



THE POWER OF
Agility

2023 WBE and Corporate Network Resources Guide

WBEC GREATER DMV
WOMEN'S BUSINESS ENTERPRISE COUNCIL

BUSINESS
CONTENT

BUILDING
COMMUNITY

GROWTH
CONNECTIONS

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Corporate Sourcing



601 E St NW
Washington DC
20049

202-434-3130

<https://www.aarp.org/about-aarp/supplier-diversity/>

Sourcing

HR, Health & Welfare

- Training & Employee Development

Marketing, Media & Advertising

- Creativity, Content and Production
- Media Purchases
- Non-Member Marketing

Professional Services

- Business Advisory
- Research

About AARP

AARP is the nation's largest nonprofit, nonpartisan organization dedicated to empowering people 50 and older to choose how they live as they age. With a nationwide presence, AARP strengthens communities and advocates for what matters most to the more than 100 million Americans 50-plus and their families: health security, financial stability, and personal fulfillment. As everyday innovators in aging, we work for individuals in the marketplace by sparking new solutions and allowing carefully chosen products and services to carry the AARP name.

AARP is committed to building a diverse and inclusive supply chain that reflects the communities we serve. We recognize that supplier diversity is a key component of our overall diversity and inclusion strategy, and we are committed to working with a wide range of suppliers that reflect the diversity of our Membership, employees, and communities.

Primary Contact

Register on our supplier portal STARS (<https://supplierportal.aarp.org/>), for your firm to be entered into our system. This does not guarantee or represent a commitment to do business with AARP, but it is a first step for us to get to know each other!

Kimberly Ayers, Director, Supplier Diversity | Procurement & Contract Management

Jill Patrick, Advisor, Supplier Diversity | Procurement & Contract Management



Sourcing

- Attorney's offices
- Call centers
- Tax Accountants

About AT&T

We help more than 100 million U.S. families, friends and neighbors, plus nearly 2.5 million businesses, connect to greater possibility. From the first phone call 140+ years ago to our 5G wireless and multi-gig internet offerings today, we @ATT innovate to improve lives. For more information about AT&T Inc. (NYSE:T), please visit us at about.att.com. Investors can learn more at investors.att.com.

Address

208 S Akard Street
Dallas, TX,
75202 USA

Website

www.attsupplierdiversity.com

Primary Contact

Yvette Mouton, Senior Sourcing Supplier Diversity Manager
856-581-1802
ym7626@att.com



Address

Phone

Website

Sourcing

Interested in doing business with Capital One?

Diverse Supplier Registration

Diverse suppliers must register online and complete a company profile, which will be made available to Capital One's supply chain managers. Make sure that your company's product or service offerings fall within the major categories purchased by Capital One:

- Customer Acquisition and Operations: collections and recoveries
- IT: network/telecom, software, hardware, ADM, data center
- Corporate Services: HR Services, training services, office supplies, corporate security, legal
- Professional Services: consulting, temporary labor, financial, marketing, IT
- Brand Marketing and Advertising: media, promotion, market research
- Corporate Real Estate: facilities management, design/construction,
- Banking Services: marketing and branch collateral, branch courier, ATM Services

Registration and completion of a company profile does not guarantee your company will receive a request to bid on a contract from Capital One.

About Capital One

Capital One Financial Corporation, a Delaware corporation established in 1994 and headquartered in McLean, VA is a diversified financial services holding company with banking and non-banking subsidiaries. Capital One Financial Corporation and its subsidiaries offer a broad array of financial products and services to consumers, small businesses and commercial clients through our digital channels, branch locations, cafés and other distribution channels.

Primary Contact

Allison Kube

Supplier Diversity Manager

supplierdiversity@capitalone.com

<https://www.capitalone.com/about/corporate-information/information-about-our-supplier-diversity-program/>



Actions Speak Louder

Address

120 Tredegar St
Richmond, VA
23219, USA

Website

<https://www.dominionenergy.com/suppliers/supplier-diversity-and-partnerships>

Sourcing

- Addition, alteration and renovation, commercial and institutional building
- Commercial and Institutional Building Construction
- Electrical Contractors and Other Wiring Installation Contractors
- Plumbing, Heating, and Air-Conditioning Contractors
- Engineering services

About Dominion Energy

We employ over 17,000 people in 16 states, providing reliable, affordable, clean energy to nearly 7 million customers. We are a leader in the clean energy transition, with a clear strategy to achieve Net Zero carbon and methane emissions.

Headquartered in Richmond, VA, we're creating a diverse and inclusive workplace that reflects the communities we serve. We invest in communities where we live and work and protect our natural resources.

We believe Actions Speak Louder.

Primary Contact

Dallas Simmons, Supplier Diversity Program Manager
804-787-5978
s.dallas.simmons@dominionenergy.com

Whitney Roe, Senior Supplier Diversity Program Specialist
804-489-4131
Whitney.r.roe@dominionenergy.com



Address

7750 Wisconsin Avenue
Bethesda, MD
20814, USA

Website

<https://www.marriott.com/diversity/supplier-diversity.mi>

Sourcing

- Addition, alteration and renovation, commercial and institutional building
- Commercial and Institutional Building Construction
- Electrical Contractors and Other Wiring Installation Contractors
- Plumbing, Heating, and Air-Conditioning Contractors
- Furniture Merchant Wholesalers
- Attorneys' offices
- Offices of Lawyers
- Architectural Services
- Engineering services
- Interior Design Services
- Graphic Design Services
- Applications software programming services, custom computer
- Custom Computer Programming Services
- Computer Systems Design Services
- Administrative Management and General Management Consulting Services
- Business management consulting services
- General management consulting services
- Human Resources Consulting Services
- Marketing Consulting Services
- Other Scientific and Technical Consulting Services
- Advertising agencies
- Advertising specialty (e.g., keychain, magnet, pen) distribution services
- Marketing Research and Public Opinion Polling
- All Other Professional, Scientific, and Technical Services
- Employment Placement Agencies
- Executive Search Services
- Contract staffing services
- Temporary Help Services
- Janitorial services
- Professional and Management Development Training

About Marriott International

Marriott International is a leading hospitality company with 8000+ properties globally.

