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In all that we do at the National Minority Supplier Development Council (NMSDC), the needs of our corporate members come first. A commitment to finding and implementing better service and access to information has been the foundation of our work in 2015. The development and implementation of NMSDC Central testifies to that commitment. NMSDC Central offers an enhanced, responsive online resource that allows our members to search, report and analyze comprehensive, up-to-date information about NMSDC certified Minority Business Enterprises (MBEs).

Innovations like NMSDC Central are part of our organization’s renewed spirit - and a reflection of the ever-expanding potential of diverse supplier development in our culture. The U.S. Census Bureau reports that, by the year 2043, more than half of all Americans will belong to a minority group. That is a profound shift in demographics. It will affect every aspect of American life and business, as it ensures greater access to employment and entrepreneurship among minorities - more and more, driving the future of the U.S. economy. A critical element to the growth of these firms is their ability to obtain and leverage capital.

Although NMSDC corporate members spend over $100 billion with certified MBE suppliers every year, this represents only a fraction of procurement activity in the U.S. While newly emerging companies are disrupting every sector of our economy, many MBEs are struggling to innovate, scale and compete because they are undercapitalized. Access to early stage growth, and expansion financing are critical to the ability of minority entrepreneurs to compete in the future economy. In 2015, NMSDC partnered with the Rochester Institute of Technology to identify ways to address the issue. The Access to Capital study is available at www.nmsdc.org.
Following the strategic restructure of the affiliate network, NMSDC implemented a scorecard to measure our network’s performance. We are committed to ensuring and enhancing each affiliate’s ability to 1) bring value to NMSDC members and certified MBEs; and 2) operate effectively and efficiently. We are fortunate that our affiliates, as a group, exceeded scorecard goals.

The network achieved an overall average score of 113%. Individual performance scores for the councils ranged from 96% to 128% – a gratifying response that demonstrates our commitment to serve our members and certified MBEs better.

2015 represented a year of growth and development across the organization. NMSDC hosted the third annual Chief Procurement Officer Summit at Citi headquarters in New York City. Attendance at this half-day event has nearly tripled in size since it began. The CPO Summit provides an opportunity for senior level procurement officials to discuss how their organizations drive utilization of minority business.

Innovation was on full display at the annual Conference and Business Opportunity Exchange held in San Diego. For the first time, NMSDC partnered with the Department of Commerce’s Minority Business Development Agency (MBDA) to co-host the Minority Enterprise Development (MED) Week. This annual event was introduced in 1997 by Presidential proclamation and is designated as a time to recognize and celebrate the accomplishments of the nation’s minority businesses. This year we worked closely with MBDA to deliver new workshops and signature sessions to meet the requirements of an expanded group of conference participants. For the first time, twelve government agencies participated at the business opportunity exchange offering exciting new opportunities for certified MBEs.

The San Diego conference also featured an “MBE Bootcamp,” at which 91 MBEs participated in an intensive workshop led by Dr. Leonard Greenhalgh of Tuck School of Business at Dartmouth College. Dr. Greenhalgh helped them refine their customer strategies and prepare for the trade. This year’s conference also introduced matchmakers at the San Diego event, where 144 MBEs met 33 corporate members in 20 minute intervals. The response was so great that matchmaking will be included in the lineup for the 2016 conference in Chicago. During the conference, NMSDC TV broadcast videos highlighting conference activities and participants, via the conference app, NMSDC’s YouTube channel, and on television at the conference hotels. In our quest to refine and improve service to certified MBEs, we also launched an MBE survey at the San Diego conference, to seek their perspectives on the barriers and challenges they experience.

Innovation and change enable NMSDC to renew its focus on the four enduring commitments that drive our work:

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

We are proud of our successes in 2015, but nothing in business raises the bar of achievement like success. More than ever, we are ready to serve the minority supplier development community and its promising future. We look forward to sharing it with you.

*Jocet Wright-Lacy*
OUR MISSION

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:

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

Develop
Introduce and facilitate a mutually beneficial business relationship between MBEs and corporate members.

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

Advocate
Promote and strengthen a universal understanding of the value of minority supplier development.
NMSDC connects 1,750 corporations (including 472 national corporate members and 1,278 local corporate members) with nearly 10,751* nationally-certified Asian, Black, Hispanic and Native American-owned businesses.

* NMSDC is transferring its Minority Supplier (MBE) database to the newly created NMSDC Central. This process has created a temporary discrepancy in MBE accounting versus last year.
1,750
CORPORATE MEMBERS
Including 472 national corporate members and 1,278 local corporate members.

10,751
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.
Currently, the number of NMSDC certified MBEs is 10,751*. Of that total, 73% are male and 27% are female.

*NMSDC is transferring its Minority Supplier (MBE) database to the newly created NMSDC Central. This process has created a temporary discrepancy in MBE accounting versus last year.
ANNUAL SALES OF CERTIFIED MBES

20 OVER $1 BILLION

576 CLASS IV: Annual sales greater than $50 Million

1,689 CLASS III: Annual sales between $10-$50 Million

4,288 CLASS II: Annual sales between $1-$10 Million

4,178 CLASS I: Annual sales less than $1 Million
MINORITY ENTREPRENEURSHIP GROWTH

- Minority-owned firms in the U.S. rose from 5.8 million in 2007 to 8 million in 2012.
- Minority-owned businesses employed 7.2 million people in 2012.
- Minority-owned businesses increased by 2.2 million while non-minority owned businesses saw a decline by 1.1 million from 20.1 million in 2007 to 18.9 in 2012.

Source: U.S. Census Bureau’s 2012 Survey of Business Owners

Of the 10,751 NMSDC certified MBEs, 94% represent the:

TOP 10 INDUSTRY GROUPS

- **33%** Professional, Scientific and Technical Services
- **13%** Construction
- **11%** Wholesale Trade
- **11%** Administrative and Support Services
- **13%** Manufacturing
- **4%** Transportation and Warehousing
- **2%** Retail Trade
- **2%** Real Estate, Rental and Leasing
- **2%** Finance and Insurance
- **2%** Information
NMSDC BY THE NUMBERS
“We must not, in trying to think about how we can make a big difference, ignore the small daily differences we can make which, over time, add up to big differences that we often cannot foresee.”

– Marian Wright Edelman
Year in and year out, education is NMSDC’s most effective tool, both in creating awareness of minority supplier development and in implementing the process that makes it a reality.

Throughout 2015, the program committee oversaw NMSDC’s educational effort – in assessing and refining the content and application of our efforts, in reviewing targeted programs for improvement, and in helping MBEs develop their businesses.

Members of the program committee include MBEs, corporate members, and Council Presidents. Their task is to improve existing programs – Centers of Excellence and the National Program Managers’ Seminar – and in recommendations for new initiatives.
Centers of Excellence

NMSDC’s Centers of Excellence (COE) program sets and maintains a high standard of practice in corporate minority supplier development through the sharing of information and the implementation of NMSDC best practices.

The Ohio MSDC launched the third COE cycle, a revenue-sharing module, on October 10, 2014, scheduled to conclude in October 2016. Cardinal Health, Inc. and Macy’s, Inc. were co-leaders of the module, and participants included Honda; The Kroger Company; The Procter & Gamble Company; Nationwide Insurance; and Toyota Motor Engineering and Manufacturing North America, Inc. For corporations, the best practices assessment rating improved from 2.84 to 3.72 (out of a possible 5).

The MBE Operations assessment rating rose from 2.96 to 3.83 (out of a possible 5). Additional business was also generated:
- Corporate-to-MBE payments were $168,720
- Opportunities to bid exceeded $265,496
- MBE-to-MBE contracts were $49,278

Joset Wright-Lacy speaking at AMEP 2015.
National Minority Business Program Managers’ Seminar

“Economic Impact: Advancing Minority Supplier Development” was the theme of NMSDC’s 2015 National Minority Business Program Managers’ Seminar, held July 7-9 in Chicago.

This seminar is hosted annually by NMSDC to provide supplier diversity professionals from national corporate member companies the opportunity to gather and discuss the latest trends, challenges and best practices in minority supplier development.

Featured at the seminar were presentations by NMSDC leadership team members, corporate members and invited thought leaders in supplier diversity. When surveyed, participants rated the seminar 4.55 (out of a possible 5).

Minority Supplier Development: New Strategies for an Evolving Marketplace

In addition to the national seminar, NMSDC’s Regional Seminar explored “Minority Supplier Development: New Strategies for an Evolving Marketplace.” Held April 2-3 in Atlanta, the regional seminar was hosted by United Parcel Service and facilitated by Ralph Moore of RGMA. When surveyed, participants rated the session 4.1 (out of a possible 5).
Supplier Diversity Online Course

In partnership with Rutgers University, NMSDC developed and instituted a Supplier Diversity Online Course that covered best practices for planning, implementing and assessing a company’s minority supplier development process.

