

Great Lakes
Women's
Business
COUNCIL

WE Succeed INDIANA 2022

REUNITING

22^{JUNE}



502 EAST EVENT CENTRE
CARMEL, INDIANA

TITLE SPONSORS





Partnering with diverse suppliers

Through Supplier Diversity Development, Lilly aspires to broaden participation of small and diverse-owned businesses in the Lilly supplier base to levels more reflective of the diverse business community. Our Supplier Diversity Development program is focused on three key areas:

- » **Commitment to seeking out and working with small and diverse suppliers**
- » **Community engagement**
- » **Compliance to our annual government goals.**

To learn about Lilly's commitment to diverse suppliers and the services we purchase, visit supplierportal.lilly.com/Pages/Supplier-Diversity.aspx.



Jamie N Samuels

Senior Director - Supplier Diversity Development
Eli Lilly and Company

Title Sponsor

Jamie N Samuels



Jamie began her career with Eli Lilly and Company 27 years ago in Information Technology (IT) and is currently the Director of IT Procurement. She moved into Global Procurement in 1996 after various roles in IT and Audit Services at Lilly.

As the Director of IT Procurement, Jamie manages all global spend in IT software, hardware, and services (\$800MM annually). She has led her sourcing team to over \$95MM in annual savings and over \$45MM in annual spend with diverse suppliers. In 2013 her sourcing responsibilities were expanded to include Legal, Ethics & Compliance, Global Travel & Meeting Services, Corporate Affairs, and Office Supplies.

Jamie earned her bachelor degree in Management Information Systems from the Kelley School of Business at Indiana University in 1987.



Responsible Supply Chain

Where, When and How the World Needs it

Automotive | Medical | Energy/Utility | Technology | Financial | Consumer

Defining Success by Living Our Values

The scale of our operations spans the globe and touches the lives of millions of people each day. We strive for that touch to be positive and uplifting. Every decision at ALOM is made with consideration for the future impact on people, on the community, on the environment, and on how we can most positively represent our customers.

Social Responsibility

As a woman-owned company, we advocate diversity and inclusion in our workplaces and across our global supply base as both a competitive advantage and simply the right way to do things.

Become an ALOM Diverse Supplier

<https://vms.alom.com/questionnaire>

35.4%

2020 ALOM
Diverse Supplier
Spend



Environmental Responsibility

This year we launched our NetZero Supply Chain Sustainability Initiative committing to a net zero carbon footprint across all operations by 2030.

Corporate Governance

Our commitment to running a financially sound company that is in a financial position to plan responsibly for growth, and treat its employees and suppliers fairly defines our mission and our culture.



ISO 9001 | ISO 14001 | ISO 13485 | TL 9000 | SOC2 | FDA Registered | alom.com

Americas | EMEA | APAC



HANNAH KAIN

HANNAH KAIN

ALOM

Reception Sponsor

HANNAH KAIN



Hannah Kain is President and CEO of ALOM, a supply chain company she founded in 1997. ALOM operates out of 19 global locations to support its Fortune 500 customers in the technology, automotive, medical, financial, and energy sectors.

Hannah was born in Denmark where - in addition to a business and political career - she taught at Copenhagen Business School. Hannah holds three university degrees.

Hannah is a board member of the National Association of Manufacturers and WBEC-Pacific. She is the board chair of How Women Lead-Silicon Valley, serves on the WBENC Forum Leadership Team, the Advisory Council of Heritage Bank of Commerce, and is a member of the Committee of 200 for executive women.

She has received numerous industry and leadership awards. In 2020 Hannah was named a Business Insider Top 100 People Transforming Business, recognized as a Top 10 Women in Logistics by Global Trade Magazine, won the SDCE Women in Supply Chain award, and named a 2021 Supply Chain Pro to Know. Prior awards include the WBEC-Pacific Pinnacle Award, Gold Woman of The Year Stevie, Silver Best Global Woman-owned Business Stevie, Top 25 Champion of Diversity in STEM, Manufacturing Institute STEP Ahead Award, YWCA Tribute to Women Award, and induction into the Silicon Valley Capitol Club wall of fame.

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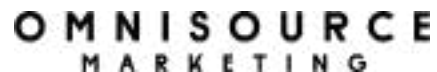
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WBEs Supporting WBEs



MEDIA SPONSORS





Great Lakes
Women's
**Business
COUNCIL**
Accelerating business growth



Opening Doors to CORPORATE AMERICA

WBE (Women's Business Enterprise) is an independent business that is at least 51% or more owned, managed, and controlled by one or more women who are U.S. citizens or Legal Resident Aliens, whose business formation and principal place of business are in the U.S. or its territories; and whose management and daily operation are controlled by one or more of the women owners.

Why A Certification Program

Women's Business Enterprise National Council (WBENC) was created to meet the need for a national standard of certification for businesses owned, managed and controlled by women who want to market their products and services in America's major markets. More than 1,000 major corporations and government entities across America recognize WBENC's WBE certification. The Great Lakes Women's Business Council is the certifying partner-organization serving Michigan and Indiana women business owners. Services include women's business enterprise certification, procure-ment assistance and training, corporate matchmaker events, women's forums and much more.

Learn more & Apply
Start at wbenc.org/Certification

Benefits for WBE's

National recognition as a certified WBE by more than 1,000 major U.S. corporations representing thousands of well known brands and government agencies

Access to a current list of supplier diversity and procurement executives at these same companies

Automatic inclusion in WBENCLink, our database of certified women business enterprises accessed by corporate and government buyers

Use of the Certified WBE Logo on your marketing materials

Invitations to regional & national events, webinars and training

Eligibility to exhibit at national and regional business expos

Qualified certified WBEs are eligible for Women Owned Small Business (WOSB) certification recognized by the federal government

greatlakeswbc.org

Michigan

Certification Program Director
33109 Schoolcraft Road
Livonia, MI 48150

Indiana

Certification Program Manager
8606 Allisonville Rd, Suite 138 A
Indianapolis, IN 46250





MICHELLE RICHARDS
Founder and Executive Director
Great Lakes Women's Business Council

Welcome Letter

Welcome to WE Succeed

After two long years we are finally able to REUNITE. WE Succeed is our first in-person event since 2019. I can't express how excited and happy I am to be with all of you again. The Great Lakes WBC team has worked tirelessly on developing an unbelievably valuable and impactful event that I assure you that it will be time well invested in yourself and your business.

