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MISSION ALIGNMENT
A BOLD, COLLECTIVE AND RENEWED PATH FORWARD

KRYSTAL J. BRUMFIELD
PRESIDENT & CEO

For nearly four decades and from our humble beginnings, our mission has brought together diversity leaders to collectively address solutions to eliminate disparities for women and minorities in the aviation industry.

PRESIDENT’S LETTER

As we reflect on 2017, we are reminded of the same passion, commitment and optimism that was present from our humble beginnings and still drives our mission today. Along the way we have forged important mission-driven partnerships that have further enabled our collective impact and growth. We can all be pleased with the organization’s accomplishments. From creating strategic working relationships with Delaware North and the Organization of Black Aerospace Professionals (OBAP) to hosting nearly 1,000 attendees at the 33rd Annual Airport Business Diversity Conference in Houston, Texas to being at the forefront at the U.S. Capitol on advocacy challenges our members face, AMAC has continued to practice what it preaches and bring together a diverse group of stakeholders to create and advance inclusion within the aviation community.

Over the last year AMAC staff and Board Members have been involved in numerous conferences, forums and seminars across the nation engaging members along the way. As we continue our focus on education with obtainable resources, we launched the AMAC Academy, which has empowered members to host a variety of trainings and connect with current members and newcomers. The success of this year’s conference enhanced our outreach to the aviation community and we will be adding Concessions, Architectural / Engineering and Construction (AEC), Government and Professional Development programming to future conferences.

The efforts of the AMAC staff, Board Members and volunteers are all in service to our mission of promoting the inclusion of minorities and women in contracting opportunities and professional development throughout the aviation and aerospace industries. In the following pages, we provide details of specific achievements in all areas of the organization. We invite you to start or expand your participation alongside us and help guide the change you want to see in the aviation communities. Whether you donate to the AMAC Foundation, participate in our events or invest in our organization, we deliver lasting impact that you can be proud of. If you are already standing with us, we thank you for your confidence in the critical work and solutions we have endeavored to deliver with great discipline, compassion, innovation and integrity over the last 33 years.

In closing, as part of our AMAC family we encourage you to continue the journey with us.

With great appreciation,

Krystal J. Brumfield
President & CEO, AMAC
The Airport Minority Advisory Council (AMAC) is the only national, non-profit trade association dedicated to promoting the full participation of minority-owned, women-owned and disadvantaged business enterprises (M/W/DBEs) in contracting opportunities and professional development throughout the aviation and aerospace industries.

Since its inception, AMAC has been at the forefront of nearly every national policy initiative impacting the participation of disadvantaged businesses in airport contracting. AMAC also works consistently with Congress, the Federal Government, aviation trade associations and others as a resource for information, education and guidance on business and employment matters.

AMAC and its affiliates represent thousands of members that include airport operators, government officials, corporations, and M/W/DBE entrepreneurs. No organization practices what it preaches better than AMAC, bringing a diverse multi-dimensional group together for their mutual success. Our thirty-four year legacy includes high-level, aviation community experience from dedicated professionals in the industry, who volunteer their time to serve as Board and committee members.

To promote the inclusion of minorities and women in contracting opportunities and professional development throughout the aviation and aerospace industries.
The AMAC Foundation works alongside AMAC and is dedicated to advancing minorities and women pursuing careers in the aviation industry. The Foundation develops educational programs, scholarship and mentorship opportunities, and shares information to support aviation and airport industry professionals, from college students beginning their careers to seasoned professionals.

Since its establishment in 1997, the AMAC Foundation has awarded more than $300,000 in scholarships for students around the country, supporting students pursuing a broad range of careers in airports, airlines, the federal government, and private sector. To support our efforts furthering minorities and women as aviation professionals, make a tax-deductible donation or consider a corporate sponsorship.

**MISSION**

To attract, support and develop minorities and women in the aviation and aerospace industries.

