



**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



On behalf of the new MWBDG board officers and myself, I thank you for selecting us to lead the group over the next two years. We appreciate your confidence in us and will depend on your participation and support in order to achieve our objectives.

During the coming year, we have a number of major projects to accomplish. We want to get our group website up and running in order to provide you and other ISM members with information about supplier diversity. We hope to stimulate membership participation, involvement, and growth. We want to make our group an organization that will be more responsive to you, the members, the ISM overall membership, and to anyone interested in supplier diversity and minority and women's business development.

As we advance, we will make every effort to keep you informed of our progress. We'll use the newsletter and, very soon, the website to communicate.

To ensure that we are pursuing the right objectives, we need to hear from you. Let us know what has been helpful, and also what you need to know and how we can strengthen our commitment to our mission. The MWBDG page that is part of the ISM website, under the Members Only section, will continue. However, our specially developed website, which we plan to have completed by the end of the year, will be located at www.mwbdg.com.

Finally, our special thanks to **Betty Banks** for her seven years as chair of MWBDG.

She has set a standard of excellence that we as a board, and I as chair, are committed to maintaining.

—Corina Gallegos

Pre-Conference Seminars

The group presented two pre-conference seminars at the ISM Annual International Supply Management Conference. They were: "How to Develop and Manage a Supplier Diversity Program" and "How to Manage Diversity in Global Supply Chains."



Steven Sims, vice president of programs and field operations, NMSDC, and MWBDG board member, speaks at 2006 pre-conference seminar.

They were developed especially for sourcing professionals who are interested in a strategic approach to integrating supplier diversity into their company's supply chain process. MWBDG also sponsored two hour-long workshops at the conference. Comparable seminars and workshops will be presented in 2007 at the Las Vegas Conference.

Mission Statement

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

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Annual Membership Meeting and Networking Reception

By Patricia Richards

The city of Minneapolis, Minnesota, provided an exciting backdrop for the 2006 MWBDG Annual Meeting and Networking Reception on Sunday, May 7, at the Minneapolis Hilton. More than 50 MWBDG members and guests attended the meeting and reception that followed.

Betty Banks, outgoing chair, greeted members and guests and thanked sponsoring companies, Pfizer, BB&T and Shell Oil Company. Special guests included Linda



Clark Atlanta students, all supply chain majors, are (left to right) Michael London, Sakeenah Hakim, Kamilia Morrow, and Arnette Dotson.

Denny, vice president of business development, Women's Business Enterprise National Council; Lisa Martin, ISM board member and director of diversity at Pfizer; and stu-

dents from Clark Atlanta University in Atlanta, Georgia, who were sponsored by the school and members of the Clark Atlanta Supply Chain Management Advisory Board.

The 2006-2007 slate of officers was affirmed by the group with the two-year term commencing immediately following the conference.

The officers are charged with leading the group in achieving the goal and objective of inclusion of minority and women's business enterprises in the supply chain. Clark Terrill, Honda Motors, presented each officer-elect with a special pen memento. Betty



MWBDG Board of Directors

Banks thanked past officers for their service to the MWBDG, including Ginger Conrad who has served as the secretary of the MWBDG for the past ten years. She will continue to serve as head of communications.

Door prizes, provided by MBE magazine and Shell, were awarded at the close of the meeting. MWBDG shirts were also given away.

Upcoming Supplier Diversity Events

August 29-September 1—National MED Week (Minority Enterprise Development Week), presented by the U.S. Small Business Administration and the U.S. Department of Commerce, Minority Business Development Agency. Omni Shoreham Hotel, Washington, D.C. **(888) 324-1551**. www.medweek.gov.

September 20-23—27th Annual USHCC National Convention and Business Expo, presented by the United States Hispanic Chamber of Commerce. Philadelphia Convention Center, Philadelphia, Pennsylvania. **(202) 842-1212**. www.usbcc.com

October 29-November 1—National Minority Supplier Development Council (NMSDC) Annual Conference and Business Opportunity Fair. San Diego Convention Center, San Diego, California. **(212) 944-2430**. www.nmsdc.org.

May 4-5, 2007—Supplier Diversity Pre-Conference Seminars, Las Vegas, Nevada.

Speakers Available

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

Newsletter Items

Please send news releases to Ginger Conrad at: gconrad@mbemag.com

Charles J. McDonald, Jr. Minority and Women's Business Advocate Award

Marilyn L. King, C.P.M., manager, supplier diversity and purchasing systems, Alcon Laboratories, Inc., Fort Worth, Texas, was presented the **Charles J. McDonald, Jr. Minority and Women's Business Advocate Award** by the Minority & Women's Business Development Group (MWBDG), a special interest group of the Institute for Supply Management™ (ISM). The award was presented by Betty Banks, MWBDG chair, at the ISM Annual Conference in Minneapolis, Minnesota on May 8, 2006.

This award is given in honor of the first chairman of the MWBDG, Charles J. McDonald, Jr. It is given annually to an ISM member in recognition of exemplary contributions in minority and women's business development.



MWBDG chair Betty Banks (left) presents the 2006 Minority and Women's Business Advocate Award to Marilyn L. King, C.P.M., manager, supplier diversity and purchasing systems, Alcon Laboratories, Inc.

King is involved in a number of organizations that promote supplier diversity and was instrumental in establishing a mentoring program at Alcon in 2002.

Criteria for receiving the award are that the recipient:

- Has demonstrated efforts to advance the minority and women's business community.
- Is innovative in terms of increasing minority and women's business opportunities
- Has demonstrated accomplishments in advising minority and women's business groups of opportunities within the overall business community.
- Has demonstrated accomplishments which exhibit the nominee's merit as an effective advocate for minority and women's business interests.



Pictured at the award ceremony are (left to right) Betty Banks, chair, MWBDG; Paul Novak, president, ISM; Marilyn L. King, C.P.M., Alcon Laboratories, Inc.; and Brenda Fulmore, award chair.

Farewell Message

It is with mixed emotions that I write this last message to members of the Minority and Women's Business Development Group. As I step down from my position as chair, I am pleased to leave the leadership in the capable hands of Corina Gallegos who has led the Strategic Planning Committee for the past few years. I am also saddened to give up something that has been such a big part of my life for seven years, and even longer if you count the years on the board before becoming chair.

As a 25-year-plus member of ISM (originally NAPM), I witnessed the evolution of this outstanding organization into one that values social responsibility and diversity in every aspect of business, and particularly in the supply chain. We believe that MWBDG has played no small part in making that happen. As the former chair of the Groups & Forums Support Council, I had first-hand knowledge of the esteem the other groups held for MWBDG.

My affiliation with MWBDG and ISM does not end, as I will remain on the MWBDG board as immediate past chair, and continue as a member of ISM. My commitment to supplier diversity is strengthened by the changes I have witnessed at every level of government and corporate America. There is much work yet to do, but we all can be proud of the accomplishments to date.

—Betty Banks



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