Much has happened at Great Lakes WBC since we were together. Today we have grown to almost 1,500 certified women business enterprises (WBEs) from 1,300 at the end of 2019. We have recruited 11 new corporate members, many of which are in Indiana! Two new team members have been added to our certification team and they are in our Indiana office. I want to welcome Danielle Lawhorn and Rachel Floyd. I am also looking forward to meeting them in person. We have also created a Marketing & Engagement department which includes two new staff members that are with us today. Shelly Hyland is our Marketing & Engagement Manager, Annie Warnock is our Marketing & Engagement Coordinator, and they are joined with our long-term employee Mari Conrads, Marketing & Engagement Designer.

Please enjoy this impactful event. Great Lakes WBC is pleased to have you with us today.

Sincerely,

A handwritten signature in blue ink that reads "Michelle Richards".

Michelle Richards
Executive Director
Great Lakes Women's Business Council



TOYOTA

ENGINEERED FOR
MOBILITY
DRIVEN BY DIVERSITY



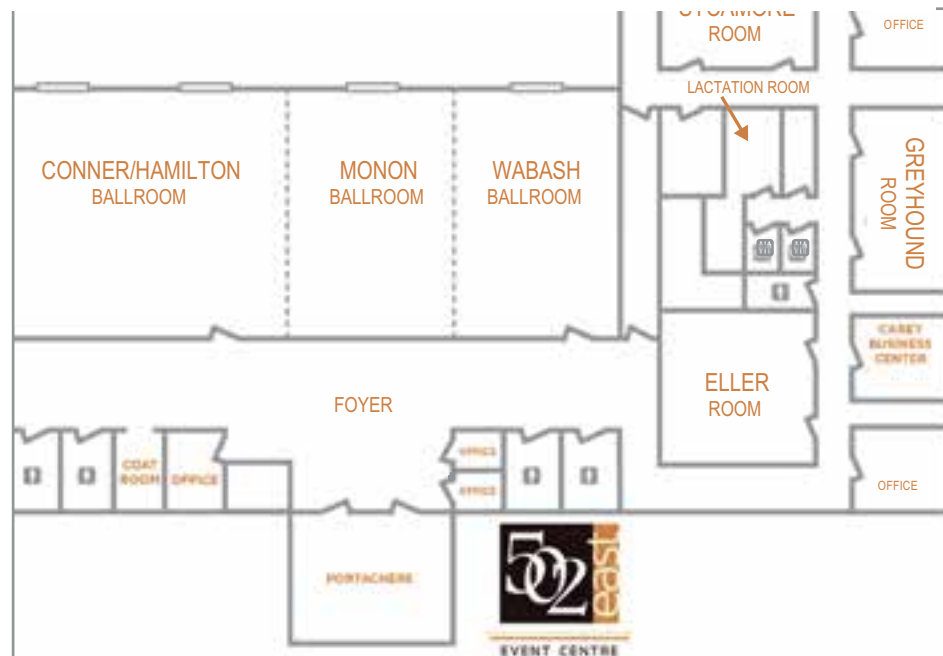
The inclusive perspectives and progressive capabilities of
Toyota's diverse suppliers make the possibilities of Mobility for All a daily reality.

ONETOYOTASUPPLIERDIVERSITY.COM

Schedule of Events

 **22** JUNE

7:15 AM - 8:00 AM	Registration
7:30 AM - 8:30 AM	Breakfast Meet & Greet Plated Breakfast Wabash
8:35 AM - 9:35 AM	WE Succeed Workshops One Eller, Sycamore, Greyhound
9:35 AM - 3:00 PM	Resource Tables Hallway
9:45 AM - 10:45 AM	WE Succeed Workshops Two Eller, Sycamore, Greyhound
10:55 AM - 11:45	MentorWE Sessions Monon
12:00 PM - 1:30 PM	Keynote, Luncheon & Awards Angelique Rewers Wabash
1:45 PM - 4:00 PM	Corporate Communications Toyota Monon



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for the WBC Great Lakes community.

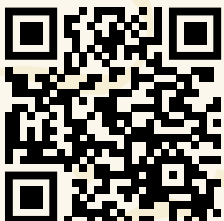


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Promo Code: WBC200
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PRESENTS

Groove

OCT. 17 – OCT. 20, 2022
FORT LAUDERDALE, FLORIDA

Want More Corporate Clients?

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Designed for Winning Corporate Clients.



- Get in front of more decision makers
- Control the sales process start to finish
- Land bigger deals & longer-term deals



- Raise your prices & increase profits
- Wow your clients & customers
- And much more!

BoldHausGroove.com



Angelique Rewers
CEO and Founder
BoldHaus

Keynote Speaker

Angelique Rewers



Angelique is the bold, always blunt, and unapologetic CEO of BoldHaus, an advocate for helping both small enterprises and self-employed professionals win corporate clients. She's been called the "undisputed champion at helping small businesses land big clients," by Inc. Magazine.


Having successfully navigated all sides of the corporate buying table for more than 20 years — including hiring more than 300+ vendors and service providers and landing her own corporate clients — she has a direct understanding of how decision-makers make decisions and what they look for when hiring outside experts.

Among the top 2% of women-owned businesses, BoldHaus has built a global online community of more than 35,000 business owners and mentored over 10,000 small business owners in 72+ countries.

BoldHaus' global conferences bring entrepreneurs together with major brands like Coca-Cola, UPS, AT&T, Accenture, Intel, IBM, HP, Marriott, Chevron, Major League Baseball, and many more.

Angelique has served as a consultant for USAID, National Geographic, and The Smithsonian, mentoring innovators in Africa, Asia, and the Middle East who are developing technologies to save endangered species and secure water for food production. She was Uber's first-ever official mentor and was recognized as an Enterprising Woman of the Year by Enterprising Women Magazine.

Full bio | greatlakeswbc.org/we-succeed/speakers

A group of diverse people, seen from behind, have their arms raised in the air, reaching towards a vibrant sunset sky with streaks of orange, pink, and blue. The scene is filled with a sense of joy and community.

TO HELP MAKE THE ROADS
BETTER FOR ALL, WE ARE
COMMITTED TO OPENING
OUR DOORS TO ALL.

We're on a mission to support diversity, equity and inclusion within our workforce.
Today, tomorrow and for every generation to come. And we won't stop until we get there.





Yada Phillips

Licensed Professional Private Investigator
Phillips Private Investigations & Consulting

Mistress of Ceremonies

Yada Phillips



Yada Phillips, is a Licensed Professional Private Investigator with over ten years of experience and a proven track record of success with missing persons, criminal investigation, and teaching people to keep their lives private.

Yada Phillips is the president and owner of Phillips Private Investigations & Consulting firm LLC. She has worked as a paralegal for a local law firm for five years. During her career, she has worked with the best private investigators in our community and honed her craft.

