



2009 Annual Report

The National Black MBA Association®, Inc.



Empowering Visionaries.



Vision

The National Black MBA Association's vision is to be an organization that leads in the creation of economic and intellectual wealth for Blacks.

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 480 of the nation's top business organizations, the association has inroads into a wide range of industries and public and private sectors. All of NBMBA's partners share one thing: We all are committed to a common goal.

The organization gains its strength from a firm belief in community and a commitment to its development through economic and educational initiatives that support the global African-American community.

As a professional membership organization of Black graduates with MBAs and advanced degrees, and entrepreneurs, we will increase the number as well as the diversity of successful Blacks in the business community by:

- Providing innovative programs to stimulate their intellectual and economic growth.
- Building partnerships with key stakeholders who help facilitate this growth.
- Increasing awareness and facilitating access to graduate management education programs and career opportunities in management fields.

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NBMBAA® Management Team

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President & CEO

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Director, Membership, Chapter & University Relations

Vera Lewis

Director, Marketing & Communications

Cecil B. Lucy, JD, CPA

Vice President, Finance & Legal Services/Chief Financial Officer

Fred J. Phillips III

Director, IT & Production

Freeda Warren

Vice President, Corporate Partner Development

Kim R. Wilson

Vice President, Strategic Program Initiatives

Reniece R. Wright, MSHR

Director of Human Resources

Programs and Services

Networking Opportunities

- Local Career Fairs
- Chapter Social Events
- Interaction with other Professional Organizations
- Networking with Corporate Leaders and Top Business Schools

Professional Recognition

- Chapter Awards' Programs
- Local Newsletters
- Board and Committee Opportunities

Career Development

- Chapter Workshops with Industry Experts
- Local Mentoring from Senior Members
- Employment Networking with Corporate Partners
- Top-level Executive Coaching

Local Community Involvement

- Entrepreneurial Outreach Programs
- Student Mentoring Opportunities
- Tuition Assistance for MBA and PhD Students

2009 NBMBAA® Board of Directors

William W. Wells Jr., Board Chair

President, W. Wells & Associates

Audrey D. Hines, Vice Chair/Development

President, Dillard Hines & Associates

Dr. dt ogilvie, Vice Chair/

Policies & Procedures

Associate Professor of Business Strategy, Rutgers Business School

Dimitrius M. Hutcherson, Treasurer

Senior Manager, Deloitte

Angela Eason, Secretary

Senior Manager, Deloitte

Alvin Brown, Immediate Past Chairman

Executive in Residence, Davis Leadership Center, Davis College of Business, Jacksonville University, Jacksonville, Florida

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Consultant, Next Age Consulting

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Chairman and CEO, TWD, Inc.

Leonard James III

U.S. Business Development Manager, ExxonMobil Fuels Marketing Company

Oscar Joyner

President, REACH Media, Inc.

Steve C. Lewis

Director, Strategic Planning, Manufacturing Executive Office, Ford Motor Company

Kandance Weems Norris

Partner, Cumby + Weems LLP

Quentin Roach

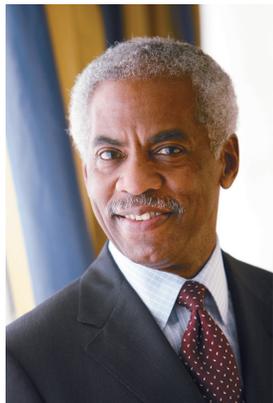
Chief Procurement Officer, Bristol-Myers Squibb

Keith R. Wyche

President, U.S. Operations, Pitney Bowes Management Services

NBMBAA® Background

Conceptualized	1970
Incorporated	1972
Status	501(c)3 Non-profit
Headquartered	Chicago, IL
Scope	National
Professional Chapters	43
Collegiate Chapters	25
Members	7,500
Corporate Partners	486



FROM THE CHAIRMAN OF THE BOARD
WILLIAM WELLS JR.

The National Black MBA Association (NBMBA) is an organization focused on providing access – access to talent, access to resources and access to a host of opportunities that propel individuals and organizations forward. Much of this access comes through connections. Our highly-valued connections with hundreds of educational institutions and corporate partners, greatly enhances our ability to ensure our members have access to educational and career opportunities and to ensure that companies and institutions have access to these talented, diverse business professionals.

In 2009, our Conference theme Connect/Reconnect fit perfectly with our presence in New Orleans. Four short years after we were forced to relocate our Conference from New Orleans to San Diego due to Hurricane Katrina, we returned to New Orleans for our annual Conference with a focus on reestablishing connections between those who may have lost track of friends or colleagues, or lost track of the critical need to communicate not just electronically, but face to face. As New Orleans continued to work hard to provide the type of engaging venue that it has long been known for, we were pleased to be a part of the city's rebirth and rebuilding.

