Northwest Mountain MSDC

2018 Annual Meeting

Friday, December 14, 2018
Welcome
2018 Annual Meeting
Agenda

• Welcome
  • Northwest Mountain MSDC Chairperson, Sharon S. Lucas, The Boeing Company
  • Northwest Mountain MSDC MBEIC Chairperson, Shahzad Q. Qadri, Wong Fleming PS.
• Thank you to our Sponsors
• 2018 Performance
• 2019 Goals
• 2019 Activities
• Questions and Answers
• Networking
Welcome

Northwest Mountain MSDC Officers: Sharon S. Lucas, Board Chairperson, The Boeing Company & Shahzad Q. Qadri, Board MBEIC Chairperson, Wong, Fleming P.S.
Thank You Title Sponsor!
Thank You Platinum Sponsors!
Thank You Platinum Sponsors!
Thank You Silver Sponsors!
Thank You Bronze Sponsors!
Thank You Emerging Sponsors!

elyon international

The Russell Group
TRUST CANDOR EXCELLENCE

THOMPSON HOSPITALITY®

Northwest Mountain Minority Supplier Development Council
Thank You 2018 Annual Report Sponsor!

JPMorgan Chase & Co.
2018 Performance
2018 Performance

Foster an environment that creates opportunity and builds economic value.

Be recognized as a leading supplier diversity organization.

Certify – Develop – Connect - Advocate

Northwest Mountain MSDC
2018 Performance

- **Highlights**
  - Outperforming Budget Goals
  - Executed all 3 Additional Goals
  - Within Striking Range of MBE Goal

- **Challenges & Opportunities**
  - Member Recruitment
  - MBE Renewals
  - Opportunity to grow scholarships in 2019
2018 Performance cont’d

• Highlights
  ▪ Quality attendance at all major events
  ▪ Technology Enhancements
  ▪ Ranked #5 by NMSDC out of 23 Regional Councils
  ▪ Northwest Mountain MSDC Council Published
    ▪ Portland Journal of Commerce
    ▪ MBE Magazine
  ▪ Regional and local Partnership Engagements
    ▪ Over 300 hours of 1-on-1 Meetings with Members and MBEs

• Challenges & Opportunities
  ▪ Challenges with Affiliation
  ▪ Communication – 40% Open Rate
    ▪ 20% Click Thru Rate
  ▪ Member 1 – on 1 Participation
Questions & Answers

2017 President's Award Winner: Diane Lin, Starbucks Corporation
2017 Appreciation Award: T-Mobile, USA, accepted by Chi Pak
Measurable Actions

Achieve 5-Pillars of Success

1. Financial
   - 9% YOY Growth Top Line Revenue
   - 20% YOY Growth Net Income
   - Enduring Revenue Model – Capital Campaign

2. Operational
   - Maintain all costs at 2018 levels

3. Customer Focus
   - Grow Membership net + 10
   - Certified MBE Community net + 30

4. Marketing & Communication
   - Technology Driven imROI

5. Learning & Development
   - Turnkey Supplier Diversity Toolkit
   - Fill 2019 MBEP Class with 40 MBEs
Questions & Answers

2019 Activities

• Snohomish County MBE Recruitment: January 17th
• Northwest Mountain MSDC Awards Luncheon: March 20th
• Multi-Region Networking Event: February 28th, Las Vegas
• Digital Transformation Summit: March/April ‘19
• Northwest Mountain Business Conference: June 19th
• Awards Scholarship Fundraiser: September 9th
Roll Out

• www.nwmmsdc.org
• New Email Address Domain @nwmmsdc.org
2018 Awards Dinner: Keynote Speaker Rosa Santana, CEO Santana Group & Master of Ceremonies Nelson Reyneri, Sr. Vice President Liberty Power
Fostering an environment that creates opportunity and builds economic value!