---

**BOARD OF DIRECTORS**

- **Heather Barry**
  Chair
  SSP America

- **Herlinda Bradley**
  Director
  Cleveland Airport System

- **Regina Brown**
  Director
  San Diego International Airport

- **Hadley Evans, Jr.**
  Secretary/Treasurer
  Goodwill Industries

- **Sean Fitzgerald**
  First Vice Chair
  Enterprise Holdings

- **Iris Goldschmidt**
  Director
  APW Brands

- **Andrella Kenner**
  Director
  CI2 Aviation

- **Farad Ali**
  Director
  The Institute

- **Greg Plummer**
  Director
  Enjoy Repeat, Inc.

- **Frank Wengler**
  Director
  AECOM

---

**DONATE**

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**AMAC SCHOLARSHIP STATISTICS**

2016 SUMMARY

- 18 Applications Submitted
- 10 Schools Represented
- 3 Males
- 10 Females
- 3 Scholarships Awarded

2017 SUMMARY

- 36 Applications Submitted
- 35 Schools Represented
- 22 Males
- 14 Females
- 3 Scholarships Awarded

**2017 SUMMARY**

- $24,500 AWARDED

**2016 SUMMARY**

- $15,000 AWARDED
The purposes of the Airport Minority Advisory Council Political Action Committee (AMAC PAC) are to support selected candidates either through endorsement, contributions or both and to support selected ballot initiatives either through endorsement, contributions or both that are consistent with the advancement of the goals and mission of AMAC.
MEMBERSHIP
THE CORE THAT FUELS US

The Membership Committee is responsible for the AMAC’s membership initiatives. Its specific responsibilities are establishing the annual membership drive, validating the organizations membership list, overseeing membership activities and publishing the AMAC Business Directory.

GOAL
We are focused on engaging more students and young professionals. First beginning with an inaugural student group at Embry Riddle led by AMAC intern Lawrence Duncan. The group will provide students with access to aviation-related activities, industry events, airport tours, guest speakers, scholarships, mentorships, internships, industry news, networking and AMAC’s job board.

AMAC’s young professionals will convene at AMAC’s Emerging Leaders Mixer in conjunction with the 2018 annual conference in Seattle, WA. The purpose is to provide a platform for young minority and women professionals in the aviation industry to network with each other, learn together and grow through professional development and career growth activities.

COMMITTEE MEMBERS
Rhonda Arnold
Lori Ballard
Jackie Fries
Ebon Glenn
John Herrera
Jerome Hutchinson
Cassandra Jackson
Jeffery Keys
Rosita Odom
Tonja Pastorelle
Silvia Peralta
Charlene Reynolds
Monir Saji
Roger Spearman
George Tinsley
Marques Warren
Erin Zwiercan

MEMBERSHIP 3% ▲
REVENUE 15% ▲
THE CONSTRUCTION DIVERSITY & INCLUSION SUMMIT V. 2.0 - ENGAGE, EMPOWER, AND ELEVATE

On September 16, 2017 during Congressional Black Caucus week, we partnered with the Surety Fidelity Association of America (SFAA), featuring the National Forum for Diversity in Construction on a summit to create dialogue between DBE, MBE and SBE underwriters, prime contractors and owners who demonstrate an interest in building businesses through bonding about our collective impact on the US economy.

AIRPORT RENTAL CAR SUPPLIER DIVERSITY WORKSHOP

On September 21, 2017 we teamed up with the Chicago O’Hare and Midway International Airports on a networking and workshop session designed to inform qualified people and businesses of opportunities at Chicago’s airports, as well as to provide a platform to introduce businesses to key decision makers.

DIVERSITY FAIR AND BUSINESS RECEPTION

On October 24, 2017 we partnered with Jacobsen | Daniels and hosted a Diversity Fair and Business Reception at Jacobsen | Daniels headquarters in Michigan. AMAC members explored upcoming projects and partnership opportunities around the nation through Jacobsen | Daniels.

WESTERN REGION NETWORKING EVENT

On March 3, 2017 Western Region Director Ebon Glenn in partnership with San Francisco International Airport hosted a networking event for AMAC members. Individuals in the Bay Area were able to connect with each other and learn about how AMAC is working with the area airports to increase diversity participation in contracting and employment opportunities. Airport representatives from SFO and Oakland International Airport along with community leaders reaffirmed their commitment to developing a healthy and diverse business community.