Primary Contact

Heather Murphy, FLEX Manager Sustainability + Supplier Diversity
615-425-9455
Heather.Murphy@Marriott.com

Haley Longfellow, Supplier Diversity Intern
773-819-0662
Haley.Longfellow@Marriott.com



Address

8000 South Federal Way
Boise ID
83716 USA

Website

<https://www.micron.com/about/our-commitment/sourcing-responsibly/suppliers/supplier-diversity-program>

Sourcing

- Addition, alteration and renovation, commercial and institutional building
- Commercial and Institutional Building Construction
- Electrical Contractors and Other Wiring Installation Contractors
- Plumbing, Heating, and Air-Conditioning Contractors
- All Other Specialty Trade Contractors
- Furniture Merchant Wholesalers
- Freight Transportation Arrangement
- Architectural Services
- Engineering services
- Interior Design Services

About Micron Technology Inc.

Micron Technology is a semiconductor manufacturing company based out of Boise Idaho. The company makes memory and storage products for cell phones, tablets, computers. Our chips are embedded in industrial and network communications and automobiles.

Micron is interested in sourcing businesses for the construction of a new production facility in Clay New York.

Primary Contact

Matt Batten, Sr. Supplier Diversity Program Manager

208-363-1128

mtbatten@micron.com



Address

1515 Broadway
New York NY
10036 USA

Website

<https://www.paramount.com/paramount-supplier-diversity>

Sourcing

- Addition, alteration and renovation, commercial and institutional building
- Commercial and Institutional Building Construction
- Freight Transportation Arrangement
- Motion Picture and Video Production
- Marketing Consulting Services
- Advertising agencies
- Public Relations Agencies

About Paramount

Paramount delivers premium content to audiences across platforms worldwide. We connect with billions of people—through our studios, networks, streaming services, live events, merchandise, and more. Our studios create content for all audiences, across every genre and format, while our networks and brands forge deep connections with the world's most diverse audiences. In streaming, our differentiated strategy is scaling rapidly across free, broad pay, and premium.

Primary Contact

Rose Hatcher, Director, Supplier Diversity
supplierdiversity@paramount.com

The Wells Fargo logo consists of the words "WELLS" and "FARGO" stacked vertically in a white, bold, sans-serif font, centered within a red square.

Address

420 Montgomery St
San Francisco, CA
94163, USA

Website

www.wellsfargo.com/supplierdiversity

Sourcing

About Wells Fargo

Wells Fargo & Company is an American multinational financial services company with a significant global presence. The company operates in 35 countries and serves over 70 million customers worldwide.

Primary Contact

Trung Tieu, Manager, Supplier Diversity
212-214-6746
Trung.Tieu@wellsfargo.com

Tabatha Watson, Manager, Supplier Diversity
Tabatha.L.Watson@wellsfargo.com



Address

14501 Sweitzer Lane
Laurel, MD 20707

Phone

301-206-4001

Website

wsscwater.com

Sourcing

- Professional Services
- Engineering Services
- Construction Services
- Architectural and Engineering Services
- Information Technology Services

About {Company Name}

WSSC Water

We deliver the essential.

For more than 105 years, we are the proud provider of safe, seamless and satisfying water services, making the essential possible every day for our neighbors in Montgomery and Prince George's counties.

Primary Contact

Natasha Williams

Communications and Outreach Specialist

P: 301-206-8310

E: natasha.williams@wsscwater.com

WBE Capabilities

Baseline Design

KEY FACTS

Owner: Darcy Ann Flanders

CEO: Darcy Ann Flanders

President: Darcy Ann Flanders

Yrs. In Business: 27

Employees: 8

Headquarters: New York

Company website: baselinegroupny.com

NAICS and/or SIC Identification Codes:

541613 Marketing Services

541430 Graphic Design Services

541511 Web Design Services

541860 Advertising Material Preparation

561410 Document Preparation Services

ADVOCACY GROUP AFFILIATION

WBENC Forum Member

WBEC NY

FWA (Financial Women's Association)

GS10KSB

Capital One SAGE

COMPANY DESCRIPTION

BaselineGroupNY is a woman-owned, award-winning creative agency that partners with clients, wherever they are on their brand journey, to go beyond the expected and deliver brand excellence.

Over the last 26 years, we've partnered with leading and emerging brands, building strong and successful relationships through communication, collaboration, and adaptability.

Our unique, flexible agency model supports clients in any situation— from small, single projects or large multichannel campaigns and events to filling a temporary resource gap or serving an outsourced, in-house creative team.

COMPANY STORY/EXPERIENCE

I worked for a large agency for twelve years prior to founding BaselineGroupNY. I realized that there are many layers to the client team and I felt that the designers were too far removed from the client. My belief is that if the design team is listening to the client from the beginning, the creative will be on point and best support the strategic marketing goal. I jumped ship and Founded BaselineGroupNY in 1997 and that direct connection with our clients has proven to be very successful. All employees at Baseline have degrees in design so the team you start with is the actual team that will execute your creative. We have a crazy passion for design excellence as reflected in our tagline, Brand Excellence. Delivered.

