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Dear Pamela,



Sheila, Jody, Kelly, and Patti at Fifth Third's Diversity Event

As you approach the final quarter of the year, take a moment to reflect on accomplishments and challenges. Do you often ask yourself why aren't things getting done or find that there's no real progress? Are you wondering why you missed out on an opportunity or how you could've done something differently? If your answer is yes, here's why...**You're Working Harder, Not Smarter!** How can you reverse this? Take note.

- Improve your time management. How are you and your team spending the day?
- Write a to-do list everyday and prioritize! If it's not written down, there's no accountability.
- Leverage relationships to find resources for assistance.
- Don't re-create the wheel. Someone has done it before; tweak it and make it your own.
- You can't do it all. Just say no! It's not a bad word.
- Make an appointment with yourself to work on the business, not just in the business. Set aside at least 2 hours a week.
- Delegate! Delegate! Delegate!

Many of our region's WBEs are implementing these practices and investing in themselves and their business to learn how to work smarter and not harder. Remember, it's not the load that breaks you down; it's the way you carry it!

Sheila A. Mixon, Executive Director

Ohio River Valley Women's Business Council

CORPORATE PARTNERS



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What's New at ORV-WBC

Congrats to Class VIII & Class IX of ORVBDP

Sessions began in July for the fifteen (15) certified women-owned businesses selected to participate in Class VIII (in partnership with P&G) and Class IX (in partnership with L. Brands) of the Ohio River Valley Business Development Program (ORVBDP). This program provides support and guidance to a small, selective group of women business owners and executive management working to take their businesses to the next level through healthy, strategic growth.

Again, this year our participants include a certified WBE from outside of our OH/KY/WV region and several firms who previously participated and are now sending a member of their leadership team through the Program. Congratulations to this unstoppable group of WBEs!

- Angela Morrow, CEO & President, **LubriSource, Inc.** (Dayton, OH)
- Claire Krawczyn, Owner, **Verano Marketing & Communications** (Cincinnati, OH)
- Dulce Vega, U.S. Director, **Mayeh Alta Joyeria Mexicana** (Indianapolis, IN)
- Jamie Cmehill, Executive Director of Sales, **Leaderpromos** (Columbus, OH)
- Jennifer Peroli, Vice President, **Uniform Service** (Barberton, OH)
- Kristy Slevie, Market Lead, **Kalar Design** (Cincinnati, OH)
- Leronda Jackson, Owner, **LFL Insurance Agency LLC** (Dayton, OH)
- Lynn Moore, VP Finance & Administration, **HJI Supply Chain Solutions** (Louisville, KY)
- Martina Zenios, President & Owner, **Artina Promotional Products** (Powell, OH)
- Nicole Schaffer, Regional Vice President, **Legacy Staffing, LLC** (Solon, OH)
- Nikki Fraley Laub, Owner, **Premiere Concrete Supply** (Loveland, OH)
- Renee Coogan, President, **Acquisition Logistics Engineering**, (Worthington, OH)
- Sarah Brothers, Business Development Mgr., **PM/PC Direct, Inc.** (Mason, OH)
- Tara Halpin, President & Owner, **Steinhauser Inc.** (Newport, KY)
- Wendy Ottman, President, **Amstar Inc.** (Louisville, KY)



ORVBDP Participants and Leslie Young, Event & Program Mgr., enjoy the Archives Tour at Procter & Gamble Headquarters.

We look forward to celebrating Class VIII and IX graduates at the ORVBDP Graduation Luncheon during the 10th Anniversary Catch the Wave Regional Conference in Cincinnati, on April 15-17, 2019.

Thank You to ORV~WBC Volunteer Committee Leads

ORV~WBC could not nurture relationships with nearly 50 corporate members and over 1,000 certified WBEs across three (3) states of Ohio, Kentucky, and West Virginia, without the support of the many volunteers that support the day-to-day efforts of the ORV~WBC team. We'd like to recognize our corporate and WBE Committee Leads, some who have supported us for many years contributing to ORV~WBC's steady growth, and others that have recently volunteered to bring new energy and ideas to our organization!