In 2009, there were many challenges facing our nation particularly the economic downturn that hit everyone very hard. However difficult this has been, we are slowly moving toward

recovery. Last year's Conference was a bright spot in the year, allowing participants to interact with some of the nation's brightest and most highly talented leaders. Our attendees also had the opportunity to learn from various key thought leaders shaping the future direction of business and education. Even more important were the opportunities to network with those working across a wide spectrum of industries and sectors. We invited attendees to embrace futurist thinking not only as it related to their careers, but also to their lives, and they were up to the challenge.

As an association, NBMBA places a very high value on our attendees' time and willingness to engage in important activities such as our Annual Conference and Career Exposition. As such, we strive to align what we do strategically with personal and professional pursuits, both today and going forward. Also, we strive to be as relevant as possible and provide our constituents with a comprehensive array of workshops, panel discussions, plenary sessions and much, much more. This helps create a platform where highly talented diverse professionals are able to launch their careers, strengthen their relationships and position themselves strategically to access a wide variety of opportunities. Even with the downturn in the economy, our two-day career fair continues to be a major success, bringing in hundreds of the country's top corporations, organizations and agencies, as well as higher educational institutions – all with the intent of attracting and retaining talented professionals at various stages in their careers.

As we move past 2009 and into a continually changing and uncertain future, I am confident that NBMBA will continue to provide rewarding, relevant and fulfilling events that facilitate relationship-building and strengthen our shared journey.

William W. Wells Jr.
Chairman of the Board

2009 Highlights

Why NMBBAA®?

NMBBAA® remains on the leading edge of providing educational and professional access for African Americans.

- Networking opportunities on both the local, chapter level and the national level
- Professional assistance with career advancement
- One stop shop for up to date information on the business/financial industry
- Scholarships for graduate and undergraduate students to continue their education

All of which lead back to our mission to lead in the creation of educational opportunities and economic growth for African Americans.

A 40-Year Legacy...

Through 2009 and into 2010 we begin celebration of our 40th Anniversary. Over that period NMBBAA has:

- Established a national platform that enables major corporations and business schools to locate, recruit and integrate qualified African American professionals into their leadership structures and business school programming.
- Served more than 240,000 African American MBA's through its annual conferences and career fairs.
- Partnered with more than 3,000 national/global corporations, universities and business schools.
- Assisted corporations in hiring 62,000 African American MBA's in management and/or leadership positions in the United States.

Fast Facts

NMBBAA members: 7,500

Percentage of members with an MBA: 75%

2009 Annual Conference attendance: 9,753



...And Beyond

Over the next 40 years, NMBBAA will:

- Continue to expand its graduate and undergraduate programs for students
- Continue to work closely with the local Chapters to provide the necessary support they require
- Constantly renew and evolve partner relationships with major corporations and business schools
- Continue to add new partners and sponsors to work with us in the fulfillment of our mission

Education

Leaders of Tomorrow®

Founded in 1991 at the NMBAA® 13th Annual Conference and Exposition in New York, the Leaders of Tomorrow® Program (LOT) is an academic enrichment and leadership program serving high school students who demonstrate leadership potential. The LOT program currently serves approximately 700 young adults, ages 14-18, in 44 chapters throughout the United States and Canada, along with a contingency in London. Through local and national programming, LOT students are provided the opportunity to develop their leadership, academic and personal skills through specialized curriculum that focuses on mentoring, cultural exposure, experiential learning and college preparation. Our purpose is to prepare students for college and support their successful transition into adulthood. LOT programming includes an annual Global Leadership Camp, LOT Business Case Competition, LOT Conference and local and national scholarships.

For more information regarding Leaders of Tomorrow® and the National Black MBA Association®, please visit our website at: www.nbmbaa.org.

LOT® Case Competition

The LOT® National Business Case Competition challenges high school students across the country to excel at the highest levels of analysis, public speaking, strategic planning, financial analysis, marketing and management.

After advanced training by members of the National Black MBA Association, competing teams analyze a graduate-level, Harvard-style business case, then present recommended solutions, forecasts, and implementations before judges from the highest levels of business and academia. Winning teams receive thousands of dollars in scholarship prizes.