SPECIFIC OFFERINGS

Brand & Marketing Strategy
Brand Development
Merger & Acquisition Rebranding
Marketing Materials
Sales Collateral
Direct & Digital Marketing
Social Media

ESG, CSR, & Annual Reports
Newsletters & Whitepapers
Conferences, Events, & Trade Shows
Web Design & Development
Custom PowerPoint Design
Story Development & Copywriting
Marketing Material Sustainability Audit

CAPABILITIES OVERVIEW

- Messaging and Strategy
- Story Development, Copywriting/Editing
- Branding/Rebranding: Naming/Tagline, Logo Development, Brand Guidelines
- Conferences/Events: Branding, Signage, Booths, Promotional Material, Websites
- Marketing and Sales Material: Brochures, Flyers, Presentations, Pitch Books, Proposals, Whitepapers, Newsletters, Print/Journal Ads, Digital Ads, Direct Mail, Email
- Report Design: Annual, Quarterly, CSR and ESG
- Web Design and Development

DIVERSITY & INCLUSIONS EFFORTS

Baseline has developed a diverse supplier network that contributes to a strong and sustainable business model where we can thrive. In 2022, 79% of our total spend was with diverse suppliers, which we believe creates a positive impact within our communities.

SUSTAINABILITY EFFORTS

Baseline has taken our agency completely virtual, significantly reducing our carbon footprint. We also offer marketing material audits to help clients reduce waste and become more sustainable by creating digital assets or using eco-friendly inks when printing is necessary.

Biens Chocolate Centerpieces Corp

KEY FACTS

Owner: Geraldine Keogh & Lindsay Smith

CEO: Geraldine

President: Lindsay Smith

Yrs. In Business: 4

#Employees: 8

Headquarters: Denville, NJ 07834

Company website: www.BiensCC.com

NAICS and/or SIC Identification Codes:

Insert NAICS/SIC Codes 311352,2064, 424450

ADVOCACY GROUP AFFILIATION

Inner-City Capital Connections

COMPANY DESCRIPTION

At Biens Chocolate Centerpieces, we craft more than just confections; we create edible masterpieces that leave a lasting impression. Our journey began with a passion for chocolate and an unwavering commitment to quality. From handcrafted chocolate favors to exquisite dessert displays, our creations are designed to elevate every occasion.

We take pride in our dedication to sustainability, offering 100%

COMPANY STORY/EXPERIENCE

Biens CC fully launched in June of 2020 as a pivot during the pandemic when we had to shut down our dessert table catering at our sister company, The Dessert Ladies. However, the concept for Biens Chocolate Centerpieces first materialized in 2018 when we began our R&D journey to create and patent the world's only shippable chocolate centerpiece.

Within a week of opening our production facility we were fielding calls from major distributors, such as 1800 Flowers and the Neiman Marcus group to offer drop shipping of our one of a kind chocolate gift selections. Since our launch we have partnered with Paramount, Coca-Cola, Goldman Sachs, Pfizer & Organon- just to name a few!

SPECIFIC OFFERINGS

Our product lineup includes handcrafted chocolate favors, biodegradable favors, tantalizing dessert displays, and personalized confections for corporate gifts. Patented Truffle Towers, Dessert Bar Gift Boxes, Logo Chocolate Covered Oreos and Cookies, Chocolate Covered Pretzels, Chocolate Covered Graham Crackers, Meet & Treat Boxes & More!

CAPABILITIES OVERVIEW

- Custom Branded Chocolate Gift Packaging
- Single Recipient and/or Company Wide Gifts
- Holiday Client & Staff Gifts
- Conference & Event Favors
- New Hire Welcome Baskets
- Speaker Gifts & Awards
- Seasonal Event Favors & Catering

DIVERSITY & INCLUSIONS EFFORTS

We are WBENC certified and WOSB Certified

SUSTAINABILITY EFFORTS

We currently hold an Ecovadis bronze rating and have launched the first ever 100% custom edible biodegradable favor line for corporate events and marketing promotional products.

Chantilly Mediation and Facilitation

KEY FACTS

Owner: Gina Weatherup

CEO: Gina Weatherup

President: Gina Weatherup

Yrs. In Business: 5

Employees: 15

Headquarters: Fairfax, VA

Company website: chantillymediationandfacilitation.com

NAICS and/or SIC Identification Codes:

541990

541618

ADVOCACY GROUP AFFILIATION

Certified Woman-Owned by WBENC
SAGE Advice Graduate (WBEC DMV)

COMPANY DESCRIPTION

We help bold & empathetic leaders save time and money by uncovering and resolving conflicts that lead to high stress and turnover, and low productivity and morale.

We serve clients directly and with a network of partners, all of whom specialize in collaborative approaches to teambuilding and conflict resolution.

COMPANY STORY/EXPERIENCE

In a recent training, our proprietary Conflict, Curiosity, Communication training uncovered and then jump-started a project that had been stalled for six months due to an interpersonal conflict.

This training brought together staff of varied levels and departments to learn from each other as well as our expert trainer, a certified mediator and emotional intelligence professional. Participants learned more about how conflicts show up within the organization and practiced new tools.

The truth is, the average employee in the U.S. wastes as much as two days every month on conflict. Our trainings provide a deeper understanding of approaches to conflict and the importance of respecting different people and ideas.

