

## **JONI COBB**

Combine strategy, creativity, alliance building and detailed execution - and you have Joni Cobb. For the past 13 years, Joni has served as the Founding President & CEO of Pipeline entrepreneurs. Pipeline, founded in 2006, is an exclusive community of high-potential “super” entrepreneurs building high-growth companies throughout the Midwest. Since Pipeline’s inception, Joni has taken on challenging responsibilities at every level of the organization – driving real economic results have that garnered national accolades and significant strategic partnerships.

As CEO, Joni has led the development of every aspect of the organization, including the curriculum build-out, pivoting the business model, building a national advisory board, launching an angel investor group, securing multi-state partners and raising over **\$12M** in outside funding. Additionally, she was able to recruit some the best experts in the world to volunteer their time and efforts to help build the organization - and deliver significant results with limited budget and a small team size.

During her tenure as CEO, Pipeline entrepreneurs produced significant financial impact. Companies led by Pipeline entrepreneurs have generated over **\$1.39B** in revenues, raised **over \$608M** in outside capital, are conducting business in over **85** countries and have created over **2700** jobs. These “super entrepreneurs” and Pipeline partners equally value the intangibles created under her leadership. Joni has fostered a culture of accountability, excellence, give-back and a sense of “family.” This is one of the most distinguishable aspects of Pipeline in a crowded field of entrepreneurial support organizations. For this work, in 2016 Pipeline was recognized by the **Ewing Marion Kauffman Foundation** with its **“Uncommon Award”** for excellence in entrepreneurial programming – awarded in honor of Ewing Kauffman’s 100<sup>th</sup> Celebration.

In addition to the past 13 years leading Pipeline, Joni spent seven years prior as a consultant helping CEOs, and other key leaders, execute and maintain critical support for complex initiatives. She served as a trusted advisor to many who were charting new territory, executing swiftly and navigating public engagement. For her clients, she also leveraged her legal training in the areas of public funding, public policy and advocacy.

Joni has been featured in well-known industry publications, has appeared on radio and television, and has also earned a **Mid-America Emmy Award** and **International Stevie Award** for writing, directing and co-editing a documentary/style film showcasing entrepreneurship. She has been recognized in many leadership societies, including the Power 100 in Kansas City, Women Who Mean Business, Women of Influence and Techweek 100.

Joni serves as a founding board member of the Center for American Entrepreneurship, serves on the Regional Cabinet for Washington University and is a member of the National Association of Corporate Directors. She is a noted speaker on entrepreneurship, innovation and leadership.

Joni is also a proud mother of two strong-willed, adult women seeking to “move their own “mountains.” She resides in Kansas City with her husband and dogs, considers herself a life-long learner and supports young performing artists with all of her might.