The course is designed to advance the competency of supplier diversity professionals at all levels. A self-paced, three-tier program, it also features threaded discussions and chat rooms to lead participants toward new insights and enhanced skills in supplier diversity.

Participants in the Supplier Diversity Online Course 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)

NMSDC’s Advanced Management Education Program (AMEP) assists in the growth and business development for some of our best and brightest Asian, Black, Hispanic, and Native American business owners.

The 2015 AMEP session was held June 7-11 at Northwestern University’s Kellogg School of Management in Chicago. 51% of the attendees were participants and 49% were sponsors. Among them, 69% were service firms, and 17% and 14% were manufacturers and distributors, respectively. Participants rated the program 9.75 (“highly recommending the program to colleagues/others”), with additional ratings of 9.85 (“quality of the program”) and 9.75 (“highly valuable to their job”) out of a possible 10.

In 2016, the AMEP session is scheduled for June 12-16, once again at Northwestern University’s Kellogg School of Management.
An annual partnership between NMSDC and the University of Washington’s Foster School of Business, the Minority Business Executive Program (MBEP) had its 2015 session on the school’s Seattle campus the week of June 14-19.

Among the companies represented, sales have ranged from $300,000 to $35 million.

The 2016 MBEP session convenes September 18-23 in Seattle.

This intensive, one-week program assists minority business leaders in confronting current and future business challenges.
IMPACT 2015

A new, highly interactive event from NMSDC for its national corporate members – with the theme “Empowering Minority Women Suppliers” – IMPACT 2015 launched in March 2015 with the first of a pair of events. The first event, held in New York City, was sponsored by Time Warner Inc. and the second event, in July, was held in Chicago.

This new forum allowed CPOs, supplier diversity professionals and business owners to discuss challenges and opportunities facing minority businesses.

Facilitating the discussions was an impressive team of experts, including Dr. Katherine W. Phillips, Paul Calello, Professor of Leadership & Ethics and Senior Vice Dean - Dean’s Office, Columbia Business School; Erika V. Hall, PhD, Assistant Professor of Organization and Management, Emory University; Dr. Denise Lewin Loyd, Associate Professor of Organizational Behavior, University of Illinois.

IMPACT 2015 also sponsored a survey of minority women business owners. NMSDC will continue to explore these topics and collect essential data from IMPACT 2015 events held in 2015 and 2016. Preliminary results of this study are to be presented at the IMPACT 2016 session in Las Vegas.
NMSDC CONFERENCE

NMSDC held its signature event, the 2015 Annual Conference and Business Opportunity Exchange, at the San Diego Convention Center from October 18-21. “Economic Impact: Redefining the Business Case” was the theme for the four-day event that featured workshops and plenary sessions lead by top procurement executives and leading MBEs, and culminated with a black-tie Awards Banquet.

John G. Stumpf of Wells Fargo & Company and Bruce Geier of Technology Integration Group (TIG) were the corporate and MBE conference co-chairs, respectively. The event had an economic impact of $28 million on the city of San Diego.

Minority Enterprise Development Week

President Barack Obama proclaimed October 18-24, 2015, to be “Minority Enterprise Development Week” (MED Week), to coincide with the annual NMSDC Conference and Business Opportunity Exchange in San Diego - the ideal way to frame this pivotal event on NMSDC’s annual calendar.

We were pleased to collaborate with the Department of Commerce and the Minority Business Development Agency (MBDA) in creating compelling special programming for National MED Week. “Powered by MBDA” learning opportunities were available throughout the Conference, and an awards reception (with 193 attendees) recognized MBDA’s national award winners.

Twelve federal agencies staffed booths at the trade show, creating a Federal Gateway that emphasized the national commitment to minority enterprise development.
One of the highlights of the Conference was a deep-dive, two-hour session called the MBE Boot Camp.

Led by Dr. Leonard Greenhalgh, Professor of Management at Dartmouth College’s Tuck School of Business, participating MBEs explored and renewed the ways in which they build relationships with their customers – from identifying the right customers, to following the most effective strategy for their companies and managing them in ways that deliver profits and repeat business.

For the first time, at this year’s Conference, NMSDC hosted a “National Matchmaker” event, putting corporate buyers in direct, immediate contact with NMSDC certified suppliers.

NMSDC corporate member buyers participated in this dynamic encounter, which gave our suppliers the opportunity to meet potential customers and pitch specific goods and services.
2015 HIGHLIGHTS

NMSDC-TV

News of the 2015 Conference was immediately available to the attendees with the launch of NMSDC-TV. Powered by Google, NMSDC-TV produced special on-site content that was made available on the conference mobile app, television channels, and also broadcast at conference hotels.

MBE Survey

NMSDC collaborated with the Columbia Business School to develop a survey focused on gathering information about the barriers and challenges MBEs experience. NMSDC is driven to meet the needs of its constituents and plans to use the survey results to improve its services and offerings on both the national and regional levels.

Ronda Craig, NMSDC TV, interviewing Nina Vaca, Chairman and CEO of Pinnacle Group.
2015 NMSDC Awards Banquet

NMSDC honored Ford Motor Company with the prestigious Corporation of the Year award. NMSDC’s Corporation of the Year award is the most sought-after honor for major corporations dedicated to improving the overall participation of Asian, Black, Hispanic and Native American suppliers. In winning the award, Ford continues to demonstrate its commitment to increasing procurement opportunities corporate-wide for minority business enterprises (MBEs).

Reginald Humphrey, Manager Supplier Diversity at General Motors, was named Minority Supplier Development Leader of the Year.

The awards for National Suppliers of the Year went to: AHRMDCO International LLC in Houston, TX (sales less than $1 million); Beyond Curious Inc in Los Angeles CA ($1 million - $10 million in sales); Systel, Inc. in Alpharetta, GA ($10 million - $50 million); and Zones, Inc based in Auburn, WA ($50 million-plus in sales).
[Left] Lisa Lunsford, CEO and Co-Founder, Global Strategic Supply Solutions with Joset Wright-Lacy, NMSDC President.

(Middle) Joset Wright-Lacy, NMSDC President with Vasanthi Ilangovan, President and CEO of Viva USA Inc. and family.

(Right) Reginald Layton, Vice President, Supply Chain Sustainability and Business Development, Johnson Controls, Andra Rush, President and CEO of Rush Group and Joset Wright-Lacy, NMSDC President.

Twelve awards were presented to Regional Suppliers of the Year:

- Glory Professional Cleaning Services, Conveys, GA
- Picture That, LLC., Stamford, CT
- Strategic Management Solutions, LLC., Indianapolis, IN
- Foresight Construction Group, Gainesville, FL
- Global Strategic Supply Solutions, Livonia, MI
- Horizon Services Corporation, Birmingham, AL
- Dynamic Language, Seattle, WA
- VIVA USA, Rolling Meadows, IL
- CB TECH, Gahanna, OH
- Hightower Petroleum Company, Middletown, OH
- Pyramid Consulting Inc., Alpharetta, GA
- Dakkota Integrated Systems, LLC., Holt, MI
The Regional Council of the Year Award was presented to the Dallas/ Forth Worth Minority Development Council for providing outstanding service to corporations and minority businesses in Dallas/Forth Worth.

New to this year’s conference awards was the addition of the Top Performers Awards which included six categories:

**Gazelle Companies:** Recognizes companies for their rapid growth pace (25% or more). Dell, Exxon Mobile, Merck, Starbucks, Wells Fargo

**Best Development Programs:** Recognized for having the best minority supplier development program. The Boeing Company, General Motors, Johnson & Johnson

**Access to Capital:** Given to a corporation that has demonstrated a corporate initiative to provide access to capital solutions and unique financial arrangements to minority suppliers. Comcast

**Top Tier 2 Programs:** Recognizes corporations with top tier 2 programs. Walmart, Pepsico, Toyota Motor Engineering and Manufacturing North America

**Global Program:** Awarded to the corporation with the top performing global program. IBM

**Innovation:** Recognizes a new corporate method, initiative, or process to accelerate and positively impact minority supplier development supporting NMSDC’s vision. Johnson Controls Inc.

FIELD OPERATIONS

For the first time, in 2015, NMSDC instituted a performance management process for the Network – the realignment of our affiliates into 24 regional minority supplier development councils (RMSDCs) – to ensure a more mission- and member-focused delivery of services.

RMSDC presidents and corporate members, working with the NMSDC office staff, developed key performance indicators (KPIs) to provide a new performance-based approach to the effective measure of success in:

- **CERTIFYING MBEs**
- **DEVELOPING MBE** scale and capacity, along with corporate member utilization capabilities
- **CONNECTING MBEs** and corporate members within the Network
- **ADVOCATING** on our respective constituents’ behalf

The completion of the NMSDC Economic Impact Report added essential insight in the further engagement of our members, and it provided a tangible demonstration of the value MBEs bring to the economy.

