Empowering Visionaries

Impacting Time, Technology and Tomorrow...

One MBA at a Time
The National Black MBA Association remains committed to a systematic and unwavering focus at all levels to being the pre-eminent organization dedicated for creating intellectual and economic wealth in the African-American community through education and access.

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As our economy has struggled to recover, our organization and our members have faced a world of uncertainty and near continual change. But, as MBAs and business professionals, we are well equipped to handle the shifting tides. We have never wavered from our commitment to education, to networking, to opportunities – to you. As we leave 2012, our passion and resolve shine through, illuminating the path to growth and driving us to new heights.

In 2012, the National Black MBA Association:

- Mentored more than 8,000 students through the Leaders of Tomorrow® program, beginning the pipeline that enables underachieving students to realize their potential and continue their education.
- Provided more than $30,000 in scholarships to high school students through the Leaders of Tomorrow® National Business Case Competition, while also offering the opportunity to experience a graduate level business school study experience.
- Awarded more than $80,000 in scholarships on a national level, which continues to empower and enable the next generation of business professionals.
- Added a direct donation portal at www.nbmbaa.org/donations to engage members, partners and sponsors in growing and supporting key education programs, such as Leaders of Tomorrow.
- Connected nearly 9,000 attendees at the National Conference in Indianapolis with unparalleled educational, career and networking opportunities, creating inroads for Black professionals with top level companies and enabling those corporations to access the best talent to power their businesses.

And after 40 years, we never lose sight of the fact that education is the key to success and advancement for Black families across the world. Our pipeline mentors and uplifts from the classroom to the boardroom, as we provide the resources and relationships to identify and nurture new generations of great business minds.

In 2012, we continued to solidify our chapter presence, adding collegiate representation at Allen University, professional chapters in Seattle and San Antonio and a new interest group in Northern Virginia, all of which help to support and encourage more young people and professionals to choose an advanced degree in business. At the national headquarters, and our 45 professional chapters, our members, staff and volunteers provide hundreds of thousands of dollars in direct scholarship support, as well as countless hours in mentoring and advising young students at every level.

We realize that access to knowledge and information is critical. NBMBAA is dedicated to making the MBA degree an attainable dream for everyone.

In addition to education, access to careers is also key. In 2012, we continued grow opportunities for professionals in corporate America, with nearly 300 companies attending our annual Conference to hire from our membership. Corporations continue to recognize the value of our constituents as they recruit and retain the top talent that will power future business innovation.

Again in 2012, we were reminded that if we want a future where Black families have access to intellectual and financial wealth, we must build it. We thank you for your support and ask that if you can, you consider a donation to support our high school and collegiate scholarship and educational programs. We look forward to serving you in 2013.
EMPOWERING VISIONARIES

Stepping outside our daily boxes to see a holistic world requires creativity, drive and an innovative spirit. At the National Black MBA Association, we create the connections, nurture the relationships and open the doors that enable our members to find and pursue visions for themselves, their businesses and our world.

OUR PROGRAMS EMPOWER VISIONARIES

Professional and Collegiate Chapters
NBMBAA chapters are at the forefront in meeting the needs of business professionals and their communities and providing opportunities for members to really make a difference where it counts – at home.

Annual Conference & Exposition
This unique annual event moves career, business and personal brands to the next level through intensive workshops, learning institutes, plenary sessions and networking with 8,000+ African American business professionals, corporate executives and students. High level programs, such as the Leadership Institute® and Entrepreneurial Institute® offer even more focused executive-level education.

Career Expo
NBMBAA Career Expo connects Black professionals and students to companies seeking top-level diverse talent. This two-day event includes on-site exhibit and interviewing facilities that allow our Corporate Partners to actively recruit and source the premier personnel to staff their entry, mid-level and C-suite jobs.

Employment Network®
NBMBAA Employment Network® links corporations with NBMBAA members, diverse MBA holders and job seeking candidates through the NBMBAA job database. Post a job! Find a job!