A-1 PRIVATE INVESTIGATIONS BUSINESS DIVERSITY & NETWORKING EVENT

On May 30, 2017 Central Region Director Roger Spearman hosted a networking event as a pre-cursor to St. Louis Airport’s Business Diversity Forum on the following day. Central region AMAC members connected with each other and further developed strategic business partnerships. The forum was intended for individuals to connect current and potential contractors and learn about future business opportunities at the airport. Key airport decision makers facilitated roundtable discussions, subject matter experts educated attendees on various topics to assist with business operations, and attendees had expanded time to network with business owners who were currently providing airport services.

2017 HIGHLIGHTS
YOUR INVESTMENTS AT WORK

DIVERSITY FAIR AND BUSINESS RECEPTION

On October 24, 2017 we partnered with Jacobsen | Daniels and hosted a Diversity Fair and Business Reception at Jacobsen | Daniels headquarters in Michigan. AMAC members explored upcoming projects and partnership opportunities around the nation through Jacobsen | Daniels.
AMAC members met on March 27, 2017 at the Hart Senate Office Building on Capitol Hill to continue an open dialogue between lawmakers on important issues affecting the Airport Disadvantaged Business Enterprise (DBE) and the Airport Concession Disadvantaged Business Enterprise (ACDBE) Programs and the airport industry featuring a keynote from U.S. Senator Cory Booker.
The AMAC Academy is a comprehensive platform created to provide tailored training for membership through a host of interactive sources including: webinars; online classes; podcasts and presentations. The Academy integrates existing and previous AMAC training efforts into a single platform offering a custom suite of educational and career development resources for membership.

In order for members to remain competitive in the industry a dedication to lifelong learning and professional development is key. The academy provides the most up to date trainings for membership, so they can stay abreast of any issues impacting them as well as have all the tools necessary to be successfully obtaining contracts. Thank you to our members who have hosted an abundance of topics viable to our industry!

WEBINARS
Concessionaire Bonds, an Airport Lease Guarantee Alternative to Letters of Credit
Presented by: Creative Insurance Concepts, Inc.
September 14, 2017

The Safety Act: How to Ensure A Secure Future
Presented by: South River Partners
October 25, 2017

How to Do Business with the Metropolitan Washington Airports Authority (MWAA)
Presented by: Metropolitan Washington Airports Authority (MWAA)
November 15, 2017

BID JOB BOARD STATISTICS

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<tr>
<th>CERTIFIED FIRMS</th>
<th>2009</th>
<th>2018</th>
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<tr>
<td>GROWTH</td>
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<tr>
<td>BIDS</td>
<td>270</td>
<td>2,800</td>
</tr>
<tr>
<td>JOBS</td>
<td>275</td>
<td>1,400</td>
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SEARCHES

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<tr>
<th>DIRECTORY</th>
<th>82,000</th>
<th>3,500</th>
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<tbody>
<tr>
<td>BIDS BOARD</td>
<td>615,000</td>
<td>260,000</td>
</tr>
<tr>
<td>JOBS BOARD</td>
<td>145,000</td>
<td>102,000</td>
</tr>
<tr>
<td>TOTAL</td>
<td>842,000</td>
<td>365,500</td>
</tr>
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Powered by B2GNow
The Airport Improvement Program (AIP) includes a small business development program known as the Airport Disadvantaged Business Enterprise Program (the DBE program). The DBE program incorporates a ten percent aspirational goal for certified DBE firms (and airport concessions DBE firms) to participate in airport procurement, capital improvement and concessions contracts. The DBE program is regulated and administered by the U.S. Department of Transportation (DOT) and by the Federal Aviation Administration (FAA). Airports that receive federal AIP grants commit to establish fact-supported DBE and ACDBE participation goals and to use their “best efforts” to achieve them. The Airport DBE program has served as an effective tool in ensuring Congress’s intent for equity and inclusion in transportation and infrastructure projects and we urge you to preserve this important program.