Yada has earned an Associate in paralegal degree From Lawton Paralegal, a bachelor's degree in Criminal Justice (University of Phoenix Southfield Campus: where the late Benny Napoleon was one of her professors), and a bachelors degree in Forensics science (Marygrove College), she is a Certified Forensic Interviewer (National Investigations Training Council) and earn a Criminal defense Investigations Certificate, Certified in OSINT(Open Source Intelligent) research. She has owned and operated her firm since 2014.

Yada is a part of MCPI (Michigan Counsel Professional Investigators), NCISS (National Council of Investigation & Security Services), Certified WBE with Great Lakes Women's Business Council, and WBENC (Women Business Enterprise National Council)

WE Succeed Indiana Agenda



WE SUCCEED RECEPTION | SPONSORED BY ALOM

4:30 pm - 7:00 pm

You're Appreciated S'more Than Words Can Say

Michelle Richards | Great Lakes Women's Business Council

LeCathy Burston | Great Lakes Women's Business Council

Lisa Dolan | ALOM

Sheraton Keystone Crossing Hotel | Plaza Ballroom and Firepit Patio



REGISTRATION | SPONSORED BY INDIANA TOLL ROAD

7:15 am - 8:00 am

Foyer | 502 East Event Centre

PLATED BREAKFAST GET CONNECTED MEET & GREET | SPONSORED BY GM

7:30 am - 8:30 am

Tamara Hick | gm

Michelle Richards | Great Lakes Women's Business Council

LeCathy Burston | Great Lakes Women's Business Council

Yada Phillips | Phillips Private Investigations & Consulting

Wabash Ballroom

WE SUCCEED WORKSHOPS ONE

SPONSORED BY BLUE CROSS BLUE SHIELD

8:35 am - 9:35 am

Diversifying the three Ps: The people on our team create productive and profitable environments.

How do we ensure that our team is diverse, leading to diversity of thought and inclusive innovation? Join us as we discuss the impact of having diverse representation within the workforce and how to implement, from recruitment to hiring and retention.

Megan Fuciarell, Founder & Chief Empowerment Officer (CEO) | US2 | Sycamore Room

Unmask The Great Pretender—Embrace the Talented Leader in Your C-Suite

Your credentials are remarkable, your experience top-notch—yet you feel you aren't "enough" to achieve your goals in life and career. Doubts, questions, and comparisons paralyze you. When you quit growing as a professional and as a human being, you've embraced imposter syndrome. How do you unmask the great pretender and live in the truth that you are uniquely designed and amazing? In this workshop, learn to assess and understand how you arrived at your success and rewrite erroneous beliefs and habits that inhibit growth so you can reach the pinnacle of success in your business and your life.

Jerolyn & Jim Bogear, Owners | Legacy C3 | Eller Room



22 JUNE

WE SUCCEED WORKSHOPS ONE CONTINUED

8:35 am - 9:35 am

CORPORATE ONLY WORKSHOP | Everybody is on the Clock!

Mark Sebree Director of Sourcing and Inclusion | Franklin Energy | Greyhound Room

RESOURCE TABLES | SPONSORED BY LILLY

9:35 am - 3:00 pm

Anthem

Dolly Serrant, Supplier Diversity Manager | Anthem
Hallway

Ball State University

Branden Roberts, Purchasing Agent | Ball State University
Hallway

Central Indiana Women's Business Center

Emily Hawk General Counsel REDi Business Coach | Indy Chamber
Hallway

Great Lakes Women's Business Council

Cherise Gary | Great Lakes Women's Business Council | Senior Certification Specialist
Hallway

State of Indiana

Graham Melendez | Director of Business Development and Outreach | Indiana Department of Administration
Hallway

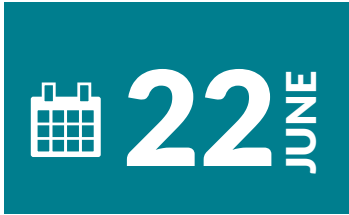
U.S. Small Business Administration Indiana

Ronda Crouch, Economic Development Specialist | U.S. Small Business Administration
Hallway

BREAK

9:35 am-9:45 am

WE Succeed Indiana Agenda



WE SUCCEED WORKSHOPS TWO

SPONSORED BY FLEX

9:45 am - 10:45 am

Own Your Marketing Strategy—How First-Party Data Can Change Your Future

The future of data reveals that collection of third party data is changing. Gain insight on customers by collecting your own data! First party data provides unique insights on your customer base so that you can market strategically. Join this REGROUP workshop to learn the benefits of collecting important data directly from your customer and how to leverage the data for business growth.

Janet Muhleman, President | REGROUP

Andre Mello Director, Marketing and Growth | REGROUP

Jeff Travilla, CEO and Digital Strategist | JCM Media Group

Eller Room

Critical Thinking Skills for Mastering Decision Making

In this session, you'll assess your decision-making instincts to discover what type of decision-maker you are and leave with an easy-to-digest critical thinking process to help you make critical decisions quickly and easily. We'll examine group decision-making methods and how to use them. You'll learn techniques for cultivating constructive debate, including how to use inquiry versus advocacy. Master decision-making with critical thinking!.

Starla West, Founder & President | Starla West International

Sycamore Room

Corporate Only Workshop Two | Diversity 2022

Teresa LeFevre, Vice President, Supplier Diversity Manager | Comerica

Greyhound Room

BREAK

10:45 am - 10:55 am

Agenda



MENTORWE SESSIONS

10:55 am - 11:45 am

Shelly Hyland | Great Lakes Business Women's Council | Moderator

Give Your WBE an Unassailable Competitive Advantage & Close More Deals

In this mentor session, you'll hear from Angelique Rewers, CEO, BoldHaus, on three strategies to differentiate your WBE, in order to fill your pipeline, be invited to more RFP opportunities, and increase your win rate. You'll have the opportunity to go "behind the curtain" on proven techniques that increase your visibility, elevate your credibility, and position you as the most prepared competitor in the market.

Angelique Rewers, CEO | BoldHaus | Monon Ballroom

Shift Your Business Trajectory

Shift Your Business Trajectory To run a profitable business, you need to articulate your unique capabilities, your differentiator. Offering something your clients value that your competitors do not, which helps increase sales opportunities and drives greater revenue. "Differentiation is one of the most important strategic and tactical activities in which companies must constantly engage." In this session, Tiffany will share examples of how she tapped into her differentiator which shifted her business trajectory. She will help you to identify and capitalize on your differentiator.

