2016 ANNUAL REPORT

weVENTURE™
POWERED BY Florida Institute of Technology
Launched in 2007 at Florida Institute of Technology, weVENTURE was created to accelerate growth for women entrepreneurs by providing customized coaching and mentoring, business education, and purposeful networking programs.

weVENTURE is a non-profit organization, funded in part through a cooperative agreement with the U.S. Small Business Administration.

weVENTURE is a leading regional voice and resource for igniting the economic power of women through entrepreneurship.

Our mission is to amplify Womenpreneurs in Central Florida through no-cost and low-cost services and training to help launch and grow their businesses for the economic benefit of all. Together, we raise the profile of women in business.
A LETTER FROM THE EXECUTIVE DIRECTOR

During FY 2015-2016, weVENTURE experienced significant growth.

Since the beginning of 2015, our team helped clients to create and retain 50 jobs and start 32 new businesses. We also graduated 21 companies through our IGNITE 360® Business Mentoring Programs.

In addition, with the help of our dedicated community volunteers, we have conducted 496 client consultations, hosted 20 business education-networking programs and trained 2,311 individuals.

Two of our clients have experienced exponential growth in the past year as well. The Soup Shop, owned by Julie Shipley, and Swanky Sole, owned by Dawn Badolato, have seen significantly increased revenues following completion of the IGNITE 360® program.

We believe in our clients and believe that focused, personalized mentoring and training are beneficial to businesses at all stages.

With the recent opening of our satellite location this year in Rockledge at CareerSource Brevard, weVENTURE is more accessible now to our community than ever.

Without the support of our generous donors, community advocates, clients, staff, board of directors and volunteers, none of these accomplishments would have been possible.

We look forward to working with more growing businesses in 2016-2017 and are truly grateful for your continued support.

Sincerely,

Beth Gitlin
Executive Director, weVENTURE
OUR STAFF

BETH GITLIN
Executive Director

WANDA LIPSCOMB-VÁSQUEZ
Director, Operations & Business Services

KATHY REGISTER
Program Manager, IGNITE 360®

SUSAN ERICKSON
Program Manager

BRENDA OLIVA
Program Coordinator, Business Education

ALLISON DEPIETRO
Program Coordinator, IGNITE 360®

Together, we RAISE the profile of women in business
BOARD OF DIRECTORS

Kim Agee, Director of External Affairs, Health First

Linda Brandt, CEO, Brandt Ronat + Co.

Sandra Burge, Principal Business Relationship Manager, Wells Fargo Bank

Robert P. DiBella, Certified Financial Advisor, Florida Financial Group

Jarin Eisenberg, Executive Director, Melbourne Main Street

Elizabeth Huy, Manager of Business Development, Economic Development Commission of Florida’s Space Coast

Ann Luke, Senior Vice President, Commercial Banking Team Leader

Tim Muth, Director, Student Assessment, College of Business, Florida Institute of Technology, Board Chair

Michelle Naberhaus, Civil Litigation Attorney, Dean Mead, Past Chair

Amar Patel, President and CEO, Brevard Achievement Center, Treasurer

Rebecca Shireman, Senior Editor of *Space Coast Living* and *Space Coast Living HEALTH*, Vice Chair

Betty Lou Steen-Clarke, Philanthropist

Kelly Swartz, Registered Patent Attorney, Widerman & Malek

Christine Thompson, Business Development Executive for Carr, Riggs and Ingram CPAs
IMPACT SUMMIT

On August 28, 2015, weVENTURE hosted more than 300 business leaders, executives and entrepreneurs at its annual IMPACT Business & Leadership Summit at the Hilton Melbourne Rialto Place, featuring a full day of world-renowned business speakers and intriguing panel discussions about current issues affecting the world of entrepreneurship.

FEATURED PANELS AND SPEAKERS

Jarin Eisenberg, Melbourne Main Street Executive Director:

“The IMPACT Summit is the premier event in Brevard County for fostering and promoting female leadership. I walked away from the Summit with actionable ideas, amazing contacts, and an overall feeling that nothing was impossible.”

Panel: Discover Your Authentic Leadership Style

This panel allowed attendees to discover their authentic leadership style whether in business, government, or as a nonprofit volunteer. Panelists shared their personal stories, tips and lessons learned.

Beth Gitlin, weVENTURE Executive Director, Dawn Mays, Director of Real Estate Development, Sheldon Cove LLP, Elaine Kunda, CEO of EpicTimes, Deborah Angerami, COO, Health First’s Viera Hospital and Jennifer Sethre, serial entrepreneur.

Shawna Vercher, Political Director for Florida National Organization for Women (NOW), and Elaine Kunda, CEO of EpicTimes, led an interactive session to discuss what branding means today and how it is particularly relevant for professional women.
Nancy Coldham, Founding Partner of the CG Group, discussed lessons learned in the area of mentoring women entrepreneurs.