History

In 2001, the Washington, D.C. Chapter of the National Black MBA Association initiated a conference call with chairs of the Dallas, Texas, and Atlanta, Ga., Leaders of Tomorrow® programs to discuss a way to challenge participants in local programs to achieve at higher levels through competition. Soon thereafter, the Houston, Texas, chapter was invited to participate in the discussion, and the program chairs agreed to have students analyze a graduate-level business case and compete for prizes. The chairs wanted to prove that high school students who might be considered at-risk could perform at an advanced level if given the training and resources and if the bar for excellence was set high.

The competition was set for June 23, 2001 at the Georgia Power corporate headquarters in Atlanta, Ga., and **The Leaders of Tomorrow National Business Case Competition** was born, with just those four teams competing. The Dallas and Washington, D.C., chapters tied for first place, and split a grand prize of only \$100.

Since the first year, the competition has grown to include teams from across the country and has awarded more than \$65,000 in scholarship funds. In 2002, the competition partnered with the first corporate sponsor, ExxonMobil, to dramatically increase the scope of the competition and the amount of scholarship money awarded.

Each year, the competition is facilitated by the chair of the coordinating committee. To date, the case competition has had three chairs: Thomas Brooks, Angela Dixon Van-Croft, and Tamika Tyson.

Pictured: the Austin Leaders of Tomorrow case competition team (foreground, l to r) – Olivia Brown, Denise Manning, Jasmine Lee, DeRon Octave and Kennie Crockett. They are congratulated by (background, l to r) LOT Case Competition Chair Tamika Tyson; NBMBA Board Chair William Wells; NBMBA Board Member Leonard James III, ExxonMobil; Brad Davis, Nationwide Mutual Insurance Co.; and NBMBA President & CEO Barbara L. Thomas.



8th Annual Competition, June 25-27, 2009

Host Chapter: Detroit
 Host School: University of Michigan Ross
 School of Business
 Case Topic: Samsung

Winners

First Place: Austin
 Second Place: South Florida
 Third Place: Memphis
 Other Finalists: Western NY; Washington, D.C.

NBMBA Case Competition®

VISION:

The delivery of a case competition that serves as the premiere venue for national and business solutions, imaging support, and corporate recruitment while providing a venue for minority student scholarships.

OBJECTIVE:

To stimulate the development of intellectual wealth, to demonstrate the value of successful teamwork and to foster the spirit of healthy competition. The target market that may participate in this competition are graduate business school students.

OVERVIEW:

Established in 1992, the NBMBA Case Competition® was established to increase student participation and interaction in the NBMBA® Annual Conference. MBA students from more than 30 universities compete for ranking, scholarships and employment opportunities. Each three-person team is comprised of minority graduate business students. Students showcase their talent by

recommending solutions to a complex business case to a judging panel of corporate executives. The case competition awards scholarships totaling \$35,000 to the top three ranking teams, which then compete at the national conference. Students receive four weeks to analyze and solve a complex business case.

2009 CONFERENCE RESULTS

Finalists

- Emory University
- University of Washington
- Vanderbilt University
- University of North Carolina-Chapel Hill
- Winston Salem State University
- University of Texas-McCombs

Winning Teams

Scholarship Money Awarded

First Place

University of North Carolina at Chapel Hill

\$15,000

Taalib al'Salaam
 James Bryant
 Aeisha Williams

Second Place

Emory University

\$12,000

Ronke Adebiji
 Lisa Brown
 Daniel Graham

Third Place

Winston Salem State University

\$8,000

Miranda Dalton
 Willie Hunt
 J. Nathan Thompson

Education

NBMBAA Case Competition® Historical Overview

Year	Location	Registered	Competed	# Of Students	# Of Advisors Of Judges/ Moderators	Actual #	Scholarships
2009	New Orleans, LA	23	20	60	8	21	\$35,000
2008	Washington DC	35	31	83		23	\$35,000
2007	Orlando, FL	33	30	88	12	22	\$35,000
2006	Atlanta, GA	31	29	92	10	24	\$35,000
2005	San Diego, CA	32	28	97	12	22	\$35,000

2008

Annual Conference-Washington DC: The 2008 program consisted of 31 universities, which represented 83 students. Winning teams: 1st Place: Florida A & M University - \$15,000. 2nd Place: University of Tennessee - \$12,000. 3rd Place: University of Texas at Austin - \$8,000.

2007

Annual Conference-Orlando, FL: The 2007 program consisted of 30 universities. Winning teams: 1st place: Florida A & M University - \$15,000. 2nd place: New York University - \$12,000. 3rd place: University of Chicago - \$8,000.

2006

Annual Conference-Atlanta, GA: The 2006 program consisted of 29 universities. Winning teams: 1st place: University of Stellenbosch, South Africa - \$15,000. 2nd place: Hampton University - \$12,000. 3rd place: University of Georgia - \$8,000.