Tiffany Klingensmith, President – NACE Coating Inspector Level 2-Certified No. 65170
Unconventional Solutions, Inc. | Monon Ballroom

Outward-Facing JEDI Commitments

Outward Facing Justice Equity Diversity & Inclusion (JEDI) Commitments: As we continue navigating through the business world during a time of deeper social consciousness, how are you making a commitment to your clients, customers, and those you serve? During this mentoring session, we will discuss outward-facing JEDI (justice, equity, diversity, inclusion) commitments and how to balance 'Doing the Right Thing' with humility and sound business decisions. Let's learn, and thrive, together!

Megan Fuciarelli, Founder & Chief Empowerment Officer (CEO), US2 | Monon Ballroom

Agenda



MENTORWE SESSIONS | CONTINUED

10:55 am - 11:45 am

Becoming a Belonging Leader

Becoming a Belonging Leader In our new reality, the ability to lead and develop diverse leaders in a hybrid work environment is key for finding and retaining high-performing talent and achieving sustainability. Unfortunately, while diversity is a fact, and tools and information are abundant, studies continually point to business owners struggling to establish diverse, equitable, and inclusive cultures. And as your company grows and adds employees, it is imperative to integrate the power of a belonging culture, so those employees will thrive. In this session, Thresette will help you understand where to start to become a leader who can harness belonging for individual and organizational success.

Thresette Briggs, Chief Performance Officer | Performance 3 LLC
Monon Ballroom

Growth Matters!

Your capacity to grow will determine your capacity to lead effectively. If you've experienced a professional plateau or obstacle that you've not been able to overcome, you may want to explore how personal growth can resolve the issue. Development, expansion, and the future of your leadership depend on your dedication to personal growth. Every level of growth calls for a new level of change. In this session, we will explore your commitment to growth, the propensity to change, goal conscious vs growth conscious, and discover how to make a difference as a leader by taking concrete measurable steps to flourish.

Shawntay Dixon, Program Manager | Women's Business Center & Michigan Women's Marketplace | Initiative of Great Lakes Women's Business Council
Monon Ballroom

Speak UP & Influence

Amplify Your Confidence in High Stakes Conversations. Join Kim as we have a Roundtable discussion on Owning Your Bold Voice to Confidently Own Rooms and High Stakes Conversations

Kim Boudreau Smith, Speaker. Coach. Author | Her Bold Voice
Monon Ballroom

BREAK

11:45 AM - 12:00 PM



22 JUNE

KEYNOTE & AWARDS LUNCHEON

12:00 pm - 1:30 pm

KEYNOTE | Angelique Rewers

Sense-Makers, Consensus Builders & Risk “Takers”:

3 Strategies that Empower WBEs to Create More Business Opportunities & Help Corporate Leaders to Drive More Successful Outcomes

Awards of Distinction Luncheon | SPONSORED BY LEAR AND NSNA

- Corporate Advocate of the Year 2022
- Indiana Corporate Champion of the Year
- 2022 Indiana IN-WBE of the Year
- 2022 IN-WBE Role Model/Mentor of the Year
- 2022 IN-WBE Volunteer of the Year
- 2022 Significant Contribution Indiana

Yada Phillips | Phillips Private Investigations & Consulting | Mistress of Ceremonies

Angelique Rewers | BoldHaus | Keynote

Jamie N. Samuels | Eli Lilly | Corporate Title Sponsor

Michelle Richards | Great Lakes Women's Business Council | Facilitator

LeCathys | Great Lakes Women's Business Council | Facilitator

Wabash Ballroom

BREAK

1:30 pm - 1:45 pm

CORPORATE COMMUNICATIONS

SPONSORED BY TOYOTA

1:45 pm - 4:00 pm

Are you leaving opportunities on the table?

Matt Greene, Purchasing Senior Manager - Supplier Diversity | Toyota

Jennifer Hoffman, Purchasing Manager | Toyota Financial Services

Veronica Johnson | Great Lakes Women's Business Council | Moderator

Monon Ballroom

Awards of Distinction

Awards of Distinction, which exhibits our history of commitment and dedication to leadership and excellence. These awards are for outstanding members who go above and beyond to support the Great Lakes WBC, and its members will be honored with time and effort. Their leadership and support inspire all members, partners, and friends.

"Great Lakes WBC is proud to be able to honor corporate individuals that stand out in their support and dedication of women business owners as well as women business entrepreneurs WBE that are exceptional members of our network." Michelle Richards, Founding Executive Director





Mark Sebree

Director of Sourcing and Inclusion
Franklin Energy

Indiana Corporate Advocate of the Year

Mark Sebree



With an impressive resume and proven track record of success and dedication, Mark Sebree has a reputation for changing paradigms in the Business Inclusion arena. Mark leads the company's nation-wide Diversity & Inclusion Roundtable. He is responsible for engaging with utility clients to identify and develop supplier diversity strategies, leading outreach efforts to various organizations, and collaborating across teams and departments to promote inclusion within the supply chain and talent acquisition. Mark is past chair of the Edison Electric Institute Business Diversity taskforce and was instrumental in promoting the Business Inclusion value forward among the member utilities and associated prime contractors. Mark has served on over 15 business inclusion, utility industry board and associations, and he holds various certifications including a green belt certification in Six Sigma and a bachelor's degree from the University of Evansville.



Shirley Tang-Audritsh

Associate Director - Supplier Diversity Program
Manager | Eli Lilly and Company

Indiana Corporate Champion of the Year 2022

Shirley Tang-Audritsh



Shirley Tang-Audritsh is the Supplier Diversity Program Manager at Eli Lilly and Company headquartered in Indianapolis, IN. She has been with Lilly for 25 years, with the past 17 years in Global Procurement. In her current role, she actively engages with local and national advocacy groups for supplier diversity, identifies qualified diverse and small businesses that meet business needs, and advocates the utilization of these diverse and small businesses throughout the Lilly supply chain.

While in Procurement, she also has had extensive sourcing experience with Phase I-IV Clinical Development and Regulatory, ranging from CRO/ARO services for clinical trials, Clinical Diagnostics services for Biomarkers, ePRO services, to Patient Recruitment and Retention services. Prior to that, her responsibilities included Intercontinental Regulatory Affairs, Software/Medical Quality Assurance as well as ISO9000 Quality System Implementation.

Externally, Shirley serves on the Board of Directors for Diversity Alliance for Science, and was the Coordinator for the NMSDC Healthcare Industry Group. She currently serves on the Board of Directors for Indianapolis Chamber of Commerce Hispanic Business Council, and co-chairs the industry group Helix Supplier Diversity Forum. She was named "2016 Top 30 Champions of Diversity" by DiversityPlus Magazine, "2017 Program Manager of Year" by Diversity Alliance for Science, and "2018 Supplier Diversity Advocate of the Year" by Central Indiana Supply Chain Awards. Under her leadership, Lilly Supplier Diversity Program won numerous awards the past several years. It was ranked No.9 on "Top Companies for Supplier Diversity" by DiversityInc Top 50 out of more than 1800 participating corporations in 2019, and has been recognized on the DiversityInc Specialty List for the past three years. Lilly was ranked #3 on DiversityInc Top 50 list in 2020 for overall performance.



