The primary mission of the C200 is to foster, celebrate and advance women’s leadership in business. Our Best Business Book allows us to do just that for our own members. This book highlights C200 member business and services so that you know where to turn when you are looking for one of the best of the best to work with. If you are interested in participating in future editions of this book, please contact Meghan McRae at mmcrae@c200.org.
“C200 has given me a group of women who I really enjoy experiencing life with. These women have opened the doors to experiences in Mexico, London, and countless states in the USA for developing with professional and personal friendships that will last for years to come. Many of them are confidants that I can call when I need to bounce an idea or a sticky situation that needs to be thought through.”

“It’s been a source of friendships, a source for constructive brainstorming on business issues, it’s been fun and discussions with members stimulating and informative.”
“I met extraordinary women – talented, smart, generous, supportive, who also understood what it is like to be a C-suite woman, at a time when there weren't many such women. It gave me friends/peers with whom I could share career and personal challenges. I also developed wonderful friendships. I have also learned from other members in all sorts of areas.”

“The women of C200 have achieved success in male dominated environments and are interested in helping other strong, capable women – I don't feel competitive pressure in C200 meetings, just support and an open conversation about the loneliness of life at the top of an organization, especially as the only woman, has been invaluable.”
INNOVATIVE
We have built a reputation of being known as the “renown problem-solvers”. Our facility continues to be a Willy Wonka playground due to the advanced technology and equipment that we provide for our engineers. This allows our innovators to achieve unparalleled production results. Together with our R&D team, we are constantly coming up with new ways to make our products high-quality, sustainable, and safe for the whole family. At Accel, we believe that investment in human talent is critical to our success.

AGILE
We are nimble and quick to react to our client’s most urgent challenges. Our 60+ customizable production lines and 517,000 sq. ft. facility, allow us to tailor processes to fit any client’s need. Accel inc. is known for our ability to think creatively and produce contemporary packaging solutions, advanced assembly line inventions, and a modern approach to customer service.

VALUE CREATORS
As a former merchant, Tara Abraham understands the importance of flawless merchandised product. This visionary leadership allows us to present our clients originality that surprises and delights their consumers while offering affordable prices.

QUALITY HAWKS
Our Warehouse Management system and straightforward communication is how we ensure quality is a major part in the process of product success. We work together to provide value to our client with our keen eye for detail and their viewpoint on distinguished quality.

Accel inc. is a 25-year old vertically integrated contract manufacturing and assembly company located in New Albany, Ohio. Anchoring New Albany’s Personal Care Campus, we help to bring personal care products to market at lightning speed with focus on sustainability and cost savings.
I started ALOM in 1997 with the vision to create an environmentally and socially conscious supply chain partner offering flawless execution, technology leadership, flexibility, and true customer focus. My personal mission is to build and nurture a high-performance team that takes pride in supporting our customers’ goals on a worldwide basis and supporting worthwhile organizations locally in our communities. This philosophy helped ALOM grow into one of the largest women-owned companies in the U.S.

ALOM is a technology-driven global supply chain management services and solutions provider serving as a strategic partner to its Fortune 100 clients by expertly and seamlessly conducting their material procurement, manufacturing, packaging, eCommerce, and order fulfillment business functions.

Our clients’ supply chains extend around the world. To serve them and their customers ALOM operates from 19 global locations—producing and delivering hundreds of thousands of orders each day with flawless accuracy, technology-enabled efficiency and on-time performance.

During the past 18 month period, ALOM has achieved significant client-driven capacity growth milestones that include doubling the operational footprint of its Fremont, CA global headquarters and tripling production and fulfillment capacity at its newly constructed state-of-the-art Indianapolis, IN plant.

As a global supply chain leader and a woman-owned company, ALOM embraces diversity and understands the value and importance of diverse-supplier spending. We further understand the value of extending our customers diversity spend by working with Tier 2 and Tier 3 diverse suppliers to outsource program components. In addition ALOM is proud to provide print services for C200.