Elaine Larsen, Larsen Motorsports, talked about leading an all-female team in a male-dominated industry.

Panel: Launch Your Personal Brand in Four Steps

In a one-hour Q&A session, attendees were coached to complete their own Personal Branding Canvas.

Shea Glenny, Director of weVENTURE Orlando, Bryan Noel, Personal and Organizational Brand Storyteller and Partner at Root Radius, Tina Fussell, Founder and Editor of Flying House by Traveling Mama Blog and Ryan Mickley, Executive Producer of the Reach Personal Branding Interview Series

Debbie Goode,
Managing Partner Carr, Riggs & Ingram, LLC:

“I attend the IMPACT Business & Leadership Summit because it gives me the opportunity to network with other professionals in the community and to take a breather from the everyday work stresses to think about how I can be an even better leader in my organization and community. The speakers at the event come from across the country and share valuable insights, stories and tools to help us further fine-tune our leadership skills. Seeing over 250 women take a full day of their time to come together for this event is unique and certainly worthwhile for all who attend.”
WOMEN WHO ROCK

Each year, weVENTURE and the Zonta Club of Melbourne host the annual Women Who Rock Awards in honor of Women’s History Month. At the event, dedicated, hardworking exceptional women are honored in one of four awards categories: Entrepreneur of the Year, Excellence in Leadership, Emerging Leader, and the Florida Tech Joan Bixby Award.

Nominated by community leaders, their peers and the general public, the award recipients were honored at a special luncheon on March 17, at the Hilton Rialto Place in Melbourne.

2016 WINNERS:

- **Entrepreneur of the Year**: Betsy Farmer, executive director, Promise in Brevard. This award recognizes a local woman who creates the products, services and jobs that fuel our economy and help our community grow.

- **Excellence in Leadership**: Debbie Goode, managing partner, Carr, Riggs & Ingram, LLC. This award recognizes a female community leader who advocates for positive social change to create a more equitable society.

- **Emerging Leader**: Jennifer Sugarman, president and CEO, Cocoa Beach Regional Chamber of Commerce. This award recognizes a female under age 30 who demonstrates high ethical standards, commitment, confidence and the ability to serve as an inspirational leader, and who is a role model for members of her community.

- **Florida Tech Joan Bixby Awardee**: Three winners shared this award, all from Florida Tech: T. Dwayne McCay, executive vice president, COO and incoming president; Julie Shankle, director of online learning; and Lorian Schweikert, marine biology graduate student. This award, named in honor of the Florida Tech alumna, former university administrator and Melbourne resident, generally recognizes male or female members of Florida Tech faculty or staff and a student, all of whom enhance the climate for women’s participation and development on campus.

ALSO AWARDED ON MARCH 17:

- **The Zonta Yellow Rose Award for Excellence in Community Service** was awarded to Mary Jane Allen, president and founder of the Genesis House. Each year in honor of Zonta Rose Day, Zontians all over the world present a yellow rose to men and women who have honored Zonta’s vision by helping women achieve their full potential.
weVENTURE believes in the importance of elevating the profile of female leaders in our community. Each year, the “Women Who Rock” event honors the hard working women of Central Florida and provides inspiration for the next generation of community leaders.
Supported by the U.S. Small Business Administration, the InnovateHER pitch competition focuses on recognizing those new products and services that have a positive impact on the lives of women and families. Additionally, the product must have potential for commercialization and fill a critical need in the marketplace.

weVENTURE supports this event each year because it encourages entrepreneurship, innovation and creative thinking to benefit the community.

On November 20, 2015, weVENTURE announced Avery Piantedosi as the winner of the Melbourne InnovateHER Pitch Competition that took place in coordination with Ground+swell at the Derek Gores Gallery in the Eau Gallie Arts District.

Avery Piantedosi is the founder of “LOIS,” a safety app originally developed for female realtors. After having a frightening personal experience showing a townhome to an aggressive client, Piantedosi saw the need to create a mobile, personal safety app that would automatically notify police and loved ones of immediate danger.

At the competition, judges selected Piantedosi as the Melbourne winner from 10 presenting finalists. As the local winner, Avery was then eligible to compete in a national pitch event hosted by the SBA.
STRONG COFFEE, STRONG WOMEN

Strong Coffee, Strong Women is a bimonthly weVENTURE event where business professionals and entrepreneurs are encouraged to build and grow meaningful connections. Fueled by caffeine and passion, this networking event is for women and men who are focused on achieving something fresh and new for their business and themselves. Each event features a subject matter expert.