2005

Annual Conference-San Diego, CA: The 2005 program consisted of 28 universities. Winning teams: 1st Place: University of Georgia - \$15,000. 2nd Place: Michigan State University - \$12,000. 3rd Place: Pennsylvania State - \$8,000.

2004

Annual Conference-Houston, TX: The 2004 program consisted of 30 universities. Winning teams: 1st Place: Michigan State University - \$12,000. 2nd Place: Georgia State University - \$9,000. 3rd Place: Baylor University - \$6,000.

2003

Annual Conference-Philadelphia, PA: The 2003 program consisted of 34 universities. Winning teams: 1st Place: Vanderbilt University - \$12,000. 2nd Place: Emory University - \$9,000. 3rd Place: Bentley College - \$6,000.

2002

Annual Conference-Nashville, TN: The 2002 program consisted of 32 universities. Winning team: 1st Place: Michigan State University - \$12,000. 2nd Place: University of California-Los Angeles - \$9,000. 3rd Place: University of Michigan - \$6,000.



Cerise Thomas | Chrysler

NBMBAA® National Scholarship Program

VISION:

Identify and increase the pool of Black talent for public, private and non-profit businesses.

OBJECTIVE:

The National Black MBA Association's goal is to build a solid pipeline of support through which young people and our members can travel from the classroom to the boardroom. The organization provides more than \$500,000 dollars annually in scholarships to undergraduates, graduates and doctoral students pursuing careers in business.

The **NBMBAA Collegiate Chapter Scholarship Program** awards scholarships to student members of our collegiate chapters. Recipients are selected based upon their written responses to an essay topic, level of extra-curricular activity and community involvement, grade point average and interview score.

The **NBMBAA National Undergraduate Scholarship Program** distributes \$1,000 to undergraduate minority business candidates identified through our local chapters. Recipients are selected based upon their written responses to an essay topic, level of extra-curricular activity and community involvement, grade point average and interview score.



The **NBMBAA National MBA Scholarship Program** awards scholarships to the top 25 candidates identified through our annual essay competition. Recipients are selected based upon their written responses to an essay topic, most recent grade point average, verbal communication skills and level of extra-curricular activities and community involvement. The scholarship package includes monetary awards, travel, accommodations and registration to our annual Conference. Scholarships range from \$2,000 to \$15,000.

The **NBMBAA National PhD Fellowship Program** awards two fellowships annually to qualified individuals identified through our application process. Recipients are selected based upon their written responses to a research topic, most recent grade point average, verbal communication skills and level of extra-curricular activities and community involvement. The fellowship package includes monetary awards, travel, accommodations and registration to our annual Conference. The fellowship amounts range from \$5,000 to 15,000.

◀ NBMBAA Case Competition® National Champions representing the University of North Carolina at Chapel Hill: (from L to R) Taalib al'Salaam, Aeisha Williams and James Bryant with Lisa J. Wicker, Director – Talent Management, Global Diversity and Leadership Development, Chrysler Group LLC, at the awards program in New Orleans on Friday, Sept. 25, 2009.

2009 SCHOLARSHIPS			
	Number of Applications	Awards Given	Total Dollars Awarded
MBA Awards	551	13	\$161,000
Doctoral Awards	25	2	\$ 20,000
	Number of Chapters Participating	Awards Given	Total Dollars Awarded
Undergraduate Awards	43	12	\$12,000
Collegiate Chapter	19	5	\$25,000

Career



NBMBAA® 2009 Award Winners

NBMBAA® honors MBA professionals for their work in key areas, including leadership, education and entrepreneurship.

◀ **MBA of the Year**
Mayor Ray Nagin Jr.

H. Naylor Fitzhugh Award of Relevance
First Lady Michelle Obama

Silver Torch Award
Pat Crawford, Wells Fargo

Dr. William J. Qualls Award for Excellence
Nicole Chestang

President's Award for Outstanding Leadership
Kelvyn A. Moore

Chairman's Award
Kenneth Charles

Helping Hands Award
Marian Wright Edelman

Communicator of the Year
Tavis Smiley

Entrepreneur of the Year
Janice Bryant Howroyd

◀ **Educator of the Year**
Dr. Stephen "Steve" Perry

2009 NBMBA Career Fair®

Despite the challenging economy, NBMBA welcomed nearly 300 companies to the Career Fair floor at the 31st Annual Conference and Exposition in New Orleans. The corporate attendance was a testament to NBMBA's ability to connect them, in person, with top-level talent. The 5,000+ job seekers who attended had the opportunity to connect with companies offering real careers. The Career Fair also offered companies the opportunity to attract talent together through the different consortiums – Minnesota, Peachtree (Atlanta), Wisconsin, New Jersey and Bayou. These unique combinations enabled companies in one state or city to work together to attract talent to their geographic area.