**AMEND PASSENGER FACILITY (PFC) STATUTE TO INCLUDE M/W/DBE PARTICIPATION GOALS**

AMAC supports the need for increased funding for airport infrastructure, and wants to work with airports and Congress to ensure our nation’s infrastructure is first in class. Two such tools to assist in airport infrastructure development are AIP grants and the PFC. Unfortunately, PFC financing is eclipsing AIP grants as the primary funding source for airport capital projects. DBEs are losing contracting opportunities because participation goal provisions were not incorporated in the original PFC statute when it was first enacted in 1990. With the increasing use of PFCs and PFC-only funded projects, Congressional intent to prevent barriers to the participation of small businesses in airport contracting because of race or gender bias of the business owners will not be fulfilled unless the PFC statute is amended to incorporate such M/W/DBE participation goal setting.

**CONFORM DOT DBE SIZE STANDARD TO SBA STANDARD**

There is an arbitrary rule in current law that mandates a different size test only for DOT DBE programs. For example, a construction firm whose gross receipts are $36.4 million or less is “small” as defined by the SBA. However, because of the current law anomaly, the gross receipts of a DOT DBE-certified construction firm may not exceed $22.4 million—approximately 35% less than the SBA standard. There is no legislative history that justifies this difference. Congressional action is needed to address this matter by conforming the DBE size standard for programs authorized by the FAA bill to the SBA rules.
Strengthening communications both internally and externally continues to be our top priority. Our objectives are to build positive visibility for the organization, its mission, activities, resources and membership benefits through our compelling website and marketing campaigns.

In 2018, our goal is to continue the momentum of our strategic marketing plan. This plan will provide a dynamic road map to increase our visibility, solidify our brand, drive traffic to our events and activities and communicate membership benefits to our target audiences.

We are proud to boast our entire team of diverse stakeholders, from executive management, staff, board members and shareholders working collaboratively to ensure our efforts are focused on advancing women and minorities in the aviation and aerospace industries.

**STAFF**

- Krystal J. Brumfield, President & CEO
- Shahara Anderson-Davis, Communications & Event Manager
- Anthony W. Barnes, Business Development & Member Services Director
- Mareco Edwards, Esq., General Counsel
- Terri Frierson, Program Manager, AMAC Foundation
- Jovan Goldstein, Chief Financial Officer
- Jessica Maimon, Membership Coordinator
- Chermaina Roundtree, Programs & Corporate Development Director
- Erik Sams, Webmaster & Creative Lead
- Maurice Tucker, Accountant

**OVER 16,500 EMAIL SUBSCRIBERS**

**FACEBOOK 173% ▲**

**LINKEDIN 63% ▲**

**TWITTER 18% ▲**
**PERFORMANCE SNAPSHOT**

**MEASURING OUR SUCCESS**

**FINANCIAL POSITION**
AMAC's total net worth as of December 31, 2017 was $564,196, an improvement of $190,289 from the prior year.

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
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<tbody>
<tr>
<td>LIABILITIES</td>
<td>$298,424</td>
<td>$109,926</td>
</tr>
<tr>
<td>ASSETS</td>
<td>$672,331</td>
<td>$674,122</td>
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**STATEMENT OF ACTIVITIES**
AMAC's changes in net assets as of December 31, 2017 was $189,938, an decrease of $62,506 from the prior year.

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<tr>
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<th>2016</th>
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<tr>
<td>NET ASSETS AT THE END OF THE 2017</td>
<td>$373,907</td>
<td>$564,196</td>
</tr>
<tr>
<td>NET ASSETS AT THE END OF THE 2016</td>
<td>$400,907</td>
<td>$373,907</td>
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**MEMBERSHIP REPORT**
AMAC's total membership revenue for the year ended December 31, 2017 was $322,890 an increase of $34,827 from the prior year.