Throughout the year, Field Operations provided orientation, training and leadership development for RMSDC presidents, board chairpersons and MBE Input Committee chairpersons, as well as opportunities to participate in the enterprise-wide certification task force. With the collaboration of Strategy & Service Delivery, Field Operations was also instrumental in introducing NMSDC Central, the revamped network-wide online certification and vendor management tool.

Field Operations also conducted two annual certification workshops for new and seasoned RMSDC certification specialists and affiliate staff, to ensure that consistent policy application continued throughout the network.

A second edition of an Affiliates’ Handbook was distributed in third quarter 2015.
REGION 1
- North Central
- Northwest Mountain
- Mountain Plains
- Western Regional

REGION 2
- Pacific Southwest
- Southern California
- Southwest
- Dallas Fort Worth

REGION 3
- Chicago
- Michigan
- Mid-States
- Ohio

REGION 4
- Capital Region
- Eastern
- Greater New England
- New York & New Jersey

REGION 5
- Central & North Florida*
- Georgia
- Puerto Rico
- Southern Florida*

REGION 6
- Carolinas-Virginia
- Houston
- Southern Region
- TriState

*As of April 2016, Central & North Florida and Southern Florida councils have merged to create the Florida State Council.
“The number one benefit of information technology is that it empowers people to do what they want to do. It lets people be creative. It lets people be productive. It lets people learn things they didn’t think they could learn before, and so in a sense it is all about potential.” – Steve Ballmer

NMSDC CENTRAL DATABASE

Implemented in fall 2015, NMSDC Central is a redesigned online database for our corporate members and MBEs that offers a more complete and responsive resource to support the business of minority supplier development.

The creation of NMSDC Central was the result of a survey of our corporate members by the NMSDC Leadership team, to assess the evolving needs of our members. The database was a key concern, with requests for a more user-friendly interface and customer support to address questions about searches and connecting with MBEs. The message we received aligned with an already existing objective – to provide a search engine that kept pace with up-to-date information on MBEs who have completed the NMSDC certification process.
ENHANCEMENTS MADE SATISFY THE NEEDS OF OVER 50% OF SURVEYED USERS

Over 50% of respondents to our survey said we needed to make improvements to our database, specifically, with an easier-to-use application.

With the implementation of NMSDC Central, the search capabilities within the Vendor Management module give members better and more specific reporting – such metrics as how members’ internal users are leveraging the information, what type of searches they are completing and how often.

More than 40% of survey respondents asked for more information regarding industry groups served by our MBEs. Additional fields have been added to the database, to allow MBEs to add this information.

These enhancements testify to our commitment to address the needs of our partners, to nurture the environment that allows us to work as partners as we connect, advocate, certify and develop our MBEs.
2015 IN PICTURES


Maggie Chaparro, Vice President, Enterprise Learning Solutions and Organizational Development, Jim Lowry, President & CEO Jame H. Lowry & Associates, Joset Wright-Lacy, President NMSDC, Jerome Simmons, Consultant James H. Lowry & Associates, Cindee Bath, Program Manager Kellogg School of Management at the 2015 NMSDC’s Advanced Management Education Program.
Joset Wright-Lacy, President, NMSDC with Raul Suarez-Rodriguez, Manager, Supplier Diversity/Strategic Procurement, CVS Health and CVS Health Staff on the Business Exchange floor of the 2015 NMSDC Annual Conference.

Derreck Kayongo, Founder, Global Soap Project Speaking at the 2015 NMSDC Annual Conference power breakfast.

Rhonda Craig, NMSDC TV powered by Google, interviewing Joset Wright-Lacy, President NMSDC and Leonard Greenhalgh, Professor, Tuck School of Business at the 2016 NMSDC Annual Conference.
2015 HIGHLIGHTS

John Munson, Jr., Vice President, Supplier Diversity - Purchasing, Macy’s Inc. Accepting the Catalyst Award at the 2015 NMSDC Leadership Awards.

Nina Vaca, Chairman and CEO of Pinnacle Group Accepting the Trailblazer Award at the 2015 NMSDC Leadership Awards.

Star Jones, Lawyer and Television personality Hosting the 2015 NMSDC Leadership Awards.
“There are three essentials to leadership: humility, clarity and courage.”
– Fuchan Yuan
SPECIAL RECOGNITION
NMSDC acknowledges with appreciation the following generous support:

Scholarships for Advanced Management Education Program (AMEP)

AT&T Inc.
American Express Company
Baxter International
Caesars Entertainment Corporation
Central & No. FL MSDC
Chevron Services Company
Cisco Systems, Inc.
Dallas/Fort Worth MSDC
Dell Inc.
D.W. Morgan (Corporate Plus®)
Hilton Worldwide
Honda North America
Johnson & Johnson
MasTec (Corporate Plus®)
Merck & Co. Inc
Pfizer Inc.
The Procter & Gamble Company
Sprint
Toyota North America
WellPoint
Wells Fargo & Company
Wyndham Worldwide

2015 NMSDC Leadership Awards

Co-Chairs
Corporate Co-Chair
Toyota North America

MBE Co-Chair
ACT•1 Group

Leadership Tables
ACT•1 Group
Exxon Mobil Corporation

Harley-Davidson Motor Company
Hilton Worldwide
Honda North America, Inc.
Pfizer Inc.
Toyota North America
Wells Fargo & Company

Chairman’s Tables
ACT•1 Group
BP America, Inc.

Energy Future Holdings
Macy’s
Major League Baseball
MetLife, Inc.
PepsiCo, Inc.
Raytheon Company
Thompson Hospitality
Toyota North America
2015 NMSDC Conference and Business Opportunity Exchange

Corporate Co-Chair
Wells Fargo & Company

MBE Co-Chair
Technology Integration Group (TIG)

Accenture LLP
Altria Client Services, Inc.
American Water Company
Anthem, Inc.
AT&T Inc.
Bank of America Corporation
BMW Manufacturing Co., LLC
BP America, Inc.
Bristol-Myers Squibb Company
Business Promotion Ideas, Inc.
Caesars Entertainment Corp.
Capital One
Chevron Services Company
Ciena Corporation
The Coca-Cola Company
Cummins Inc
CVS Health

Dakkota Integrated Systems, LLC
DiversityComm
DuPont
Energy Future Holdings
Ernst & Young LLP
ExxonMobil Corporation
Fiat Chrysler Automobiles
Ford Motor Company
General Motors Company, LLC
GlaxoSmithKline
Google, Inc.
Hilton Worldwide
Honda North America
Intel Corporation
Johnson & Johnson
Kaiser Foundation Health Plan
Kellogg Company
Macy’s
ManpowerGroup
The Matlet Group
Microsoft Corporation
Minority Business Development Agency
MGM Resorts International
Monsanto Company
Nationwide Insurance
Pacific Gas & Electric Company
The Procter & Gamble Company
Raytheon Company
SEMPRA
SevenTablets, Inc.
Shell Oil Company
Sodexo MAGIC
Sonoco Products Company
Southern California Edison Company
Target Corporation
Toyota North America
Tyco International
United Parcel Service, Inc.
University of Washington Foster School of Business
US Metro Group
Verizon
Walgreens Co.
Wal-Mart Stores, Inc.

2015 Meetings, Summits and Seminars

Impact
Time Warner, Inc.

NMSDC Board Meeting
MetLife, Inc. (May)

NMSDC Network Leadership
MetLife, Inc. (January)
Bank of America (April)

CPO Summit
Citibank, Inc.

Program Manager’s Regional Seminar
United Parcel Service, Inc.
“You gain strength, courage and confidence by every experience in which you really stop to look fear in the face. You must do the thing you think you cannot do”
– Eleanor Roosevelt

The Corporate Plus® program of NMSDC offers special designation for NMSDC certified MBEs that have both succeeded in fulfilling national contracts and demonstrated the capacity to increase their national contracts. They earn this recognition with the recommendation of an NMSDC national corporate member.

The NMSDC Corporate Plus® Management Committee (CPMC) reviews recommendations and selects new members, with the approval of the NMSDC Executive Committee.

Chairing the CPMC was Jim Holloway, General Manager, Supplier Relations, Toyota Motor Engineering & Manufacturing North America, Inc. [TEMA]. We especially want to acknowledge Mr. Holloway’s outstanding leadership of the CPMC, as well as the committee itself, for their commitment and support in recognizing the success of minority suppliers with proven capability for national contracts.
Corporate Plus® is an unprecedented membership program for NMSDC certified minority businesses of the highest caliber. This program was created to address corporate member requests for assistance in locating minority suppliers with the capacity to fulfill national contracts.

NMSDC Corporate Plus Members provide an increasingly broad range of non-traditional and traditional products and services in over 40 categories of business. Corporate Plus members have 52 corporate sponsors, five of which are first-time sponsors. In their affiliation, the members represent all 24 Regional Councils.