ALOM strictly adheres to world-class ISO standards in process and quality excellence. We understand the enormous responsibility we bear to uphold and enhance our client’s brand by sourcing and producing materials in a safe and sustainable manner—all while providing elevated service levels and competitive value. Quality and safety are key to producing complex and intricate products while ensuring compliance with regulatory and industry standards.
Bank of America is a proud Silver Sponsor of C200, which works to foster, celebrate and advance women's leadership in business.

Ann Limberg, Head of Philanthropic & Family Office Solutions at Bank of America and a C200 member, oversees strategy, advisory and consulting services for non-profit institutions, corporate and private foundations, and ultra-high-net-worth families. She directs a national team that offers a suite of integrated capabilities, including outsourced Chief Investment Office services, board governance and development, grantmaking, high-impact philanthropy and fiduciary administration. Her team advises women on all phases of their philanthropic involvement, helping them to navigate the complexities of their financial lives and deploy resources in a way that is thoughtful, deliberate, and fruitful.

For women who are trustees of foundations, colleges and universities, or other charitable organizations, Bank of America provides counsel on prudent investment and governance practices, with services ranging from asset management through advice on investment policy and board structure and high-impact grantmaking.

Women are playing an increasingly important role in philanthropic decisions. The 2018 U.S. Trust® Study of High Net Worth Philanthropy\(^1\) finds that women participate in 89% of these decisions in wealthy households. Women are also taking leadership roles in supporting programs for meaningful and sustainable social change, often looking to other women as recipients of philanthropy and effective agents of that change. Enabling women to realize their full potential can help to break the cycle of poverty, foster prosperity and generate broader beneficial outcomes for society as a whole.

At Bank of America, we help families use their wealth in ways that support lasting and meaningful social change. We’re privileged to work with engaged, committed women to help them fulfill their giving strategies, their social outreach and their own personal efforts to improve the world.

\(^1\) This study is a continuation of the 2006, 2008, 2010 and 2012 Bank of America Study of High Net Worth Philanthropy and 2014 and 2016 U.S. Trust® Study of High Net Worth Philanthropy research series conducted in partnership with the Indiana University Lilly Family School of Philanthropy.
Caesars Entertainment is the most geographically diverse U.S. casino-entertainment company. Caesars Entertainment is focused on building loyalty and value with guests through a unique combination of great service, excellent products, unsurpassed distribution, operational excellence and technology leadership. Caesars Entertainment primarily operates under the Caesars®, Harrah’s® and Horseshoe® brand names.

Caesars Entertainment is committed to achieving gender equality among its leadership ranks by 2025. In support of this effort, the company currently sits at 42% female representation in leadership and 99% pay equity. Caesars Entertainment is committed to inspiring grown-ups to play by its dedication employees, suppliers, communities and the environment through its PEOPLE PLANET PLAY framework. For more information, please visit www.caesars.com/corporate.

With more than 55 million members worldwide, Caesars Rewards is one of the largest and most acclaimed loyalty programs in the world. Caesars Rewards members earn credits through gaming, hotel stays, dining, entertainment purchases, shopping, spa treatments, and much more that can be redeemed for even more of their favorite experiences and amenities at more than 55 Caesars resorts and casinos.

Caesars Entertainment Corporation is introducing its new state-of-the-art 550,000 square-foot conference facility, CAESARS FORUM in March 2020. The $375 million conference center will carry a LEED silver rating and features the world’s two largest pillarless ballrooms, anticipated opening before the end of March 2020.
Charlotte Jones is the Owner, Executive Vice President and Chief Brand Officer of the Dallas Cowboys. She oversees all business operations, strategies and applications surrounding the team’s brand, including fan engagement, stadium design, entertainment, licensed apparel, cause marketing and community relations.

Recognized as one of the most powerful women in sports, Jones is Chairman of the NFL Foundation, and serves on the NFL Conduct Committee, Health and Safety Committee and the Legalized Sports Betting Committee. She is the President of the Dallas Cowboys Cheerleaders and is responsible for overseeing what is considered to be the most prominent organization of its kind in the world.

