



Mariana Huberman is the owner of The UPS Store #5259 in Washington, DC. She opened this location in January 2005, and by 2010 her store was ranked 29th nationwide in sales out of 4,500 franchises in her system. Mariana has served as president of the Washington, D.C. Metro Advertising Co-Op since 2008 and has been on the board of the co-op since 2006. She joined the International Franchise Association in 2009 and serves as the Chair of the Franchisee Forum, is a member of the IFA's Board of Directors as well as its Executive Committee. Mariana has served on many of the IFA's committees including the Marketing Committee, Franchise Congress, Convention Committee, Legislative Action Group, Franchise Relations Committee and the Diversity Forum.

During her time as a The UPS Store franchisee, Mariana has had the opportunity to speak about her experiences in franchising at the Washington, DC Economic Partnership and at the Small Business Financing Forum hosted by former Treasury Secretary Timothy F. Geithner and former SBA Administrator Karen G. Mills. She also spoke at and represented small-business owners and franchisees across the country at the signing ceremony of the 2010 Small Business Jobs and Credit Act where she was introduced by former House Speaker Nancy Pelosi. In 2013, Mariana provided testimony before the House Committee on Small Business and in 2015 she was a panelist at a bi-partisan briefing for the House Small Business Committee on how a new National Labor Relations Board (NLRB) joint employer standard will affect all small businesses. Mariana has been both a panelist and a moderator at IFA annual conventions and various other association meetings.

Mariana has represented The UPS Store in a number of TV and Radio appearances and has spoken both at The UPS Store Annual Convention and at The UPS Store Co-Op Leadership Forum for advertising Co-Op Presidents and officers.

Prior to opening her first franchise location, Mariana worked in newsletter publishing as a group publisher with complete responsibility for a group of seven newsletters. Her responsibilities included: overseeing the editorial content; creating new marketing efforts; managing sales; supervising the customer service centers; new product development; and launching products to market with direct mail campaigns.

Mariana currently serves on the Board of the Latino Student Fund. In 2016, she chaired the Latino Student Fund Annual Gala where they raised a record amount of money to help create opportunities for a strong academic foundation for underserved students of Hispanic descent. She previously served for six years on the Board of Directors of CuDC (Cultural Development Corporation) and for four years on the Board of Directors of the WPA (Washington Project for the Arts).

Mariana holds a bachelor's degree in journalism from Boston University and has completed course work towards an MBA from George Washington University. She lives in Washington, DC with her husband and three children.