THANK YOU TO OUR 2018 ANNUAL REPORT SPONSOR

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Who We Are

Founded in 1978, the Northwest Mountain Minority Supplier Development Council (Northwest Mountain MSDC) is a nonprofit organization certifying, developing, and connecting Minority Business Enterprises (MBEs) with major corporations and public agencies.

We are an affiliate of the National Minority Supplier Development Council (NMSDC) providing certification, membership and subscription services to the Pacific Northwest Mountain region which includes Alaska, Idaho, Montana, Oregon, Utah, Washington and Wyoming.

OUR TEAM

Fernando Martinez
President and Chief Executive Officer

Mayra Rivera
Manager of Operations

Karla Malacon
Manager of Corporate Services, Marketing & Communications

Huda Al-musawi
Manager of Certification & MBE Services

Our Mission

Foster an environment that creates opportunity and builds economic value.

Our Vision

Be recognized as the leading supplier diversity organization.

Our Values

- Deliver Value
- Forward Thinking
- Diversity of Thought
- Passion

Core Competencies

Certify • Develop • Connect • Advocate

2018 CALENDAR OF EVENTS

March 8 | Awards Dinner & Silent Auction
June 12 | Annual Conference
August 8 | Annual Scholarship Fundraiser & Silent Auction
October 10 | 40th Anniversary Breakfast
October 16 | Austin Private Reception
December 14 | Mixed Reality Annual Meeting

nwmmmsdc.org
Awards Dinner & Silent Auction

The Council held its Annual Awards Dinner and Silent Auction on March 8, 2018 at the DoubleTree Southcenter.

The evening was aimed at recognizing individuals, organizations, and public entities that excelled in their commitment to Supplier Diversity and its long-term impact on our communities in 2017.

Robert L. Ryan Award
Diane Lin, Starbucks Corporation

Phyllis Gutierrez Kenney Award
Bramby Tollon, Snohomish County

John A. Gilmore Award
Earl Overstreet, General Microsystems Inc.

Supplier of the Year
Class I – inlingua Utah
Class II – Magellan Architects
Class III – Eagle Beverage & Accessory Products, LLC
Class IV – Zones, LLC

Public Agency of the Year
Minority Business Development Agency (MBDA) Tacoma Business Center

Regional Corporation of the Year
Enterprise Holdings

National Corporation of the Year
Microsoft Corporation

The MBE Scholarship Fund donations reached $18,230.00.

In attendance, included MBE advocate, Mr. Nelson Reyneri of Liberty Power as our Master of Ceremonies, and one of our network’s most successful MBEs, Ms. Rosa Santana of the Santana Group as our keynote speaker.
Annual Conference

Sustaining the Future of our Communities

The Annual Conference was held on June 12, 2018 at the University of Washington. The Council lined up a full schedule of presentations and activities including Information Sessions to provide a deeper understanding of sustainability and how it impacts our cities, communities and businesses through Technology, Manufacturing and Retail.

The Council welcomed WA State Senator Reuven Carlyle as the Morning Keynote Speaker and Mr. Bobby Herrera, President of Populus Group as the Luncheon Keynote Speaker.

The event hosted 91 Business Engagement Sessions between MBEs and Corporate/Public Agency Members.

Bobby Herrera of Populus Group delivers the “Gift of Struggle” Keynote Address.

Microsoft employees convened for a business engagement session.

Pictured on left: Diane Lin, Starbucks Corporation.
22nd Annual Scholarship Fundraiser & Silent Auction

The Annual Golf Tournament benefiting the MBE Scholarship Fund was held on August 8, 2018 at The Golf Club at Redmond Ridge. The Council hosted over 100 attendees with 20 foursomes representing both corporate members and Council-certified MBEs.

Activities included networking, golf tournament, silent auction, luncheon, raffle, and more networking!

Both Enterprise Rent-a-Car and Quinault Solutions had the opportunity to host a hole and connect with members and MBEs in between tee times.