2015-2016 FEATURED SPEAKERS:

- **Kathleen Ranahan**, Purposeful Networking Strategies (January 2015)
- **Dr. Katie Nall**, CR8 UR F8 (March 2015)
- **Barbara Weltman**, Who’s on Your Team? (May 2015)
- **Lynn Simon**, You Only Have One Chance to Make a First Impression (July 2015)
- **Scott Brazdo**, Digital Marketing MythBusters (September 2015)
- **Ryan Mickley**, Personal Branding (January 2016)
- **Emily Tonn**, Mastering Self-Talk for Dynamic Leadership (March 2016)
- **Carol Cox**, Using Public Speaking to Boost Your Brand (May 2016)
From June 15-26, 2015, weVENTURE and Junior Achievement of the Space Coast partnered to host the 2015 Entrepreneurial Summer Camp, a rewarding program that taught students how to monetize their talents.

Two separate, weeklong camps were held for students wanting to learn more about entrepreneurship: one for ages 9-13 and one for ages 14-18. A total of 21 students participated and learned to recognize characteristics of successful entrepreneurs. Participants also evaluated an entrepreneurial idea based on a product or service, interacted with other successful, young entrepreneurs and developed skill sets that will help them throughout their future business careers.

Sponsored by Rockwell Collins, the Entrepreneurial Summer Camp Program provides a valuable service to the underserved youth of our community. Partial scholarships were provided by the Founders Forum.

weVENTURE is in the process of restructuring its youth program in collaboration with community partners such as JA and Code Craft Lab, to also support after-school entrepreneurial programs. Future camps will allow participants to conduct market research, work on product development and will be provided business education and mentoring support.

“From a high school student perspective, a key takeaway was the importance of planning your summers to be not only relaxing, but also to include seminars, training, and/or summer camps related to your future college career. Parents motivation to keep their children connected to the educational environment, even during summertime, is also critical. Such connections can provide great benefits and responses to most of the questions high school students have about their upcoming college careers.”

Elizabeth Otero is a high school student at the American Military Academy in San Juan, Puerto Rico. Elizabeth attended the weVENTURE Entrepreneurial Summer Camp and was awarded first-place in the business plan competition.
weVENTURE, in partnership with the Florida Tech Nathan Bisk School of Business and Junior Achievement of the Space Coast, hosted the annual High School Business Plan Challenge on February 25, 2015, at the Gleason Performing Arts Center.

The Business Plan Challenge was open to the public and had approximately 100 Brevard County students, judges and volunteers in attendance. High school students qualify for the challenge by completing the Junior Achievement “Be Entrepreneurial” program or by graduating from the weVENTURE/Junior Achievement Summer Entrepreneurship Camp.

Participating students were encouraged to develop and submit business plans to their teacher or program advisor. Authors of selected plans were asked to compete in the formal, live challenge. First place team members each received a $12,000-per-year Florida Tech scholarship, plus a $2,500 open scholarship that could be used at any college. Each second place team member received a $10,000 per year scholarship to Florida Tech, plus a $1,500 open scholarship, and the third place finishers each received $500 in cash scholarships.

First place went to Viera High seniors Vance McLeod and Garth Savage, the inventors of Jam Circle, a music streaming system similar in concept to Pandora, except that it relies more on social media.

The second place finisher in the challenge was the “PraVita Bands” team whose business pitch focused on personal safety jewelry. Team members included Viera High juniors Mariana Castellon, Valeria Villanueva, and D. Collin Quigley.

The third-place finisher was the Bayside High School team, Aegis, who proposed a business based on sports injury prevention and recuperation. Team members included juniors Jordan Gattuso, Daniel Hollibaugh and Coady McManus.

In addition to first, second and third place, judges awarded an honorable mention to “Tutor Now,” comprised of Viera High juniors Jacquie Pedevillano, Lyana Thomas and Katie Brennan.

Judges for the competition included weVENTURE Executive Director Beth Gitlin, Paul Hanson of Bright House Networks, Natasha Cartagena from Shelter Mortgage, Kathy Balda Mills of the Balda Foundation and Moses Harvin of American Services Technology.

Bright House Networks, Florida Power & Light, The Balda Foundation, UBS Financial Services and Florida Institute of Technology were all event sponsors.
The Edge: Healthy Leader, Healthy Organization
Jarin Eisenberg
June 21, 2015, 9:50 p.m. EDT
I have been the director of Melbourne Main Street for just over two months, and I am discovering a lot about myself, the city I live in and what it means to head an organization.

While there are many aspects of the job that you learn about and anticipate as part of the interviewing process, there are always those aspects that no one tells you about:

I didn't anticipate the deep sense of ownership I would feel over not just the organization, but the entire downtown area.

I did not anticipate how overwhelming it would be to manage and coordinate so many people and ideas to make things happen.

I did not anticipate how much I would miss the comfort of a regular job schedule.