HANNAH KAIN

President and CEO

ALOM

Indiana WBE of the Year 2022

HANNAH KAIN



Hannah Kain is President and CEO of ALOM, a supply chain company she founded in 1997. ALOM operates out of 19 global locations to support its Fortune 500 customers in the technology, automotive, medical, financial, and energy sectors.

Hannah was born in Denmark where - in addition to a business and political career - she taught at Copenhagen Business School. Hannah holds three university degrees.

Hannah is a board member of the National Association of Manufacturers and WBEC-Pacific. She is the board chair of How Women Lead-Silicon Valley, serves on the WBENC Forum Leadership Team, the Advisory Council of Heritage Bank of Commerce, and is a member of the Committee of 200 for executive women.

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Thresette Brigg, SHRM-SCP, DDI, MBA
Chief Performance Officer
Performance 3, LLC

Indiana WBE Role Model/Mentor of the Year 2022

Thresette Briggs



Thresette is the Founder and Chief Performance Officer of Performance 3 (P3), a national leadership development firm certified as a M/WBE with the city of Indianapolis and State of Indiana, and a WBE and WOSB with the Great Lakes Women's Business Council. Headquartered in Indianapolis, Indiana, with offices in Roanoke, Virginia, P3 believes every leader can be high performing with the right opportunity and the right culture, and helps executives, mid-level, and emerging leaders accelerate both through keynotes, training and facilitation, and coaching services delivered for conferences, leadership meetings, learning series, retreats and strategic planning, voice talent and workshops.

An author and sought-after speaker, Thresette inspires diverse leaders in small business and global companies to create a mindset and voice for sustainable high performance in over 10 industries with up to 10,000 employees and over

\$20 billion in revenue. Her honors and recognition include features on billboards, commercials, and podcasts, voice talent for Emmy and Telly Award winning production companies, Indiana Chamber Vision 2025, Community Builder Award, Award of Distinction from the Great Lakes Women's Business Council, and finalist for Starkey Entrepreneurial Woman Award.

Thresette holds certifications as a Society for Human Resource Management– Senior Certified Professional (SHRM-SCP); a Diversity practitioner; a John Maxwell Team Speaker, Trainer, Coach and Facilitator, and a Development Dimensions International Qualified Administrator. She is a Qualified Administrator for the Intercultural Development Inventory (IDI) and multiple other leader assessments.



Janie Goldberg
President & CEO
OmniSource Marketing

Indiana WBE Volunteer of the Year 2022

Janie Goldberg

OMNISOURCE
MARKETING

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Roger Hassenzahl
Chief Performance Officer
Performance 3, LLC

Indiana Significant Contribution 2022

Roger Hassenzahl



Roger Hassenzahl has spent the last 30 years in procurement. The start of his career was spent in manufacturing, with the last 15 yrs at Ball State University. He is currently Interim Senior Director of Business Services and Contracts. He has always been a strong supporter of diversity, not just in words, but action.

Congratulations to the OUTSTANDING Award Winners



Great Lakes Women's
BUSINESS COUNCIL
DISTINCTION
AWARDS 2022

STELLANTIS



**Diverse Suppliers
Strengthen Our Products**

**Diverse Employees
Strengthen Our Mindset**



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Resource Tables



DOLLY SERRANT

Supplier Diversity
Manager



BRANDEN ROBERTS

Purchasing Agent



EMILY HAWK

General Counsel REDI
Business Coach
Indy Chamber



CHERISE GARY

Senior Certification
Specialist



GRAHAM MELENDEZ

Director of
Business Development
and Outreach



RONDA CROUCH

Economic Development
Specialist

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Presenters

Jerolyn and Jim Bogear are coaches, trainers, speakers, and authors on leadership and relationships. As co-founders of Legacy C3, their greatest passion is to assist leaders in becoming all they were designed to be and to train their teams to excel. The Bogears stand firm on their tagline, "Productive Culture is Built on Trust and Communication" and use their over 30 years experience in building non-profit organizations to help others develop their leadership skills. Their coaching and training programs have been used across several industries including universities, businesses, non-profits, government and corporations. | [More](#)

My red hot passion is being an advocate for women and helping them find their bold voices.

But don't let me fool you, it wasn't always this way. Before starting a successful radio station I was your average corporate "yes" girl. I said what people wanted to hear. I was bullied in corporate America and then wrongfully terminated for not speaking up. It was a pretty sad saga, but definitely not one that's unique to me.

Back in those days, I would wake up in the morning and immediately plan my day around how I could get back to bed as fast as possible. I didn't have anything left to give my job or myself. I was just existing. I was ungrateful, lackluster, and I had lost one thing that was truly mine, my voice. | [More](#)

Thresette is Chief Performance Officer of Performance 3 (P3), a national leadership development firm that believes every leader can be high performing, with the right opportunity and the right culture. To that end P3 provides virtual and onsite keynotes, training and facilitation, and coaching and consulting services for leadership development through multiple venues.

Before launching her firm Thresette spent over 20 years as a senior leader in corporate America, collaborating with global, diverse leaders on organizational effectiveness, talent, and performance strategies. P3 now partners with small business and global, diverse leaders in over 10 industries with up to 10,000 employees and over \$20 billion in revenue. | [More](#) LeCathy has been a development professional for 27-years, she is passionate about establishing mutually beneficial relationships with corporations that share the same vision as Great Lakes Women's Business Council. She is responsible for building relationships with emerging and established corporations, developing corporate memberships and potential procurement opportunities for Women Business Enterprises (WBE's). LeCathy works with the Executive Director, Michelle Richards, to identify and assess strategic programming, procurement events and the support of Signature Events. | [More](#)



**JEROLYN & JIM
BOGEAR**

Owners
Legacy C3



KIM BOUDREAU SMITH

Speaker. Coach. Author
Her Bold Voice



**THRESETTE
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Chief Performance Officer
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Presenters

LeCathy has been a development professional for 27-years, she is passionate about establishing mutually beneficial relationships with corporations that share the same vision as Great Lakes Women's Business Council. She is responsible for building relationships with emerging and established corporations, developing corporate memberships and potential procurement opportunities for Women Business Enterprises (WBE's). LeCathy works with the Executive Director, Michelle Richards, to identify and assess strategic programming, procurement events and the support of Signature Events.