Over $8,000.00 were raised for the Council’s scholarship recipients.
40th Anniversary Breakfast

40 Years of Developing Minority Businesses & 40 More to Come!

The Northwest Mountain Minority Supplier Development Council proudly celebrated its 40th Anniversary with a breakfast on October 10, 2018 at the Hilton in Bellevue. MBEs as well as Corporate and Public Agency Members were recognized for their support and involvement with the Council.

Fernando Martinez, President and Chief Executive Officer of the Council and our longest standing MBE, Mr. Tom Nesby, Founder and Principal of Nesby + Associates kicked off the event by sharing Council history dating back to our first member, The Boeing Company in 1978.

The event was sponsored by T-Mobile USA, Inc. in honor of those who have supported the Council for at least five years. Over 150 MBEs and Members were recognized.
The Northwest Mountain MSDC attended the National MSDC Conference + Business Opportunity Exchange in Austin, Texas in October 2018. Over 6,000 attendees including MBEs, Corporate and Public Agency Members and friends joined for a week of professional networking, workshops and the day-long tradeshow.

The Council hosted a Private Reception on October 16th following the Business Opportunity Exchange in order to connect with our network. The dinner was hosted at Uncle Julio’s with over 60 attendees.

Two MBEs were granted $1,000 scholarships to help offset some of the costs of the trip. Two more MBEs were given MBE Scholarship awards for the Minority Business Executive Program at the University of Washington and Dartmouth.

The Northwest Mountain MSDC team traveled to host the Annual Meeting from different parts of our region. Huda Al-musawi hosted from the Nike campus in Beaverton, Oregon. Mayra Rivera hosted from Anchorage, Alaska while Karla Malacon covered from Salt Lake City, Utah and Fernando Martinez covered Idaho at the North Wind, Inc. headquarters in Idaho Falls.

Council Board Chairperson, Sharon S. Lucas, MBEIC Chairperson, Shahzad Q. Qadri, along with Kate Rhoades and Naomi Sherman from Zones, LLC hosted the meeting from the University of Washington in Seattle.

The network leveraged technology to host one meeting in which the whole region was able to participate in. Overall, we had over 120 attendees to close out 2018 and prepare for 2019.

There is no value if we do not customize and personalize the product and service we provide to our individual Corporate Members, MBEs, or Stakeholders.

— FERNANDO MARTINEZ, President and Chief Executive Officer of Northwest Mountain MSDC

Hosted in Washington, Alaska, Utah, Oregon, Idaho, and Online.

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### Board of Directors

**Sharon S. Lucas**
Board Chairperson
Program Manager
Manufacturing, Supply Chain & Operations | Plan & Enable
The Boeing Company

**Diane Lin**
Board Vice Chairperson
Director, Global Sourcing and Supplier Relations – Ethical Sourcing and Supplier Diversity
Starbucks Corporation

**Carl Gipson**
Board Treasurer
Director, External Affairs
AT&T, Inc.

**Fernando Martinez**
Board Secretary
President & Chief Executive Officer
Northwest Mountain MSDC

**Shahzad Q. Qadri**
MBEIC Chairperson
Partner
Wong Fleming, P.C.

**Dicran Arnold**
MBEIC Vice Chairperson
Director, Diversity Business Development
Worldwide Technology, Inc.

**Pedro Castro**
Principal
Magellan Architects

**Duane Mack**
Managing Director
Inabia Solutions & Consulting

**Kate Rhoades**
Program Manager, Supplier Diversity
Zones, LLC

**Darryl Russell**
President
The Russell Group, LLC

**Nelson Reyneri**
Vice President, Sales and External Affairs
Liberty Power Corporation

**RC Sunkara**
Chief Executive Officer
Mavensoft Technologies, LLC

**Steve Lee**
Board Member
Director, Division of Equity Integration
Seattle City Light – City of Seattle

**Curtis Thornhill**
President
Apt Marketing Solutions

### Regional Corporate Members

These corporations are members of the Northwest Mountain MSDC.