SPECIFIC OFFERINGS

Facilitative Mediation | Collaborative Meeting Facilitation

Proprietary Leadership Trainings:

"Conflict, Curiosity, Communication" & "Listen! How to Be a Better Manager"

CAPABILITIES OVERVIEW

- Conflict Consulting, Investigations, and Ombuds Services
- Mediation:
 - Accusations of Discrimination or Unethical Behavior
 - Co-owner Issues in Small & Mid-Size Businesses
- Meeting Facilitation
- Trainings on conflict and happier work cultures

DIVERSITY & INCLUSIONS EFFORTS

CM&F partners with diverse-owned businesses regularly, both to serve our clients and as vendors. In 2022, 39% of revenue was from partnerships with businesses owned by Black women.

SUSTAINABILITY EFFORTS

As a remote company, we have no commute-based emissions. Our limited printed materials are primarily purchased from vendors with strong sustainability programs, such as partnerships with One Tree Planted. Our CEO is active with CCL.

Dr. Christi E. Monk, LLC

KEY FACTS

Owner: Dr. Christi Monk Andrews

CEO: Dr. Christi Monk Andrews

President: Dr. Christi Monk Andrews

Yrs. In Business: 8 years

Employees: 2

Headquarters: Upper Marlboro, MD

Company website: www.christimonk.com

NAICS and/or SIC Identification Codes:

611430 Professional and Management Development Training

541611 Administrative and General Management Consulting

541612 Human Resources Consulting Services

541618 Other Management Consulting Services

ADVOCACY GROUP AFFILIATION

Dress for Success - Dallas

Servant Hearts

National Contracting Management Association

COMPANY DESCRIPTION

Dr. Christi E. Monk, LLC passionately collaborates with organizations to foster growth and create lasting positive transformations. Our unique approach, based on Emotional Intelligence, Core Values, Organizational Support, and Psychological Safety, unleashes organizational potential and empowers individuals to thrive with purpose.

COMPANY STORY/EXPERIENCE

I founded my business with a deep understanding of both leadership and individual roles having been in both roles. A people-centered approach is at the heart of my philosophy for building thriving organizations and individuals.

One standout project was a customized diversity training for a non-profit. Instead of the usual microaggressions and unconscious bias training, I focused on emotional intelligence sing breakout sessions and interactive, common workplace scenarios. The feedback was exceptional; participants praised the training for providing profound insights into the role of emotional intelligence in every aspect of the employee journey, including their own. This commitment to understanding and empowerment is at the core of my business and my transformative work. I believe you can't go professionally where you are not willing to go personally.

SPECIFIC OFFERINGS

Leadership Development & Facilitation: Customized programs, workshops, and mediation services.

Personality Assessments: Keirseley Temperament, EQ-i 2.0, Entrepreneurial Mindset Profile, Neethling Thinking Instruments.

Talent Development & Succession: Identifying top talent, robust succession planning, and nurturing future leaders.

CAPABILITIES OVERVIEW

EQi 2.0: Enhancing self-awareness and relationships.

Brain-based Coaching: Boosting performance with neuroscience.

Keirseley Temperament Personality Assessment: Tailoring strategies for teamwork.

Entrepreneurial Mindset Profile: Fostering innovation and adaptability.

Neethling Brain Instrument: Optimizing decision-making and teamwork.

Mediation Services: Transforming conflicts into growth opportunities.

DIVERSITY & INCLUSIONS EFFORTS

Emotional Intelligence (EQ) is the cornerstone of our diversity and inclusion approach. It fosters empathy, understanding, and an inclusive culture where every individual is valued and heard. EQ empowers organizations to navigate diversity with compassion, celebrating each person's unique contributions.

SUSTAINABILITY EFFORTS

We leverage technology to reduce paper usage and environmental impact, embracing digital solutions for a greener, more efficient approach to consulting

Exhibit Edge Inc.

KEY FACTS

Owner: Bev Gray

CEO: Bev Gray

President: Bev Gray

Yrs. In Business: 31 Years

Employees: 22

Headquarters: Chantilly, VA

Company website: www.exhibitedge.com

NAICS and/or SIC Identification Codes:

NAICS: 323111, 339950, 541850, 541890, 561920

SIC: 3993, 7319, 7336, 7389

ADVOCACY GROUP AFFILIATION

Aaron Redd Foundation, Bite Me Cancer, Camp Sunshine, Fisher House Foundation, NNEDV

COMPANY DESCRIPTION

Exhibit Edge designs, builds, and manages trade show exhibits and experiential marketing systems that increase sales leads and company visibility. We combine marketing experience and artistry to accurately deliver your brand and message to engage, educate, and inspire. Our goal is to create an attendee experience that leads to your desired results.

COMPANY STORY/EXPERIENCE

I knew at a very young age I was very good at organizing physical things; I enjoyed it immensely. When I started this business to provide trade show exhibits and services, that innate ability transferred over to creating company, focusing on processes and procedures. Developing and implementing these systems creates consistency for clients and employees, while allowing flexibility and responsiveness for our clients. We are recognized for our organization skills, which creates our excellent service!

In the last couple of years, we have doubled our revenues from pre-2020. This growth has challenged us, especially with evolving work environments. Our collaborating staff has worked incredibly hard for the success of clients' trade show programs. We are excited for 2024 as we move forward with expansion.

SPECIFIC OFFERINGS

Trade show exhibit products and services from banner stands to custom island exhibits, including in-booth experiential programs.

One of the few exhibit companies in the U.S.A. that rents and manages LED tiles to incorporate into trade show exhibits and event staging.