LECATHY BURSTON
Sr. Director of Membership &
Corporate Development
Great Lakes WBC

Lisa Dolan is a highly-seasoned supply chain executive with experience in global supply chain and reverse logistics management. With over 20 years serving ALOM customers, Ms. Dolan has implemented strategic supply chain plans that appreciably reduced costs and improved service and quality levels for some of the world's most respected Fortune 100 customers in technology, automotive, medical device and pharmaceutical sectors, and government agencies. Ms. Dolan combines extensive manufacturing and supply chain expertise with a deep understanding of technology application — both current and emerging — along with the ability to connect and build trusted relationships with prospective and established customers.



LISA DOLAN
VP of Supply Chain Strategy
ALOM

Ms. Dolan is active in the supply chain professional community. Currently, she serves as the vice president of Marketing with Women in Automotive Technology – Silicon Valley and held past board positions with and chaired the CSCMP San Francisco Roundtable. She represents ALOM as a member of the Silicon Valley Leadership Group.

Shawntay Dixon, Program Manager of Great Lakes Women's Business Council Women's Business Center & Michigan Women's Marketplace, Shawntay Dixon is an experienced business development professional with more than 20 years of experience as a director and manager of entrepreneurship programs, business consultant, trainer, and coach of entrepreneurs. Under her leadership, the Women's Business Center was awarded the 2020 Michigan Women's Business Center of Excellence by the U.S. Small Business Administration Michigan District. As Program Manager, Shawntay is responsible for business development initiatives for our women business owners, including counseling, training, and mentoring.



SHAWNTAY DIXON
Program Manager
Women's Business Center &
Michigan Women's Marketplace |
Initiative of Great Lakes WBC

***Congratulations to Great Lakes Women's Business Council
and the Awards of Distinction Recipients***

WE Succeed
June 22, 2022



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Supplier Diversity & Development Committee

Member Companies



Mission

The goal of the IEA Supplier Diversity and Development Committee shall be to provide a forum for member companies to exchange ideas and share information to advance company and association goals with respect to diversity issues. To further achieve this goal, the committee members shall seek opportunities to encourage the development and utilization of viable, competitive Minority-Owned, Women-Owned, Small, Small Disadvantaged, Veteran-Owned, Service-Disabled Veteran-Owned, and Historically Underutilized Business Zone (HUBZone) businesses in such a way that reflects the diversity of member company customer bases. The committee will undertake these efforts recognizing the importance of key elements of the "Total Cost Equation" and the balance of a diversified supply chain.

WE Succeed

Presenters

Megan Fuciarelli is a retired superintendent of schools with nearly 25 years of experience in the social justice realm. Now residing in Michigan, Fuciarelli has spent the bulk of her career in the Chicago area. As the Founder & CEO (Chief Empowerment Officer) of US2 Consulting, she works with a team of like-minded individuals whose primary goal is to help Unite Society through equity and inclusion work. Throughout her career, she has presented for local, state, national, and international audiences in the areas of Bias, Cultural Consciousness, Equity & Inclusion, and Culturally Responsive Pedagogy. She is very proud of her work with Learning for Justice, formerly Teaching Tolerance, as a contributor and the author of the Critical Practices Webinar Series.

"Don't just work in your business—work on your business. Your best strategic thinking will come when you dedicate time each week to elevate your thoughts, to see the big picture." - Janie Goldberg

As the daughter of an entrepreneur, Janie Goldberg had business in her blood when she graduated with an Accounting degree in 1966. When applying at major accounting firms, her career prospects became an episode of AMC's Mad Men. She was told public accounting firms hire women only as secretaries—not accountants.

Hitting the glass ceiling as a young woman fueled and propelled Janie to change the game for women in business. Her inquisitive mind and entrepreneurial spirit saw potential in an unused screen-printing press which was the start of Omnisource Marketing in 1989.

More

Matt Greene has over 20 years of business experience in Purchasing & Human Resources, with over 15 years of experience in procurement activities for Toyota Purchasing. His experience has aided him in developing & implementing various strategies within Toyota (Supplier Diversity, Buying, Cost Planning, Project Management, Logistics, and Human Resource Management). A special focus in management has been the development of people. This has afforded him the opportunity to continually develop the technical knowledge & ability to problem-solve with his teams as well as himself.



MEGAN FUCIARELLI
Founder & Chief Empowerment
Officer (CEO)
US2



**JANIE CALDERÓN
GOLDBERG**
President & CEO
Omnisource Marketing



MATT GREENE
Senior Manager – Supplier Diversity
Toyota Motor North America



DTE

STRONG CHAINS HAVE DIVERSE LINKS

We believe supply chains should be as diverse as the customers they serve. That's why we have a DTE Supplier Diversity team that seeks out local and diverse suppliers. We believe in helping our state and our customers by choosing businesses that support their communities. In 2021, DTE Energy spent \$747 million with diverse suppliers which went toward creating jobs in local and diverse communities. Because a supply chain shouldn't just support its customers; it should also represent and connect them.

Presenters

Tamara Hicks serves as the Supplier Engagement & Diversity Lead for General Motors Corporation. Tamara will lead the growth and development of GM's supply chain inclusion efforts. She is a dynamic change agent on a mission to challenge bias and blaze new trails for diverse suppliers.

Tamara joined GM in 2000 as a Supplier Quality Engineer where she held several roles of increasing responsibility while working in several of GM's vehicle assembly plants. Tamara gained best-in-class manufacturing knowledge while working at Flint Assembly Body Shop as both a Production and Maintenance supervisor. Her strong desire to develop suppliers and execute launches flawlessly piqued her interest in the supplier selection process and in 2011 she joined GM's Global Purchasing & Supply Chain organization as a Global Commodity Manager.

Shelly Hyland, Marketing Manager for Great Lakes Women's Business Council, is a creative, results-driven professional with extensive experience engaging audiences, maximizing revenues, and supporting brand growth goals. Accomplished Event planner steering the entire process from ideation through execution for events ranging in size and degree of complexity. Highly organized project management specialist committed to delivering results on time, on budget, and in a way that maximizes customer satisfaction—people-focused collaborator leveraging exemplary organization and communication skills to drive business success. I spend time attending Michigan football games and selling Tupperware out of the office.

Veronica Johnson is the Certification Program Director for the Great Lakes Women's Business Council (WBC). She came to the organization in 2007 and began as the Certification Assistant. Since then, Great Lakes WBC has seen an increase of over 1000 certified women owned businesses. There are currently 1,400 certified women business enterprises representing \$ 12.3 billion in annual revenue and 48,500 U.S. workers.