The 31st Annual Conference again featured the NBMBA Career Success NetworkSM (CSN) center, which was created in response to demands from members and partners for additional resources to assist in development of career skills. The CSN provided onsite coaching, résumé feedback, and interviewing skills workshops, designed for anyone from recent graduates to high-achieving mid-career level professionals. An on-site Cyber Café provided attendees the chance to take what they learned in the CSN and apply it to their résumés – on the spot.

NBMBA Employment Network[®] and Conference Job Match, a function of the employment network service, leveraged web-based resources to help employers find and screen qualified candidates for management positions that require an MBA or advanced experience.



Professional Development

At the 31st Annual Conference and Exposition, NBMBA continued to offer cutting-edge professional development sessions through the Leadership Institute[®], which featured sessions debunking common leadership myths, and opportunities for attendees to hone their persuasion skills and bolster their financial savvy.

The messages translated to things participants took home. Roger Hamilton, a manager in the City of Houston's Planning and Development, is a regular Leadership Institute participant. Two years earlier, he took home insights about personalizing his approach to each employee. In 2009, he left with fresh ideas about how to motivate his staff and facilitate their growth. "Every year I come to these and take one thing away and try to work it in," he said.

The 2009 Conference Learning Sessions also offered high level professional development opportunities that not only helped attendees to retain and perform better at their positions, but also assisted companies in retaining their workforce.



Leadership



NBMBA leads from the ground up through its 44 local chapters. It is at this level that NBMBA members impact their local communities, making a day-to-day difference in the lives of the students they mentor and the members they support.

- Scholarship Programs
- Professional organization partnerships
- Public recognition
- Chapter/NHQ Collaboration
- Chapter Financials – positive revenue generation

2009 Chapter of the Year Award Winners

The 2009 Chapter of the Year award is reflective of the work accomplished by the Chapter during the 2008 calendar year (January 1, 2008 - December 31, 2008). Three Chapters were honored at the 2009 National Conference & Exposition, awards reflecting those Chapters that made the greatest contribution toward growing membership, developing programs and maintaining standards and best practices.

Nominated chapters were evaluated in the following areas:

- Programs – national program alignment, community service activities
- Corporate & Education Partner Relationships

Winners

Cleveland

Chapter President:
Jeanette Haynes-Gordon



The Cleveland Chapter was honored for its many achievements, including holding its own diversity career fair three years running, raising nearly \$20,000 for its endowment fund in 2008. The chapter also held a number of key member events, including a monthly Leadership Breakfast, which allows members the opportunity for them to hear from and speak with a CEO or other senior level executive as they address different topics relating to leadership development. In 2008 the chapter awarded \$19,000 in scholarships for local students.

Columbus



Chapter President:
Oyauma Garrison

The Columbus Chapter highlighted a number of unique member programs, including an annual résumé writing critique and interviewing skills workshop, as well as a Success Speaker series and its Career Connect program, which provides corporate partners a unique forum to introduce the business they represent, to share the company's culture, introduce career opportunities, and highlight products and services they provide to a group of highly qualified and interested candidates and potential customers. In a breakthrough year, the chapter awarded \$30,500 in scholarship in 2008 and, since the inception of its LOT® program in 2003, has awarded more than \$112,000 to deserving local students.

Dallas-Fort Worth



Chapter President:
Kathy Valentine

From 2008-2009, the Dallas-Fort Worth Chapter lost approximately 50 percent of its traditional corporate funding, but the board members came through for the Chapter by doing some out-of-the-box thinking and creative brainstorming that led to new ways of delivering programs, while keeping the chapter profitable. Despite the tough year, the Chapter still came through on programming and on scholarships, offering awards to three tiers of candidates, ranging from high school up through graduates pursuing their doctoral studies.

2009 Chapter Highlights

Multiple chapters have provided professional certification classes to their membership – **Cleveland** and **Louisville** provided a Six Sigma certification opportunity for their members; several other chapters have provided grant writing workshops

The **Pittsburgh Chapter** awarded \$180,000 in scholarships in 2009, impacting the lives of many students by funding their education.

Many chapters hold regular career fairs, job newsletters and other employment opportunities. The **Westchester/Greater Connecticut Chapter** and **Piedmont Triad** chapters recently held career fairs, and the WGC chapter extended the opportunities into a virtual career fair for their members as well.

The **Midwest Region** and **North Carolina Chapters** held conferences to provide learning opportunities for their members.

