



**institute for  
supply management**

# Minority and Women's Business Development Group

Official Newsletter of ISM's Minority and Women's Business Development Group

## Message from the Chair



It's difficult to imagine a day when the desk is clean and the work completed by 5:00 p. m., enabling us to go home for a relaxing evening with our families. Our work lives are filled with too many tasks, too little help, and insufficient time to fulfill the goals we (or the boss) have set. And yet, most of us find time to coach Little League, go to the gym, and volunteer to serve on boards and committees in organizations such as ISM. Why? Because of the fulfillment that comes from having made a difference in someone's life or career—maybe even in our own.

This is the fourth year that the MWBDG has produced a pre-conference workshop (in fact, there are two this year) at the ISM Annual Conference. And, we are presenting two additional seminars during the conference. The members of our board of directors are all volunteers, traveling at their own expense to attend board meetings and conferences, fulfilling speaking engagements, and preparing the materials for all of our presenta-

tions. Therefore, I am taking this opportunity to thank each and every one of them for their tireless efforts and for their dedication to supplier diversity. Even though you could say that supplier diversity is their job, whether they work for a corporation, a small business, or a non-profit organization, their commitment to enlightening the larger universe of ISM procurement professionals means going far beyond their organization's job description. It is that personal commitment that is worthy of recognition, and recognition by your peers is often the highest praise.

We know those of you who have expressed an interest in MWBDG also go that extra mile to make a difference, or at the very least, want to know what can be done to increase opportunities for minority- and woman-owned businesses. We hope to be able to help you with that. We're working on a new and improved website which will contain more and useful information. In the meantime, give us a call, or better yet—send us an e-mail. □

—Betty Banks

### Minority and Women's Business Advocate Award



MWBDG chair Betty Banks presents the 2005 award to JoAnn S. Harper, senior negotiator, Sprint. The award is given annually in honor of the first chairman of the Group, Charles J. McDonald, Jr. It is given to an ISM member for exemplary contributions in minority and women's business development.



Award chairman and 2004 Advocate Award winner, Brenda Fulmore, BB&T, with JoAnn Harper (center), Sprint, 2005 winner, and MWBDG chair, Betty Banks. MWBDG will introduce the 2006 winner at the ISM Annual Conference in Minneapolis.

## Mission Statement

The mission of the ISM Minority and Women's Business Development Group is to educate, motivate, and provide leadership to ISM members in support of minority/women's business initiatives.

# 2005 Networking Reception



Pictured are the MWBDG Board of Directors during the ISM Annual Conference last year. Front row, left to right, are Corina Gallegos, John Forcucci, Joan Kerr, Valerie Nesbitt and Ginger Conrad. Back row: Steve Ballenger, Brenda Fulmore, Gwendolyn Turner, Betty Banks, Steven Sims, and Parker Kapp.



MWBDG chair Betty Banks (left) with Networking Reception corporate sponsors Janet Stone (center), manager, supplier diversity, Alcatel, and Joan Kerr, executive director, supplier diversity program, SBC.



Special guests were students from Clark Atlanta University, Atlanta, Georgia. The students are majoring in supply chain management at Clark, one of the nation's foremost Historically Black Colleges and Universities.



Linda Denny, vice president, Women's Business Enterprise National Council.

## Speakers Available

MWBDG board members are available to speak at affiliate meetings on all aspects of supplier diversity.

## Did You Know?

March was National Purchasing Month? A quick search of the Internet reveals that while most affiliates celebrated it in March, some have special activities in October. Regardless of the calendar, every day is an opportunity for making supplier diversity part of your procurement strategy.

Chair Betty Banks presents an award to Frank Gallegos, COR Management Services, recognizing his service to the organization as facilitator of the Group's strategic planning sessions.