Debra Quade
Supplier Diversity Mgr.
Kellogg Company
Programming
Committee



Quilana Barbee
Supplier Diversity Mgr.
Cintas Corporation
Corporate Recruitment
Committee



Sharlene Ramos-
Chesnes, CEO
InterChez
Certification
Committee



Melanie Boyle
Asst VP Corp. Culture
Fifth Third Bank
Mkt & Comm.
Committee

Paying It Forward

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

Certification Corner

WBE Onboarding Webinars for Newly Certified WBEs

Ohio River Valley Women's Business Council (ORV~WBC) is now hosting monthly WBE Onboarding Webinars for new WBENC-Certified WBEs in our region of Ohio, Kentucky, and West Virginia. Since we have not previously offered this webinar, all certified WBEs are also invited to participate in this webinar for the first three months! **WBE Onboarding Webinars dates for the next few months are Wednesday, October 10th and Wednesday, November 7th from 11:00 am - 11:45 am.**



During this 45 minute free webinar, you will learn about WBENC, the WBENC Network, and WBENC's C.O.R.E. platform; Certification, Opportunities, Resources, and Engagement. You'll also learn more about ORV~WBC as a regional partner organization (RPO), allowing you to see how the entire WBENC network is here to support you. The last fifteen (15) minutes will be open for Q&A.

These webinars provide a strong foundational understanding of the value of WBENC WBE Certification including:

- WBENC Overview
- The Network: We Are WBENC
- The Network: Regional Partner Organizations
- WBENC Brand & Brand Guidelines
- WBENC Logos and WBENCLink2.0
- National and Regional Events and Programs
- Resources Available Only to Certified WBEs
- Additional Opportunities for Engagement

Each webinar is led by a Women's Enterprise Forum Member from our region. Forum Members are actively engaged in WBENC and ORV~WBC and have leveraged certification to sustain and grow their business. Participants leave each webinar with information you can apply immediately and a new way of looking at certification! Don't miss out on this opportunity to learn strategies to leverage your certification and take your business to the next level! To register for upcoming webinars, [CLICK HERE](#).

For certification or re-certification questions, contact mmoreno@orvwbc.org

Corporate Member Spotlight



Joe McClain
Director, Supplier Diversity
Eaton Corporation

Eaton is a power management company with 2017 sales of \$20.4 billion, providing energy-efficient solutions that help customers effectively manage electrical, hydraulic and mechanical power more efficiently, safely and sustainably. Eaton is dedicated to improving the quality of life and the environment through the use of power management technologies and services. Eaton has approximately 96,000 employees and sells products to customers in more than 175 countries. Achieving community and economic impact by including diverse companies throughout the supply base is their mission regarding supplier diversity. Innovation and creativity are in the DNA of diverse suppliers.

In 2017, Eaton purchased more than \$1.6 billion in goods and services from small and diverse suppliers, approx. 12 percent of their total supplier spending. Compared to 2016, Eaton increased spending with minority, women and veteran-owned diverse businesses by almost 10 percent. Last year, Eaton established a Tier 2 Program to expanding their supplier diversity effort to Tier 1/prime suppliers by encouraging them to do business with competitive, diverse companies.

Pathricio (Joe) McClain is Director of Supplier Diversity for Eaton, leading the supplier diversity initiative and integrating diversity efforts within Eaton's business operations. Joe is a U.S. Army Gulf War veteran and began his career at Eaton's Kings Mountain operations plant in North Carolina, where he held numerous operation's positions. He is a 2017 Lead Diversity alum and serves on the board of the Ohio Minority Supplier Development Council (OMSDC), Josiah's House, Inc. and the ORV~WBC Steering Committee.

With a steadfast commitment to ORV~WBC and our region's WBEs, Eaton became a corporate member in 2016 and came onboard as an ORV Business Development Program partner, allowing ORV~WBC to offer the Program in Northern Ohio for the first time. Eaton has hosted and presented during several WBE Forum Luncheons, participated in ORV~WBC hosted events in Northeast Ohio, and sponsored our Catch the Wave Conference. Joe attended his first WBENC National Conference & Business Fair this year in Detroit.