Career Success Network Center®
CSN is an integrated suite of career development, coaching and employment resources to help you achieve success.

Conference Job Match
CJM is a targeted recruitment service providing job matching between our partners and exceptional diverse MBAs who will be attending the NBMBAA Annual Conference & Exposition.

Leaders of Tomorrow®
NBMBAA members mentor high school students and prepare them for leadership.

NBMBAA/Chrysler Case Competition
Students compete for scholarship dollars and interact with hiring executives, outside the normal recruiting setting, while tackling a professional business case.

Ntential® Coaching
Coaching is the secret weapon of today’s market leaders. Ntential® features executive coaching with experienced, certified and credible coaches.

Scholarship Programs
NBMBAA provides financial support to students pursuing careers in business, academia and related professions. Since inception more than $5 million has been awarded.
OUR MISSION

Established in 1970, the National Black MBA Association is dedicated to developing partnerships that result in the creation of intellectual and economic wealth in the Black community. In partnership with more than 400 top business organizations, the association has inroads into a wide range of industries as well as the public and private sector. Yet all of NBMBAA’s partners have one thing in common: They are all committed to the organization’s goals and values.

THE NATIONAL BLACK MBA ASSOCIATION LEADS IN THE CREATION OF EDUCATIONAL OPPORTUNITIES AND ECONOMIC GROWTH FOR AFRICAN AMERICANS.

We serve to:

• Provide innovative programs to stimulate their intellectual and economic growth
• Build partnerships with key stakeholders who help facilitate this growth
• Increase awareness and facilitate access to graduate management education programs and career opportunities in management fields

The National Black MBA Association:

Builds a pipeline to future generations by mentoring and engaging high school students.

Commits to educating the next generation of Black business professionals by providing scholarships to undergraduate and graduate business students.

Provides Black professionals with access to employment with pre-eminent business organizations.

Enables top-level networking for professionals through 45 local chapters.

Fosters diversity in leading U.S. corporations by connecting recruiters to first-rate talent.
2012: KEY HIGHLIGHTS

This year we continued to grow member access to opportunities, to grow educational access for Black youth and to empower professionals to grow and thrive.

- New Professional Chapters: San Antonio, Seattle and Northern Virginia Interest Group
- New Collegiate Chapter: Allen University
- 11th Annual LOT Case Competition Awarded more than $30,000 in scholarships
- 280 companies attended the 2012 Career Expo in Indianapolis
- Awarded more than $500,000 in undergraduate and graduate level scholarships
- 8,861 attendees at the 34th Annual Conference & Exposition
- 778 jobs posted through Conference Job Match
- 7,832 résumés posted through Conference Job Match database
- Solidified partnerships with key educational assets including, The Consortium for Graduate Management in Education and HBCU Connect
- Continued improvement of positive financial status
2012 NBMBAA NATIONAL AWARD WINNERS

2012 NBMBAA Award Winners, with their awards:
(from left to right) Gale V. King (Nationwide), Matthew Thornton III (FedEx), Donald Comer (FedEx).

CHAIRMAN’S AWARD
Donald Comer,
Director, Digital Access Marketing, FedEx

HELPING HANDS AWARD
FedEx

ENTREPRENEUR OF THE YEAR
Dan Jenkins,
President/CEO,
Jinton Enterprises,
LLC d/b/a SUBWAY

SILVER TORCH AWARD
Nationwide
EMPOWERING BLACK PROFESSIONALS: NBMBAA® MEMBERS

NBMBAA’s chapters are powered by our members, who share the empowerment from their own lives and careers gained both from themselves and their work with NBMBAA.