The Edge: STEM is not a four-letter word
Carol Craig
July 19, 2015, 5:23 p.m. EDT
As an engineer and computer scientist, I have a natural bias toward any and all science, technology, engineering and math (STEM) disciplines and raising awareness around this extremely important economic driver.

And as a female in a male-dominated field, I'm even more interested in identifying ways to ignite a "sense of urgency" under our community and our country when it comes to the topic of STEM.

James Brown, Executive Director of the STEM Education Coalition, recently asserted that STEM is "more than a buzzword." He pleaded that STEM education "must be elevated as a national priority because it is the core of our country's economic future."

We all know this, right? Every day, there are dozens of new programs coming online that claim to be focused on STEM, and plenty of well-meaning organizations are pounding the pavement to deliver the latest technology to young people. So why are we as a nation still struggling to connect the dots and fail to realize significant gains in student success in the STEM subjects? And why do we collectively have such a shallow pool of qualified technical workers?

We are REDEFINING the conversation around success for women.

In partnership with FLORIDA TODAY, weVENTURE contributes a weekly business column on Mondays called “The EDGE.” The purpose of this column is to provide the Central Florida business community with thought leadership, personal insights, tools, tips and resources from trusted weVENTURE clients, partners and community leaders.

These columns provide a great mechanism to position weVENTURE as a community resource and authority when it comes to issues tied to business and entrepreneurship.
BOARD ADVOCACY PACKAGE

During FY 2015-2016, weVENTURE created its first Advocacy Package. The materials in this package are meant to help tell the story of weVENTURE and provide background information about the organization (and its wins) to stakeholders, partners and the community.

Elements of the new Advocacy Package include a “TOP 10 REASONS” Why Central Florida Entrepreneurs and Businesses Should Utilize weVENTURE Services rack card, a weVENTURE Fact Sheet, IGNITE 360® Business Mentoring Program Fact Sheet, weVENTURE Information Request Form and several weVENTURE client case studies.

CASE STUDIES AND FACT SHEETS:

This package allows weVENTURE staff, stakeholders, and board members to advocate for the weVENTURE mission.
The League of Extraordinary Women (LEW) was conceptualized by weVENTURE Board Member Debbie Goode in 2014. The LEW is a group of influential, high achieving women leaders, business executives, professionals, artists and philanthropists who are inspired to combine their efforts and resources to strengthen local women-owned businesses, elevate women and girls in leadership roles and create new opportunities for personal and professional growth.

This Invitation-only group of 70+ individuals attend networking events quarterly and have reserved seats at weVENTURE’s signature annual events, including the “Women Who Rock” event during Women’s History Month, the annual IMPACT Business and Leadership Summit in August and the “Sharing the Gift of Success” celebration in October.

Within the LEW are programs dedicated to mentoring young women and raising capital for women-owned businesses.

In fact, in February 2016, the League created a group within its membership called “Women Elevating Women.” This new initiative matches the seasoned businesswomen of the League with Florida Tech female students, interested in preparing for leadership in the business world. League members mentor the students and also help sponsor their attendance at weVENTURE annual events.

Florida Institute of Technology also recognizes LEW members as part of the prestigious Galaxy Society of donors.
WE’D LIKE TO RECOGNIZE AND THANK THE 2015-2016 LEAGUE OF EXTRAORDINARY WOMEN FOR YOUR CONTRIBUTIONS OF TIME, TALENT AND FINANCIAL RESOURCES TO ENSURE THE weVENTURE MISSION IS ACHIEVED YEAR AFTER YEAR.

*KIM AGEE
DEBORAH ANGERAMI
RHONDA BABB
ANDREA BEYEL
CINDY BISHOP
JULIE BRAGA
LILA BUESCHER
SANDRA BURGE
*ANNE BURNS
TISH CALVERT
 HOLLY CARVER
LAURA CHIESMAN
ANNE CONROY-BAITER
CAROL CRAIG
ILENE DAVIS
KAREN DAVIS
DIANE DEL PIZZO ZIZZO
CHRISTINE DENTON
CINDY DROPESKI
TRIZIA EAVENSON
WENDY ELLIS
BETSY FARMER
BRENDA FETTROW
MELISSA FLAMMIO-CLARK
MARY FOLEY
EVELYN FOSTER
*BETH GITLIN
STACIA GLAVAS
DEBBIE GOODE
KAREN GREGORY
CONNIE HARVEY
DEBBIE HARVEY
JENI HATTER
KARIN JAMISON
REGINA KAUFMANN
MARY BETH KENKEL
JANICE KERSHAW
DANA KILBORNE