In 2015, membership in Corporate Plus® increased to 86. CPMC selected six outstanding new members that were approved by the Executive Committee:

- Best Upon Request
- Ideal Electrical Supply Corporation
- Mentor Technical Group
- República
- Southern Fasteners & Supply
- Wong Fleming, PC

Meet these six outstanding Corporate Plus® members.
Best Upon Request

Best Upon Request provides 24/7 onsite concierge services to hospitals, manufacturers, financial institutions and insurance companies, partnering with corporate HR strategies.

In the corporate world, Best Upon Request’s concierges take care of employees’ to-do lists and eliminates distractions, allowing the employees to focus on their objectives and work more productively. For hospitals, concierges attend the non-clinical needs of patients and guests, so they can concentrate on healing.

Founded in 1989 and headquartered in Cincinnati, OH – with a national footprint that reaches from Arizona to Puerto Rico – Best Upon Request provides a turnkey operation that includes marketing, customer data tracking and performance measurement. Tillie Hidalgo Lima is President/CEO of Best Upon Request.

Ideal Electrical Supply Corporation

A wholesale distributor of electrical products, this market-driven company partners with the world’s leading manufacturers to offer the highest quality products and value-added services.

It distributes electrical and construction material, including cable & wire, batteries, tape conduit, safety, MRO material, tools and other materials.

In an industry where change is constant, Ideal’s primary goal is to deliver unsurpassed satisfaction in the utility, construction, government and end-user markets. Since 1991, the company has developed its resources and corporate leadership to support business growth on a national scale.

Cora Williams is President/CEO of Ideal Electrical, headquartered in Washington, D.C.
Mentor Technical Group Corp.

Mentor Technical Group (MTG) provides a complete portfolio of technical support and solutions to the FDA-regulated industry. As a global leader in life sciences engineering and technical solutions, MTG provides the knowledge and experience to ensure compliance with pharmaceutical, biotechnology and medical device safety and efficacy guidelines.

Luis David Soto is MTG’s President. Since co-founding the company in 2000, he has led a team of more than 500 highly educated and dedicated professionals, trained to the most rigorous standards.

With offices in Caguas, Puerto Rico, and Raleigh, North Carolina, MTG services life-sciences clients in six global markets: the United States, Puerto Rico, Dominican Republic, Mexico, Germany, and Canada.

Republica, LLC

What began in 2006 as an intriguing idea shared by two friends became, in less than a decade, a national advertising, branding, promotion, digital media and public relations company – República, LLC, headquartered in Miami, FL.

After successful individual careers, business and sports executive Jorge A. Plasencia (Chairman/CEO) and the acclaimed designer and creative thinker Luis Casamayor (President/CCO) decided to build an ad agency on a fresh idea. They envisioned República as a cross-cultural idea incubator, under the banner “Rethink Relevant.”

The company’s success as an independent cross-cultural advertising, digital and communications agency has been swift and impressive. In 2014, Ad Age ranked it #14 among the Top 50 Hispanic Agencies.
Southern Fasteners and Supply, Inc.

Since its founding in 1982, Southern Fasteners and Supply has become a national leader in the fastener distribution industry by providing superior customer service, quality, reliability and expertise in a timely and cost effective manner.

With clients ranging from theme parks and power plants to general industry, the company provides nuts, bolts, and other commercial and industrial fasteners all around the country – either through its vendor-managed inventory program (serving many Fortune 500 companies) or emergency replacement through its 24-hour on-call service. Southern maintains an inventory of more than 130,000 commercial and industrial grade fasteners.

RJ Harris is President of Southern Fasteners and Supply, Inc., headquartered in Winston-Salem, NC.

Wong Fleming

From its headquarters in Princeton, NJ, the law firm of Wong Fleming provides legal services in the areas of commercial litigation, corporate asset recovery, employment law, insurance defense and intellectual property. A national firm that employs more than 50 lawyers, Wong Fleming maintains 20 offices in many of the major population centers of the United States.

A simply stated mission – to deliver value, solve problems and exceed expectation – guides Wong Fleming, now in its third decade. The firm is committed to ongoing professional education and lifelong learning as well as to the promotion of diversity in the legal profession.

CEO and Partner Linda Wong, who has been nationally recognized for her substantial and lasting contribution to the Asian Pacific American legal community, is one of New Jersey’s most respected authorities on employment and civil litigation.
CORPORATE PLUS® MEMBERS

ACT•1 Group
AEL Span, LLC
Acro Service Corporation
Aldelano Packaging Corporation
All American Meats, Inc.
Alliance of Professionals & Consultants, Inc.
Aquent, LLC
Artech Information Systems, LLC
The Aspen Group
Atlanta Peach Movers, Inc.
B & S Electric Supply Co., Inc.
Baldwin Richardson Foods Co.
The Bartech Group
Best Upon Request Corporate, Inc.
Blackstone Consulting, Inc.
CB Tech
CSA Central, Inc. & CSA Architects & Engineers
Campos EPC, LLC
ChemicoMays, LLC
Collabera, Inc.
Colonial Press International, Inc.
Devon Industrial Group
D. W. Morgan Company, Inc.
Evolv Solutions, LLC
EWIE Co., Inc.
FCI Management Consultants
Faison Office Products, Inc.
Gonzalez Saggio & Harlan LLP
Goodman Networks, Inc.
Group O, Inc.
Guy Brown Management, LLC
Harris & Ford, LLC
Heritage Vision Plans, Inc.
Hightowers Petroleum Company
Hooven-Dayton Corporation
Ideal Electrical Supply Corporation
Image Projections West, Inc.
Infinite Computer Solutions, Inc.
Integrated Systems Analysts, Inc.
Kem Krest Corporation
LaCosta Facility Support & Services, Inc.
Liberty Power Corp.
López Negrete Communications, Inc.
MPS Group, Inc.
MW Logistics, LLC
MarkMaster, Inc.
MasTec, Inc.
The Matlet Group, LLC
Mays Chemical Company, Inc.
Mentor Technical Group, Corp.
Ongweoweh Corp.
PS Energy Group, Inc.
Pacific Rim Capital, Inc.
Perfect Output LLC
Prystup Packaging Products
Radio One, Inc.
The RCF Group
República, LLC
Rose International, Inc.
Rush Trucking Corporation
SBM Site Services, LLC
SDI International Corp.
SHI International Corp., Inc.
Sayers40, Inc.
South Coast Paper, LLC
Southern Fasteners and Supply, Inc.
Summit Container Corporation
Superior Maintenance Co.
Synova, Inc.
Taylor Bros. Construction Co., Inc.
Technology Integration Group
Telamon Corporation
Telcobuy.com
Total Technical Services, Inc.
Trillion Communications Corporation
Tronex International, Inc.
Urban Lending Solutions
VXI Global Solutions
VisionIT
Vocalink Language Services
The Williams Capital Group, L. P.
Wong Fleming, P.C.
World Pac Paper, LLC
World Wide Technology, Inc.
Zones, Inc.
Member Profiles

Corporate America’s unwavering commitment to minority supplier development fuels the continued success of NMSDC and our certified suppliers.

Matchmaker events, mentor-protégé 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 members—TIG (MBE), BP, CVS Health and Wells Fargo—and their commendable supplier diversity processes.
“Leadership is not about titles, positions, or flow charts. It is about one life influencing another.”

- John C. Maxwell

As a growing solutions provider, TIG is acutely aware of the ever-changing demographics and needs in our various customer markets and how these changes influence future technology. For the past 33 years, TIG has consistently delivered innovative technology solutions to an expanding diverse customer base in enterprise, government agency and educational markets.

From software and hardware procurement to discovery assessments, strategic planning, deployment, data center optimization, IT asset management and cloud computing, TIG offers custom-built IT solutions for our customers around the globe.

As an MBE, a critical component of our own diversity goal is to identify and collaborate with other diverse suppliers. We understand how these changes influence and shape our future.

An award-winning Certified Minority Enterprise and a Corporate Plus® member of the NMSDC, TIG is a leading diversity supplier.

**TIG FACTS:**
- Privately-held and founded in 1981
- World headquarters in San Diego, CA
- 25 branch locations
- 33 years of experience providing customers with best-in-class technology solutions
- An ISO 9001:2008 with TL9000 certified IT systems integrator
- Global network that can support 170 countries on five continents

"I had a front-row-seat experience as to how critically important supplier diversity is to TIG business and our customers. It’s a ripple effect - large corporate companies do business with diverse companies, both parties thrive, and the economy gets a boost. Everyone wins."

- Bruce Geier
CEO, Technology Integration Group (TIG)

IN 2015, TIG SAW MBE PURCHASES INCREASE BY 45%
THE TIG ALLIANCE PROGRAM (TAP) has developed a quality pool of **40 diverse businesses** to mentor and partner with for future government and corporate opportunities.

**DIVERSE WORKFORCE**

TIG’s workforce is **40%** minority, and almost **50%** of its employees are women.

**NMSDC’S GLOBAL LINK PROGRAM INSPIRED TIG’S INTERNATIONAL EXPANSION**

– after participating in NMSDC’s first outreach in China in 2007, TIG’s Bruce Geier gained firsthand knowledge of economic acceleration and the vast opportunities China had to offer.