CAPABILITIES OVERVIEW

- Exhibit custom design and fabrication
- Large format graphic design and production
- Exhibit rental, all sizes
- Experiential marketing programs
- Turnkey trade show exhibit management
- Exhibit and related product storage
- Web-based inventory system, EdgeLink

Current major customers include:

Amentum (previously DynCorp), Bristol Myers Squibb, SGK Marketing (ASICS), FDIC and The Federal Reserve

DIVERSITY & INCLUSIONS EFFORTS

Exhibit Edge seeks out diverse suppliers and partners for every vendor that we have a choice to procure for services and products.

SUSTAINABILITY EFFORTS

The rental of trade show exhibit structures in our industry is the top option to reducing energy and waste in the environment. We regularly take unneeded materials to the recycling dump.

Forward Movement Enterprises

KEY FACTS

Owner: Theresa Proctor

CEO: Theresa Proctor

President: Insert President Name

Yrs. In Business: 7

#Employees: 1

Headquarters: Bowie, Maryland

Company website: <https://www.forwardmovementent.com/>

NAICS and/or SIC Identification Codes:

611430

541611

541612

541613

541820

611699

ADVOCACY GROUP AFFILIATION

American Heart Association

American Cancer Society

Alzheimers Association

American Diabetes Association

COMPANY DESCRIPTION

Forward Movement Enterprises stands out in transforming team performance by supporting leaders and employees to shift from stagnant to strategic. Our clients receive high value from our exceptional solutions: executive/leadership coaching and professional learning and development. Our virtual and in-person training inspires internal promotion, employee retention and sustainability of organizations throughout the nation. We provide learning experiences that invite new thought value, high performance

COMPANY STORY/EXPERIENCE

I served as Vice President of a Jewelry Corporation. My team and I spearheaded the launch of our internal university to support team performance nationally. I enjoyed the instructional design, development and delivery tremendously. I began to receive speaking engagements outside of the corporation. After the university was fully operational, I confidently knew it was the time to introduce Forward Movement Enterprises to the world.

SPECIFIC OFFERINGS

Executive & Leadership Coaching

Human Capital Development Training

Talent Discovery Assessments

CAPABILITIES OVERVIEW

International Coaching Federation (ICF) Credentialed Coach

Association of Talent Development Master Trainer
Certified EQi 2.0 and EQ360 Emotional Intelligence Assessor

Certified Professional Human Resources (PHR) – Society of Human Resource Management

Certified Virtual Facilitator

Certified DISC Facilitator

Certified Diversity & Belonging Facilitator

Certified Culture Facilitator

DIVERSITY & INCLUSIONS EFFORTS

We provide Diversity & Belonging Facilitation which provides opportunities for employees to gain greater understanding, learning and insight.

SUSTAINABILITY EFFORTS

To promote sustainability efforts, we support paperless options by providing digital workbooks as guide during our learning experiences. We support sustainable dining by teaching employees the importance of a healthy diet to support a positive mindset. In addition, we utilize environmentally

HH Logistics Planning, LLC

KEY FACTS

Owner: Yolanda Higdon

CEO: Yolanda Higdon

President: Yolanda Higdon

Yrs. In Business: Insert Years

Employees: 11

Headquarters: Washington, DC

Company website: www.hhlogisticsplanning.com

NAICS and/or SIC Identification Codes:

54614; 541611; 484210; 541618; 561990; 561210;
337214

ADVOCACY GROUP AFFILIATION

BOW (The BOW Collective)

COMPANY DESCRIPTION

HH Logistics Planning, LLC provides facility managers with the necessary manpower to plan, manage, and schedule relocation/move management projects. We work closely with the construction/project team, ensuring the agency's operational needs are conveyed and included in the overall relocation plan.

COMPANY STORY/EXPERIENCE

HH Logistics Planning was developed when the CEO determined that her former Employer's pain points included the loss of business to small minority and Woman-owned businesses. Faced with this knowledge, the CEO founded her business and has successfully provided this service to both Federal and State Agencies, Schools (K-12), Universities, Libraries, and Medical Facilities.

HH Logistics Planning has completed relocation management projects, including the Historic Martin Luther King, Jr. Library, The Newseum, and numerous Prince George's County Public Schools.

SPECIFIC OFFERINGS

HH Logistics Planning offers the benefit of providing Environmental, Social, and Governance (ESG) aspects for our clients via electric vehicles, biofuel, liquidators, and cardboard and FF&E recycling processes. This allows our clients to meet both ESG requirements and Diversity quotas.

CAPABILITIES OVERVIEW

Ability to pivot as needed

Relationship building

Provide seamless facilities/management services and support for clients

Real Estate Support

Facility Management Oversight

DIVERSITY & INCLUSIONS EFFORTS

The company's efforts include attending events focusing on diverse candidates, servicing underrepresented communities (DOES) by hiring staff from the Work Experience Program (WEX)

SUSTAINABILITY EFFORTS

HH Logistics Planning is B-Corporation Certified. We meet the high standards of verified performance, accountability, and transparency on employee benefits and charitable giving to supply chain practic

Nygala Corp. DBA FLOMO

KEY FACTS

Owner: Wendy Shen

CEO: Wendy Shen

President: Wendy Shen

Yrs. In Business: 31

#Employees: 25

Headquarters: Moonachie, New Jersey

Company website: www.flomousa.com

NAICS and/or SIC Identification Codes:

424990, 423920, 423990, 424110, 424120, 424130,
453220, 453220.