The **Chicago Chapter** held a CFO Summit, titled "Creating Value in an Unpredictable Economy," bringing together three top level local CFOs for a frank and timely conversation about their ever-changing roles in today's domestic and global marketplaces.

The **Toronto Chapter** gave two dozen Black high school students a glimpse into the heart of the city's financial district, as part of a pilot mentoring program designed to speed the chapter on the way to a full LOT® program. Twenty-three students from Sir Sanford Fleming Academy in the city's Lawrence Heights neighborhood spent the day with association members in the boardroom of the TD Canada Trust Tower, discussing financial management, team-building and careers.

Entrepreneurship

2009 Entrepreneurial Institute City Tour



During the summer of 2009, The National Black MBA Association® partnered with State Farm (presenting sponsor) and Wells Fargo (supporting sponsor) to develop and present a series of business-building opportunities and resources for those committed to creating jobs, building wealth, and participating in the economic recovery.



On May 30, 2009, State Farm and the NMBAA kicked-off the Entrepreneurial Institute City Tour in Chicago, Ill. It was an intense day of development for both start-up and established entrepreneurs. Hosted by the NMBAA, this all-day event provided insights to those trying to start or grow a business and find opportunities in a tough economy.

The tour continued to the following cities: Los Angeles, Calif. – June 6, Atlanta, Ga – August 8, Houston, Texas, – August 22, and Philadelphia, Penn. – August 29, 2009. Act•1 Group founder and CEO Janice Bryant Howroyd served as featured speaker for the tour in three cities. Howroyd provided inspiring examples of how entrepreneurial drive can be transformed into a multi-billion



dollar business enterprise. Houston attendees were treated with a keynote message from Dr. Randal Pinkett, founder, chairman and CEO of BCT Partners, a multimillion dollar consulting firm based in Newark, N.J. Pinkett also was named the winner of season four of NBC's hit reality television show, "The Apprentice," with Donald Trump.

Also during the tour, NMBAA partnered with Chicago Technology Office Group (CTOG) to present an Innovation Whiteboard Challenge, which was an opportunity for aspiring entrepreneurs to pitch an idea for a chance to win \$1,000 and an invitation to compete at the NMBAA 31st Annual Conference & Exposition in New Orleans.

More than 600 entrepreneurs attended the five-city tour. Each event was composed of two learning tracks – Start-Up and Growth. Both learning tracks offered two series of training (one morning session and one afternoon session led by a field expert). Fifty-nine percent of those registered selected the Start-Up Track as their learning opportunity, and 36 percent selected the Growth Track.



Entrepreneurship

2009 Entrepreneurial Institute

NMBAA/Wells Fargo
Entrepreneur Excellence
Award winners Kia Steave-
Dickerson and Willie Davis Jr.
receiving their prizes at the
2009 Conference.



Panelists from the "Why Didn't I Think of That?" Plenary.



The 2009 Entrepreneurial Institute (EI) gave participants the chance to start a new venture or grow an existing one, as well as the chance to see how socially conscious businesses take root.

Workshop participant Esinam Glakpe said the information proved "very relevant" to her current post in life. A part-time MBA student at the University of Chicago Booth School of Business and a full-time Procter and Gamble Scientist/Engineer, Glakpe said. "I'm trying to cultivate my passion, so that I have no future regrets.... As an entrepreneur, there are risks. The [Institute] provides steps you can take to maximize your chances at success."

The EI emphasized partnerships and tied back to the Conference theme by connecting entrepreneurs not just to each other, but also to companies and technology. "Even during an economic downturn, who you partner with says a lot," said Lacy Dubose, an agency field executive at State Farm, a key sponsor of the

EI. “Relationships are recession-proof. When you have a combined focus – community, professional development, entrepreneurship – that kind of synergy is priceless.”

NBMBA/Wells Fargo Entrepreneur Excellence Awards went to Kia Steave-Dickerson, owner of K.I.A. Design & Construction Enterprises, Inc. and Willie Davis Jr., owner of Just Bucket Excavating, Inc., who each received a cash grant of \$5,000. Curtis Jewell of MyCypher.com won \$10,000 for his 5-minute whiteboard presentation, which outlined the business case for MyCypher.com.

The EI continued during the Friday Plenary, “Why Didn’t I Think of That!” sponsored by Wells Fargo and moderated by Dr. Randal Pinkett, founder, chairman and CEO of BCT Partners, a strategic management, technology and organizational development consulting firm.

Panelist Phil Davis of iCubed International LLC has honed his entrepreneurial instincts over many years. He launched a deodorant for teens and a soul food restaurant before stumbling upon his latest business idea, a portable microwave oven. The energy-efficient appliance has won quite a following among people who are on the go or live in compact spaces.

