



WEB builds strong women-owned businesses that lift up communities and families

Women Entrepreneurs of Baltimore, Inc.

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### Upcoming Classes

WEB is accepting applications for the following classes:

#### First Step

June 24, 2008

September 9, 2008

Discover if entrepreneurship is right for you. WEB's six-week, First Step course guides you through a structured evaluation process to determine if you're ready for the challenges of small business ownership. Meets once a week.

#### Business Skills Training Program September 2008

This intensive, 12-week course provides the tools for launching a new business - from developing a business plan, to marketing, finance, and more. Meets twice a week. **Applicant screening takes place on August 2, 2008.**

Contact us at [info@webinc.org](mailto:info@webinc.org) or call 410-727-4921 for application information.

### WEB Counts!

1558 businesses created since 1989

71% three-year survival rate for WEB-created businesses

\$14 returned to Maryland's economy for every \$1 invested in WEB programs

\$27,750 average household income increase for WEB graduates

### WEB Clients Thrive Despite Barriers

70% are low income  
57% are unemployed  
75% are women  
66% are minority members

### ATTENTION: WEB Alumni and Friends!

WEB is gearing up for a series of events to celebrate our 20th anniversary in 2009 and you should be part of it.

Plans for the 20th include an evening anniversary gala and a conference on women and business. E-mail us at [info@webinc.org](mailto:info@webinc.org) to update your contact info and get all the latest WEB news.



### Did you know ...

Women-owned firms continue to grow at twice the rate of all firms, according to the biennial update by the Center for Women's Policy Research with women of color outpacing all other women business owners.

There are 10.4 million businesses 50% or more owned by a woman or women that employ 13 million employees and generate nearly 2 trillion in revenues.

Center for Women's Business Research, September 12, 2006

### WEB Board

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WEB is proud to have earned the **Seal of Excellence awarded by the Maryland Association of Nonprofit Organizations.**

Certification in the Standards for Excellence Program is bestowed on the most well managed, responsibly governed nonprofit organizations that have demonstrated compliance with 55 specific standards based on honesty, integrity, fairness, respect, trust, responsibility, and accountability.

WEB has met, complied with, and integrated into all its activities of Excellence into the standards to successfully complete this voluntary certification program.



invites you to join us on June 23, 2008 to celebrate 145 new businesses at our 2008 graduation ceremony. This annual event, in both scope and spirit, reflects the power of the WEB program to change lives.

When: **Monday, June 23, 2008 · 7:00pm - 9:00 pm**

Where: **Roland Park's Country School's  
Sinex Theater  
5204 Roland Avenue  
(just off Northern Parkway)**

RSVP to: **Elizabeth Lesser · 410.727.4921, ext. 10  
or e-mail [elesser@webinc.org](mailto:elesser@webinc.org)**

Our guest speaker will be Sharon R. Pinder, President and Chief Executive Officer of the Pinder Group and former Special Secretary of the Governor's Office of Minority Affairs.

Post-ceremony refreshments will be provided by some of the top caterers, bakers, and confectionaries in our community - all WEB graduates.



(WEB graduation 2007) Graduate Joyce Bulgar greets friends as 2007 WEB Board President Blair Slaughter and Board member Ruth Louie (at podium) announce her name and another successful WEB business launch -- Bulgar's Senior Move Solutions.

### Expanding the WEB of Business Ownership ...

WEB is again expanding its programs to promote small business ownership throughout Maryland. Three Anne Arundel County funders have awarded WEB a total of \$30,000 to bring its small business development expertise to the county's Brooklyn Park, Severn, and Glen Burnie communities in a one-year pilot program. Working with local community partners, WEB will conduct educational outreach and offer its First Step business readiness program to help county residents launch successful businesses.

Participants completing the First Step program will have the opportunity to enroll in WEB's intensive business skills training courses.

Says WEB CEO Joanne Saltzberg, "We're excited about taking our programs directly into Anne Arundel County. And, as an outcome-oriented organization, WEB is absolutely committed to creating new businesses that will stimulate the local economy and empower aspiring business owners."

The new initiative is funded by Anne Arundel County Women Giving Together, the Anne Arundel County Community Foundation, and a Community Development Block Grant through Anne Arundel County Community Development Services, Inc. In a similar move last fall, WEB began offering USDA-funded business training to potential "eco-entrepreneurs" in the rural areas of the Eastern Shore and Western Maryland.



thanks the more than 175 friends who turned out to sample delicious wines and support WEB at *TASTE*, a premier wine event held on May 8, 2008. Spotting the talents, "tastes", and entrepreneurial spirit of French and Argentinean women vintners, the Taste event was the last stop on the nationwide Robert Kacher Selections Lady Wine Maker Tour.

"The lady winemakers were very happy with their evening, and I think it was great for them to finish their ten-day tour on a high note!" said Marie Schleret, Director of Marketing for Robert Kacher Selections.

Board President Diane Asson added, "What an incredible event and collaboration - women winemakers sharing their stories and products while raising funds to help other aspiring entrepreneurs."

Representing the 1558 businesses created by WEB since its founding in 1989, many exhibitors and graduates were on hand to share their own WEB success stories. Exhibitors included [Fine Line Designs N'Art](#), [Pansimonium](#), and [Perfections, LLC](#).

Heartfelt thanks to all who attended and continue to support WEB and its programs to build strong women-owned businesses that lift up families and communities. Special thanks to our event sponsors and special supporters: [Reliable Churchill](#), [Robert Kacher Selections](#), [Baltimore Magazine](#), [PNC Bank](#), [Cabot Vermont](#), the Law Offices of Janel L. Eveland, and [MyCity4Her.com](#).



(Top Left) WEB graduate Victoria J. Scofield of Pansimonium displays her handpainted giftware to WEB Board member Niraj "Raj" Kaji and Tejal Kaji.  
(Top Right) Abby Geismar of Reliable Churchill and Deborah Brennan Coons toast WEB's successful evening.  
(Bottom Left) Event sponsor Winemaker Carolina Furque.

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