ADVOCACY GROUP AFFILIATION

Women President Organization

WBEC Metro New York and Greater DMV

IWEC (International Women Entrepreneurial Challenge)

COMPANY DESCRIPTION

Nygala Corp/FLOMO has "Everything You Need to Celebrate" from Holiday, Seasonal, Birthday to all occasions, from gift bags, stationery, crafting, journals, notebooks, markers, paints to holiday/Christmas merchandise.

COMPANY STORY/EXPERIENCE

We are a one stop shopping destination for major retailers and corporations, focused on global product developments. We offer wide range of "WOW" factor products. We are a unique company with 24/7 around the clock operation. We have teams in the US and team overseas to execute projects together. Our team here understand our customers and market & trend/design very well, so we understand what customers need and want . Our team overseas understand the manufacturing process, sourcing, inspection and logistic aspects well. With our long term experience in manufacturing and understanding our customers well, we can execute customers' concept or idea to life project, and deliver products on time and on trend. Everything we do is all quality, on time and listening to customers. We offer the affordable luxury items.

SPECIFIC OFFERINGS

Gift bag, gift boxes, nested boxes, wrapping paper, journals, notebook, art markers, paints, and brushes, teacher items and holiday/Christmas items. We can do the private labels for major cooperation for their notebook, markers, gift bag, party items, sourcing and many more. Our goal is to always save our customers' cost, and increase their top line and bottom.

CAPABILITIES OVERVIEW

1. Private label, unique designs, product development
2. Warehouse and office with integrated technology
3. Reliable domestic delivery or overseas drop ship program.
4. Factory direct pricing and flexibility
5. On trend and quality assurance

DIVERSITY & INCLUSIONS EFFORTS

We use diverse suppliers. And, our employees are from different ethnic groups. We are putting efforts to help our local communities in the diverse backgrounds and trips. We run a youth leadership program and art contest for Boys and Girls Club.

SUSTAINABILITY EFFORTS

We are aiming to use FSC paper, non PVC package only. Print with soil and plant based ink only. Only use non toxic and non chlorine material for products.

Reimagine Talent Co.

KEY FACTS

Owner: Chelsea C. Williams

CEO: Chelsea C. Williams

President: Chelsea C. Williams

Yrs. In Business: 5

#Employees: FT: 3; Contractor: 9

Headquarters: Raleigh, North Carolina

Company website: www.reimagnetalentco.com

NAICS and/or SIC Identification Codes:

611430, 541612, 541611

ADVOCACY GROUP AFFILIATION

- SHRM National Speaker's Bureau
- Association of Talent Development (ATD)
- Jackie Robinson Foundation Alumni Association

COMPANY DESCRIPTION

Reimagine Talent is a WBENC certified national workforce & talent development firm on a mission to educate the next generation workforce and empower organizations to build workplaces of belonging. We sell career and talent development solutions to employers seeking to support today's multi-generational employee-base. Our team of 7 expert consultants, certified coaches, and facilitators have supported organizations including: Procter & Gamble, NBA, LVMH, Unilever, Big Brothers Big Sisters, and Omnicom.

COMPANY STORY/EXPERIENCE

Chelsea C. Williams is an Advisor on Career & Workplace Innovation, Advocate for Multi-Generational Empowerment, and a DistinguishedTory Burch Fellow. She found Reimagine Talent in 2018 following a decade managing & leading Global Human Resources on Wall Street.

Reimagine Talent Co. was founded to address the gap and build the bridge between workforce development (industry & sector pipeline building) and talent development (employee engagement & retention).

Our clients represent the corporate, non-profit, and higher education sectors given our multi-generational specialization & expertise. Our clients refer to us as "more than partners", "thought leaders who empower action", and "bridge builders".

We are proud of our impactful client success. 80% of our business comes through repeat customers & referrals with little outbound marketing.

SPECIFIC OFFERINGS

Reimagine Talent supports employers in two capacities 1) HR consulting and 2) learning & development (design and facilitation). We deliver workforce & talent development solutions that: develop talent, amplify employee engagement, and build belonging. We intentionally integrate DEIB - diversity, equity, inclusion, and belonging - into all of our solutions as a lens vital in building capacity in all employees.

CAPABILITIES OVERVIEW

- Talent Development
 1. Career & Leadership Development
 2. Coaching & Mentorship
 3. Learning & Development
 4. ERGs/BRGs Capacity Building
- Workforce Development
 1. Career Development Programs
 2. Industry/Sector Partnerships & Pipeline Building
 3. Internships, Apprenticeships, and Grad Programs

DIVERSITY & INCLUSIONS EFFORTS

- We are proud to have a diverse team in identity and lived experiences.
- 50% of our suppliers are women-owned or POC-owned businesses.
- Each year we deliver quarterly pro-bono services to address inequities impacting the cities & states we live and work. Typical investment of time = 50 hours.

SUSTAINABILITY EFFORTS

- Fully remote team
- 50% of suppliers/vendors are women-owned and/or POC-owned businesses and locally sourced
- Electronic payments only (fully paperless)
- Charitable giving of 10K annually to non-profits advancing education, economic equity, and girls

Royal Expression Travels

KEY FACTS

Owner: Reta Stewart

CEO: LaDell Carter

President: Chanelle Bland

Yrs. In Business: 2011

#Employees: Seven

Headquarters: Baltimore, MD 21239

Company website: www.royalexpressiontravels.com

NAICS and/or SIC Identification Codes:

NAICS 561510 - DBE/MBE/SBE: TRAVEL AGENCIES

NAICS 561520 - DBE/MBE/SBE: TOUR OPERATORS

NAICS 561599 - DBE/MBE/SBE: ALL OTHER TRAVEL

ARRANGEMENT AND RESERVATION SERVICES

(EXCEPT FOR: MOTOR TRAVEL CLUBS)

423910 (Yachts, pleasure, merchant wholesalers)

ADVOCACY GROUP AFFILIATION

*Enterprise (MBE) Enterprise (DBE)

*Goldman Sachs 10,000 Small Business *Women-Owned

COMPANY DESCRIPTION

Royal Expression Travels specializes in crafting bespoke luxury travel experiences for both leisure and corporate clients. Our meticulous attention to detail is evident in our tailor-made itineraries that offer rare and extraordinary experiences around the globe. With a dedicated team of Travel Designers, we provide 24/7 concierge service, robust financial management, and access to a global network of vetted suppliers.

