



## **2013 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 been fortunate to manage the challenges brought on by the economy while working to continuously provide business opportunities for African American business owners and professionals. Our growing diverse membership acknowledges our advocacy efforts as being an integral part of their advancement. This maximizes our strength as an organization to reach new heights and create an environment that enhances our members to secure procurement opportunities.

Our membership base remains stable although some members have opted for employment opportunities to ensure their personal stability. The impact on the Chamber reflected a 4% change in the membership; however, we have maintained our ranking among the top 15 Chambers of Commerce in our region.

New businesses entering our marketplace present new opportunities for membership growth and expansion. Our program offering is designed to partner with these new companies and make introductions for members to develop business relationships. Our Business Institute continues to be the appropriate vehicle for educating business owners and professionals on staying abreast of advances in technology and energy, particularly with respect to the development of the Marcellus Shale. We continue working to strengthen the business acumen of new entrepreneurs that join the ranks.

Last year, the Business Institute offered the entire membership skills development programs and ways to strengthen their human capital. Ten new programs were designed for the membership along with a program that attracted new entrepreneurs and professionals to join our ranks. Our two year Diabetes demonstration project, a national model, broadened our audience and educated over 400 participants about the threats of this disease and how to live and develop healthier life styles. In addition, the project also demonstrated the impact the disease has on the workforce including the employers' ability to provide health insurance. The program was supported through the Chamber's many partnerships within the foundation and corporate communities, who both helped sponsor this valuable program. The How to do Business Workshop series not only instructed members about corporate expectations, it increased their awareness about the growing energy industry and how they can become engaged. The benefits of the workshops are already being realized.

The Chamber network is the logical route to expand small business owners' relationships. Members have the opportunity to meet decision makers, a benefit that is immeasurable. This includes our monthly PowerBreakfast Meetings and Members' Mixers, two hallmarks of our organization that continue to provide access to corporate executives. This process has proven valuable for enabling Chamber Members to move to the next level of engagement. Our relationship with major corporations and our community partners are extremely important to the Chamber. Our goal is to match the corporations' procurement officers with our membership who are able to provide goods and services at competitive prices. This process is important to ensure the success and viability of our members within the corporate community.

The journey continues, as we work to empower African American business owners and professionals. This is our priority. We also take seriously the expectations of our partners and the corporate community and work diligently to ensure the expectations are met.

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

## ***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:***

265 Members with less than \$200,000 in Annual Revenue  
59 Members with \$200,000 to \$2 million in Annual Revenue  
47 Supporting Members (Non-African American)  
76 Associate/Non-Profit Organizations

8 Chairman Circle Members (African American)  
4 Corporate Supporters (Non-African American)  
25 Corporate Sponsors  
14 Presidential Roundtable Members

## ***Membership developed within the following counties:***

Allegheny	Beaver	Butler	Erie	Fayette
Greene	Mercer	Washington	Westmoreland	

***Ranked 11<sup>th</sup> of the Twenty-Five Largest Pittsburgh-Area Chambers of Commerce***

## ***Programs Conducted:***

### **Business Institute**

- Candidates Forum – Pennsylvania House of Representatives (District 24)
- Diabetes Workshop – Held four Workshops
- How to do Business in the Marcellus Shale
- How to do Business with Allegheny County
- Small Business Tax Workshop

## ***Events Included:***

Members' Orientation – Held two Workshops  
Thirteenth Annual Members Meeting & Luncheon  
Seven PowerBreakfast Meetings  
Seasonal Celebration – The Andy Warhol Museum  
Breakfast Business Meeting with Senator Robert Casey, Jr.