Jones served as the first female Chairman of The Salvation Army’s National Advisory Board. Charlotte introduced a groundbreaking approach to fundraising on the worldwide stage by harnessing a Thanksgiving Day national television audience during the Cowboys halftime as the kick off to The Salvation Army’s National Red Kettle Campaign, helping raise over two billion dollars.

She a member of the Arkansas Sports Hall of Fame, a graduate of Stanford University and a mother of three.

Our family and the Dallas Cowboys began our partnership with The Salvation Army over 22 years ago. They keep their promise to DO THE MOST GOOD without discrimination. They truly inspire me. They are humble stewards of other people's generosity. They are trustworthy and passionate about their cause, providing hope to the hopeless, shelter to the homeless and food to those in need. I believe in the power of sports, the platform it creates and the ability to harness that interest and transfer it to the bigger purpose of making an impact on community.
First Republic is a longtime supporter of C200. Katherine August-deWilde, the bank’s Vice Chair and former President, has been actively involved in the organization for the past decade. Last year, Gaye Erkan, President of First Republic Bank, joined C200. First Republic has repeatedly been recognized for its gender diversity at the board level and in C-suite, as well as every level of the company.

First Republic executives, from left to right, featured in San Francisco Business Times “Most Influential Women in Bay Area Business” May 2018: Rosana Han, Janisha Sabnani, Elise Wen, Mollie Richardson, Crystal Bryant, Shannon Houston, Gaye Erkan, Susie Cranston, Stephanie Bontemps.

Since 1985, First Republic has been putting clients first and developing personal, long-term relationships. First Republic offers private banking, private business banking and private wealth management services to individuals, families, businesses and nonprofit organizations. Our full suite of services is designed to address our clients’ complete financial picture and help them achieve their personal goals — and delivered with extraordinary client service.
Are you transitioning to a new role – into the C-Suite, as CEO, post-retirement, as the leader of a large-scale change initiative?

Are you in search of a new role?

Is your business at an important inflection point requiring the need for planning and laser focus execution?

Are you considering or engaged in succession planning activities?

Are you interested in positioning yourself to serve on boards?

No matter the type of transition, I help entrepreneurs and corporate executives actualize their full potential and that of their businesses. I believe that organizational and individual inflection points bring out the best in leaders.

An incisive quick study of complex situations, I am a forward-looking executive coach and strategic advisor who can impart the sometimes-difficult realities, envision the possibilities and systematically create the conditions for their realization.

Send me an email at lin.coughlin@greatcircleassociates.com to schedule a free deep dive consultation.

Lin Coughlin is Founder and CEO of Great Circle Associates providing strategic advisory services to entrepreneurs and corporate executives who are at inflection points in their careers, and to leaders who need to envision transformative strategies and plan for and implement those strategies.

An operating executive, general manager and for-profit and not-for-profit board member Lin brings to her advisory services an extensive track record at designing and leading the implementation of transformational initiatives in all types of economic and competitive environments in a variety of industries, together with more than ten years of outcome focused executive coaching experience around the world and inside and outside of corporate America.
Image Skincare is the leader in professional skincare, powered by clinical ingredients, smart botanicals and a network of 20,000 skincare professionals in over 60 countries.

Hush & Hush is the culmination of 15 years of cellular research and is dedicated to delaying the aging process. Our formulations support the body’s natural defense and regenerative powers with a unique blend of scientifically proven vitamins, herbs and botanicals coupled with modern-day technology.

Join us at the conference boutiques to discover Image Skincare for yourself – and say hello to your healthiest, most radiant skin. You can sign up to have a complimentary treatment by our top estheticians and also receive 25% off of any products purchased.
Your C200 Team From PNC

**Charlotte McLaughlin, EVP and President and CEO of PNC Capital Markets, LLC, C200 Member**

If you need to expand access to capital, mitigate risk, manage liquidity or if you require investment banking services, PNC’s capital markets capabilities can deliver comprehensive and innovative solutions.