LOREN MCCRAY
*Cincinnati Chapter – Member of the Year*
- Director, Marketing and Programming for the Cincinnati Chapter
- Lead the programming for the following Chapter events:
  + “Celebrating Black History Month” partnering with the National Underground Railroad Museum
  + “The Art of Self-Branding”
  + “The Power of Negotiation” with guest speaker, Sidney Warren, Black Enterprise renowned negotiator consultant
  + LOT Mentor

AMY HILLIARD-JONES
*Chicago Chapter*
- Founder, President & CEO, Comfort Cake Company
- Serves on the Ethnic Advisory Board of PepsiCo; the Clinton Foundation Economic Initiative/Entrepreneurship Mentor Program; Chicago Urban League; Chicago Chamber of Commerce; and Rainbow Push Coalition.
- Community activist, volunteer, and former adjunct professor of Marketing at the DePaul University, she was appointed by former Mayor Richard M. Daley as a Commissioner of the Chicago 21st Century Planning Commission and the Chicago Business Economic Roundtable.
- Established the H.U.G.S. Foundation to further develop the entrepreneurial spirit in others through mentorship and scholarship programs. H.U.G.S. (to inspire Humble, Unbelievable, Greatness and Success)
LOT was “a pivotal program for me becoming the person I am today. The high school I started in, at times it didn’t feel like there were a lot of people to look up to or opportunities out there, but we met with mentors who were candid about how greatness is achieved and what it would mean to be an accountable leader.”

– Nicole Dickelson, Special Advisor to the Acting Deputy Assistant Secretary for Minority Health, U.S. Department of Health & Human Services

DEANNA HAMILTON
Atlanta Chapter
Immediate Past President of the Atlanta Chapter

• President & CEO of Circle One, Inc., a consumer product marketing & multi format printing company, and Circle One Consulting, a management consulting company specializing in private sector growth for entertainment and sport properties.
• Has been honored with the Community Service Award and MBA of the Year in the past.
• Recognized in Diversity Magazine’s Top 50 under 50 Corporate Executives and the Atlanta Business Journal’s Top 24 Influential Women in Atlanta.

DERRICK BRYANT
New York Chapter
Current President, Metro New York Chapter

• President and founder of DBFS Inc., a company that provides project management expertise, forecasting and tax support for corporations, small businesses and individuals.
• Under his leadership the New York Chapter has increased its membership by more than 70 percent and has grown access to leading corporations by more than 50 percent.
• Honors include Outstanding MBA of the Year from the New York Chapter in 2000 and the 2011 Man of the Year Award form the New York Jack and Jill Association.
EMPOWERING OUR COMMUNITIES: NBMBAA® CHAPTERS

NBMBAA’s 45 professional and 27 collegiate chapters are the lifeblood of our organization. On the ground in local communities, chapters provide service and outreach, while creating unique networking opportunities for students and professionals. Chapters also raise money for local projects, perform volunteer works and provide mentoring to high school students through the Leaders of Tomorrow® program. Some chapter highlights from 2012 include:

**Atlanta Chapter**
After playing host to the 2011 Conference, Atlanta hit the ground running, hosting more than 75 business leaders, entrepreneurs, MBAs and students attended the “Gear Up” Entrepreneur Institute, offering workshops and panel discussions to help assist budding entrepreneurs to grow their businesses. Atlanta also awarded $25,000 in scholarships in 2012.

**Pittsburgh Chapter**
Awarded $131,000 in scholarships and hosted 350 attendees at their Annual Scholarship Gala.

**Greater Harrisburg Chapter**
Hosted “Build Your Business Bootcamp – Profit from Your Passion” attended by nearly 100 people.

**Columbus Chapter**
Annual African-American Male Wellness Walk addressed men’s health crisis and need for health education.
Los Angeles Chapter
Held “Lessons from the C-Suite” session with GE, attended by William W. Wells, Jr., Immediate Past Chairman of the Board

Charlotte Chapter
Held annual Golf Tournament to benefit the LOT<sup>®</sup> program

Western New York
Hosted Soul Bowl Fundraiser to benefit the LOT<sup>®</sup> and was featured in local newspaper coverage.