Amazon
AT&T, Inc.
Branch, Richards, & Co., PS.
The Coca-Cola Company
Costco Wholesale
Enterprise Holdings
Howard S. Wright
Intel Corporation
JPMorgan Chase & Co.
MUFG Union Bank, N.A.
Northwest Natural Gas Company
Oki Golf
Sellen Construction
Standard Insurance
Wells Fargo Corporate Supplier Diversity
Wyndham

### National Corporate Members

In addition to their regional membership, these corporations are members of the National MSDC.

Microsoft Corporation
Nike, Inc.
Starbucks Corporation
The Boeing Company
T-Mobile USA, Inc.
Wieden + Kennedy

### Minority Business Enterprise Committee

**Shahzad Q. Qadri**
MBEIC Chairperson
Partner
Wong Fleming, P.C.

**Dicran Arnold**
MBEIC Vice Chairperson
Director, Diversity Business Development
Worldwide Technology, Inc.

**Pedro Castro**
Principal
Magellan Architects

**Duane Mack**
Managing Director
Inabia Solutions & Consulting

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President
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**Nelson Reyneri**
Vice President, Sales and External Affairs
Liberty Power Corporation

**RC Sunkara**
Chief Executive Officer
Mavensoft Technologies, LLC

### Members

#### Public Agency/Non-Profit Members

Public agency, nonprofit and educational institution members operating in our region.

Cambia Health
City of Portland
City of Seattle
Seattle City of Light
City of Seattle Department of Transportation
City of Seattle Public Utilities
Greater Seattle Business Association (GSBA)
King County Business Development
Tacoma Business Center Minority Business Development Agency
WA State Office of Minority & Women’s Business Enterprises
Port of Seattle
Seattle Latino Metropolitan Chamber of Commerce
Seattle Metropolitan Chamber of Commerce
Snohomish County
State of Washington Department of Enterprise Services
State of WA Department of Transportation
University of Washington

**Members**

**Members**
Release of our Annual Report and financials is the last activity we execute to close out the previous year. The financial audit is the anchor activity that validates our annual performance. The Annual Report enables us to share the auditor’s findings and the many more opportunities and instances where our council succeeded in 2018.

First, from a financial health perspective, our Financial Audit was clean – “financial statements referred to above are fairly presented in conformity with U.S. GAAP.” The Council has effective financial management policies and processes which have taken years to develop, test, and validate. Year-over-year, our audits improve. We execute and refine our fiscal processes throughout the year to insure we comply with all audit requirements. The value of our continuous improvement, and ultimately a clean audit is measurable. Clean audits coupled with strong capabilities and capacity support the conversion of competitive opportunities to real grants and service contracts.

Second, there was much to celebrate in 2018. We stack ranked sixth among 23 Regional Councils based on our compliance with NMSDC guidelines and our regional performance. Being sixth is not where we want to be! We celebrated our 40th Year Anniversary. We conducted our 1st Year-end Meeting webcast where we partnered with our Corporate Members and MBEs to simulcast our presentation.

As a founding member of the Minority Business Executive Program, we continue to support program growth. We successfully partnered with Chase Foundation as we executed year two of a two-year grant. We successfully hosted seven signature events, advocated at over 15 regional events, and participated in over 40 events throughout the region. And, our team completed over 160 hours of self-development. We are proud of these accomplishments, however, there is room for continuous improvement!

Lastly, as we close out 2018, we look back and are proud of our successes. However, success did not come without its challenges – challenges that strengthened our Council and positioned us for a better 2019.

Sincerely,

Fernando Martinez
President and CEO
Northwest Mountain MSDC
MINORITY BUSINESS EDUCATION
SCHOLARSHIPS

The Council awards an average of $20,000 and $25,000 in scholarships to certified MBEs annually. This includes scholarships to the Minority Business Executive Program at the University of Washington, attendance fees to the National Minority Supplier Development Council Business Conference, local sales business training workshops, assessments, and other opportunities aimed at enriching their business skills. Participation in education programs and workshops assist in the personal and professional growth of Council MBEs.