**Beth Karlson, EVP, Corporate Banking, Midwest and West Expansion Markets, 2018 C-Ahead Participant**

PNC Corporate Banking provides insight and integrated financial solutions, including capital raising and structuring, and financial and advisory services for companies with revenues of $50 million and above.

**Nicole Perkins, EVP and Managing Executive of Hawthorn, 2017 C-Ahead Participant**

Hawthorn delivers financial services for families with substantial wealth. We develop personal relationships that foster comfort for you and your family. Our hallmarks include the character to always do what is right and the courage to tell you what you need to know.

**Beth Marcello, VP and Director of Women’s Business Development, C200 Sponsorship Liaison**

Nearly 1,800 PNC-Certified Women’s Business Advocates are prepared to meet the banking, lending, treasury, investment and wealth management needs of female entrepreneurs and executives across PNC’s 19-state branch network.

**Sylvia Diez, EVP and Regional Managing Director, Institutional Asset Management, 2018 C-Ahead Participant**

PNC’s solutions for retirement plans, endowments, foundations, and other institutional investors help with achieving investment objectives, controlling risk, and managing costs.

For insights from PNC’s experts, visit pnc.com/ideas.
300 Lessons Learned – Free to You

I am delighted to offer your business or organization complimentary copies of my book, Gather As You Go: Sharing Lessons Learned Along The Way. In it I share over three-hundred short stories, each offering a piece of practical career advice or unique insight into leading a more productive, balanced life.

I authored this book as my “give back”... my way of sharing what I have learned - quite honestly some of it the hard way - in business and leadership, philanthropy, raising a family as a working mom, managing the toughest of times, assisting my incredible parents as they aged, just good advice and so much more. **It’d be my pleasure to offer at no cost to C200 members up to 100 complimentary copies of Gather As You Go.**

Beyond speaking on Gather at over 60 corporate events, conferences and to women’s groups across the country, over 15,000 copies have been donated to universities and colleges, nonprofits, corporations and associations all over the United States. Net profits from books sold benefit Enchanted Backpack, a nonprofit supporting under-resourced Chicago area schools. If it would make a difference in the lives of your employees or those you care about, I would be pleased to provide you with books. Feel free to email me at cbernick@polishednickelcapital.com if interested.
A Pioneer in the New Healthcare Reality

Companies continue to struggle with the soaring cost of healthcare. But healthcare continues to get more complex. While companies offer an array of benefits and solutions, employees are increasingly confused.

All the available choices are overwhelming. Employees need help understanding which services and tools to consider and how to use them effectively.

Kara Trott is a pioneer in recognizing the reality that employers and employees face. She founded Quantum Health 20 years ago to help employees navigate the complex healthcare ecosystem.

“The reality is that people are not well-equipped to navigate this ecosystem alone,” Trott says. “If they do it on their own, it doesn't produce great outcomes, and it’s very costly—for both the employee and the employer.”

“We are the single connection point between the employer’s benefit plan and the employee,” she explains. “We work with an employer’s benefits department, insurance company and providers to help employees use all the resources needed to get them through their journey effectively and efficiently.”

Quantum Health’s services provide measurable bottom-line improvements for its clients. Because duplication and missteps are removed, employers see a reduction in claims spending – 5-6 percent in the first year and 17.5 percent after three years. Employee satisfaction scores and their overall benefits utilization also increase significantly.

“This is a new competency in the health benefits space,” Trott says. “It’s about understanding the consumer and their healthcare experience, and having the capabilities to connect with people in a very personal way to get a better outcome for them. We help people feel like they have a partner and advocate all along the way.”
Marie Norton Eckstein met Hab Saly while visiting Cambodia in 2011 after retiring from her role as a Vice President at a Fortune 500 company.