Ford Black History Month Program, Detroit Chapter
3<sup>rd</sup> Annual Scholarship Brunch, Greater Harrisburg Chapter
LOT Closing Ceremony, Houston Chapter
Capital One Networking Event, Richmond Chapter
Carolinas Conference hosted by Raleigh Durham Chapter
17<sup>th</sup> Annual Corporate Appreciation and Scholarship Banquet, Kansas City Chapter
Lessons from the C-Suite, Los Angeles Chapter
NBMBAA®
PROFESSIONAL CHAPTERS

CANADA
ONTARIO
Toronto

UNITED STATES
ARIZONA
Phoenix

CALIFORNIA
Los Angeles
San Diego
San Francisco

COLORADO
Denver

CONNECTICUT
Hartford
Westchester/Greater Connecticut

DISTRICT OF COLUMBIA
Washington, D.C.

FLORIDA
Central Florida
South Florida
Tampa

GEORGIA
Atlanta

ILLINOIS
Chicago
INDIANA
Indianapolis
KENTUCKY
Louisville
LOUISIANA
New Orleans
MASSACHUSETTS
Boston
MICHIGAN
Detroit
MISSOURI
Kansas City
St. Louis
MINNESOTA
Twin Cities
NORTH CAROLINA
Charlotte
Piedmont-Triad
Raleigh-Durham
NEW JERSEY
New Jersey
NEW YORK
New York
Western New York
OHIO
Cincinnati
Cleveland/Northeast
Ohio
Columbus
Dayton
OREGON
Portland
PENNSYLVANIA
Greater Harrisburg
Philadelphia
Pittsburgh
TENNESSEE
Memphis
Nashville
TEXAS
Austin
Dallas-Fort Worth
Houston
San Antonio
VIRGINIA
Northern Virginia
(Interest Group)
Richmond
WASHINGTON
Seattle
WISCONSIN
Milwaukee

NBMBAA®
COLLEGIATE CHAPTERS
Allen University (Interim Chapter)
Atlanta University Center (Clark-Atlanta University, Morehouse College and Spelman College)
Bentley University
Bethune-Cookman University
Case Western Reserve University
Elizabeth City State University
Georgia State University
Hampton University
Huston-Tillotson University
Indiana University
Jarvis Christian College
Johnson & Wales University – Charlotte
Kennesaw State University
Massachusetts Institute of Technology (MIT)
The Ohio State University
Prairie View A&M University
Sam Houston State University
Southern University at New Orleans
Tennessee State University
Texas Southern University
University of Illinois at Urbana-Champaign
University of Maryland
University of New Orleans
University of Texas at Austin
Vanderbilt University
Washington University of St. Louis
Winston-Salem State University
The Chapter of the Year Awards were presented during the 34th Annual Conference & Exposition in Indianapolis.

Chapters of the Year are evaluated on the following: Membership growth, programs, corporate and educational partner relationships, scholarship programs, LOT programming, collaborative relationships with other organizations, chapter/NHQ collaboration, and positive revenue generation. They must meet all minimum standards and competitive pool requirements and have an active 501(c)3 status.

**Indianapolis Chapter**
- 24% Membership growth
- More than 20% annual revenue growth
- Collaborations with multiple corporate, educational, and organizational partners
- Impactful community presence

**Raleigh-Durham Chapter**
- 44% Membership growth
- More than 20% annual revenue growth
- Won Leaders of Tomorrow® Program of the Year (1 to 1 ratio of LOT mentors and students)
- Scholarship program perpetuates active chapter involvement and an ensures membership pipeline

**Washington, D.C. Chapter**
- 33% Membership growth
- More than 20% annual revenue growth
- Won Career and Lifestyle Channel Awards
- Awarded more than $100,000 in scholarships in 2011