Of particular significance are the executive educational programs at the Foster School of Business at the University of Washington and Tuck School of Business at Dartmouth College. These programs are designed to expand students’ knowledge and skills to face current and future business challenges, help minority businesses grow, create and retain jobs, open educational opportunities for under-represented minority students, and stimulate innovative economic development research.

“"I was honored to receive a scholarship to attend the Minority Business Executive Program at the University of Washington last fall. The intensive program provided expansive and in-depth exposure to expert information across the primary areas of business. I gained valuable practical knowledge that I was immediately able to correlate and apply to my leadership role at an MBE firm.”

Rebekah Shoup
Director of Marketing and Administration,
Calfo Eakes & Ostrovsky PLLC

“Our opportunity to practice public speaking allowed each participant to address the group about one’s company and this led to several business deals from other program participants.

A very beneficial program that enhances both basic learning concepts as well as exploration of advanced learning and blending concepts to real-world application.”

Jeff Quint • Principal
Trio Group

University of Washington Minority Business Executive Program Class of 2018
Northwest Mountain MSDC Helps MBEs Grow

PURPOSE
Foster an environment that creates opportunity and builds economic value.

The Northwest Mountain MSDC has a roster of nearly 50 members representing some of the region’s largest publicly- and privately-owned companies, public agencies, and nonprofits.

We support corporate/public agency members in meeting their customer satisfaction, contractual, minority supplier inclusion, and minority supplier utilization goals by making connections with our qualified certified MBEs.

In the past year, Northwest Mountain MSDC certified MBEs grew their annual revenues over $1 billion to a record $8.1 billion.

Northwest Mountain MSDC MBEs’ Contribution is Relevant to Regional Economy

- Total annual revenues of certified MBEs: $8.1 billion
- Total GDP Contribution: $14.6 billion
- Total Supported Jobs: 47,145
- Total Incomes Supported: $5.6 billion

Reference
2018 Northwest Mountain MSDC Economic Impact Report by SUPPLIER.IO.

To view the whole report, visit our website at www.nwmmsdc.org
# Financial Statements

## 2018 Summary of Performance

<table>
<thead>
<tr>
<th>Strategic Element</th>
<th>Goal</th>
<th>Responsible</th>
<th>Results</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial</td>
<td>Planned Revenue - $725,944</td>
<td>Northwest Mountain MSDC</td>
<td>Over achieved planned performance by 7.37%</td>
</tr>
<tr>
<td></td>
<td>Actual Revenue - $783,669</td>
<td></td>
<td>Over achieved planned performance by 85.4%</td>
</tr>
<tr>
<td></td>
<td>Planned Net Income - $11,867</td>
<td></td>
<td>Annual Performance Score of 85.69 - Exceeding NMSDC Expectations</td>
</tr>
<tr>
<td></td>
<td>Actual Net Income - $81,466</td>
<td></td>
<td>Achieved 5% MBE Portfolio Growth</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Achieved 10% Member Portfolio Growth</td>
</tr>
<tr>
<td>Operational</td>
<td>Achieve NMSDC Z.O.N.E. Compliance</td>
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<td></td>
</tr>
<tr>
<td></td>
<td>Grow MBE Portfolio by 10%</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Grow Member Portfolio by 5%</td>
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</table>

## Assets

<table>
<thead>
<tr>
<th>Current Assets</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Cash &amp; Equivalents</td>
<td>$342,268</td>
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<tr>
<td>Accounts Receivable</td>
<td>16,763</td>
</tr>
<tr>
<td>Prepaid Insurance</td>
<td>857</td>
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<tr>
<td>Prepaid Expenses</td>
<td>5,558</td>
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<tr>
<td><strong>Total Current Assets</strong></td>
<td><strong>$365,447</strong></td>
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<table>
<thead>
<tr>
<th>Fixed Assets</th>
<th>Amount</th>
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</thead>
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<tr>
<td>Computer Equipment</td>
<td>13,888</td>
</tr>
<tr>
<td>Office Equipment</td>
<td>44,255</td>
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<tr>
<td>Vehicle</td>
<td>6,040</td>
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<tr>
<td><strong>Total Fixed Assets</strong></td>
<td><strong>$64,182</strong></td>
</tr>
<tr>
<td>Less: Accumulated Depreciation</td>
<td>(43,586)</td>
</tr>
<tr>
<td><strong>Fixed Assets, Net</strong></td>
<td><strong>$20,596</strong></td>
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</table>

