



WOMEN IMPACTING
PUBLIC POLICY

SPACE

WIPP MEMBER TESTIMONIAL

From financial literacy to securing six Blanket Purchase Agreements and growing SPACE into a \$10 million business, Kathie Fuce-Hobohm's journey exemplifies the transformative impact of WIPP's resources, connections, and advocacy for women entrepreneurs.

AT A GLANCE

INDUSTRY: COMMERCIAL INTERIOR SOLUTIONS

YEARS IN BUSINESS: 30

REVENUE: \$10,000,000+

YEARS WITH WIPP: 5



"WIPP is all about connecting with incredible women who know we're only as strong as the women next to us—and who are always willing to help each other get there."

KATHIE FUCE-HOBOHM

Dealer Principal, SPACE

KATHIE'S STORY

When Kathie Fuce-Hobohm joined WIPP five years ago, she was already a seasoned entrepreneur with decades of experience in the commercial interior solutions industry. But even with 30 years of business expertise, Kathie recognized the importance of surrounding herself with a network of driven, like-minded women to continue growing her business and expanding her impact.

As a former educator, Kathie's early years in business were marked by a steep learning curve—especially when it came to mastering financial literacy. She quickly realized that foundational business concepts like cash flow and profit margins weren't topics she had been exposed to in her previous career, and she had to learn them the hard way. This experience not only shaped her own approach to running a business but also ignited a passion for helping other women navigate these same challenges.

Introduced to WIPP by a colleague, Kathie found a community of women who shared her vision of creating meaningful change. From day one, she felt inspired by the organization's mission to empower women entrepreneurs and amplify their voices in shaping public policy. WIPP provided the tools, resources, and connections she needed to strengthen her business and tackle challenges head-on.

Kathie mentions, "One of the most impactful success stories from my membership with WIPP was an introduction to the head of procurement from a major government agency. Through my affiliation with WIPP, I had the opportunity to connect with this gentleman, who shared helpful insights about his agency's processes and the best ways to approach opportunities within government contracting. This conversation gave me a clearer understanding of how to navigate the procurement process more effectively. It was a connection I wouldn't have made without WIPP, and it highlighted the incredible value of being part of a network that supports women business owners in reaching new opportunities."

KEY OUTCOMES FROM WIPP MEMBERSHIP

Leadership and Advocacy:

As Board Treasurer for WIPP and an active member, Kathie has played a vital role in advancing WIPP's efforts to empower women entrepreneurs. She represented WIPP at the White House's Midwest Business Leader Summit in Washington, D.C. (pictured right), a two-day event bringing together leaders to address small business priorities.

Empowering Financial Literacy:

Kathie champions financial education for women business owners, using her own experiences to inspire and equip others with the tools to succeed.

Government Contracting Success:

Kathie's WIPP connections led to six Blanket Purchase Agreements with major government agencies, including the NIH and FDA, streamlining her approach to securing contracts.



10 MILLION
REVENUE
MILESTONE

+ 6 BPAS



Join WIPP today, or to learn more, email membership@wipp.org.