A year later, TIG opened its first overseas office in China, supporting U.S.-based companies with Chinese operations as well as engaging their IT needs.

Today, TIG has three international offices and access to a global delivery partner network covering five continents.
One of the world’s leading integrated oil and gas companies, BP provides customers with fuel for transportation, energy for heat and light, lubricants to keep engines moving, and the petrochemicals products used to make everyday items as diverse as paints, clothes and packaging.

Operating in 70 countries with almost 80,000 employees worldwide, BP’s projects and operations help to generate employment, investment and tax revenues in communities around the globe.

Signing new contracts, expanding existing contracts and adding more certified MBEs to its supply chain demonstrates BP’s commitment to supplier diversity. The company’s Supplier Diversity Advisory Council (SDAC) is comprised of operations and procurement executive leaders who endorse strategy and present to BP’s board of directors.

Their involvement has resulted in the utilization of MBEs to assist with meeting BP’s cost objectives as the industry continues to adapt to the challenging oil price environment.

Members of BP’s SDAC are actively involved in the world of supplier diversity. They participate in planning and executing supplier diversity targets, webinars, summits and workshops. During these forums, members discuss challenges, solutions, opinions and strategies that prepare them for capacity building.

Leaders from MBEs are regular guests at BP-sponsored events at major conferences, trade shows and national council dinners — all to enable broader exposure of the MBEs to executive leaders. Measuring the effectiveness of these activities helps create the right environment for growth, and both the SDAC and BP’s board of directors review the results of these efforts.

“Aligning with our corporate strategies and values, BP is committed to providing opportunities to diverse businesses that are competitive, operate safely and efficiently, and are of scale. Partnering with diverse firms allows us to accomplish our objective of being a focused oil and gas company delivering value over volume, while simultaneously bringing economic benefits and job growth to local communities.”

- John Mingé
Chairman and President, BP America

IN 2015, WITH NMSDC CERTIFIED SUPPLIERS, BP SPENT APPROXIMATELY $381M
BP has contracts with 124 MBEs and, in 2015, spent approximately $381 million with suppliers certified by NMSDC.

10 YEARS MBE LOYALTY

Louisiana-based Jackson Offshore Operators has forged a decade-long relationship with BP that supports numerous deepwater Gulf of Mexico projects.

The unwavering commitment of CEO Lee Jackson to deliver quality services has supported a variety of BP operations in the gulf as exploration and drilling for oil and gas have moved to deeper waters. To meet the demand for larger advanced vessels, Jackson Offshore Operators will operate two new supply ships – the Lightning and the Squall – for BP in 2016.

$30 MILLION ANNUALLY WITH MBEs

One of BP’s top MBE suppliers is BioUrja Trading, LLC, a Houston-based private company focusing on trading a diverse range of commodities, from the purchase and sale of ethanol, natural gas, liquefied natural gas, petroleum products and crude oil, to trading renewable energy credits.

BioUrja sells over $30 million per year in ethanol to BP for blending into finished motor gasoline.

MBE PARTNERSHIP

Because of the expertise of Texas-based AIM Global Financial, BP’s rail car division in Naperville, Illinois, has streamlined its payment process for leases, associated repairs and maintenance vendors.

Prior to this partnership, another third party handled BP’s payments by handwritten check. AIM Global Financial applied its expertise in electronic media payment systems and, today, 100 percent of the vendors are paid by ACH.

MBE COMMUNICATION PARTNERS

Michele Ruiz Productions, LLC — a communications firm based in California and led by founder Michele Ruiz — has become a preferred partner for getting BP’s corporate message right.

Consulting on internal and external print communications, as well as social media training, Ruiz and her team have advised BP’s communications and external affairs team on strategy and implementation of the BP message.
A pharmacy innovation company with a simple and clear purpose – helping people on their path to better health – CVS Health serves millions of customers on a daily basis, with a commitment to “provide a workplace that empowers all of our colleagues, regardless of their age, ethnicity or background.”

CVS Health is the largest pharmacy health care provider in the United States. It is best known through its CVS/pharmacy division, in more than 9,500 retail drug stores in 49 states, the District of Columbia, Puerto Rico and Brazil, represented currently in 98 of the top 100 drugstore markets.

Supplier diversity is integral to the company’s mission, providing CVS Health with a competitive advantage, contributing to supply chain excellence, and enhancing the company’s position as a brand of choice across all customer segments.

The company’s supplier diversity program proactively includes and manages the purchase of products and services from diverse businesses and minority-owned independent retail pharmacies. It adds value in the delivery of expert care and innovative solutions in pharmacy and community-based health care that is easily accessible, more affordable and produces better outcomes for our customers and communities.

By strengthening the inclusion of diverse suppliers and the diverse suite of product offerings, CVS Health not only creates economic opportunity, it helps foster strong, enduring relationships with our customers and suppliers who live in the communities we serve and shop in our stores.

“At CVS Health, we have no lack of innovative, diverse suppliers of goods and services in the marketplace to help us deliver on our purpose of helping people on their path to better health. These suppliers simply need entry into a Fortune 10 corporate relationship, and we’re committed to closing that gap between capability and opportunity.”
- David Casey -
Chief Diversity Officer - CVS HealthGroup

David Casey
Chief Diversity Officer
CVS HealthGroup

$400M+
WITH MORE THAN 300 NMSDC CERTIFIED MBES
SUPPLIER DIVERSITY IS INTEGRAL TO THE COMPANY’S MISSION

MORE THAN 150 DIVERSE SUPPLIERS
CVS Health sponsored a “Partnering for Success” Business Building Event in Providence, RI. More than 150 diverse suppliers were invited to discuss and explore development opportunities, as well as to meet and connect with CVS Health purchasing representatives about business opportunities in the coming year.

160 HOURS OF EDUCATION
The CVS Health Executive Learning Series was launched in 2015, offering 160 hours of education – both face-to-face and online – for diverse suppliers. It covered business competencies in core areas such as IT, legal, human resources, logistics, merchandising, budget and finance. The goal of the series is to elevate the profile of diverse supplier development, with the positive economic impact of increased sales for participating companies and meaningful job creation.

THE 2015 RUBY AWARDS
Hosted by CVS Health for the first time – showcased the accomplishments of the company’s suppliers as well as CVS leaders supporting the supplier diversity mission. Among the citations that recognized these achievements were: Star of the Year; Rising Star; Contributor of the Year; Leader or Advocate of the Year; Procurement Champion of the Year; and Business Partner of the Year.

$128 MILLION GROWTH
Innovation and collaboration are the hallmarks of CVS Health’s highly productive partnership with WorldCom Exchange Incorporated (WEI), an NMSDC certified supplier that offers corporate IT consulting and custom technology solutions, located throughout the Northeastern U.S. In the five years since CVS Health began working with the company, WEI has more than doubled its employee base and seen employee-to-revenue growth rise from $72 million to $200 million.

RECOGNIZING DIVERSE SUPPLIERS
Recognized in the Ruby Awards by CVS Health as “Star of the Year” among its diversity suppliers, Planned Packaging of Illinois Corp. (PPOIC) has had a significant impact on CVS Health’s business as a full-service national provider specializing in industrial packaging and machinery. Notably in the Pharmacy Benefits Management area, PPOIC has provided products and services through CVS Health’s mail order facilities and, through its retail side, to distribution centers and retail stores. An indication of the success of this partnership can be found in PPOIC’s growth, expanding into manufacturing with the opening of Planned Packaging of North Carolina (PPONC) and Planned Packaging of Tennessee (PPOTN).
IN THE LAST DECADE, WITH DIVERSE SUPPLIERS, WELLS FARGO HAS SPENT MORE THAN $10 BILLION

Wells Fargo works with more than 1,400 diverse suppliers in myriad ways to drive success on both sides.

Celebrating its 164th birthday this year, Wells Fargo has relationships with one in three U.S. households and truly is a Main Street bank. The company works to create positive, lasting relationships with the communities it serves. This means providing support with company resources: Wells Fargo has donated $1.4 billion to nonprofits over the past five years, and its team members volunteered 1.8 million hours of time in 2015.

It also means that the company and its partners, such as suppliers, reflect the diversity of its communities. Wells Fargo had contracts with 28 MBEs in 2014, with a Tier I spend of $245 million. One such supplier is H&B Elevators, a certified minority-owned business that is one of the few of its kind in the industry, which was invited to bid and won the award to design and construct elevator cabs, interiors and entrances for Wells Fargo’s Minneapolis Downtown East Towers. One aspect is supporting professional development and education. In partnership with the Carolinas-Virginia MSDC, Wells Fargo sponsored the CEO Academy - a one-year business development program and executive mastermind group to help thriving MBEs with $3 million-plus in sales.

In addition, in 2015, Wells Fargo provided 23 Tuck Scholarships, including multiple scholarships to professionals in Arizona, California, Georgia, New Jersey, New York, and Texas.