COMPANY STORY/EXPERIENCE

Overnight, I became a widow, a single mom of three, the head of our household, and the primary caretaker of my oldest daughter who suffered from epilepsy. Driven by the need for flexibility to care for my family, I tapped into my parents' newfound passion for travel. Soon, I found myself not just joining their journeys but meticulously orchestrating rare experiences that most people will never see. The key was in the nuanced details, personalized to match each traveler's unique profile. Travel became a key linchpin of our family bond. Tragedy struck again when the matriarch of the family passed away from brain cancer. On my dad's deathbed, as he lay in hospice, he said, "I need to leave; I need to make the next trip LaDell has planned." At that moment, I promised myself I would not only become a travel consultant but also own an agency that offered a different kind of luxury—the rare, "non-Googleable" stuff. Building a bespoke agency. I bet on myself and won!

SPECIFIC OFFERINGS

Ultra-Luxury Custom Travel Design
Exclusive Access to Global Events
24/7 Concierge & Financial Services
Tailored Adventure and Wellness Retreats

CAPABILITIES OVERVIEW

*Bespoke Luxury Travel Design: Crafting tailor-made itineraries for leisure and corporate clients.*Global Network of Vetted Suppliers: Ensuring world-class experiences through strategic partnerships.*24/7 Concierge Service: Delivering round-the-clock customer support and quality assurance.

DIVERSITY & INCLUSIONS EFFORTS

*Women & Minority-Led: Championing diversity in leadership.*Inclusive Client Experiences: Respecting cultural sensitivities.*Diverse Supplier Network: Prioritizing inclusive partnerships.

SUSTAINABILITY EFFORTS

Eco-Conscious Travel Planning: Prioritizing eco-friendly accommodations and modes of transport.Local Economy Support: Engaging local artisans/suppliers to promote responsible tourism

Spectrix Analytical Services, LLC

KEY FACTS

Owner: Marie D'Andrea

CEO: Marie D'Andrea

President: Marie D'Andrea

Yrs. In Business: 24

#Employees: 200

Headquarters: North Haven, CT US

Company website: <https://www.spectrixservices.com/>

NAICS and/or SIC Identification Codes:

NAICS 541380: Testing Laboratories and Services

NAICS 54690: Other Scientific and Technical Consulting Services

ADVOCACY GROUP AFFILIATION

List key advocacy organizations in which the company is affiliated and relevant programs

Spectrix supports non-profit patient advocacy groups.

COMPANY DESCRIPTION

Spectrix is a Functional Service Provider proven to significantly improve productivity, reduce expenses and greatly decrease turn-around times in scientific research and discovery settings. With Spectrix's unique and dynamic approach to partnerships, clients are able to insource the functional aspects of a job while retaining control of the project and data. Research, Development, and Manufacturing functions remain at the Clients' site.

COMPANY STORY/EXPERIENCE

Use this space to tell us who you are and what drove you to set up your establish a business

Include Key project/case study highlights

It was and always has been Spectrix's founder's mission for nearly 25 years to revolutionize Spectrix's Clients' process by enhancing productivity. This includes striving to make a positive impact in the drug discovery and development process while focusing on Spectrix's employees so that they are motivated to make that difference which improves patients' lives. Spectrix strongly supports and encourages management teams responsible for the growth and development of the company. Spectrix has always adhered to an ESG mission and continues to formalize those goals. A few highlights include, solar panel installation, electric vehicles, DEI employee training, an online employee award program, volunteer opportunities, & strict governance.

SPECIFIC OFFERINGS

Use this space to list specific products or services

Spectrix is a full service provider that customizes on-site scientific support services to meet our Clients' staffing needs. Spectrix has been collaborating with our clients to enhance their scientific laboratory drug discovery and development process for over 24 years.

CAPABILITIES OVERVIEW

Use this space to list a high level overview of your key capabilities and offerings.

Laboratory Scientific Services Including:
Instrument and IT support, Analytical Chemistry, Purification-Protein & Small molecule, Screening, Cell Culture, Core Automation
Core Automation, Quality Systems Mgmt., QA/QC

DIVERSITY & INCLUSIONS EFFORTS

Spectrix's highlighted DI efforts include:

Spectrix conducts Diversity and Inclusion employee and manager training 3X/year, sets annual goals for increasing diverse suppliers and records/monitors employee diverse population statistics monthly.

SUSTAINABILITY EFFORTS

Reduce GHG, Energy and Water Management, Waste & Hazardous Materials Management, Diversity Equity and Inclusion goals, Employee engagement processes, Purchasing/Diverse spend.

SCI Medic, Inc.

KEY FACTS

Owner: Virginia Kendall

CEO: Virginia Kendall

President: Virginia Kendall

Yrs. In Business: 4

Employees: 6

Headquarters: Frederick, Maryland, USA

Company website: www.scimed.com

NAICS and/or SIC Identification Codes:

423450 - Medical, Dental, and Hospital Equipment and Supplies Merchant Wholesalers

423990 - Other Miscellaneous Durable Goods Merchant Wholesalers

424210 - Medical Sundries Merchant Wholesale

ADVOCACY GROUP AFFILIATION

SCI Medic, Inc. is not currently affiliated with any advocacy groups.