Marie was searching for a purposeful outlet for her energy and talent. Saly was a talented seamstress struggling to make her sewing business a success in her home village.

With help from Alan Lightman and his Harpswell Foundation, Saly had taken six months of sewing lessons and returned home to teach seven other women in her rural village to sew.

Marie began consulting Saly about products, styles, and colors that would appeal to women abroad – silk purses and scarves – at prices that would provide the seamstresses with a competitive wage and profit-sharing. She helped find a market, among friends and acquaintances at first, who enjoyed the products and were also compelled by the Harpswell mission behind Red Dirt Road.

Deep within the Cambodian jungle, an association came to life known today as Red Dirt Road. Hard working and inspired to enjoy a better way of life, a group of friends soon became a family of highly skilled seamstresses. They changed their village, changed their lives, and may just help to change the world.

Red Dirt Road designs are lovingly created from hand loomed, richly textured Cambodian silk. Each item is precisely constructed by hand using a treadle sewing machine and a coal heated iron. Your purchase of these beautiful designs enables these mothers to feed and educate their children while living at home. Before Red Dirt Road, many worked in the oppressive garment factories in the city, rarely seeing their children. All profits of Red Dirt Road are returned to the women.

Red Dirt Road is a story about what is possible when women from opposite sides of the world come together as equals in a vast sisterhood to help each other realize their dreams.

To learn more about Red Dirt Road and shop for these beautiful Cambodian silk accessories, please visit red-dirt-road.org.
ADR Services, Inc.

ADR Services, Inc. is a premier provider of dispute resolution services in California, with seven offices in Century City, Los Angeles, San Francisco, Silicon Valley, Oakland, Orange County and San Diego.

We pride ourselves on offering unparalleled resolution services through our exclusive panel, comprised of the most distinguished neutrals across the state. Our neutrals provide such services as: Mediations, Arbitrations, References, Private Trials, and Mock Trials. Their wide-ranging experience on the bench and in the legal field makes them invaluable assets to our clients, while their diverse backgrounds allow us to steer their talents towards the right case, permitting our clients to find a match that will lead to a successful resolution of their disputes.

APCO Worldwide

Public Relations and Communications

As the child of immigrants, Margery Kraus knew the value of hard work and learned to be a risk taker from an early age. As people tried to tell her “you can’t do that,” she was never one to take a back seat. Her response: founding APCO Worldwide, an advisory and advocacy communications consultancy. Under Kraus’ leadership, the company grew from nothing to almost $150 million in revenues. Now in Roots and Wings, she shares the ten lessons she learned from motherhood that helped her build her business into the largest women-owned communications firm in the world.
Dalia Empower

**Education**

The first global institution of its kind that provides women with the fundamental tools needed to become the finest version of themselves, taking each woman's abilities to their highest potential. We realize that living in an equitable world is both a social justice and a business matter.

Hornbeam Insurance

**Insurance**

Nana Lampton, a life-long resident of Kentucky and chairman of the board of Hardscuffle and of American Life & Accident Insurance Company of KY recently announced the formation of Hornbeam Insurance Company. Hornbeam will provide warranty and specialty insurance products to consumers, manufacturers, retailers, financial institutions and other clients throughout the U.S. The Company is headquartered in Louisville, Kentucky and lead by an experienced executive team consisting of Kevin Callahan, President & COO; Dan Tafel, Sr. VP Business Development and Chris Karo, Secretary & General Counsel.