Click [here](#) for info about Eaton's supplier diversity program. To contact Joe McClain, email PathricioJMcClain@Eaton.com



ORVBDP Class VII with Rogerio Branco (Eaton's Senior VP of Supply Chain Mgt), Leslie Young, & Joe McClain

WBE Spotlight



Pam Stanczewski, CEO
Central Point Partners

Central Point Partners is a national leader in the IT Staffing industry, specializing in providing information technology, consulting and staffing resources to America's premiere corporations including multiple fortune 500 companies. Primary industries served include higher education, financial services, insurance, and health care, among others. Central Point Partners has been recognized on the *Inc.5000* fastest growing companies (#1 in Columbus), 2018 *Inc.* Best Workplaces across the country, and *Columbus Business First* Fast50 for 2018.

As Chairman and CEO of Central Point Partners, Pam Stanczewski is responsible for the overall strategic direction, growth, and management of the firm. Pam started the company in 2012 with a vision to create a work environment where employees, consultants, clients and vendors feel valued and appreciated. The company is experiencing year-over-year growth with a high retention rate of employees and consultants.

As a WBENC certified WBE, Pam has taken full advantage as an active ORV~WBC member, building relationships and growing her business. She is the new Columbus WBE Forum Luncheon Co-Chair and volunteers her time and her team's time to support ORV~WBC committees. She attended the WBENC National Conference & Trade Fair for the first time this year, was a titanium sponsor of this year's Catch the Wave Conference, and a graduate of the Class III of the ORV Business Development Program (ORVBDP), in partnership with

P&G. Pam also participated in the 2018 National Spring Cohort of the 10,000 Small Businesses Program at Babson College in Boston, Massachusetts. She was referred to the prestigious National Cohort by ORV~WBC after graduating from ORVBDP.

Since becoming WBENC certified, Pam quickly saw the value of the services offered including the many networking opportunities with other women in business. "Because of my experiences the first few years, I wanted to become more involved with this supportive organization," says Pam. "Through my experiences I have met many incredible women who have encouraged me to become a strong leader for the next generation of young entrepreneurs. I want to empower women to take on leadership roles within the business community and push for workplace equality, and WBENC is helping me to do just that."

WBE Forum Luncheons

The WBE Forum Quarterly Luncheons are an opportunity to get engaged and build relationships with other WBEs and corporate members across the region. Contact the WBE Volunteer Chair(s) nearest you for more info. [CLICK HERE](#) to download 2018 Quarterly WBE Forum Luncheon Schedule (all dates are subject to change).



Cincinnati July WBE Forum Luncheon hosted & presented by Procter & Gamble

Charleston

Charleston WBE Forum Luncheons are held quarterly the 2nd Wednesday (unless otherwise noted). The next Charleston Luncheon will be held on Wednesday, November 14th.

WBE Volunteer Chairs:

Kathi Richards, Partner, Epiphany Consulting

Phone: 304.541.8711

Email: Kathi@epiphanywv.com

Kathleen Walker, Partner, Epiphany Consulting

Phone: 304.556.4839

Email: Kathleen@epiphanywv.com

Cincinnati

Cincinnati WBE Forum Luncheons are held quarterly on the 2nd Thursday (unless otherwise noted). The next Cincinnati Luncheon will be held Tuesday, December 11th. This luncheon is the regional-wide ORV~WBC Holiday Luncheon hosted by Macys, Inc.

WBE Volunteer Chairs:

Laureece Johnson, ORV~WBC Volunteer

Email: laureecej@yahoo.com

Tina Macon, President, AllMac & Associates

Phone: 513.289.5073

Email: Tina.macon@allmacassoc.com

Columbus

Columbus WBE Forum Luncheons are held quarterly on the 3rd Wednesday (unless otherwise noted). The next Columbus Luncheon is Wednesday, November 28th, hosted and presented by Nationwide.

