

WE[®]USA

WOMEN'S ENTERPRISE



Our Top
WBE
CEOs
for 2017



Women's Enterprise USA salutes Top WBE CEOs of 2017

At Women's Enterprise USA, we are unabashedly focused on women who build and run their own companies. We dedicate ourselves to telling their stories. We also love to highlight those who are good neighbors in the communities they serve, help other entrepreneurs to pursue their own goals and foster improved supply chains. In this spirit, we made a list of Top WBE CEOs of 2017 – a group of visionary women business leaders who demonstrate the best and brightest of women-owned business enterprises.

"These CEOs are leading the way for other female entrepreneurs to bring competitive, collaborative and innovative services to a marketplace in motion," said Don McKneely, chairman and founder of Diversity Publishing Group Inc., parent company of Women's Enterprise USA. "Our Top WBE CEOs of 2017 have not only built successful companies, they are changing the way the world does business."

WE USA's Top WBE CEOs of 2017 have not only transformed their dreams into realities, they are helping to

secure the futures of their employees and the stability of their communities and upping the ante in the marketplace. Against sometimes overwhelming odds and unseen variables, these leaders took an uphill climb to access capital and secure contracts and added quality and innovation to the marketplace in the process.

To determine the top CEOs, WE USA's team of advisors and editors first scoured a nationwide list of WBE leaders who have achieved measurable success, advanced innovation in their industries, become role models, created a positive relationship with their regional Women's Business Enterprise National Council group and contributed substantial time and effort to helping other WBEs. The team then used Women's Enterprise's entrepreneurial success index, which is a measurement of how closely an individual matches the key indicators listed above. The final list represents the WBE CEOs who most strongly exemplify these characteristics. The following, in alphabetical order, are WE USA's Top WBE CEOs of 2017. 📌



1



3



5



7



2



4



6



8

1 Francine Friedman Griesing, Esq.

Founder and Managing Member
Griesing Law LLC
Philadelphia, Pennsylvania
griesinglaw.com

In my opinion, it is important to help up-and-coming WBEs because WBEs face unique challenges and often do not have the established network of financing or other support that majority-owned businesses have access to. WBEs that are succeeding need to step into that role to help level the playing field and pay it forward for other women to thrive.

3 Vivian Isaak

President and Founder
Magnum Group Inc.
Philadelphia, Pennsylvania
magnumgroupinc.com

Adversity gives us the chance to regroup and change. After 9/11, one of Magnum Group's top clients cancelled a six-figure contract, leading to a major challenge, which was to bring in new business during a time of national crisis, while keeping the number of employees intact and the banks satisfied. By year-end, Magnum expanded its services to new markets, securing major contracts for the next 12 months.

5 Keeli Jernigan

CEO and President
Trans-Expedite Inc.
El Paso, Texas
trans-expedite.com

The best thing that ever happened to my business was a conversation with a corporate customer that led us to broaden our core transportation services to offer customized, end-to-end logistics solutions. Starting with this company's need for warehousing and inventory management, we fulfilled that project, broadened our scope and now feature nimble problem-solving as a key competitive advantage.

7 Jaclyn Kostner, Ph.D.

CEO
Bridge the Distance
Lone Tree, Colorado
distance.com

The thing that has surprised me the most about running my own business is that dreams really do come true! Even after 20 years, I love my work, my clients and my life as much today as when I founded Bridge the Distance. It is really fun to make clients happy!

2 Arlene Inch

CEO and Chairwoman
TransPak
San Jose, California
transpak.com

Arlene Inch acquired TransPak in 1969 and our headquarters has remained in Silicon Valley ever since. From winning and securing our first critical account in the 1980s to her continued, effective leadership, Arlene's vision and perseverance have spawned the global growth and influence that distinguishes TransPak today.

4 Sandra James

CEO
Private Eyes
Walnut Creek, California
privateeyesbackgroundchecks.com

The thing that has surprised me the most about running my own business is how our customer service with a human touch from 1999 when we started is still key 18 years later!

6 Hannah Kain

President and CEO
ALOM
Silicon Valley, Fremont, California
alom.com

The skills that have helped me and my business the most are business acumen, technology application and industry knowledge. Curiosity and creativity drive innovation. Persistence and determination ensure we achieve our goals. Trust and commitment enable collaboration between staff, customers and suppliers. These skills establish a quality-driven corporate culture based on continuous improvement. Never stop learning!

8 Jade LaFreniere

President
The Muffin Mam Inc. A.K.A Muffin Mam
Simpsonville, South Carolina
muffinmam.com

Our success is the culmination all the skills brought together by my dedicated team, our loyal customers and dependable vendors. We each bring unique talents that lend to making great products for our shared consumers. Working together and knowing when to listen and when to speak up are really important.