James Jenkins, another panelist, won the reality television show Everyday Edisons for his patented CitiLug product, which allows shoppers to carry bags hands-free. And middle-schooler Jordan Culpepper, Black Enterprise’s Teenpreneur of the Year, discussed plans to pay for college with the money he’s earned selling buttons for every occasion.

The key to their successes was taking action. Even when they didn’t have all the answers, they were pro-active about asking questions, seeking help and moving forward. “We take ourselves out of the game thinking that if we don’t know it, we can’t do it,” Pinkett said.

Key Accomplishments:

The 2009 Entrepreneurial Institute continued to build upon the foundation by:

- Providing comprehensive programming for aspiring, current business owners and social entrepreneurs.
- Increasing the scope of the Entrepreneurial Institute and cultivating a rapidly emerging market segment by developing and adding a new track for social entrepreneurs.
- Receiving favorable in-person feedback from all speakers.
- Identifying and attracting a national caliber faculty of practitioners and thought-leaders.
- Providing a ready venue for knowledge transfer among participants – all speakers’ books were sold after each session.
- Having five regional semi-finalists and an at-large contestant compete in the Innovation Whiteboard Challenge. First prize was \$10,000 – a 100 percent increase in prize money over 2008. The finals attracted more than 500 spectators.
- Added the Supplier Diversity Meet and Greet, where corporate representatives from State Farm, Boeing, Target and Burger King offered contracting opportunities to qualified participants. The event provided 33 one-on-one appointments for suppliers to meet with corporate and council representatives in Louisiana.

Partners

2009 Corporate Partners

STRATEGIC PARTNERS

Chrysler Group, LLC
Dell
Deloitte
ExxonMobil
Ford
Marriott
Target
Wells Fargo

CORPORATE PARTNERS

3M
7-Eleven
A.T. Kearney
Abbott Laboratories
Accenture
ADP
Aetna
Air Products and Chemicals, Inc.
Allstate Insurance Company
Amazon
American Airlines
American Express Company
American Family Insurance
Amgen
AON
Apollo Group
Astellas Pharma US
AstraZeneca
AT&T
AutoZone
Bank of America
Bank of New York Mellon (The)
Baxter Healthcare Corporation
Bayer Corporation
BB&T
BD

Bentley University
Beta Gamma Sigma
Bill & Melinda Gates Foundation
Black EOE Journal
Booz Allen Hamilton
Boston Scientific
Boston University
BP
Bristol-Myers Squibb
Broad Center(The)
Burger King Corporation
C.R. Bard, Inc.
Campbell Soup Company
Cargill Inc.
Case Western Reserve University
CDC Development Solutions
CDS International, Inc.
Central Intelligence Agency
Chevron Corporation
Chick-fil-A, Inc.
Chrysler Group, LLC
Cintas Corporation
Citi
Clark Atlanta University
The Clorox Company
The Coca-Cola Company
Colgate-Palmolive
College of William and Mary (The)
Columbia Business School
Comcast
ConAgra Foods Inc.
Consortium for Graduate Study in Management
Cornell University-The Johnson School
Cox Enterprises, Inc.
Credit Suisse
Cricket Communications
Danya International, Inc.
Darden Restaurants
Dell
Deloitte
Delta Air Lines

Deutsche Bank
Diageo
Dr Pepper Snapple Group
DTE Energy Co.
Duke Energy
Duke University
E. & J. Gallo Winery
Eaton Corporation
Ecolab Inc.
Education Pioneers
Eisai
Eli Lilly and Company
EMC Corporation
Emory University
Entergy Corporation
Environmental Defense Fund
EQT Corporation
Ernst & Young LLP
ESPN, Inc
Express Scripts, Inc. Pharmaceuticals
Exxon Mobil Corporation
FDIC
Federal Aviation Administration
Federal Bureau of Investigation (FBI)
FedEx
Federal Home Loan Bank System
Federal Housing Finance Agency (FHFA)
Federal Reserve
Finra
The First American Corporation
Ford Motor Company
Fordham University Graduate School of Business
Forest Laboratories, Inc.
Fortune Brands, Inc.
FPL Group
Freddie Mac
Gallup Consulting
GE
Genentech
General Mills
George Washington University School of Business (The)