WBE Volunteer Chairs:

Elizabeth Jutte-Kill, President, Auld Technologies LLC

Phone: 614.755.2853

Email: ejutte@auldTech.com

Pamela Stanczewski, CEO, Central Point Partners

Phone: 614.795.1659

Email: pam.stanczewski@centralpointpartners.com

Cleveland

Cleveland WBE Forum Luncheons are quarterly on the 2nd Wednesday (unless otherwise noted).

The next Cleveland Luncheon is Wednesday, November 14th, presented by FirstEnergy Corp.

WBE Volunteer Chairs:

Janet Kendall White, CEO, Berkshire Group

Phone: 800.556.5549

Email: janet@berkshire-leadership.com

Gabrielle Christman, President, Hunter International Recruiting

Phone: 440.389.2684

Email: gchristman@hirecruiting.com

Dayton

Dayton WBE Forum Luncheons are held quarterly on the 4th Wednesday (unless otherwise noted). The next Dayton luncheon is Wednesday, October 24th, hosted and presented by Premier Health. [CLICK HERE](#) for more info and to register.

WBE Volunteer Chairs:

Beth Radford, COO, Allied Shipping & Packaging Supplies

Phone: 937.222.7422

Email: bradford@asapi.com

Judy Brinegar, President & CEO, B63Line

Phone: 937.490.4002

Email: jbrinegar@b63line.com

Lexington

Lexington WBE Forum Luncheons are held quarterly on the 4th Thursday (unless otherwise noted). The next Lexington luncheon is Thursday, November 29th, hosted by Valvoline and presented by Fayette County Schools.

WBE Volunteer Chairs:

Nancy Wiser, President, Wiser Strategies

Phone: 859.887.0866

Email: nancy@wiserstrategies.com

Megan Lincavage, Associate, Sutherland & Associates

Phone: 859.229.4020

Email: megan@sutherlandnw.com

Louisville

Louisville WBE Forum Luncheons are held quarterly on the 4th Tuesday (unless otherwise noted). The next Louisville Luncheon will be Tuesday, October 23rd, presented by Humana. [CLICK HERE](#) for more info and to register.

WBE Volunteer Chairs:

Tawana Bain, New Age Communications (NAC)

Phone: 502.365.2202

Email: tbain@partnerwithnac.com

Wendy Ottman, President, Amstar Inc.

Phone: 502.561.7860

Email: wendyottman@amstarinc.com

Toledo

Toledo WBE Forum Luncheons are held quarterly on the 2nd Tuesday (unless otherwise noted). The next Toledo Luncheon will be held on Tuesday, October 9th, presented by Dana Incorporated. [CLICK HERE](#) for more info and to register.

WBE Volunteer Chair:

Joyce Osenbaugh, Client Liaison, BAZ Group

Phone: 419.720.0616

Email: josenbaugh@thebazgroup.com

Awards & Recognition

Congratulations to four (4) of our regions certified WBEs who were selected to participate in the **2018 Tuck-WBENC Executive Program**, a six-day intensive experience exclusively for WBENC-Certified WBEs taught by professors at the Tuck School of Business at Dartmouth College. The Program is a concentrated learning experience designed to help WBENC-Certified WBEs beyond the startup phase to assess, improve and grow their businesses. The Program focuses on WBE skill development to increase business capacity, operations, and leadership. Participants examine their businesses as case studies and apply core business concepts through real-world applications. The Program runs from September 30th - October 5th in Palisades, NY.



Sally Hughes
President & CEO
Caster Connection



Kelly Kolar
President
Kolar Design

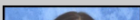


Leronda Jackson
Owner
LFL Insurance Agency



Elizabeth Jutte-Kill
President
Auld Technologies

ORV~WBC would also like to recognize four (4) WBEs from our region that were among 35 WBEs from across the country selected to participate in the Inaugural **Women in Technology (WIT) Program** designed for women entrepreneurs in the technology industry, presented by Dell Technologies. The Program provides next level development by focusing on the future of technology, developing a business strategy for growth, access to capital, service and product development, and human resources. This four (4) day program was held earlier this week in Austin, TX.





Tara Abraham
Founder & Co-CEO
Accel Inc.



