Fund development</td>
<td>768,139</td>
<td>-</td>
<td>-</td>
<td>768,139</td>
<td>738,281</td>
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<tr>
<td><strong>Total supporting services</strong></td>
<td>3,602,240</td>
<td>-</td>
<td>-</td>
<td>3,602,240</td>
<td>3,591,251</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>16,280,848</td>
<td>-</td>
<td>-</td>
<td>16,280,848</td>
<td>15,272,725</td>
</tr>
<tr>
<td>Change in net assets</td>
<td>(445,911)</td>
<td>-</td>
<td>-</td>
<td>(445,911)</td>
<td>(493,033)</td>
</tr>
<tr>
<td>Net assets, beginning of year</td>
<td>8,117,192</td>
<td>500</td>
<td>100,000</td>
<td>8,222,192</td>
<td>8,715,225</td>
</tr>
<tr>
<td><strong>Net assets, end of year</strong></td>
<td>$ 7,671,281</td>
<td>$5,000</td>
<td>$100,000</td>
<td>$7,776,281</td>
<td>$ 8,222,192</td>
</tr>
</tbody>
</table>
NATIONAL MINORITY SUPPLIER DEVELOPMENT COUNCIL, INC.
Statements of Cash Flows
For the Year Ended December 31, 2014
(With Comparative Figures for 2013)

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CASH FLOWS FROM OPERATING ACTIVITIES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Change in net assets</td>
<td>$(445,911)</td>
<td>$(493,033)</td>
</tr>
<tr>
<td>Adjustments to reconcile changes in net assets to net cash provided by operating activities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>628,336</td>
<td>592,299</td>
</tr>
<tr>
<td>Amortization of deferred rent credits</td>
<td>(11,064)</td>
<td>(7,563)</td>
</tr>
<tr>
<td>Deferred compensation</td>
<td>(34,463)</td>
<td>11,369</td>
</tr>
<tr>
<td>Unrealized appreciation on investments</td>
<td>32,681</td>
<td>(14,014)</td>
</tr>
<tr>
<td>Change in assets/liabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(Increase) decrease in accounts receivable</td>
<td>(281,558)</td>
<td>461,273</td>
</tr>
<tr>
<td>Decrease (increase) in prepaid expenses</td>
<td>17,540</td>
<td>(212,695)</td>
</tr>
<tr>
<td>Increase (decrease) in accounts payable and accrued expenses</td>
<td>744,044</td>
<td>(85,160)</td>
</tr>
<tr>
<td>(Decrease) increase in deferred revenue</td>
<td>(457,575)</td>
<td>549,186</td>
</tr>
<tr>
<td>Net cash provided by operating activities</td>
<td>126,668</td>
<td>801,662</td>
</tr>
</tbody>
</table>

| **CASH FLOWS FROM INVESTING ACTIVITIES** |            |            |
| Purchase of investments      | (1,209,244)| (114,394)  |
| Proceeds from maturity/sale of investments | 1,158,096  | -          |
| Deferred compensation        |            |            |
| Purchases of furniture, fixtures, and equipment, and leasehold improvements | 34,463     | (11,369)   |
| Security deposits            | (860)      | -          |
| Net cash used in investing activities | (325,180)  | (343,377)  |
| Net (decrease) increase in cash and cash equivalents | (198,512)  | 458,285    |
| Cash and cash equivalents, beginning of year | 2,003,147  | 1,544,862  |
| **Cash and cash equivalents, end of year** | $1,804,635 | $2,003,147 |