DEBBIE KNIGHT
JEANNETTE KRAAR
CHRISTINE LANCE
TINA LANGE
MARCY LOCASTRO
AMY LUHN
ANN LUKE
DAWN MAYS
MARY HELEN MCCAY
JEANNA MERRIFIELD
SUSAN MOORE
*DEBBIE PAVLAKOS
LAUREEN RAMSEY
KIM REZANKA
LISA RICE
SUE SCHMITT
*LARAINE SCHULTZ
LORI SCOTT
LEAH SELIG
DEE DEE SHEFFIELD
LYNN SIMON
SUSAN SMITH
NATASHA SPENCER
BETTY LOU STEEN-CLARKE
PATTY STRATTON
WENDY STREETMAN
TRACY STRODERD
KELLY SWARTZ
NANCY TAYLOR
CHRISTINE THOMPSON
BARBARA WALL
*SUSIE WASDIN
JEANNE WHITMAN
SCOTTIE WINSLOW
PATTY ZIEGLER

*Denotes Executive Committee
weVENTURE’s IGNITE 360® Business Mentoring Program provides three distinct levels of customized coaching to mentoring for entrepreneurs in all industries and stages of business – from emerging businesses to larger, second-stage companies. IGNITE 360® participants are matched with a hand-selected group of expert advisors who address current business challenges and determine steps needed to reach desired outcomes.

IGNITE 360® helps business owners solve critical business problems and develop new skills that allow their companies to outperform the competition while advancing to the next level of business growth and sustainability. Each IGNITE 360® program is committed to delivering specific, measurable business outcomes, and accountability has been built into the process.

One of the most unique programs developed by weVENTURE, the IGNITE 360® mentoring program has been so successful that other entrepreneurial centers have shown interest in adopting it. In FY 2016-2017, weVENTURE will offer the IGNITE 360® Business Mentoring Program to organizations across the country.

Amy Rogers, President, Align Business Interiors:

“As a new business owner transitioning from employment to starting my own company was overwhelming at times. The support I received from my weVENTURE business coach really helped me stay focused and move forward. Every appointment prepared me for the next steps. I also took advantage of the educational workshops they provide to help me learn how to manage and market by business more effectively. I’d definitely encourage others to utilize weVENTURE resources even before they start a business.”

Yvonne Wise, CEO, Be Wise Marketing:

“For the past 2 years I have been to weVENTURE for one-on-one counseling for my marketing business, and because of their guidance and advice I have seen my business grow. I had just relocated to the Melbourne area, and I had no customers and just an idea. I have taken their non-profit workshops which were awesome. I have taken other workshops also that have given me great business tips. Because of their resource partner ACCION, I applied for a loan for my family trucking company and it was approved. weVENTURE has definitely had a positive impact on my business success.”

GRADUATE DATA & OUTCOMES

93% of IGNITE 360® graduates have created additional jobs after completing the program.

58 companies have graduated the IGNITE 360® Mentoring Program since its inception.

Clients have an average 40% increase in revenue after completing the IGNITE 360® Mentoring Program.

12% of clients have reached the $1M+ revenue mark.

Graduated 3 International Companies (8%) from IGNITE 360®.
IGNITE 360® Transition is for organizations that need strategy before growth or change.

Transition Graduates

- ABUNDANT REALTY - LYNN WHELPLEY
- COMFORT ZONE AIR CONDITIONING – JAMES AND LAURIE SMITH
- HRSS CONSULTING - KAREN GREGORY
- POND SCIENCE - LAURA PARCEL
- SARAH WALKER FILM - SARAH WALKER
- SOUTHERN CARAMEL - SARAH SMITH
- SWANKY SOLE - DAWN AND MICHAEL BADOLATO
- TANK WIZARDS - WENDALL STRODERD

IGNITE 360® Advantage is a unique mentoring program developed for emerging businesses that are committed to growth

Advantage Graduates

- THE CHANDLERY - CAROLINE CAUDILL
- AIRFLOW MECHANICAL - BRIAN AND SHEILA CROSBY
- WEVENTURE - BETH GITLIN
- UNITY OF MELBOURNE - REV. ELIZABETH HEAD
- TANNER CONSTRUCTION - HOLLY TANNER
- SWEET LIFE REALTY GROUP - TAMARA WILLIAMS
- INTERNATIONAL MARKETING - ENRIQUE ALBAN
- PRIORITY LIVING SYSTEMS - MANDY BASS
- SENIORS HELPING SENIORS - JENNIFER HELIN
- 142 PRODUCTIONS - DUNCAN AND JESSICA MOORE

IGNITE 360® Premiere is for large second-stage companies that are focused on transformational activities that include but are not limited to change management, exit strategies, HR, succession plans and/or expansion

Premiere Graduates

- FUTURE PROBLEM SOLVERS INTERNATIONAL - MARIANNE SOLOMON, APRIL DENNIS AND SANDI WILLIAMS
- SOUP SHOP - JULIE SHIPLEY

Iris K. Kelley, PA-C
Physician Assistant/Owner Millefiori Medical Skin Rejuvenation:

“Ignite has helped us tremendously with our human resource systems, marketing focus, and future growth strategies. Thanks to Ignite we have the successful building blocks to grow for years to come. Our mentors were extremely knowledgeable and have become an integral part of our success.”