Veronica is responsible for overseeing all aspects of the certification process and staff, along with managing certification review committee meetings and representing Great Lakes WBC in the community.



TAMARA HICKS
Supplier Engagement &
Diversity Lead
gm



SHELLY HYLAND
Marketing & Engagement Manager
Great Lakes Women's Business
Council



VERONICA JOHNSON
Director of Certification
Great Lakes WBC



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Presenters

Tiffany Klingensmith is the President of Unconventional Solutions (USI) – a Michigan based business that specializes in composite repair and high performance protective coatings. They help energy companies, power, natural gas or oil and gas by fixing leaks and protecting their valuable assets such as pipelines, pumps, tanks, chutes, hoppers, trenches and secondary containments from the harmful effects of corrosion. She also minimizes the effects of trips slips and falls by repairing damage concrete along with refurbishing non-slip floor systems. Under Tiffany's leadership the company has enjoyed a steady growth for the past 5 years. She has attended consecutively the last five years of the Leadership Institute for Women, participated in the Great Lakes Women's Business Conference and is a big supporter of the Great Lakes Women's Business Council. She also graduated the Marathon Petroleum LEAD's Program in 2016/2017, Scale Your Business 2019, WBNEC Energy Executive Program in 2019, and Mentor WE Construction in 2019.

Vice President, Supplier Diversity Manager Teresa Whalen LeFevre is the vice president and manager of supplier diversity for Comerica Bank in Auburn Hills, Michigan. As vice president, Teresa identifies and facilitates the utilization of diverse suppliers to provide goods and services for the operation of the Bank in the communities that it serves and acts as Comerica's liaison and representative to the minority and women's business enterprise advocacy organizations on both a local and national level. Teresa also leads the procurement team's sustainability efforts and assists in managing customer/vendor relationships. Prior to joining Comerica, Teresa worked as a purchasing and supplier diversity manager for Federal Mogul Corporation. Her previous positions also include supplier diversity manager, buyer and training facilitator at Ford Motor Company and program administrator at Wayne State University.

Never one to shy away from reinvention, new ideas or people, Andre is key to REGROUP's growth. Which should come as no surprise given that he's helped promote and grow brands like Audi and KFC. Not limited to successful marketing engagements, Andre's endless empathy and love of stories allow us and prospective clients to understand each other perfectly.



TIFFANY KLINGENSMITH
President – NACE Coating Inspector
Level 2-Certified No. 65170
Unconventional Solutions, Inc.



TERESA LEFEVRE
VP, Supplier Diversity Manager
Comerica



ANDRE MELLO
Director, Marketing and Growth
REGROUP



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Presenters

Jan co-founded her first marketing firm, Group 243 in 1974, then lead her team through a series of mergers and acquisitions prior to creating REGROUP in 2003. No stranger to entrepreneurship and transforming businesses, Jan is a pioneer in integrated marketing communications strategy and an expert in multi-unit marketing. Her leadership has contributed to the growth and success of a number of national and international brands including DTE, Domino's Pizza, A&W, Ben & Jerry's, and Chevron. She is a frequent speaker and educator on marketing and branding. Jan has served as a trustee of the International Certified Franchise Executive program of the International Franchise Association (IFA) and the boards of organizations such as Ross Roy, Abrakadoodle and United Bank & Trust.

Michelle Richards is a leading authority on women-owned and small businesses. She has successfully advocated for economic opportunities, provide much-needed resources and build the credibility of community-based, women-owned and small businesses for nearly four decades. In 1984, Michelle began her professional career when she convinced the Ann Arbor City Council to create the Ann Arbor Community Development Corporation, establish a loan program and provide other necessary support to help small businesses thrive.

Under Michelle's tenacious and visionary leadership, she expanded the organization's boundaries beyond Ann Arbor's city limit to advocate for women-owned businesses when significant barriers to federal government and corporate procurement opportunities occurred in the 1990s. Michelle played a critical role in national efforts to persuade much of the business world that doing business with women-owned businesses was both prudent and profitable.

With an impressive resume and proven track record of success and dedication, Mark Sebree has a reputation for changing paradigms in the Business Inclusion arena. Mark leads the company's nation-wide Diversity & Inclusion Roundtable. He is responsible for engaging with utility clients to identify and develop supplier diversity strategies, leading outreach efforts to various organizations, and collaborating across teams and departments to promote inclusion within the supply chain and talent acquisition. Mark is past chair of the Edison Electric Institute Business Diversity task force and was instrumental in promoting the Business Inclusion value forward among the member utilities and associated prime contractors. Mark has served on over 15 business inclusion, utility industry board and associations, and he holds various certifications including a green belt certification in Six Sigma and a bachelor's degree from the University of Evansville.



JANET MUHLEMAN
President
REGROUP



MICHELLE RICHARDS
Founder, Executive Director
Great Lakes Women's Business
Council



MARK SEBREE
Director of Sourcing and Inclusion
Franklin Energy



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Presenters

Shirley Tang-Audritsh is the Associate Director – Supplier Diversity at Eli Lilly and Company headquartered in Indianapolis, IN. She has been with Lilly for 25 years, with the past 17 years in Global Procurement. In her current role, she actively engages with local and national advocacy groups for supplier diversity, identifies qualified diverse and small businesses that meet business needs, and advocates the utilization of these diverse and small businesses throughout the Lilly supply chain.

While in Procurement, she also has had extensive sourcing experience with Phase I-IV Clinical Development and Regulatory, ranging from CRO/ARO services for clinical trials, Clinical Diagnostics services for Biomarkers, ePRO services, to Patient Recruitment and Retention services.

Jeff gained a variety of marketing and advertising experience at two major record labels (Epic & Columbia), a national healthcare provider, and a boutique digital marketing agency. Jeff dips his toes into everything web related, but for the past ten years his primary focus has revolved around marketing data, both system development and analysis, which he uses to inform strategic direction for SEO, information architecture, user experience, and conversion optimization. He has led hundreds of websites through these processes and has a knack for distilling complex technical data into easy-to-understand, actionable strategic insight.

I'm a second-generation woman entrepreneur dedicated to helping business professionals and employers up skill their emotional intelligence to lead more effectively and prepare them for the future of work in our ever-growing knowledge economy.

Armed with the insight gained from two decades in the corporate world, I launched my business in 2009 to help business professionals reach their highest level of interpersonal leadership effectiveness by enhancing their emotional intelligence, building their executive presence, and breaking through to the authoritative place they need to be. I show business leaders how to combine critical soft skills with hard skills to manage their relationships better, lead others more effectively, and communicate their value. My expertise transcends a variety of industries where my tailored strategies and proven solutions empower business leaders with the right tools and resources.