**2012 NBMBAA Chapter Awards**

**Chapter Member of the Year**
Loren McCray, Director of Marketing and Programming, Cincinnati Chapter

**LOT® Program of the Year**
Raleigh-Durham Chapter – Jacqueline Lee Smith, Chapter President

**Newcomer President**
Brandy Williams, President, Cincinnati Chapter

**Five Channel Awards**

**Career Channel Award**
Washington, DC Chapter – John James, Chapter President

**Education Channel Award**
Pittsburgh Chapter – Jerrilynn Freelon, Chapter President

**Entrepreneur Channel Award**
Atlanta Chapter – Charmaine Ward, Chapter President

**Leadership Channel Award**
Greater Harrisburg Chapter – Angela Mitchell, Chapter President

**Lifestyle Channel Award**
Washington, D.C. Chapter – John James, Chapter President

**Retiring Chapter Presidents**

Charmaine Ward – Atlanta Chapter
Delores Lenzy-Jones – Austin Chapter
Renee Malbranche – Boston Chapter
Joe Randolph – Charlotte Chapter
Spencer Palmer – Chicago Chapter
Carl McGowan – Houston Chapter
Kathy Valentine – New Jersey Chapter
Garland Thompson – Philadelphia Chapter
Tanya Mahan – Westchester/Greater Connecticut Chapter
Stephanie Hale – Central Florida Chapter
EMPOWERING THE NEXT GENERATION:
LEADERS OF TOMORROW®

In 2012, the Leaders of Tomorrow (LOT) program continued its rebooting process, moving towards integrated, comprehensive, year-round programming distinguished from other programs by its intensity.

In all, more than 8,000 graduates from LOT programs across the country—more than 95% of whom enroll in college—have been the recipients of more than $2 million in scholarships and programming support. Today, approximately 300 mentors in Leaders of Tomorrow programs run by more than 30 chapters are working with more than 800 students—helping them set new standards for themselves in the areas critical to success.

All over the world, NBMBAA members continue to mentor high school students as they prepare for leadership and academic excellence.

SUCCESS BOOT CAMP

The Annual LOT National Conference completed a rebranding into “Success Boot Camp”, which featured hours of intensive programming over six days. Programming included 52 hours of workshops or other activities related to scholarship search, study skills, public speaking and small talk, networking, entrepreneurship, professional development, and health and fitness. Conference highlights included:

- Participation of 108 students from 22 chapters in the United States and United Kingdom.
- Introduction of the first “Blue Blazer” induction ceremony featuring chapter presidents and the national chairman
- The second President and CEO officer elections
- Students participated in a private golf clinic, a closing ceremony and a community event
- Keynote speakers including George Fraser, Chairman and CEO of FraserNet, Shundrawn Thomas, Global Head, Northern Trust Corporation Exchange Traded Funds Group and Mitzi Miller, Editor-in-chief of Jet Magazine
- Winners of the first SAT S.T.A.R.S. SAT preparation tournament won Dell laptop computers
LOT CASE COMPETITION

The Leaders of Tomorrow National Business Case Competition celebrated its 11th year with a competition at Emory University in Atlanta, GA. Teams from New Jersey (1st Place), Atlanta (2nd Place) and South Florida (3rd Place) won a total of $30,000 in scholarship funds. In all, approximately 120 students participated from 24 chapters in the United States and Canada. More than $320,000 has been provided in scholarships and programming support through the LOT National Business Case Competition over its history.

The Leaders of Tomorrow National Business Case Competition is a challenge like no other competition in the world. High school students analyze an MBA-level graduate school business case and present recommendations before panels of senior corporate executives and business school faculty. In the process, students must master advanced math, critical thinking, analytical, writing, research, and public speaking skills, and then present detailed financial projections and implementation plans.

LOT GLOBAL COMMUNITY SERVICE PROJECT

Chapters across the country participated in the first LOT Global Community Service Project. Using a theme determined by the students themselves—supporting the development of younger students—chapters engineered unique projects that worked to improve the personal, academic, and professional growth of students in grades K-7.

“LOT really laid the foundation for me to continue the work I do now because it gave me critical thinking skills that I had not previously learned.”