Future Problem Solving Program International
Marianne Solomon, Executive Director, April Dennis, Program Director, and Sandi Williams, Administrative Director:

“IGNITE 360 has sparked positive movement in Future Problem Solving Program International through our realization and confirmation of need for change. The professionals who served as mentors were so positive in identifying the negatives threatening our sustainability. The struggle and hard work we faced for nine months has us well on our way to better days in the future!”

THANK YOU TO OUR IGNITE SPONSORS:
On October 16, 2015, weVENTURE hosted the 8th Annual “Sharing the Gift of Success” event at the Crowne Plaza Hotel in Indiatlantic. The fundraising luncheon was focused on powerful success stories of women-preneurs and youth entrepreneurs in our community.

During the event, more than 200 attendees had the opportunity to meet and network, hear inspirational stories from a few weVENTURE clients and learn more about how weVENTURE nurtures, supports and drives womenpreneurs and their companies to succeed.

weVENTURE personally invited clients, donors, community leaders and professionals to join the event by hosting a table of friends and colleagues who they knew were passionate about supporting the weVENTURE mission. More than $22,000 was raised at this year’s event to help fund weVENTURE programs.
A SPECIAL “THANK YOU” TO ALL OUR 2015-16 SPONSORS AND DONORS FOR THEIR SUPPORT OF WEVENTURE AND OUR CLIENTS.

Over $15,000
HealthFirst
League of Extraordinary Women
Strategic Ink PR
Wells Fargo
Up to $10,000
Bank of America
EverythingBrevard.com
SCB Marketing
Up to $7,500
Florida Today
PNC Bank
Space Coast Daily
Zonta Club of Melbourne
Up to $5,000
142 Productions
AGEE, KIMBERLY
BABBI, RHONDA
Baldwin, Mary
Baldwin, Mary
BankUnited
Bishop, Cindy
Braga, Julie
Buescher, Lisa
Burge, Sandra
Calvert, Tish
Cartagena-Spencer, Natasha
Chesman, Laura
Champion Home Health
City of Palm Bay
City of Titusville
Clear Channel Outdoor
Davis, Ilene
Davis, Karen
DeBella, Robert
Fettrow, Brenda
Fisher-Streetman, Wendy
Flammio-Clark, Melissa
Florida Capital Bank
Florida Institute of Technology
Foster, Evelyn
Gaither’s Tire & Auto
Gritin, Beth
Glavas, Stacia
Goode, Deborah
Gregory, Karen
Harvey, Connie
Harvey, Debbie
Hilton Rialto Place
Holy Land Stone
Kenkel, Mary Beth
Kilbourne, Dana
Knight, Deborah
Kraa, Jeanette
Kriste, Jennifer
Lance, Christine
Lange, Tina
LoCastro, Marcella
Muth, Timothy
Parrish Healthcare
Paulakos, Debra
Ramsey, Lauren
Rice, Lisa
Rockwell Collins
Schnitzler, Laraine
Sheffield, Delorah
Space Coast Daily
Steen-Claire, Betty Lou
Stratton, Patricia
Stroder, Tracy
Suntrust

Swartz, Kelly
Taylor, Nancy
TD Bank
United Way Donors
Wall, Narbara
Washin, Susie
Wayne-Dentton, Christine
Whitman, Jeanné
Up to $1,000
All Service Graphics
Alluvionic
Beach Organics Skin Care
Brower, Nancy
Bryon, Melissa
CareSource Brevard
Carver, Holly
Coastal Hyndai
Conroy-Bairt, Anne
Craig, Carol
Crimes, Lisa
Deimeke, Sharise
DragonPoint Inc.
Dropesi, Cindy
Evison, Trizia
Eliot, Amy
Ellis, Wendy
Farmer, Betsy
FirstWave Financial
FitzContinuing Education
FitzOnline Learning
Florida Capital Bank
Florida Power and Light
Founders Forum
Gamers, Sylvia
Geiger
Geness House
Handfield, Sandra
Harvin, Emma
Hawkins, Ioanna
Hawkins-Smith, Anastacia
Heart & Soul Dragon Boat Team
Hoffman, Scott
HRSS Consulting Group
Hunter, Colleen
Huy, Elizabeth
Jamison, Karen
Junior Achievement of the Space Coast
Kaiser, Gina
Kaufmann, Regina
Kershaw, Janice
Kirk, Tom
Lewis, Mary
Luke, Ann
MacRed Designs
Maline, Michelle
Masi, Dawn
McBride, Suzanne
McCay, Mary Helen
Merrifield, Jeanne
Michelson, Sandra
Miller & Hurt Financial Group
Moo, Susan
Murrell, Michelle
Naberhaus, Michelle
Oglesby, Dr. Joni
Performance Management Internation- nal LLC
Perry, Mica
Promise of Brevard
Prudential Sterling Properties
Reinkan, Kimberly
Rockledge Country Club
Saluja, Anita
Schmitt, Suzanne
Scott, Lori
Selig, Leah
Shah, Mahesh
Simon, Lynn
Smith, Shirley
Smith, Susan
Southern Caramel
Space Coast Living
Spencer, Judy
Stevenson, Mona
Stivers, Jacie
Thompson, Christine
Wehmeister, Lynda
Webster, Linda
Women in Defense
Women of Wuesthoff
Wuesthoff health System
Ziegler, Patty
Zizzo, Diane