Renee Coogan
President
AcquisitionLogistics
Engineering



Karen Greer
Owner
Secure Content
Technologies



Julie George
President
JAGWire Group, LLC

Baker Creative, a global branding PR firm, has been recognized by the nation's largest professional organization serving the communications community, the PRSA. Baker Creative was the only Columbus owned business given this recognition. Baker Creative has been awarded the Diamond Award by the PRSA East Central District. The Diamond awards are presented to public relations professionals who have successfully used ingenious skills and creativity to take on a communications task. This is the second Diamond Award Baker Creative has received. [Click here](#) to read more.



Michele Cuthbert, President
Baker Creative



Stephanie Leader, CEO
Leaderpromos

Stephanie Leader, Owner & CEO, **Leaderpromos**, was recognized by *Columbus Business First* as an Outstanding Diversity Champion. This is the third year for the annual awards program that recognizes excellence in encouraging diversity in age, disability, gender, sexual orientation, race and religion at local workplaces. [Click here](#) to read more.

Founded in 1995, Leaderpromos is a full-service marketing agency and national Top 50 distributor of promotional products with more than 25 years of industry experience.

Evolution creative solutions and **Bickley Innovations** were finalists in the Messer Construction and Fifth Third Bank Pitch Competition held in July. As finalists, they will be invited to attend a "Doing Business with Messer" seminar and receive quarterly mentoring and coaching opportunities for their businesses. [Click here](#) to read more.



Kendra Alexander, President
Bickley Innovations



Cathy Lindemann, President
Evolution creative solutions

We Would Love to Hear From You

We encourage our corporate and WBE members to submit relevant info to be included in our newsletter. We'd love to hear about your awards & recognition; contract and bid opportunities; articles and press releases; and events and activities. To submit info, please email to lyoung@orwbc.org.

WBENC Update

Dorothy B. Brothers Scholarship Opportunity

Did you know that WBENC offers the Dorothy B. Brothers Scholarship to its Women's Business Enterprises (WBEs) as an opportunity to receive up to \$11,000 in tuition to attend some of the best executive education programs in the country. If awarded, the WBE will choose from a list of WBENC approved executive programs to develop their business and themselves professionally.

Currently, the following schools are approved for use of the Dorothy B. Brothers Scholarship:

- Tuck-WBENC Strategic Growth Program, presented by IBM, New York
- WBENC Accelerated Leadership Development Program, sponsored by Robert Half
- WBENC Energy Executive Program
- WBENC Women in Technology Program, presented by Dell
- Berkeley Center for Executive Education, University of California at Berkeley
- Darden Graduate School of Business Administration, University of Virginia
- Dartmouth Tuck School
- Harvard Business School
- Kellogg School of Management, Northwestern University
- Kennedy School of Government, Harvard University
- Marshall School of Business, University of Southern California
- McCombs School of Business, University of Texas at Austin
- University of California at Los Angeles, UCLA Anderson

More than 250 WBENC certified WBEs have been awarded this prestigious scholarship to advance themselves and their companies! For more information about the scholarship history, candidate eligibility, programs with pricing and overviews, [CLICK HERE](#).



SAVE THE DATES
2019

National Conference
& Business Fair
ECOSYSTEMS

Events & Workshops

Build your network and your knowledge to grow and sustain your business! For more information or to register, please use the links below.

September 23-25: NAWBO, [National Women's Business Conference](#), Spokane, Washington

September 25: 2018 WELD Charleston, [September Leadership Series](#), Charleston, WV

September 25: Smart Business, [Aspire Columbus 2018 Conference](#), Columbus, OH

September 25: SBDC at Columbus State, [MBE & EDGE Certification Workshop](#), Columbus, OH

September 26: COSE, [How to Build a Marketing Machine From Scratch](#), Cleveland, OH

September 27: WELD National, [Tell It Like It Is Webinar: The Stories We Tell Ourselves](#)

V

September 27: Marietta College, [3rd Annual Mid-Ohio Valley Entrepreneurship Expo](#), Marietta, OH

October 2: Cascade Capital Corp., [Business Growth Awards Program](#), Akron, OH

October 3: NAWBO Cleveland, [All City Luncheon: Cyber Protecting Your Business](#), Parma, OH