– Jamira Burley, Executive Director, City of Philadelphia Youth Commission
2012 NBMBAA SCHOLARSHIP RECIPIENTS

**NBMBAA®/CONSORTIUM FELLOWSHIP POST GRADUATE SCHOLARSHIP AWARD**

**Dante Cunningham**
Consortium Fellowship

**KAISER PERMANENTE SCHOLARSHIP**

**DePaul Vaughn**
Yale School of Management

**Rahshiene Taha**
Northwestern University

**UNIVERSITY OF PHOENIX SCHOLARSHIP**

**Thomas Lore**
University of Phoenix

**Rory Thomas**
University of Phoenix

**Jerry Johnson**
University of Phoenix

**Brittany Baird**
University of Phoenix

**GE SCHOLARSHIP & INTERNSHIP**

**Patrick Mathias**
Northwestern University

**Morris Cox**
Columbia Business School

**Jeffrey A. Coles Jr.**
New York University Stern School

**Rene’e Rufen-Blanchette**
George Washington University

**COLD LOGIC SCHOLARSHIP**

**Carolyn Griffin**
Vanderbilt University

**Justin Gilstrap**
Harvard University

**FORD SCHOLARSHIP**

**Donovan Wright**
Howard University

**James Pipkins**
University of Illinois

**David Montongo**
Clark Atlanta University

**Allegra Jerman**
Clark Atlanta University

**Paris Proctor**
Florida A&M University

**Terrance Wallace**
University of Alabama

**Julian Nicks**
Washington University

**Terrell Hunt**
Northeastern University
Since 1995, Chrysler Group LLC has partnered with NBMBAA as the exclusive sponsor of the National Graduate Student Case Competition.

Over the years, Chrysler’s sponsorship has enabled more than 1,300 students to present their analyses and recommendations to real-world problems during this very unique competition. The National Graduate Student Case Competition has evolved into the showcase event for student achievement at the annual National Black MBA Association Conference.

The Chrysler partnership is a unique one, but one that truly reflects NBMBAA’s mission and vision. As companies strive to be more diverse, the question becomes this: How do you improve innovation if your culture is not unleashing the fresh ideas and differing perspectives that can transform your business and your products? How do you truly understand how culture drives tastes and preferences among customers if you are not tapping into people in your corporation who understand the dynamics of those cultures first-hand. Chrysler understands the need to realize the full value of its diversity in order for it to have relevance and tangible value for the company, its customers and stakeholders. The partnership with NBMBAA helps Chrysler to realize its goals.

The NBMBAA welcomes graduate business students from the nation’s leading business schools as they compete for top ranking scholarship dollars. Students have the opportunity to analyze actual business cases and present their findings to judges ranging from senior level executives to representatives from top business schools from across the nation. In 2012, 24 teams competed in the Case Competition, taking on a graduate level case about the launch of the Fiat BEV.

2012 National Business Case Competition Winners

First Place
University of Southern California, Marshall School of Business

Second Place
Clark-Atlanta University

Third Place
Howard University
The 34th Annual Conference & Exposition brought thousands of professionals and students into Indianapolis, the crossroads of America, for five days of high level educational sessions, unique networking opportunities and access to hundreds of companies interviewing and hiring on the spot.
“The networking opportunities and access to a body of people in similar industries has been very helpful. They also allowed me to meet so many diverse people from different backgrounds and learning about the experiences they’ve gone through being a minority in corporate American was helpful. It demystified a lot of things that come up day to day. I knew I wasn’t alone or what I’m feeling I is a normal thing.”

– Yvette Hollingsworth, Chief Compliance Officer, Wells Fargo, former board member, NBMBAA New York Chapter
The National Black MBA Association® (NBMBAA) provides innovative programs to stimulate intellectual and economic growth in the Black professional community while building partnerships with key stakeholders who assist in generating this growth. The NBMBAA also serves to increase awareness and grant access to institutional facilities for graduate management programs and career opportunities in the management fields.

