



ASSOCIATION OF  
WOMEN'S  
BUSINESS  
CENTERS

The **vision** of  
AWBC is a world  
where economic justice,  
wealth and well-being  
are realized through the  
collective leadership and  
power of successful  
entrepreneurial women.

The Association of  
Women's Business  
Centers' **mission**  
is to develop and  
strengthen a global  
network of women's  
business centers to  
advance the growth  
and success of  
women business  
owners.

## OUR RISING STARS – highlighted list

### **enterprise name:** Fresh Cab

Kari Warberg is a farm wife who wanted to supplement the family farm income. She began growing flowers and herbs and has developed a great company with several different lines. She developed a product to keep mice out of the cab of her husband's tractor and Fresh Cab has taken off-big time. It all started when the Women's Business Center took her on what she calls her "million dollar bus trip" to the Minneapolis wholesale markets. Five years later she has further developed natural air fresheners that we hope will be picked up by Fortune 500 Company, the largest distributor of air fresheners in the world.

*Women Business Center: Women in Technology, North Dakota*

### **enterprise name:** Teruko Productions

After Tearsa Coates graduated from the University of Virginia with an MBA, she still felt something was missing. While her education was extensive, she said she needed more information about starting a business from the ground up. As Coates started her business, Teruko Productions, she worked with the Women's Business Development Center in Philadelphia to hone her business plan. Coates has become a leader in the fight against the childhood obesity epidemic and the youth health crisis in America. According to her colleagues, "Tearsa is a role model for thousands of girls across North America." Coates has shared her message nationally through the Girl Scouts of America, the YWCA, and on her MissFit Ten City Tour, a wellness tour sponsored by Nike, Playtex and ELLEgirl Magazine. Coates multi media company teaches kids about fitness, nutrition, and self-esteem through creative interactive fitness. Her goal is to help teens develop healthy habits that will follow them into adulthood. *Women Business Development Center: Philadelphia, PA*

### **enterprise name:** Spill-Guard, LLC

Few people are able to convert a personal tragedy and use it as inspiration and a springboard to success. Patricia Sands, President and CEO of Spill-Guard, LLC—an Arlington, VA based firm—did just that when her father suffered a massive stroke that completely paralyzed his left side. He went from being very active, to relying on help for everything. Patricia's father's recovery lasted for ten years during which time she played a significant role in his personal care. Sands soon realized that if she were to retrofit a urinal to suit her father, the design would have to have modifications. With her background in art, she began to explain to her father how she would design the urinal differently. Her father simply said, "I bet you can do it." With very little knowledge of business, Patricia Sands looked for guidance in various business matters. That is when she discovered the Women's Business Center of Northern Virginia. The Women's Business Center assisted Sands extensively in business plan preparation and enabled her to see the big picture. Sands credits the Women's Business Center with the successful start up and organization of Spill-Guard, LLC. With production in its final stages and a high market demand for her product, Sands is poised for success. Although her father did not live to see the final product, his insights and suggestions were used to perfect Spill-Guard. Patricia Sands and Spill-Guard are sure to make an innovative mark on the business world.

*Women's Business Center: Women's Business Center of Northern Virginia*



# ASSOCIATION OF WOMEN'S BUSINESS CENTERS

## Our strategic objectives

Working with a network of global partners who share and advance the AWBC's vision.

Becoming the pre-eminent voice for women's entrepreneurship by energetically communicating the AWBC vision to excite and mobilize support.

Investigating and leveraging best practices and building capacity among women business centers and the women owned businesses they serve.

Providing peer-learning opportunities and establishing mentoring relationships to guide women-owned businesses to greater levels of success.

Strengthening connections between women's business centers, women business leaders, community-based organizations and vital sector stakeholders.

Developing public and private strategies for sustainability and funding for the AWBC and member organizations.

Researching and disseminating the economic impact of WBC's and women business owners.

# The Association of Women's Business Centers

## Global Impact

The Association of Women's Business Centers (AWBC) is a national not-for-profit organization representing women business owners and women's business centers. The AWBC was founded in 1998 to support entrepreneurial development among women as a way to achieve self-sufficiency, create wealth and to expand participation in economic development through education, training, technical assistance, mentoring and financing. **The vision of AWBC is a world where economic justice, wealth and well being are realized through the collective leadership and power of successful entrepreneurial women.**

**Women's business centers are helping women business owners in every community.** Representing women business owners and women business centers in rural and metropolitan communities, the AWBC and its network provide support and services to a range of women business owners including under-served and under-privileged women entrepreneurs to women securing rounds of venture capital in their businesses. These community-based organizations in turn provide education, training, technical assistance, and access to capital directly to over 100,000 women and tens of thousands of businesses each year;

**The Association of Women's Business Centers' mission is to develop and strengthen a global network of women's business centers to advance the growth and success of women business owners.**

## The Opportunity

Supporting the AWBC is not only an act of generosity, it's an investment. Your financial support is not a hand out, but a hand up to the women in our country who are achieving their dreams and rebuilding their lives through entrepreneurship. Working with both economically and racially diverse populations in the US and abroad, our women's business centers help women create and sustain enterprises that not only produce economic value but socially transform lives, communities and families.

## I want to support the AWBC!

- Givers: \$1 to \$249     Believers: \$250 to \$499
- Visionaries: \$500 to \$999
- Leading Edge Supporters: \$1,000 and more

*The AWBC is a 501c3 organization, your contribution is deductible to the extent of the law.*

Name \_\_\_\_\_

Address \_\_\_\_\_

City / State / Zip \_\_\_\_\_

Telephone / Fax \_\_\_\_\_

Email \_\_\_\_\_

## Please send your support of the AWBC to:

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