October 4: NAWBO Columbus, [Monthly Meeting: The Power of Presence](#), Columbus, OH

October 6: [Success Her Way 2018 Summit](#), Cleveland, OH

October 10: Kentucky Public Procurement Association, [Intro to Professional Services Contracts](#), Frankfort, KY

October 10: GSA's Office of Professional Services and Human Capital Webinar

October 16: NAWBO Cleveland, [How You Can Achieve WBENC Certification](#), Independence, OH

October 16: NAWBO Kentucky, [2018 Business in the Bluegrass Symposium](#), Louisville, KY

October 17: Union Institute & University, [Breaking Through Series-Women Changing the Leadership Landscape-Health](#), Cincinnati, OH

October 17: Northern Kentucky Chamber, [2018 Women's Initiative Regional Summit](#), Cincinnati, OH

October 18: WELD Columbus, [Succession Planning: Passing the Baton with Precision](#), Columbus, OH

October 19: Fifth Third Bank, [Diversity Leadership Symposium: Candid Conversations](#), Cincinnati, OH

October 23: WIBN, [Lunch N Learn: Don't Go It Alone](#), Dayton, OH

October 25: WELD National, [Webinar: Be the CEO of Your Life...Keeping Women in Driver's Seat!](#)

November 1: COSE and Greater Cleveland Partnership, [BizConCLE 2018](#), Cleveland, OH

November 7: NAWBO Cleveland, [Onboarding Clients Best Practices](#), Westlake, OH

November 8: Smart Business, [Customer Service Awards Luncheon](#), Cleveland, OH

November 8: WELD Cleveland, [2019 Women WELDing the Way Calendar Reception](#), Cleveland, OH

November 9: SBA, WIPP, & Amex, [ChallengeHER](#), Chicago, IL

November 14: Toyota, [2018 Opportunity Exchange](#), Novi, MI

November 15: West Virginia Purchasing Division, [Doing Business with West Virginia](#), Logan, WV

SAVE THE DATE

March 11-13, 2019: WBENC Summit & Salute, Houston, TX

April 15-17, 2019: ORV~WBC, 10th Anniversary Catch the Wave Regional Conference, Cincinnati, OH

June 25-27, 2019: WBENC National Conference & Business Fair, Baltimore, MD

ORV~WBC Forum Committee Reps

The Women's Enterprise Forum (The Forum) serves in an advisory capacity to the WBENC Board of Directors. The Forum gives input and feedback on WBENC programs and other matters at the direction of the Board. Participation in The Forum offers opportunities for WBENC-certified WBES to represent the voice of all women's business enterprises and engage in networking and development activities with other WBES, member corporations, and government entities.



ORV Forum Reps: Shellee Fisher, Angela Horne (former rep), Shelly Heller, Kelly Kolar and Tara Abraham. ORV~WBC Forum Reps are there to represent you! Feel free to contact them for input, suggestions, or feedback regarding WBENC, ORV~WBC, and other matters relevant to the WBE community.

- Patti Massey, MYCA, pmassey@mycagroup.com
- Tara Abraham, Accel, Inc., taboraham@accel-inc.com
- Judith Anderson, Identity Systems, Inc., janderson@identitysystemsinc.com
- Shellee Fisher, Shellee Fisher Photography, sf@shelleefisher.com
- Ellie Halter, Schnipke Engraving Co., Inc., ehalter@schnipkeengraving.com
- Shelly Heller, Allied Shipping & Packaging Supplies, sheller@asapi.com
- Kelly Kolar, Kolar Design, k.kolar@kolar-design.net
- Karen Tate, The Griffin Tate Group, Inc., ktate@griffintate.com



About ORV~WBC

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



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

ORV~WBC operates under the Urban League of Greater Southwestern Ohio, Business Development & Entrepreneurship Department through a collaborative effort with WBENC. Call or click the link below for more information:

Phone: 513.487.6537

Website: www.orvwbc.org

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Ohio River Valley Women's Business Council

On Twitter

ORVWBC



Ohio River Valley Women's Business Council, 3458 Reading Road, Cincinnati, OH 45229

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