COMPANY DESCRIPTION

SCI Medic, Inc. helps retailers, grocery chains and drug wholesalers provide affordable and reliable home testing devices and healthcare products to their price-sensitive consumers throughout the US and Canada.

COMPANY STORY/EXPERIENCE

SCI Medic, Inc. is a 100% Woman-Owned and Operated, WBENC Certified, ISO 13485:2016 Certified and FDA Established company, located in Frederick, MD. Our company was founded in 2019 by Virginia Kendall, a longtime industry team leader in the medical device and healthcare industry. She has experience with developing over 50+ products in the over-the-counter health space for Fortune 100 Retailers in the US and Canada, while increasing revenue 200% every year for +10 years. Programs developed from conception to shelf include store branded and control branded goods in the feminine hygiene, family planning, home diagnostics and health supplements categories.

Our combined team experience and dedication to the company allow us to operate lean and efficiently and offer top-notch customer service.

SPECIFIC OFFERINGS

Home Diagnostics: Pregnancy Tests, Ovulation Tests, Fertility Tests, Menopause Tests, UTI Health and Prevention Tests. Drug Testing and Harm Reduction Kits: Fentanyl Test Strips, Drugs of Abuse Test Kits, up to 12 panels, Natural Health Nasal Inhalers, and Health Supplements, ie: Prebiotics and Probiotics. Feminine Hygiene: feminine washes, feminine OTC creams.

CAPABILITIES OVERVIEW

- Assist with the development, support and supply of Women's Health and Drug Prevention and Reduction Programs, servicing low-income areas, correctional/rehabilitation facilities, Field Officers, State Healthcare systems, Human Resource department, and Military Bases/ Commissaries.
- Capability and capacity to support large-volume demands using our ADCO high-speed automatic cartoner.
- Offer low-cost and innovative product development.
- Store brand, Private Label and Control Brand.

DIVERSITY & INCLUSIONS EFFORTS

We pride ourselves on being a diverse and inclusive organization by employing woman from all different ethnic backgrounds, operating as a bi-lingual team. Our resources are donated to local organizations in our community as well.

SUSTAINABILITY EFFORTS

We reuse pallets and other materials whenever possible. Any material allowed is recycled. Our goal is to move into 50% eco-friendly packaging for our retail lines by 2025.

Southern Belle Cleaners

KEY FACTS

Owner:

CEO: Emmalyne Head

President: Emmalyne Head

Yrs. In Business: 3

#Employees: 7

Headquarters: Upper Marlboro, MD

Company website: www.SouthernBelleCleanersDMV.com

NAICS and/or SIC Identification Codes:

423850: Service Establishment Supplies Wholesalers

561720: Janitorial Services

561790: Services in Building and Dwelling

ADVOCACY GROUP AFFILIATION

Women Business Enterprise National Council

Building Service Contractors Association International

National Minority Supplier Development Council

COMPANY DESCRIPTION

Southern Belle Cleaners provides professional commercial janitorial for mid-size office buildings and religious institutions. We as well are sub-contractors for post construction projects and property turnover for HOA and realtors. Our specialty service is extra decluttering which assists seniors return to a healthier and safer living condition. We now offer janitorial supplies to our commercial customers.

COMPANY STORY/EXPERIENCE

During COVID, our founder Emmalyne saw facilities and religious institutions across the region fearful to return to buildings. Seeing this need for quality disinfecting, Southern Belle Cleaners was born! We wanted to provide a deep cleaning of facilities that our community felt safe to return to. After securing several contracts, we were approached by a HOA to assist with a unit that had a severe infestation problem. This was a very unique situation for us but we worked hard and it led to us falling in love with decluttering. We have since joined with several local County agencies and provide our service for senior across the region.

SPECIFIC OFFERINGS

- Commercial janitorial
- Post construction
- Extra decluttering/hoarding cleanout
- Property turnover
- Wholesale janitorial products

CAPABILITIES OVERVIEW

- Commercial Buildings
- Post Construction
- Declutter Specialist
- Janitorial Supplies Wholesaler
- Debris Removal
- Property Turnover

DIVERSITY & INCLUSIONS EFFORTS

Since starting Southern Belle Cleaners, we have been very intentional about hiring those that are often forgotten in the workforce, our people with disabilities. We have found them to be great asset to our team when onboarded.

SUSTAINABILITY EFFORTS

Using our founders environmental engineering background, we focus on using sustainable and environmentally conscious products.

Thank You to all our Corporate Members who support the Greater DMV and your commitment to WBEs everyday.

WBE Capability Statement Submissions

| | |
|--------------------------------------|-----------------------------------|
| Baseline Design | Nygala Corp/FLOMO |
| Biens Chocolate Centerpieces | Reimagine Talent Co. |
| Chantilly Mediation and Facilitation | Royal Expression Travels |
| Dr. Christi Monk | SCI Medic, Inc. |
| Exhibit Edge | Southern Belle Cleaners |
| Forward Movement Enterprises | Spectrix Analytical Services, LLC |
| HH Logistics Planning, LLC | |

Corporate Member Profile Submissions

| | |
|-----------------|------------------------|
| AARP | Marriott International |
| AT&T | Micron Technology |
| Capital One | Paramount |
| Dominion Energy | Wells Fargo |
| | WSSC Water |