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
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<tbody>
<tr>
<td>Students</td>
<td>15</td>
<td>29</td>
</tr>
<tr>
<td>Individual</td>
<td>23</td>
<td>32</td>
</tr>
<tr>
<td>Corporate</td>
<td>21</td>
<td>17</td>
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</table>

AMAC's total membership revenue for the year ended December 31, 2017 was $322,890 an increase of $34,827 from the prior year.

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<tr>
<th></th>
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<td>Business</td>
<td>251</td>
<td>253</td>
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<tr>
<td>Associate</td>
<td>90</td>
<td>90</td>
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<tr>
<td>Airport</td>
<td>32</td>
<td>35</td>
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</table>

AMAC's total membership revenue for the year ended December 31, 2017 was $322,890 an increase of $34,827 from the prior year.
**AMAC FOUNDATION**

**FINANCIAL REPORT**

**FINANCIAL POSITION**
The Foundation’s total net worth as of December 31, 2017 was $134,100, a decrease of $589 from the prior year.

<table>
<thead>
<tr>
<th>Year</th>
<th>Liabilities</th>
<th>Assets</th>
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<tr>
<td>2016</td>
<td>$32,781</td>
<td>$167,470</td>
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<tr>
<td>2017</td>
<td>$10,487</td>
<td>$144,587</td>
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**STATEMENT OF ACTIVITIES**
AMAC’s changes in net assets as of December 31, 2017 was $(238), a decrease of $41,241 from the prior year.

**ANNUAL SCHOLARSHIPS**

**ANNUAL SCHOLARSHIPS AWARDED**
PARTNERSHIPS

SHARED VALUES

We have added several new partnerships, while maintaining and enhancing our existing relationships.

We forged new relationships with Delaware North, Organization of Black Aerospace Professionals and US Black Chambers Inc.

These, and our many other long-term partnerships with agencies, corporations, and community organizations, strengthen our ability to ensure that our member businesses and individuals have the necessary resources to compete for industry jobs and projects.

Purpose driven alliances reinforce a culture of shared practices and values. We are proud to be in a league of social impact leaders.

CORPORATE PARTNERS

AVIS BUDGET GROUP

Avis Budget Group, Inc. is a leading global provider of mobility solutions, both through its Avis and Budget brands, which have more than 11,000 rental locations in approximately 180 countries around the world, and through its Zipcar brand, which is the world’s leading car sharing network, with more than one million members. Avis Budget Group operates most of its car rental offices in North America, Europe and Australasia directly, and operates primarily through licensees in other parts of the world. Avis Budget Group has approximately 30,000 employees and is headquartered in Parsippany, N.J.

Delaware North

Delaware North is one of the largest privately held hospitality and food service companies in the world. Founded in 1915 and owned by the Jacobs family for more than 100 years, Delaware North has global operations at high-profile places such as sports and entertainment venues, national and state parks, destination resorts and restaurants, airports, and regional casinos. Our 55,000 employee associates are dedicated to creating special experiences one guest at a time in serving more than a half-billion guests annually. Delaware North operates in the sports, travel hospitality, restaurant and catering, parks, resorts, gaming, and specialty retail industries and has annual revenue of about $3 billion.

HMSHOST

Global restaurateur HMSHost is a world leader in creating dining for travel venues. HMSHost operates in more than 120 airports around the globe and at more than 100 travel plazas in North America. The company has annual sales of nearly $3.3 billion and employs more than 41,000 associates worldwide. HMSHost is a part of Autogrill Group, the world’s leading provider of food & beverage services for people on the move. With sales of €4.6 billion in 2017, the group operates in 31 countries and employs over 58,000 people. It manages approximately 4,000 stores in about 1,000 locations worldwide.

PARADIES LAGARDERE

Paradise Lagardère operates more than 850 stores and restaurants in 98 airports. With expertise in international, national and local brands, we work with our airport, brand and supplier partners to create memorable and positive shopping experiences for today’s travelers. As the travel retail and restaurateur leader in North America, Paradise Lagardère provides exceptional customer service, superior design, and award-winning store and restaurant operations and management.