Up to $500
Achieve Beautiful Skin
Adkinson-Cowles, Kimberly
All Pro Title
Allen, Mary
Alliance Title Insurance
Allport, Fraser
American Business Women's Association
Andrade, Lisa
Atwell, Caprice
Ayres, Neil
Baldwin & Associates
Balogo, Monica
Barker, Patricia
Bass, Mandy
Beam, Brandy
Beard, Teresa
Beyel, Andrea
Black, Amy
Bogart, Alison
Brogg, Andrea
Bowman, Barbara
Braga, Elaine
Braga, Eric
Brandt, Linda
Brevard Achievement Center
Briley, Marc
Brooks, Kristina
Broome, Cynthia
Buehler, Jenna
Burke, Geri
Burke, Gina
Butz, Kelly
Carr, Riggins & Ingram LLC
CFA Developers
Clarus Works
Coastal Mitsubishi
Cobb, Katherine
Cobb, James
Cobb, John
Collins, Marilyn
Cooper, Dana
Cornell, Robin
Court Yard of Marriott
Crawford, Michelle
Crow, Ella
Currie, Lucina
Czaban, Cherise
Dear Meads
Debusk, Suzie
Dede’s Shoes
Deratany-Goldfarb, Brooke
Eisenberg, Janin
Ellen Heguin-Haber, Gwen
Elyard, Justin R.
Figueroa, Maria
Fit Alumni Affairs
Fit College of Psychology & Liberal Arts
Fit External Relations and Economic Development
Fit Institutional Effectiveness & International Programs
Fit Nathan H. Bisk College of Business
Fit Office of Enrollment Management
Fit Support Services
Finney, Marilyn
Fl Business & Manufacturing
Solutions Inc
Frazier, Patricia
Frederick, Michael
Gathercole, Karen
Gillespie, David
Gillespie, Pamela
Glasgow, Susan
Goin, Carol
Gonzalez, Linda
Gortam, Jayne
Grayson, Kyle
Grisham, Nick
Gronich, Shannon
Hampton, Gordon
Hatten, Kathy
Healy, Patrick
Heitzman, Sheena
Higgs, Nancy
Hill, Teresa
Holbrook, Rachel
Hoshtrai, Gayle
Hurst, Patricia
Jet Ray Inc
Jobear Consulting Inc
K9 Kampus
K. DeLete, Lori
Kafer, Chiera
King, Bonnie
Kiwi Tennis Club
Klug, Shannon
Kurian, Glad
L. H. Tanner Construction
Larson, Doris
Levine, Hayne
Lewis, Chairi
Lipscomb-Vasquez, Wanda
Logan, Anmarie
Logan Engineering & Management
Longo, Joanne
Luhm, Amy
Luhm, Marcia
MacCormac, Deborah
Makoe, Regan
McAlpine, Lisa
McCall, Edgie
McIntyre, Beth
McKee, Monica
McKnight, Terry
Melbourne, Michaeal
Melbourne Main Street
Melbourne Regional Chamber
Mendoza, Joslyn
Moyle, Mollie
Nave Event & Floral Design
Nee, Susan
Northrup, Vicki
Nozak, Diane
Olson, Adam
Packard, Lisa
Palanyandi, Ambika
Patel, Amar
Pfumiers, Sandra
Pinnellas City Board
Pierios, Daniel
Pincheras, Elizabeth
Pinnacle Financial Wealth Management
Popiel, Kathy
Rall, Gina
Residence Inn-Marriott
Reynolds, Rebecca
Ridoum, Jim
Roach, Julia
Roses are Red
Ruffin-Price, Renee
Russell, Michelle
Russell, Sandra
Ryals, Jack
Sanderson, Ruth
Sanger, Lindsay
Saloner, Robert
Schoeders, Paula
Shankle, Julie
Shireman, Rebecca
Shoultitz, Michelle
Silvernail, Bettie
Smith, Amanda
Snyder, Kristen
Solid Bite
Song, Julie
Space Coast Credit Union
Space Coast HR Association
Stacey, Daphne
Steininger, Deborah
Stewart, Bellinda
Stewart, Risa
Sullivan, Isabel
Strychnik, Lynne
Synergistic Marketing
Tanner, Holly
Taylor, Teresa
The Marriott Residence
Thomas, Coral
Thorst, Rose
Tibbetts, Leslie
Tillman, Carrie
Trabulsy, Dana
Tripp, Deanne
Turner, Kathy
Twombly, Nancy
Tyson-Parker, Sue
Vasquez, Jorge
Wallace, Jennifer
Waters, Marilyn
Watson, Wendy
Webb, Hannah
Weidon, Nancy
Wesche, Holly
Wilkinson, Courtney
Wilkinson, Andrea
Wimbry, Courtney
Wimbry, Joan Patterson
Windle, Donald
Windle, Enith
Winston-Scott
Wise, Jake
Wise Layne, Micalynn
Young, Martha