The company also leverages its partnerships with other suppliers. Wells Fargo’s Bobby Anglin worked with Staples through its StaplesAdvantage program to add South Coast Paper, an NMSDC certified African-American-owned business in Columbia, SC. The paper South Coast provides has been approved for use and purchase for all of Wells Fargo’s businesses.

Wells Fargo’s company’s unwavering commitment is paying off. Last year, the company spent more than 12% of its annual procurement budget with diverse suppliers. In the last decade, the company has spent more than $10 billion with diverse suppliers.
“To succeed in financial services, we must be committed to serving our diverse customers, team members and suppliers. Therefore, we are committed to building relationships within our communities through the development and engagement of certified minority, women, LGBT, veteran, disabled, and small business enterprises as partners of Wells Fargo products and services.”

- John G. Stumpf - Chairman and CEO, Wells Fargo

$245 MILLION TIER 1 SPENDING
Wells Fargo had contracts with 28 MBEs in 2014, with a Tier I spend of $245 million.

OVER $3 MILLION IN MBE SALES HELP
In partnership with the C-VMSDC, Wells Fargo sponsored the CEO Academy – a one-year business development program and executive mastermind group to help thriving MBEs with $3 million-plus in sales.

$1.5 BILLION IN NON PROFIT DONATIONS
Wells Fargo has donated $1.4 billion to nonprofits over the past five years, and its team members volunteered 1.8 million hours of time in 2015.

1,400 DIVERSE SUPPLIERS
Wells Fargo works with more than 1,400 diverse suppliers in myriad ways to drive success on both sides.
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:

*In April 2016, Central & North Florida and Southern Florida Minority Supplier Development Councils have merged to create the Florida State Council.
Capital Region Minority Supplier Development Council
Serving the District of Columbia, Maryland and Northern Virginia
Ms. Sharon Pinder, President/CEO
10750 Columbia Pike, Suite 200
Silver Spring, MD 20901
(301) 593-5860
sharon.pinder@crmsdc.org

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

Chicago Minority Supplier Development Council
Serving Metro Chicago and NW Indiana
Ms. 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
Ms. Margo Posey, President/CEO
8828 N. Stemmons Freeway, Suite 550
Dallas, TX 75247
(214) 630-0747
margo@dfwmsdc.com

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

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

Georgia Minority Supplier Development Council
Serving Georgia
Ms. 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
Mr. 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
Ingrid M. Robinson, President/CEO
Three Riverway, Suite 555
Houston, TX 77056
(713) 271-7805
ingrid.robinson@hmsdc.org

Michigan Minority Supplier Development Council
Serving Michigan
Ms. 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
Ms. 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
Mr. Stan Sena, 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
Mr. Terrence Clark
President/CEO
320 West 37th Street, 9th Floor
New York, NY 10018
(212) 502-5663
tclark@nynjmsdc.org

North Central Minority Supplier Development Council
Serving Minnesota, Wisconsin, Iowa, No. Dakota, and So. Dakota
Mr. 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
Mr. Fernando Martinez, President/CEO
545 Andover Park West, Building 1, Suite 109
Tukwila, WA 98188
(253) 243-6959
fmartinez@nwmtnmsdc.org

Ohio Minority Supplier Development Council
Serving Ohio
Mr. 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
Mr. W. Scott Gregory, President/CEO
8655 East Via de Ventura
Scottsdale, AZ 85258
(602) 495-9950
sgregory@pswmsdc.org

Puerto Rico Minority Supplier Development Council
Serving Puerto Rico & U.S. Virgin Islands
Ms. 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 (except Metro San Diego)  
Ms. Virginia Gomez  
President/CEO  
800 West 6th Street, Suite 850  
Los Angeles, CA 90017  
(213) 689-6965  
vgomez@scmsdc.org

Western Regional Minority Supplier Development Council  
Serving Hawaii, Nevada and Northern California  
Mr. Cecil Plummer  
President/CEO  
80 Swan Way, Suite 245  
Oakland, CA 94621  
(510) 686-2555  
president@wrmsdc.org  
Effective: April 6, 2016

Southern Region Minority Supplier Development Council  
Serving Alabama, Arkansas, Louisiana and Mississippi  
Ms. Mia McNeal, President/CEO  
400 Poydras Street, #1960  
New Orleans, LA 70130  
(504) 293-0400  
mmcneal@srmsdc.org

Southwest Minority Supplier Development Council  
Serving New Mexico, Oklahoma and Southwestern Texas  
Ms. Karen Box, President/CEO  
912 Highway 183 South, Suite 101  
Austin, TX 78741  
(512) 386-8766  
karen@smsdc.org

TriState Minority Supplier Development Council  
Serving Kentucky, Tennessee and West Virginia  
Ms. Cheri Henderson  
President/CEO  
220 Athens Way, Suite 105  
Plaza 1 Building, Metro Center  
Nashville, TN 37228  
(615) 259-4699  
chenderson@tsmsdc.net
NATIONAL CORPORATE MEMBERS