STRATEGIC PARTNERS

The Airport Consultants Council (ACC) is the global trade association that represents private businesses involved in the development and operations of airports and related facilities. ACC is the only association that focuses exclusively on the business interests of firms with airport-related technical expertise. ACC informs its members of new trends while promoting fair competition and procurement practices that protect the industry’s bottom line.

The Airports Council International – North America (ACI-NA) represents local, regional and state governing bodies that own and operate commercial airports in the United States and Canada. Approximately 380 aviation related businesses are also members of ACI-NA, providing goods and services to airports. ACI-NA’s members explain more than 95 percent of the domestic and virtually all the international airline passenger and cargo traffic in North America. The mission of ACI-NA is to advocate policies and provide services that strengthen the ability of commercial airports to serve their passengers, customers and communities.

Founded in 1928, AAAE is the world’s largest professional organization for airport executives, representing thousands of airport management personnel at public-use commercial and general aviation airports. AAAE’s members represent nearly 875 airports and authorities, in addition to hundreds of companies and organizations that support airports. AAAE serves its membership through results-oriented representation in Washington, D.C. and delivers a wide range of industry services and professional development opportunities including training, meetings and conferences and a highly respected accreditation program.
Founded in 1971, the Conference of Minority Transportation Officials (COMTO) was created to provide a forum for minority professionals in the transportation industry. COMTO’s mission is to ensure opportunities and maximum participation in the transportation industry for minority individuals, businesses, and communities of color, through advocacy, information sharing, training, education, and professional development. The organization membership includes individuals, groups, transportation agencies, private sector corporations, non-profit organizations, and Historically Underutilized Businesses (HUBS).

MBDA is an agency of the U.S. Department of Commerce that promotes the growth of minority-owned business through the mobilization and advancement of public and private sector programs, policy and research.

The Federal Aviation Administration (FAA) of the United States is a national authority with powers to regulate all aspects of civil aviation. These include the construction and operation of airports, air traffic management, the certification of personnel and aircraft, and the protection of U.S. assets during the launch or re-entry of commercial space vehicles.

The National Minority Supplier Development Council Inc. (NMSDC) is one of the country’s leading corporate membership organizations. Whether you’re a small minority-owned organization or a billion-dollar powerhouse, NMSDC is committed to helping you solve the growing need for supplier diversity.

The Surety & Fidelity Association of America (SFAA) acts as the thought leader and trusted adviser for the surety and fidelity industry, state and federal agencies and legislators. As a licensed rating agency, a trade association serving organizations, SFAA serves its members, subscribers, federal, state and local government leaders and the public by providing statistical and actuarial data, expertise, advocacy, education and promotion on the value of surety and fidelity bonds.

The United States Department of Transportation (DOT) is a federal Cabinet department of the U.S. government concerned with transportation. It was established by an act of Congress in 1966 and is governed by the United States Secretary of Transportation.

The Women’s Business Enterprise National Council (WBENC) is the largest certifier of women-owned businesses in the U.S. and a leading advocate for women business owners and entrepreneurs.

DiversityComm, Inc. (DCI) is the proud publisher of six nationally recognized diversity focused magazines: Black EOE Journal, HISPANIC Network Magazine, Professional WOMAN’S Magazine, U.S. Veterans Magazine, Diversity in STEAM Magazine and DIVERSEability Magazine. Each magazine has its own engaging website, distribution and digital edition. In addition, we publish a bi-monthly e-newsletter that reaches all our readers, subscribers and clients. If one of your goals is diversity branding, global diversity, diversity recruiting, diversity admissions and enrollment or supplier diversity, then look no further. With 25 years of experience in diversity & inclusion advertising, each publication now reaches over 2 million readers.

Minority Business Entrepreneur (MBE) magazine is published bi-monthly by Enterprise Publishing Inc. and serves as a nationwide forum for minority and women business owners, corporations and government agencies concerned with minority and women business enterprise development. MBE magazine examines affirmative action and procurement programs in the public and private sectors and provides in-depth coverage of crucial issues affecting the growth and survival of minority- and woman-owned businesses. Each issue also features the success story of a prominent minority or female entrepreneur whose life and accomplishments may serve as a role model for others.