**Work Experience**

<table>
<thead>
<tr>
<th>Work Experience</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>0-2 Years</td>
<td>10%</td>
</tr>
<tr>
<td>3-5 Years</td>
<td>40%</td>
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<tr>
<td>6-10 Years</td>
<td>29%</td>
</tr>
<tr>
<td>11-14 Years</td>
<td>7%</td>
</tr>
<tr>
<td>15+ Years</td>
<td>14%</td>
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</tbody>
</table>

**2012 Conference**

- **Professionals**: 5,218
- **Students**: 3,643

**Gender**

- **Male**: 40%
- **Female**: 60%

**Ethnicity**

- **Black**: 43%
- **Asian**: 24%
- **Caucasian**: 18%
- **Hispanic or Latino**: 11%
- **Other**: 4%

**Highest Degree**

- **BS**: 56%
- **MBA**: 28%
- **MS**: 11%
- **PhD**: 1%
- **Other**: 1%

**Total Attendees**

- **2010**: 9,825
- **2011**: 10,860
- **2012**: 8,861

*Total attendance includes professionals, students, exhibitors, vendors, speakers, volunteers and guests.
2012 MEMBER DEMOGRAPHICS

Membership Demographics as of September 30, 2012

**Highest Degree**
- MBA: 28%
- BA/BS: 25%
- Masters: 12%
- PhD: 8%
- JD: 7%
- Other: 1%

**Ethnicity**
- Black: 66%
- Asian: 17%
- Caucasian: 8%
- Hispanic or Latino: 5%
- Other: 4%

**Gender**
- Male: 49%
- Female: 51%

**Age**
- Under 21: 17%
- 21-25: 16%
- 26-30: 13%
- 31-35: 11%
- 36-40: 10%
- 41-50: 12%
- 50+: 19%

**Work Experience**
- 0-2 Years: 8%
- 3-5 Years: 28%
- 6-10 Years: 15%
- 11-14 Years: 10%
- 15+ Years: 27%

**Chapter Regional Alignment**
- East: 29%
- Southeast: 20%
- Mideast: 16%
- Midwest: 13%
- South: 10%
- West: 8%
- Other: 4%
Partnership with NBMBAA provides corporations with access — access to a talented international network of Black professionals — and avenues for outreach, support and interaction that allow them to achieve their goals. More than 300 companies partner with NBMBAA every year.

THE VALUE OF A NBMBAA PARTNERSHIP:

Strategic Alignment and Efficiency
- Integrated support of strategic and corporate goals/initiatives
- Multiple avenues and offerings to reach targets

Brand Building
- Ability to leverage resources through a national platform
- Opportunities for exposure, messaging and sampling through the National Conference and local chapter events
- Ability to sponsor sessions or place reps as panelists during National Conference sessions
- Extend mindshare with potential hires and consumers through Black MBA Media
- Build awareness and loyalty among younger consumers through NBMBAA Education programs
- Direct opportunity for product placement, testing and promotions
- Associate the brand with innovation in business practice and education

Talent Acquisition
- Direct access to top tier talent at all levels of experience
- Pre-screening through Conference Job Match
- Retention Initiatives

Training & Development
- Conference sessions provide superior career development opportunities to help retain and develop current employees
- Conference sessions allow attendees to discover new and innovative ways of thinking through expert subject matter

Corporate Social Investment
- Venues for education and messaging
- Connect with and support community of talented Black professionals
- Opportunities to connect with the community on a national or local level
- Connect with the community in the development of their youth through NBMBAA Education programs

Today, corporate America needs more brilliant-diverse minds than ever before. Yet, as the need for brainpower grows, the number of our nation’s young, talented minorities pursuing advanced degrees is decreasing — limiting the talent pool. Our long-term engagement efforts continue to address corporate America’s diverse-talent pipeline needs.

