



2012 ANNUAL REPORT

*“Striving to achieve economic parity
by promoting the agenda of
African American business people.”*



MESSAGE FROM THE CHAIRMAN & PRESIDENT



Samuel Stephenson
Chairman



Doris Carson Williams
President and CEO

Message from the Chairman & President:

Striving to Achieve Economic Parity

The African American Chamber of Commerce of Western Pennsylvania has moved into this new decade with a renewed commitment to continuously provide business opportunities to African American business owners and professionals. The diversity of our membership maximizes our strength as an organization to reach new heights in securing procurement opportunities for our members. Our diligence in advocating and assisting our membership has proven to be beneficial as some of the new, smaller firms have advanced to the next level of engagement. The economic downturn affected many small business owners, some having to temporarily relinquish membership in the Chamber. The net effect to the organization was a 3% change in the number of members lost versus the new members we gained; something of which we are very proud. As a result, we have maintained our ranking in the top 15 Chambers of Commerce in the region.

The exposure small business owners receive through our network is immeasurable. This includes our monthly PowerBreakfast Meetings and Members' Mixers, two hallmarks of our organization that continue to provide access to corporate decision makers. The relationship with major corporations and our community partners is extremely important to our organization. Our goal is to match the corporations' procurement officers with our Chamber Members who can provide goods and services at competitive prices. This process is strengthened through our workshops that communicate the expectations of corporations to our members. It has been and continues to be of mutual benefit to both the purchaser and supplier of goods and services.

Last year the Chamber began a two year series of Diabetes Workshops in an effort to educate and help small business owners and professionals work toward sustaining a healthy workforce while reducing medical costs and subsequent healthcare premiums. A four member advisory team of healthcare experts plans the content for each workshop. A profile of each attendant is submitted and a formal evaluation of each workshop aids in determining the content for the upcoming session. This effort has received the support of the foundation community and their response has been greatly appreciated. Open to the public, over 230 individuals have attended the sessions and the numbers continue to grow.

Our Business Institute remains the appropriate vehicle for educating business owners and professionals on staying abreast of advances in technology, the value of planning for future business needs and the importance of sound environmental projects. There are signs that firms having access to the capital markets is beginning to improve; a key component that will help advance their growth. We continue working to strengthen the business acumen of new entrepreneurs that join the ranks. This is conducted through our Institute and the many partnerships with supporting organizations. As the economy shows signs of recovery, the African American Chamber of Commerce of Western Pa will continue to provide programs designed to assist in adapting to a changing and growing business environment.

As we work to empower African American businesses, our partnerships with corporations and the foundation community have given credibility to our members. We take this seriously, and work to ensure that the expectations of our partners are met.

It remains a privilege to serve you. Our mission, to continuously improve business opportunities for our membership through your participation, is unsurpassed. Inclusion.... it makes good business sense.

Over 2,200 small business owners and professionals took advantage of our educational programs in 2011.

Mission Statement

The mission of the African American Chamber of Commerce of Western Pennsylvania is to continuously improve business and professional opportunities for African American business owners and professionals. Guided by the core values of equity in opportunity, economic advancement, self-sufficiency and entrepreneurial excellence, we will achieve economic parity for the African American Business community by ensuring full participation in the public and private sectors throughout the region.



OUR VISION & GOALS

The vision of the African American Chamber of Commerce is to be the central conduit - "The Voice" - for African American Business access in all of Western Pennsylvania, and to collaborate with other entities, agencies and organizations in support of our mission. Aimed at creating a level playing field to achieve economic parity, the African American Chamber of Commerce will promote the economic agenda of African American business people through advocacy for business access, educational programs, mentoring and member services aimed at empowerment and self-sufficiency. In addition, we will establish key linkages and partnerships with both the African American and business communities throughout the region.



HIGHLIGHTS OF THE PAST YEAR

Growth of the membership base:

252 Members with less than \$200,000 in Annual Revenue
63 Members with \$200,000 to \$2 million in Annual Revenue
50 Supporting Members (Non African American)
68 Associate/Non-Profit Organizations

10 Chairman Circle Members (African American)
4 Corporate Supporters (Non African American)
23 Corporate Sponsors
16 Presidential Roundtable Members

Membership developed within the following counties:

Allegheny
Greene

Beaver
Mercer

Butler
Washington

Erie
Westmoreland

Fayette

Ranked 10th of the Twenty-Five Largest Pittsburgh-Area Chambers of Commerce

Programs Conducted:

Business Institute

- Candidates Forum – County Chief Executive & County Controller Candidates
- Communications Workshop
- Developing a Winning Business Plan
- Diabetes Workshop – Held four Workshops
- How to do Business with Community College of Allegheny County
- How to do Business with Rivers Casino
- SCORE Pittsburgh Workshop
- Small Business Tax Workshop
- Social Media Workshop – Held two Workshops

Events Included:

Members' Orientation – Held two Workshops
Twelfth Annual Members Meeting & Luncheon
Seven PowerBreakfast Meetings
Seasonal Celebration – Frick Art & Historical Center

Special Breakfast Meeting – Senator Wayne Fontana
Six Corporate Sponsored Members Mixers
Ice Skating Party at PPG Ice Rink
Thirteenth Annual Business Luncheon

***Over 4,128 Business Referrals
Produced Thirteenth Membership Directory***

***Distributed over 3,864 Bids for Proposals
Published Monthly Newsletters***

Program Notification & Membership Application available on Website

Member:

Pittsburgh Airport Area Chamber of Commerce
City of Pittsburgh Equal Opportunity Commission
The Federation of International Trade Associations
Metropolitan Area Hispanic Chamber of Commerce
National Black Chamber of Commerce
N.E.E.D.