<table>
<thead>
<tr>
<th>Other Assets</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Website</td>
<td>6,433</td>
</tr>
<tr>
<td>Less: Accumulated Amortization</td>
<td>(1,690)</td>
</tr>
<tr>
<td>Intangibles, Net</td>
<td>4,743</td>
</tr>
<tr>
<td>Rent Deposit</td>
<td>3,626</td>
</tr>
<tr>
<td><strong>Total Other Assets</strong></td>
<td><strong>$3,626</strong></td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$394,412</strong></td>
</tr>
</tbody>
</table>

## Liabilities and Net Assets

<table>
<thead>
<tr>
<th>Current Liabilities</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable</td>
<td>$13,341</td>
</tr>
<tr>
<td>Accrued Salaries and Vacation</td>
<td>33,312</td>
</tr>
<tr>
<td>Payroll Taxes Payable</td>
<td>1,079</td>
</tr>
<tr>
<td>Current Position of Deferred Rent</td>
<td>2,513</td>
</tr>
<tr>
<td>Deferred Revenue</td>
<td>46,150</td>
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<tr>
<td><strong>Total Current Liabilities</strong></td>
<td><strong>$96,395</strong></td>
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</table>

<table>
<thead>
<tr>
<th>Long-Term Liabilities</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Deferred Rent</td>
<td>12,659</td>
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<tr>
<td><strong>Total Long-Term Liabilities</strong></td>
<td><strong>$12,659</strong></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Net Assets</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Without Donor Restrictions</td>
<td>285,358</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td><strong>$285,358</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Total Liabilities and Net Assets</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td><strong>$394,412</strong></td>
</tr>
</tbody>
</table>

## Support and Revenue

<table>
<thead>
<tr>
<th>Without Donor Restriction</th>
<th>With Donor Restriction</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Membership Dues</td>
<td>$210,894</td>
<td>$0</td>
</tr>
<tr>
<td>National Dues</td>
<td>262,394</td>
<td></td>
</tr>
<tr>
<td>Business Conference</td>
<td>42,853</td>
<td></td>
</tr>
<tr>
<td>Awards Dinner</td>
<td>85,378</td>
<td></td>
</tr>
<tr>
<td>Grants</td>
<td>50,000</td>
<td></td>
</tr>
<tr>
<td>Consulting Income</td>
<td>15,000</td>
<td></td>
</tr>
<tr>
<td>Program Events</td>
<td>60,000</td>
<td></td>
</tr>
<tr>
<td>Other Revenue</td>
<td>28,795</td>
<td></td>
</tr>
<tr>
<td>Interest Income</td>
<td>303</td>
<td></td>
</tr>
<tr>
<td>In-Kind Goods &amp; Services</td>
<td>777</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$756,393</strong></td>
<td></td>
</tr>
</tbody>
</table>

Supplier Diversity plus Workforce Diversity plus Marketplace Diversity equals a Sustainable Business Strategy. Melding either one of them into another loses sight of the desired end – Increased Business and Market Share.

— FERNANDO MARTINEZ, President and Chief Executive Officer of Northwest Mountain MSDC
RELEVANCE

2018 ANNUAL SPONSORS

PLATINUM

Microsoft  
Mike Nakamura  
UnionBank

TDW + CO  
T-Mobile  
TRIO GROUP  
World Wide Technology

ZONES

GOLD

Alaska  
Boeing

SILVER

AT&T  
Costco Wholesale  
General Microsystems  
Business Solutions Center

WYNDHAM DESTINATIONS

BRONZE

LDC  
PetroCard  
PS  
Promoshop

EMERGING

eylon international  
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