Special Breakfast Meeting with Senator Wayne Fontana  
Seven Corporate Sponsored Members Mixers  
Ice Skating Party at PPG Ice Rink  
Fourteenth Annual Business Luncheon

## ***Over 3,000 Business Referrals***

***Produced Fourteenth Membership Directory***

## ***Distributed over 5,900 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 VII**  
West Penn Hospital



**Candidates Forum – PA House of Representatives**  
Rivers Club



**Marcellus Shale Workshop**  
Koppers Building



# INTRODUCTION TO THE CONDENSED FINANCIAL STATEMENTS

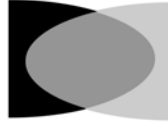
## Introduction to the Condensed Financial Statements



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, 2012 and 2011, 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, 2012 and 2011, 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 April 3, 2013, may be viewed at the Chamber's office, located at 436 Seventh Avenue, Suite 2220, Pittsburgh, PA 15219.

# FINANCIALS PAGE



## African American Chamber of Commerce of Western Pennsylvania and Affiliated Foundation

	<u>2012</u>	<u>2011</u>
Current Assets	\$ 454,354	\$ 400,166
Fixed Assets, net	<u>6,194</u>	<u>8,301</u>
<b>Total Assets</b>	<b><u>\$ 460,548</u></b>	<b><u>\$ 408,467</u></b>
Current Liabilities	\$ 7,858	\$ 4,716
Net Assets	<u>452,690</u>	<u>403,751</u>
<b>Total Liabilities and Net Assets</b>	<b><u>\$ 460,548</u></b>	<b><u>\$ 408,467</u></b>

### Condensed Consolidated Statements of Activities

	<u>2012</u>	<u>2011</u>
<b>Revenue and Support</b>	<b><u>\$ 526,442</u></b>	<b><u>\$ 496,663</u></b>
<b>Expenses</b>		
Program services		
Member Services	110,291	119,107
Business Institute	97,760	73,036
Diabetes Project	130,322	137,731
Other	-	8,455
Administrative and general	52,005	45,869
Fundraising	<u>87,125</u>	<u>94,654</u>
Total Expenses	<u>477,503</u>	<u>478,852</u>
<b>Change in Net Assets</b>	<b><u>\$ 48,939</u></b>	<b><u>\$ 17,811</u></b>

# **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*

*Kaye Bealer*

*Phyllis Comer*

*James Cooper*

*Howard Graves, Jr.*

*Herman Jones, Ph.D.*

*Doris Carson Williams, President and CEO*

# FOUNDATION BOARD OF DIRECTORS

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

*Samuel Stephenson, Chairman*

*Cheryl Allen, Treasurer*

*Dr. Rhonda Moore Johnson*

*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

Information Technology Clinics

Strengthening Your Business Acumen

## ***HIGHLIGHTS OF THE PAST YEAR***



**Annual Business Luncheon**  
Omni William Penn Hotel



**Seasonal Celebration**  
The Andy Warhol Museum  
Warhol: Headlines



**PowerBreakfast Meeting**  
Rivers Club



**Business Breakfast Meeting**  
U.S. Senator Robert Casey, Jr.  
Rivers Club

## **Corporate Sponsors**

AHRCO

Allegheny County Airport Authority

Allegheny General Hospital/WPAHS

BNY Mellon

Citizens Bank of Pennsylvania

Clayton Academy

Community College of Allegheny County

Constellation Energy

Dollar Bank

Dominion Foundation

Duquesne Light

EQT Corporation

Fifth Third Bank of Western Pennsylvania

First Niagara Bank

Giant Eagle

Glaxosmithkline Consumer Healthcare

Heinz World Headquarters

Highmark Blue Cross Blue Shield

Huntington Bank

KBK Enterprises

Manchester Bidwell Corporation

NOVA Chemicals

Oxford Development Company

P.J. Dick/Trumbull Corporation/Lindy Paving

Pittsburgh Penguins

Pittsburgh Pirates

PNC Financial Services Group, Inc.

Point Park University

PPG Industries, Inc.

Prudential Insurance Company of America

Reed Smith LLP

Rivers Casino

Robert Morris University

S & T Bank

State Farm Insurance

Turner Construction Company

United States Steel Corporation

University of Pittsburgh

UPMC

Westinghouse Electric Company



## **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





AFRICAN AMERICAN  CHAMBER OF COMMERCE  
OF WESTERN PENNSYLVANIA