Integrity, in every sense of the word, is how we retain our commitment to creating intellectual and economic wealth for the African-American community. With your help we will ensure that education will not skip a generation.
In partnership with more than 300 of the country’s top business organizations, NBMBAA has inroads into a wide range of industries as well as the public and private sector. Yet all of NBMBAA’s partners have one thing in common: they are all committed to our core goals and values.
# Statement of Activities and Changes in Net Assets

## Support and Revenue

<table>
<thead>
<tr>
<th>Description</th>
<th>2011 (Draft Audit)</th>
<th>2012 (Forecasted)</th>
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<tbody>
<tr>
<td>Corporate Partner Revenue</td>
<td>$8,424,021</td>
<td>$7,418,326</td>
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<tr>
<td>Membership Revenue</td>
<td>$540,822</td>
<td>$511,485</td>
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<tr>
<td>Contributions</td>
<td>$120,019</td>
<td>$99,339</td>
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<tr>
<td>In-kind Contributions</td>
<td>$202,480</td>
<td>$200,000</td>
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<tr>
<td>Investment Income</td>
<td>$16,524</td>
<td>$12,000</td>
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<tr>
<td>Other Revenue</td>
<td>$121,787</td>
<td>$175,890</td>
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<td><strong>Total Revenue and Other Support</strong></td>
<td>$9,425,653</td>
<td>$8,417,040</td>
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## Expenses

### Program Service

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<th>Description</th>
<th>2011 (Draft Audit)</th>
<th>2012 (Forecasted)</th>
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<tr>
<td>Conference and Other Programs</td>
<td>$4,914,267</td>
<td>$3,889,208</td>
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<tr>
<td>Membership</td>
<td>$629,171</td>
<td>$760,132</td>
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<tr>
<td><strong>Total Program Services</strong></td>
<td>$5,543,438</td>
<td>$4,649,340</td>
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</table>

### Supporting Services

<table>
<thead>
<tr>
<th>Description</th>
<th>2011 (Draft Audit)</th>
<th>2012 (Forecasted)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Management and General</td>
<td>$3,715,506</td>
<td>$3,082,608</td>
</tr>
<tr>
<td><strong>Total Supporting Services</strong></td>
<td>$3,715,506</td>
<td>$3,082,608</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$9,258,944</td>
<td>$7,731,948</td>
</tr>
</tbody>
</table>

### Change in Net Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>2011 (Draft Audit)</th>
<th>2012 (Forecasted)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Change in Net Assets</strong></td>
<td>$166,709</td>
<td>$707,806</td>
</tr>
</tbody>
</table>
New Orleans  
Tonia Moore  
www.norbmbaa.org

Pittsburgh  
Jeanine Blackburn  
www.norbmbaaugh.org

San Antonio  
JoQuiese Satterwhite  
www.nbmbaatc.org

Pittsburgh  
Joshua Williams  
www.nbmbaa-portland.org

San Diego  
Henry Hall

Philadelphia  
Garland Thompson  
www.nbmbaa-philly.org

San Francisco/Bay Area  
Kathy Andrews  
www.sfnbmbaa.org

Phoenix  
Alethea Session  
www.phoenixblackmba.org

South Florida  
Thamiah Tutt  
www.sflblackmba.com

Piedmont Triad  
Chatonda Ben Covington  
www.triadnbmbaa.org

Seattle  
Leo Oshahor  
www.seattleblackmba.org

St. Louis  
Jacque Volk  
http://stlblackmba.org

Western New York  
Thomas Beauford  
www.nybmba.org

Toronto, Canada  
Ivan Francis Jr.  
www.nbmba.ca

Twin Cities  
Marsha Henry  
www.nbmbaatc.org

Westchester/Greater Connecticut  
Winnie Roberts  
www.nbmbaa-wgc.org

www.nbmbaa.org

Tampa  
Max Oligarie  
www.tampablackmba.org

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www.tampablackmba.org

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John James II  
www.dcnbmbaa.org
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