For additional information please contact Dan Tafel at Dtafel@hornbeaminsurance.com.
Discover how a Chicago dancer with a can-do attitude became CEO of the global fitness pioneer Jazzercise, Inc. Luminary Award recipient Judi Sheppard Missett reveals the secrets to her $100M-a-year brand’s 50-year success through inspiring personal and professional stories. Whether you’re looking to change your life and live your passion, or just want some kick-up-your-heels motivation, this book is for you. Signed copies available at BuildingaBusinesswithaBeat.com/

Lafayette 148 New York

Founded in 1996, Lafayette 148 is a company created by women for women. It is known for sophisticated, clean-lined designs that fuse luxurious fabrics, outstanding craftsmanship and a modern sensibility inspired by the dynamism of New York City. With its own design studio and production facility, Lafayette 148 New York is one of the few vertically-integrated fashion brands. Discover more at lafayette148ny.com.
When Kimber Maderazzo created MILLI ROSE (named after her cherished French bulldog) she wanted a brand that would speak to women differently than anything on the market, empower them, transform them, let them be different. Finding the right make up should not be the struggle, it should wearable and blendable. For the non makeup artist that lives in all of us! She has made it easy and fun! Each collection is curated grouping unexpected combinations of color to ease the process of application and enhance your beauty. You don't have to be the "beauty junkie" Kimber’s done all the work for you!

Founding Member Nina McLemore Presents Designs that Create Powerful Impressions with fine fabrics, brilliant colors and modern styles great for travel. 20% of sales will be donated to C200. Sizes 00 - 18 Made in New York.
Robert Half

**Staffing and Recruiting**

Robert Half is the world’s first and largest specialized staffing firm and a recognized leader in professional consulting and staffing services. Robert Half offers specialized staffing in accounting and finance, technology, marketing and creative, legal, administration, and executive search to help meet all your hiring needs. Our personalized service, combined with proprietary matching technology that incorporates decades of placement data, distinguishes us from other staffing firms. And with more than 300 locations worldwide, we know your local market inside and out and can help you find the right fit fast.

Combined with Protiviti, a global consulting firm and subsidiary of Robert Half, we offer a full suite of consulting and managed services solutions.

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Stamm International Corporation

**HVAC Manufacturer & Distributor**

Stamm International Corporation is a world renowned manufacturer and distributor of heating, ventilation and air conditioning equipment; fireplaces, chimneys and flues. Its products are known for their quality, design and energy efficiency. The company puts its customer and their needs first, as they have done over their 75-year history. Subsidiaries are:

- **Powrmatic Ltd., UK** – Europe’s foremost manufacturer of commercial and industrial heating equipment, ventilation and smoke control systems.
- **Powrmatic Ltd., Canada** – One of Eastern Canada’s oldest and most respected distributors of residential, commercial, and industrial equipment for the HVAC, Electrical and Hearth industries.
- **Powrmatic Inc., U.S.** – A value added manufacturer of commercial, industrial heating & air cooling systems.
- **SF Ltd., UK** – One of the world’s leading manufacturers of flue, chimney and exhaust systems.
Before joining the Sterling-Rice Group in 2004, Cindy Judge worked at J. Walter Thompson and Kraft Foods North America. At SRG, Cindy led several of the largest client relationships until she became President and CEO in 2017.

SRG is a creative collective helping brands find their unique place in culture through strategic thinking, empathetic reasoning, and elegant sensibility.

We are a consulting firm and innovation juggernaut, leading products from idea to debut. We are a full-service advertising agency that looks to human truths to inspire. We are a brand positioning and design foundry, taking brands from unknown to iconic. We are majority female owned and led, giving the company a powerful point of view.

Westwood Holdings Group

Financial Services

Investment Management | Wealth Management
Investing Where It Counts

After being founded by a woman over 35 years ago, our foundational focus has been to help our clients achieve their investment objectives.
KNOCK is an independent, full-experience creative agency driven by design and powered with meaning. We design experiences that matter: to our clients, to our world, to one another.

“Wonderful network of friends and colleagues. First time in my life I’d had the time and the opportunity to really get to know women. Early life was spent just in work and family. This has been a wonderful experience for me and the timing is perfect.”

“C200 friends helped me successfully transition from a career as a tech entrepreneur to a venture capitalist, by being the first to commit to invest in my fund.”

“Developed wonderful lifelong friendships, strong network of peers for advice and counsel, access to women of diverse achievements aiding in lifelong learning.”
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Thank you to ALOM for printing this edition of *Best Business Book*.