Pennsylvania Chamber of Business & Industry
Riverlife
VisitPittsburgh
Western Pa. Minority Supplier Development Council
World Affairs Council of Pittsburgh

HIGHLIGHTS OF THE PAST YEAR



Annual Meeting & Luncheon
Omni William Penn Hotel



Diabetes Workshop III
Allegheny General Hospital



Candidates Forum – County Chief Candidates
Rivers Club



Networking Mixer
Pittsburgh Zoo & PPG Aquarium

INTRODUCTION TO THE CONDENSED FINANCIAL STATEMENTS

Introduction to the Condensed Financial Statements



The African American Chamber of Commerce of Western Pennsylvania and its affiliated Foundation condensed consolidated statements of financial position and statements of activities for the years that ended September 30, 2011 and 2010, are presented in this section. These statements were prepared from information derived from the Chamber's audited consolidated financial statements.

The Chamber and its Foundation's financial statements undergo an annual audit, which is conducted by Stillwaggon & McGill, LLC. The firm audited the financial statements for the years ended September 30, 2011 and 2010, which are presented in conformity with accounting principles generally accepted in the United States of America, and expressed an unqualified opinion on these financial statements. A copy of the Stillwaggon & McGill, LLC audit report dated March 12, 2012, may be viewed at the Chamber's office, located at 425 Sixth Avenue, Suite 1330, Pittsburgh, PA 15219.

FINANCIALS PAGE



African American Chamber of Commerce of Western Pennsylvania and Affiliated Foundation

Condensed Consolidated Statements of Financial Position

	<u>2011</u>	<u>2010</u>
Current Assets	\$ 400,166	\$ 387,033
Fixed Assets, net	<u>8,301</u>	<u>8,983</u>
Total Assets	<u>\$ 408,467</u>	<u>\$ 396,016</u>
Current Liabilities	\$ 4,716	\$ 10,076
Net Assets	<u>403,751</u>	<u>385,940</u>
Total Liabilities and Net Assets	<u>\$ 408,467</u>	<u>\$ 396,016</u>

Condensed Consolidated Statements of Activities

	<u>2011</u>	<u>2010</u>
Revenue and Support	<u>\$ 496,663</u>	<u>\$ 416,449</u>
Expenses		
Program services		
Member Services	119,107	133,475
Business Institute	73,036	204,418
Diabetes Project	137,731	-
Other	8,455	20,398
Administrative and general	45,869	50,107
Fundraising	<u>94,654</u>	<u>51,845</u>
Total Expenses	<u>478,852</u>	<u>460,243</u>
Change in Net Assets	<u>\$ 17,811</u>	<u>\$ (43,794)</u>

BOARD OF DIRECTORS

African American Chamber of Commerce of Western Pennsylvania

Samuel Stephenson, Chairman

Oscar Worthy, Vice Chairman

Cheryl Allen, Treasurer

Ann Rucker, Secretary

Louis Alexander

David Atkins

James Cooper

Howard Graves, Jr.

Herman Jones, Ph.D.

Julius LaRosa

A. Fulton Meachem, Jr.

James Rice

Doris Carson Williams, President and CEO

FOUNDATION BOARD OF DIRECTORS

***African American Chamber of Commerce Foundation
of Western Pennsylvania***

Samuel Stephenson, Chairman

Oscar Worthy, Vice Chairman

Cheryl Allen, Treasurer

Robert D. Jones

Chauncey Smith

Gregory Spencer

William E. Strickland, Jr.

Doris Carson Williams, President and CEO

Glenn R. Mahone, Counsel



MEMBERSHIP BENEFITS

Advocacy for Business Opportunities

Annual Legislative Directory

Business Referral Service

Discounted Business Services

Free Business Counseling

Government Procurement Initiatives

Group Health & Life Insurance

Listing in Chamber's Annual Membership Directory

Listing in Regional Connections Directory

Mentoring Programs for Businesses

Monthly Newsletter

Monthly PowerBreakfast Meetings

Monthly Member Networking Events

Website Directory Listing

BUSINESS INSTITUTE PROGRAMS:

Ask the Expert Workshops

Business Skills Enrichment

Finance & Investment Workshops

How to do Business Workshops

HIGHLIGHTS OF THE PAST YEAR



Annual Business Luncheon
Omni William Penn Hotel



Seasonal Celebration
Frick Art & Historical Center
Faberge Exhibit



White House Trip
White House



Special Breakfast Meeting
Senator Wayne Fontana
Rivers Club

Corporate Sponsors

AHRCO	Highmark Blue Cross Blue Shield
Allegheny County Airport Authority	Huntington Bank
Allegheny General Hospital/WPAHS	LANXESS Corporation
Allstate Insurance Company	Manchester Bidwell Corporation
Bayer MaterialScience LLC	Massaro Corporation
BNY Mellon	NOVA Chemicals
Citizens Bank of Pennsylvania	P.J. Dick/Trumbull Corporation/Lindy Paving
Clayton Academy	Pittsburgh Pirates
Community College of Allegheny County	PNC Financial Services Group, Inc.
Constellation Energy	PPG Industries, Inc.
Dollar Bank	Prudential Insurance Company of America
Dominion Foundation	Reed Smith LLP
Duquesne Light	Rivers Casino
EQT Corporation	Robert Morris University
Fifth Third Bank of Western Pennsylvania	State Farm Insurance
First Niagara Bank	Turner Construction Company
Giant Eagle	United States Steel Corporation
GlaxoSmithKline Consumer Healthcare	University of Pittsburgh
Heinz World Headquarters	UPMC



Special Partners

ALCOA Foundation

Bayer USA Foundation

H.J. Heinz Company

The Heinz Endowments

Jewish Healthcare Foundation

MARC USA

Omni William Penn Hotel

The Pittsburgh Foundation

Richard King Mellon Foundation