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AbbVie
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Adecco USA, Inc.
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American Express Company
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ARRIS Group, Inc.
The Resource Group, LLC An Ascension Subsidiary
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Autoliv Inc.
Automotive Rentals, Inc.
Avis Budget Group, Inc.
AXA Equitable Life Insurance Company
Axalta Coating System
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Barclays PLC
Barilla America, Inc.
BASF Corporation
Battelle Memorial Institute
Bausch + Lomb, a Valeant Pharmaceutical Company
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Baxter Healthcare Corporation
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Bright Horizons Family Solutions, Inc.
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Brookfield Global Relocation Services, LLC
Burlington Industries, LLC
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C.H. Robinson Worldwide, Inc.
CA Technologies
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Campbell Soup Company
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Capital One
Cardinal Health, Inc.
Cargill, Inc.
CarMax, Inc.
Cartus Corporation
Caterpillar Inc.
Catholic Health Initiatives
CBRE Group, Inc.
CBS Corporation
CDK Global, Inc.
CDW Corporation
CenterPoint Energy, Inc.
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<td>Energy Future Holdings</td>
<td>Entergy Corporation</td>
</tr>
<tr>
<td>EMC Corporation</td>
<td>Enterprise Holdings</td>
<td>EQT Corporation</td>
</tr>
<tr>
<td>EMCOR Government Services</td>
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<td>Ernst &amp; Young LLP</td>
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<td>Essendant Co.</td>
<td>Exel Corporation</td>
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<td>Entergy Corporation</td>
<td>Exide Technologies, Inc.</td>
<td>Express Scripts</td>
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<td>Facebook, Inc.</td>
</tr>
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<td>EQT Corporation</td>
<td>Fannie Mae</td>
<td>Farmers Insurance Group, Inc.</td>
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<td>Ericsson, Inc.</td>
<td>Faurecia North America</td>
<td>Federal Home Loan Bank of Chicago</td>
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<tr>
<td>Essendant Co.</td>
<td>Federal Reserve System</td>
<td>Federal Reserve System</td>
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<tr>
<td>Exel Corporation</td>
<td>FedEx Corporation</td>
<td>Fiat Chrysler Automobiles</td>
</tr>
<tr>
<td>Exide Technologies, Inc.</td>
<td>Fifth Third Bancorp</td>
<td>Firmenich, Inc.</td>
</tr>
<tr>
<td>Express Scripts</td>
<td>Fluor Corporation</td>
<td>Fiserv, Inc.</td>
</tr>
<tr>
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<td>Ford Motor Company</td>
<td>Freddie Mac</td>
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<td>GCA Services Group Inc.</td>
<td>Genentech, Inc.</td>
</tr>
<tr>
<td>Fannie Mae</td>
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<td>General Mills, Inc.</td>
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<td>Farmers Insurance Group, Inc.</td>
<td>General Motors Company, LLC</td>
<td>GfK, Growth from Knowledge</td>
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<td>GlaxoSmithKline</td>
<td>Global Experience Specialists, Inc.</td>
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<tr>
<td>Federal Home Loan Bank of Chicago</td>
<td>GM Financial</td>
<td>Goodyear Tire &amp; Rubber Company</td>
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<tr>
<td>Federal Reserve System</td>
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<td>GSD&amp;M</td>
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<tr>
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<td>GSD&amp;M</td>
<td>Hagemeyer North America, Inc.</td>
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<td>Fiat Chrysler Automobiles</td>
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<td>Halcyon Health, Inc.</td>
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<td>Harley-Davidson Motor Company</td>
<td>Health Care Service Corporation</td>
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<td>Firmenich, Inc.</td>
<td>HealthTrust Purchasing Group</td>
<td>Hearst Corporation</td>
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<td>Henkel of America, Inc.</td>
<td>Herman Miller, Inc.</td>
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<td>Hewlett-Packard Company</td>
<td>Hilton Worldwide</td>
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<tr>
<td>Ford Motor Company</td>
<td>Honda North America</td>
<td>Humana, Inc.</td>
</tr>
<tr>
<td>Freddie Mac</td>
<td>Huntington National Bank</td>
<td>Hyatt</td>
</tr>
<tr>
<td>GCA Services Group Inc.</td>
<td>Hyundai Motor Manufacturing Alabama, LLC</td>
<td>Iberdrola USA</td>
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<tr>
<td>Genentech, Inc.</td>
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<td>Illinois Tool Works, Inc.</td>
</tr>
<tr>
<td>General Electric Healthcare</td>
<td>Indiana University</td>
<td>Infinera Corporation</td>
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<td>General Mills, Inc.</td>
<td>Infineon Technologies</td>
<td>Ingersoll Rand Company</td>
</tr>
<tr>
<td>General Motors Company, LLC</td>
<td>Intel Corporation</td>
<td>Interface Inc.</td>
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<tr>
<td>GfK, Growth from Knowledge</td>
<td>International Paper Company</td>
<td>J.C. Penney Company, Inc.</td>
</tr>
<tr>
<td>GlaxoSmithKline</td>
<td>Jacobs Engineering Group Inc.</td>
<td>JE Dunn Construction</td>
</tr>
<tr>
<td>GM Financial</td>
<td>Goodyear Tire &amp; Rubber Company</td>
<td>Google, Inc.</td>
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</table>
Johnson & Johnson
Johnson Controls, Inc.
Jones Lang LaSalle, Inc.
JPMorgan Chase & Co.
Kaiser Foundation Health Plan, Inc.
Kellogg Company
Kelly Services, Inc.
KeyBank National Association
Kimberly-Clark Corporation
King & Spalding LLP
KPMG LLP
L Brands
Las Vegas Sands Corporation
Lear Corporation
Leggett & Platt Incorporated
Lend Lease Americas
Lenovo (United States) Inc.
Leo Burnett, USA
Liberty Mutual Insurance
Linamar Corporation
Lockheed Martin Corporation
Loram Maintenance of Way, Inc.
L’Oreal USA
Lowes’s Companies, Inc.
Mack Trucks, Inc.
Macy’s
MAHLE Behr USA, Inc.
Major League Baseball
Mallinckrodt Pharmaceuticals
ManpowerGroup
Marathon Petroleum Corporation, LP
Mars Chocolate North America
Marsh & McLennan Companies, Inc.
Mashantucket Pequot Tribal Nation
McCain Foods USA, Inc.
McCormick & Company, Inc.
McGraw-Hill Education
McGraw-Hill Financial
MedAssets Supply Chain Systems
Medtronic, Inc.
Memorial Sloan-Kettering Cancer Center
Merck & Co., Inc.
Meridian Medical Technologies, Inc.
Meritor, Inc.
Messer Construction Company
MetLife, Inc.
MGM Resorts International
Michelin North America, Inc.
Microsoft Corporation
MillerCoors LLC
Mine Safety Appliances Company
Mitsubishi Hitachi Power Systems Americas, Inc.
Mondelēz International, Inc.
Monsanto Company
Morgan Stanley
Motion Industries, Inc.
Motorola Solutions, Inc.
MUFG Union Bank, N.A.
NASDAQ
National Grid USA
Nationwide Insurance
Navient Solutions, Inc.
Nestlé USA, Inc.
New York Life Insurance Company
Nike, Inc.
NiSource Inc.
Nissan North America, Inc.
Nokia
Nordstrom, Inc.
Northern Trust Company
Northrop Grumman Corporation
Novartis Pharmaceuticals Corporation
Novo Nordisk, Inc.
NPL Construction Co.
NRG Energy, Inc.
O.C. Tanner Company
Oakwood Home Services
Office Depot, Inc.
OhioHealth
Omnicell, Inc.
OnX Enterprise Solutions
Oracle Corporation
Ortho-Clinical Diagnostics
Owens & Minor
Pacific Gas and Electric Company
Penske Truck Leasing Co., L.P.
Pepco Holdings, Inc.
PepsiCo, Inc.
Pfizer, Inc.
Phillips 66
Pitney Bowes Inc.
PowerTeam Services, LLC
Praxair, Inc.
Premier, Inc.
PricewaterhouseCoopers LLP
Principal Financial Group
Progress Software Corporation
Prudential Financial
PSC Industrial Outsourcing LP
Quest Diagnostics Inc.
R&R Partners
R.J. Reynolds Tobacco Company
R.R. Donnelley & Sons Company
Randstad USA
Raytheon Company
Recall Corporation
Reed Elsevier, Inc.
Regions Financial Corporation
Robert Bosch LLC
Robert Half International, Inc.
Rockwell Automation
Ross Stores, Inc.
Ryder System, Inc.
Saatchi & Saatchi
Samsung Telecommunications America LLC
SAS Institute Inc.
Savannah River Nuclear Solutions LLC
Schneider Electric USA, Inc.
Scientific Games Corporation
Scripps Networks Interactive, Inc.
Securitas Security Services USA, Inc.
Sedgwick Claims Management Services, Inc.
Shell Oil Company
Skanska USA Building
Snap-on Incorporated
Sodexo, Inc.
Sonoco Products Company
Sony Pictures Entertainment
Southern California Edison Company
St. Jude Medical, Inc.
Staff Management
Staples Inc.
Starbucks Corporation
Starwood Hotels & Resorts Worldwide, Inc.
State Compensation Insurance Fund
State Farm Insurance
State Street Corporation
Steelcase Inc.
Stryker Corporation
Sunbelt Rentals, Inc.
SunTrust Banks, Inc.
SUPERVALU, Inc.
Target Corporation
Tata America International Corporation
TD Bank Group
Tenneco Inc.
Terex Corporation
Teva Pharmaceuticals
The Auto Club Group
The Boeing Company
The Clorox Company
The Coca-Cola Company
The Depository Trust & Clearing Corporation
The Dun & Bradstreet Corporation
The Hershey Company
The Hertz Corporation
The Home Depot, Inc.
The Interpublic Group of Companies, Inc.
The Kroger Company
The Nielsen Company
The PNC Financial Services Group
The Procter & Gamble Company
The TJX Companies, Inc.
The Walt Disney Company
Thermo Fisher Scientific Inc.
TIAA-CREF
Time Warner Inc.
Title Source, Inc.
T-Mobile USA, Inc.
Willis Towers Watson
Toyota North America
TransCanada Corporation
Turner Construction Company
Tyco International
Tyson Foods, Inc.
U.S. Bank
U.S. Postal Service
UAW Retiree Medical Benefit Trust
Union Pacific Railroad
United Airlines, Inc.
United Parcel Service, Inc.
United Rentals, Inc.
United Services Automobile Association (USAA)
United States Tennis Association
UnitedHealth Group Inc.
University of Pittsburgh Medical Center
Univision Communications Inc.
Unum Group
US Cellular
US Foods, Inc.
US Steel Corporation
USM an EMCOR Company
Valeo
Vanderbilt University
Veolia Water North America
Veritas Technologies LLC
Verizon Communications, Inc.
Vision Service Plan (VSP)
Visteon Corporation
Vmware
Volkswagen Group of America, Inc.
Volvo Trucks North America, Inc.
Vontobel Asset Management, Inc.
Voya Financial
WWR International, LLC
W.W. Grainger, Inc.
Walgreen Co.
Walmart Stores, Inc.
Washington Gas Light Company
Waste Management, Inc.
Wells Fargo & Company
Westinghouse Electric Company
WestRock
Wieden + Kennedy, Inc.
Windstream Communications, Inc.
Wisconsin Energy Corporation/We Energies
Wyndham Worldwide Corporation
Xerox Corporation
Yazaki North America, Inc.
Yum! Brands, Inc.

434 Corporate Members as of June 10, 2016
NMSDC LEADERSHIP

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

Treasurer
Mr. Dennis P. Miller*
Senior Vice President,
Controller
J. C. Penney Company, Inc.

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

President
Ms. Joset Wright-Lacy*

Eugene Agee
Vice President, Procurement and Real Estate
Sprint Corporation

Clifford A. Bailey*
President and
Chief Executive Officer
TechSoft Systems, Inc.

David W. Bartech
President and
Chief Executive Officer
The Bartech Group

Daniel Carrell
Vice President,
Client Services Procurement
International Business
Machines Corporation

Albert Chen
President and
Chief Executive Officer
Telamon Corporation

Bob Currey
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.
NATIONAL MINORITY SUPPLIER DEVELOPMENT COUNCIL, INC.

Financial Statements and Supplementary Information For the Year Ended December 31, 2015
(With Comparative Totals for 2014)
With Report of Independent Auditors

* These pages include the 2015 Financial Statements only. Please click here for the complete Financial Statements with notes.
INDEPENDENT AUDITOR’S REPORT

Board of Directors
National Minority Supplier Development Council, Inc.