Georgetown University McDonough
Georgia Tech College of Management
Gilead Sciences
GlaxoSmithKline
GlobalHue
GMAC LLC
Goldman, Sachs & Co.
Harland Clarke
Harley-Davidson Motor Co.
Harrish's Entertainment
The Hershey Company
Hewitt Associates
The Home Depot
Howard University MBA Program
Humana, Inc.
IBM
Intel Corporation
Interstate Brands Corporation
International Franchise Association
Iowa Careers Consortium
John Deere
Johns Hopkins Carey Business School
Johnson & Johnson
Johnson Controls
Johnson Graduate School of Management
JP Morgan Chase
Kaplan, Inc.
Kellogg Company
Kellogg School of Management
Kimberly-Clark Corporation
KIPP Foundation
KPMG LLP
Kraft Foods
Kroger
Liberty Mutual
Limitedbrands, Inc.
Lincoln Financial Group
Lockheed Martin
L'Oreal USA
Louisiana State University - Flores MBA Program
Lowe's Companies, Inc.
Manpower

Marriott International	Oracle Corporation	Thunderbird, School of Global Management	University of New Orleans
Mars NorthAmerica	Peabody Energy	Thurgood Marshall College Fund	University of Notre Dame
Marshall and Ilsley Corporation	Penn State SMEAL MBA Program	TIAA-CREF	University of Phoenix
Mass Mutual Financial Group	PepsiCo	TouchMeGreetings.com	University of St. Thomas
MasterCard Worldwide	The PhD Project	Toyota Motor Sales U.S.A. Inc.	The University of Texas at Austin
Mattel, Inc.	Pitney Bowes Inc.	Transportation Security Administration	The University of Texas at Dallas
McBride Research Laboratories	PNC	Travelers Companies Inc. (The)	University of Virginia Darden School
The McGraw Hill Companies / Standard & Poor's	Praxair, Inc.	Trinity Health	University of Washington - Foster School of Business
Medco Health Solutions, Inc.	Precision CastParts Corp.	Tuck School of Business- Dartmouth	US Agency for International Development
Medtronic, Inc.	PricewaterhouseCoopers	Tulane University, Freeman School of Business	US Securities and Exchange Commission
Meijer	Procter & Gamble	Tyco Electronics	USAA
Mercer	Prudential Financial	Tyco International(US), Inc.	USC Marshall School of Business
Merck & Co.	Public Service Enterprise Group	U.S. Department of State	UST Opus College of Business
MetLife	Purdue University	U.S. Foodservice	Vanderbilt University, Owen Graduate School
Michigan State University	Raytheon	UBS	Vanguard
Microsoft Corporation	Regions Financial Corporation	UCLA Anderson School of Management	Verizon
MillerCoors	Republic Services	UNC Kenan-Flagler Business School	Virginia Tech MBA Program
The MIT Sloan School of Management	Rice University	Uncommon Schools	Volkswagen Group of America, Inc.
Monsanto Company	R.J. Reynolds Tobacco Company	United Health Group	Wachovia
Monster.com	Robert Half International	United States Tennis Association	Wake Forest University
Moody's Investors Service	Robert W. Baird	United Technologies Corporation	Walgreens
Moore School of Business - University of South Carolina	Roche Diagnostics	University at Buffalo	Wal-Mart Stores, Inc.
Morgan Stanley	Rollins College	University of Chicago - Booth School of Business	The Walt Disney Company
National Grid	Ryder System, Inc.	University of Dallas	Washington University in St. Louis
Nationwide	SC Johnson	University of Denver (Daniels College of Business)	Waste Management
Navistar	Sears Holdings Corporation	University of Georgia Terry MBA Program	Watson Wyatt Worldwide
Nestle USA	Select Comfort Corp	University of Houston - C.T. Bauer College of Business	WellPoint
New York Life Insurance	Simon Graduate School	University of Maryland University College	Wells Fargo
<i>The New York Times</i>	SMU Cox School of Business	University of Michigan- Ross School Business	Wesco Distribution Inc.
The Nielsen Company	Southern University	University of Minnesota	Wharton School
Northeastern University	Sprint	University of Missouri- Columbia, Crosby MBA Program	WhiteWave Foods Company
Northrop Grumman	State Farm Insurance Companies		Winston Salem State University
Northwestern Mutual	SunTrust Bank		Wm. Wrigley Jr. Company
Novartis Pharmaceuticals Corporation	SUPERVALU, Inc.		Yale School of Management
Novo Nordisk Incorporated	Symantec Corporation		
NYU Stern School of Business	Takeda Pharmaceuticals		
Ogilvy & Mather	Target Corporation		
The Ohio State University, Fisher College of Business	TD Bank Financial Group		
	Tennessee Valley Authority		
	Tepper School of Business at Carnegie Mellon University		
	Texas Christian University		
	Texas Instruments		
	Thomson Reuters		



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