ANNUAL REPORT 2015-2016 | 21
During FY 2015-2016, weVENTURE entered a collaborative agreement with CareerSource Brevard to add a satellite location in the northern part of Brevard County to better serve its clients. On September 29, 2015, weVENTURE and CareerSource Brevard’s Rockledge location hosted a ribbon cutting with community partners, leaders, volunteers, clients and the general public.

At the new facility, weVENTURE and CareerSource Brevard provide resources to local entrepreneurs and businesses focused on job creation and revenue growth.

The weVENTURE satellite office at CareerSource Brevard (297 Barnes Blvd.) is open on Wednesdays from 1 p.m. - 5:30 p.m., or by appointment. This location serves entrepreneurs in startup phase, stage 2 growth and beyond, providing no-cost business consultations, senior-level mentoring programs, low-cost business education workshops and strategic networking opportunities.

This partnership came about through CareerSource Brevard and weVENTURE’S common goals and dedication to enhancing business growth opportunities for local entrepreneurs, ensuring Brevard County business leaders receive the tailored consulting and resources they need to enable success.

weVENTURE is looking into opening additional satellite offices in Brevard and surrounding counties in the near future.
weVENTURE was named the U.S. Small Business Administration (SBA) Southeast Region IV Women’s Business Center of Excellence for its work and achievements during FY 2014-15 and FY 2015-16.

This award honors a Women’s Business Center (WBC) for excellence in innovation in assisting women entrepreneurs by providing a wide variety of training and counseling services. The winning organization is dedicated to the support of its local small business community.

weVENTURE was selected for this award because it has worked diligently to serve its clients and provide quality programming and service in innovative ways. In just eight years, weVENTURE has provided business counseling to 750+ women and has also enabled many unique business education and purposeful networking events, as well as customized business mentoring, to 10,500+ clients. As a result, the Center has helped to start at least 198 new businesses in the area and assisted in creating 150+ jobs.

In addition to the Women’s Business Center of Excellence award, the U.S. Small Business Administration named weVENTURE client, IGNITE 360® mentor and facilitator and owner of K9 Kampus in Melbourne, Sherry Acanfora-Ruohomaki, as Florida’s Small Business Person of the Year.
we are a local expression of a global cry
LOOKING FORWARD – PLANS FOR GROWTH, IMPACT.

In the coming year, weVENTURE looks forward to offering even more high-level networking and professional development programs, state-of-the-art mentoring from proven entrepreneurial leaders and next-generation opportunities for young women and men.

In FY 2016-2017, weVENTURE will team up with LEAD Brevard to introduce the ATHENA NextGen Leadership Development Series for emerging women leaders in Eastern Florida. Local and regional programs such as ATHENA are dedicated to teaching young women the skills they need today in order to become future business and community leaders.

ATHENA NextGen is designed as a collaborative forum where participants enhance their professional and personal skills through a series of eight monthly sessions. Sessions are facilitated by a diverse group of prominent, local women business leaders who volunteer their time by sharing their own stories and leadership lessons.

The main focus of the inaugural 2017 ATHENA Next-Gen Program at weVENTURE will be to ignite the economic power of local businesswomen through leadership training. weVENTURE aims to inspire, enlighten and coach upwards of 50 emerging women leaders through this series.

In addition, during this coming year, weVENTURE will look to expand its IGNITE 360° “Business in a Box” offering to other markets, increase IGNITE 360° participation overall, and continue to work toward becoming a more self-sustaining organization.

We look forward to sharing these successes and more with you, our loyal supporters, in the months to come.