SHIRLEY TANG-AUDRITSH

Associate Director – Supplier
Diversity
Eli Lilly and Company



JEFF TRAVILLA

CEO and Digital Strategist
JCM Media Group



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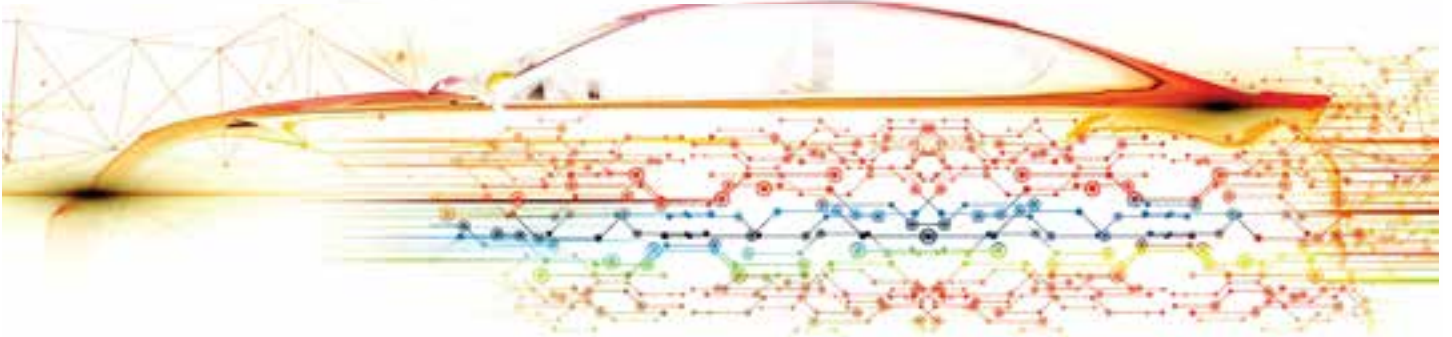
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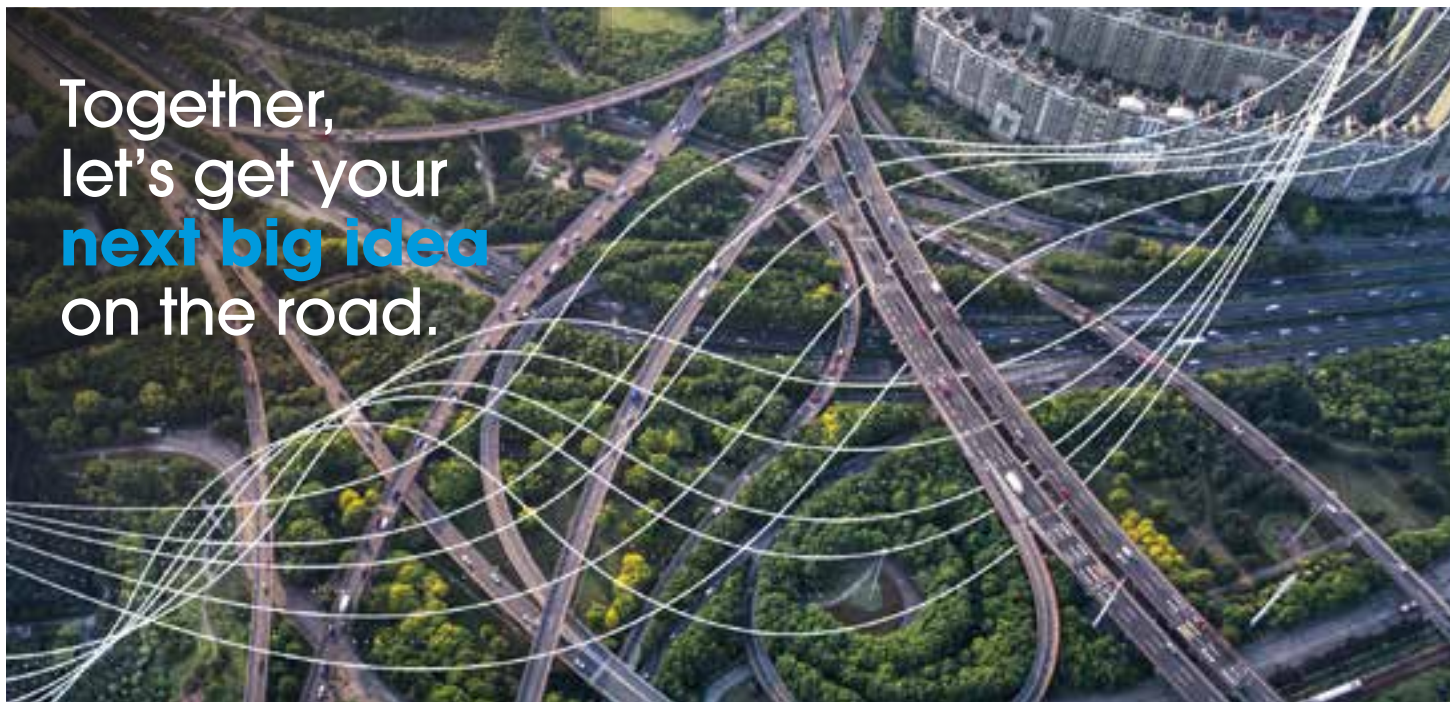
Diversity and inclusion are absolute principles that have long been respected, embraced and celebrated at Flex-N-Gate. In all of its forms – race, gender, ethnicity, religion, viewpoints, and more – diversity is a core element of who we are as a company. Diversity among our people, ideas and solutions allows Flex-N-Gate to meet the growing needs of our customers while strengthening the communities in which we operate.



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Great Lakes Women's Business Council

is a nonprofit champion for women and minority businesses. We provide access to capital, certification for women-owned businesses, corporate contracting opportunities, and small business educational support. We connect corporations with supplier diversity goals to women-owned businesses in Michigan and Indiana.

Certification Initiative

Provides Women's Business Enterprise National Council (WBENC) national WBE certification to businesses owned, managed, and controlled by women who want to do business with major corporations and government entities.

Membership Initiative

Join growing corporations, nonprofits, government agencies, public institutions, and small businesses interested in diverse suppliers. Benefits include access to resources, events, networking, and recognition.

CEED Lending Initiative

Provides business expansion financing and small business loans to start-up and existing enterprises owned by women and men in nine counties of south-eastern Michigan. For small business loans in other locations, visit SBA.gov.

Women's Business Center Initiative

Offers strategic programs for entrepreneurs, assisting them in growing their business to the next level by providing training, counseling, group mentoring, and business development opportunities. Visit MIWomen.com for the business directory.



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