We have audited the accompanying financial statements of National Minority Supplier Development Council, Inc. (the Council), which comprise the statement of financial position as of December 31, 2015, 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 accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from 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 of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from 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 entity’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 to above present fairly, in all material respects, the financial position of National Minority Supplier Development Council, Inc. as of December 31, 2015, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited National Minority Supplier Development Council, Inc.'s December 31, 2014 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated May 19, 2015. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2014 is consistent, in all material respects, with the audited financial statements from which it has been derived.

Other Matter

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The supplemental 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 of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Mitchell & Titus, LLP

June 7, 2016
NATIONAL MINORITY SUPPLIER DEVELOPMENT COUNCIL, INC.
Statement of Financial Position
For the Year Ended December 31, 2015
(With Summarized and Comparative Figures for 2014)

The accompanying notes are an integral part of these financial statements.

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$2,185,539</td>
<td>$1,804,635</td>
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<tr>
<td>Short-term investments</td>
<td>-</td>
<td>$1,035,655</td>
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<tr>
<td>Accounts receivable, net</td>
<td>861,894</td>
<td>837,538</td>
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<td>Prepaid expenses</td>
<td>119,074</td>
<td>324,781</td>
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<tr>
<td><strong>Total current assets</strong></td>
<td>$3,166,507</td>
<td>$4,002,609</td>
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<td>Cash—collateral</td>
<td>169,094</td>
<td>169,116</td>
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<td>Long-term investments</td>
<td>6,916,259</td>
<td>5,659,946</td>
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<td>Furniture, fixtures, equipment and leasehold improvements, net</td>
<td>$1,507,553</td>
<td>1,881,558</td>
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<td>Security deposits</td>
<td>860</td>
<td>860</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>$11,760,273</td>
<td>$11,714,089</td>
</tr>
</tbody>
</table>

| **LIABILITIES AND NET ASSETS** |           |           |
| Current liabilities       |           |           |
| Accounts payable and accrued expenses | $594,980   | $846,496   |
| Due to regional councils  | 1,229,425 | 824,506   |
| Deferred revenue          | 2,015,775 | 1,648,620 |
| **Total current liabilities** | 3,840,180 | 3,319,622 |
| Deferred compensation     | 322,986   | 300,117   |
| Deferred rent credits     | 268,697   | 318,069   |
| **Total liabilities**     | 4,431,863 | 3,937,808 |

| Commitment and contingencies |           |           |
| Net assets                  |           |           |
| Unrestricted                |           |           |
| Board-designated            | 1,284,230 | 1,243,471 |
| Unrestricted                | 5,939,180 | 6,427,810 |
| Temporarily restricted      | 5,000     | 5,000     |
| Permanently restricted      | 100,000   | 100,000   |
| **Total net assets**        | 7,328,410 | 7,776,281 |

| **Total liabilities and net assets** |           |           |
| **Total liabilities and net assets** | $11,760,273 | $11,714,089 |
### Statement of Activities

For the Year Ended December 31, 2015  
(With Summarized and Comparative Totals for 2014)

#### REVENUE

<table>
<thead>
<tr>
<th>Description</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>2015</th>
<th>2014</th>
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</thead>
<tbody>
<tr>
<td>Special event</td>
<td>$945,600</td>
<td>$236,000</td>
<td>$709,600</td>
<td>$945,600</td>
<td>$896,000</td>
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<tr>
<td>Less: Direct benefit to donor costs</td>
<td></td>
<td></td>
<td></td>
<td>$236,000</td>
<td>$208,600</td>
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<td>Membership dues</td>
<td>9,125,910</td>
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<td>9,125,910</td>
<td>9,225,528</td>
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<tr>
<td>Seminar registration, trade show, and meeting fees</td>
<td>3,850,197</td>
<td>17,400</td>
<td></td>
<td>3,867,597</td>
<td>3,662,621</td>
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<tr>
<td>Contributions</td>
<td>1,345,745</td>
<td>202,334</td>
<td></td>
<td>1,548,079</td>
<td>1,476,675</td>
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<tr>
<td>In-kind contributions</td>
<td>27,682</td>
<td></td>
<td></td>
<td>27,682</td>
<td>38,599</td>
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<tr>
<td>Investment income</td>
<td>191,421</td>
<td></td>
<td></td>
<td>191,421</td>
<td>226,516</td>
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<tr>
<td>Other income</td>
<td>339,405</td>
<td>276,427</td>
<td></td>
<td>615,832</td>
<td>308,998</td>
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<tr>
<td>Purpose restrictions satisfied</td>
<td>496,161</td>
<td></td>
<td></td>
<td>-</td>
<td>-</td>
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<tr>
<td>Total revenue</td>
<td>16,086,121</td>
<td></td>
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<td>16,086,121</td>
<td>15,626,337</td>
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</table>

#### EXPENSES

<table>
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<tr>
<th>Description</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Field operations</td>
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<td></td>
<td></td>
<td>7,569,733</td>
<td>7,714,520</td>
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<td>Member services</td>
<td>1,252,999</td>
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<td>1,252,999</td>
<td>977,525</td>
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<td>Annual conference</td>
<td>2,858,006</td>
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<td>2,858,006</td>
<td>2,227,856</td>
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<td>Business opportunity exchange</td>
<td>600,681</td>
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<td>600,681</td>
<td>603,110</td>
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<td>Learning programs</td>
<td>321,991</td>
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<td>321,991</td>
<td>509,642</td>
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<tr>
<td>Other program services</td>
<td>509,137</td>
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<td>509,137</td>
<td>645,955</td>
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<tr>
<td>Total program services</td>
<td>13,112,547</td>
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<td></td>
<td>13,112,547</td>
<td>12,678,608</td>
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<tr>
<td>General administration</td>
<td>2,892,545</td>
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<td></td>
<td>2,892,545</td>
<td>2,834,101</td>
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<tr>
<td>Fund development</td>
<td>528,900</td>
<td></td>
<td></td>
<td>528,900</td>
<td>559,539</td>
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<tr>
<td>Total supporting services</td>
<td>3,421,445</td>
<td></td>
<td></td>
<td>3,421,445</td>
<td>3,393,640</td>
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<tr>
<td>Total expenses</td>
<td>16,533,992</td>
<td></td>
<td></td>
<td>16,533,992</td>
<td>16,072,248</td>
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<tr>
<td>Change in net assets</td>
<td>(447,871)</td>
<td></td>
<td></td>
<td>(447,871)</td>
<td>(445,911)</td>
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<tr>
<td>Net assets, beginning of year</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>
<tr>
<td>Net assets, end of year</td>
<td>$7,223,410</td>
<td>$5,000</td>
<td>$100,000</td>
<td>$7,328,410</td>
<td>$7,776,281</td>
</tr>
</tbody>
</table>

The accompanying notes are an integral part of these financial statements.
**NATIONAL MINORITY SUPPLIER DEVELOPMENT COUNCIL, INC.**

Statement of Cash Flows
For the Year Ended December 31, 2015
(With Summarized and Comparative Figures for 2014)

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</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>$ (447,871)</td>
<td>$ (445,911)</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>695,990</td>
<td>628,336</td>
</tr>
<tr>
<td>Amortization of deferred rent credits</td>
<td>(49,372)</td>
<td>(11,064)</td>
</tr>
<tr>
<td>Unrealized depreciation (appreciation) on investments</td>
<td>15,304</td>
<td>(32,681)</td>
</tr>
<tr>
<td>Change in assets/liabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Increase in accounts receivable, net</td>
<td>(24,356)</td>
<td>(281,558)</td>
</tr>
<tr>
<td>Decrease in prepaid expenses</td>
<td>205,707</td>
<td>17,540</td>
</tr>
<tr>
<td>(Decrease) increase in accounts payable and accrued expenses</td>
<td>(251,516)</td>
<td>311,134</td>
</tr>
<tr>
<td>Increase in due to regional councils</td>
<td>404,919</td>
<td>432,910</td>
</tr>
<tr>
<td>Increase (decrease) in deferred revenue</td>
<td>367,155</td>
<td>(457,575)</td>
</tr>
<tr>
<td>Increase deferred compensation</td>
<td>22,869</td>
<td>34,463</td>
</tr>
<tr>
<td>Net cash provided by operating activities</td>
<td>938,829</td>
<td>195,594</td>
</tr>
</tbody>
</table>

| **CASH FLOWS FROM INVESTING ACTIVITIES** |              |              |
| Purchase of investments         | (1,304,275)  | (1,243,707)  |
| Proceeds from maturity/sale of investments | 1,068,335   | 1,158,096    |
| Purchases of furniture, fixtures, and equipment, and leasehold improvements | (321,985)   | (307,635)    |
| Security deposits                | -            | (860)        |
| Net cash used in investing activities | (557,925)  | (394,106)    |

| Net increase (decrease) in cash and cash equivalents | 380,904     | 198,512      |

| Cash and cash equivalents, beginning of year | 1,804,635   | 2,003,147    |

| Cash and cash equivalents, end of year       | $ 2,185,539 | $ 1,804,635  |