



2014 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 renewed our commitment to continuously provide business opportunities to African American business owners and professionals. For the second consecutive year, our Chamber is ranked the tenth largest among the regions' top twenty five Chambers of Commerce. The diversity of our membership maximizes our strength as an organization to reach new heights in securing procurement opportunities for our members in an ever changing economy. In January 2014, the U.S. economy closed out 55 months of continuous growth. The change in the economy has made the African American Chamber of Commerce more diligent in working to advocate and assist our membership in advancing to the next level.

The exposure small business owners receive through our network is immeasurable. Our monthly PowerBreakfast Meetings and Members' Mixers, two hallmarks of our organization, continue to attract corporate decision makers, including industry leaders in health care and energy. The relationship with major corporations and our community partners is vital to our organization. Our goal is to match the corporations' procurement officers with our Chamber members who can provide quality goods and services at competitive prices. This process is also strengthened through our workshops that communicate the expectations of corporations to our members as well as enhance the members' skill sets. 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 collaborating with the University of Pittsburgh's Institute for Entrepreneurial Excellence. Our partnership with the Urban Power to Prosper Program produced a series of workshops designed to enhance our members' knowledge to enable them to grow their business and strengthen their business acumen. Our goal is to move that collaboration to the next level by offering a certificate workshop program that focuses specifically on sales and marketing, time management, and finance.

Strengthening the business acumen of our members remains our priority. Over 2,000 small business owners and professionals took advantage of our educational programs in 2013 through our Business Institute with the support of our partnerships with organizations. As our nation continues to recover from a challenging period of economic downturn, the African American Chamber of Commerce of Western Pennsylvania will continue to provide programs 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.

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:

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

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

Membership developed within the following counties:

Allegheny	Beaver	Butler	Erie	Fayette
Greene	Mercer	Washington	Westmoreland	

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

Programs Conducted:

Business Institute

- ABC's of Selling Online Workshop
- Affordable Care Act Workshop
- Business Boot Camp Workshop
- Financial Planning Workshop
- Focus on Business Finances Workshop
- Held **FOUR** How to do Business Workshops (Public & Private Corporations)
- Marcellus Shale Workforce & Business Development Workshop
- Social Media Workshop for Small Businesses

Events Included:

Members' Orientation – Held two Workshops
Fourteenth Annual Members Meeting & Luncheon
Seven PowerBreakfast Meetings
Seasonal Celebration – The Savoy

Special Breakfast Meeting with Senator Wayne Fontana
Seven Corporate Sponsored Members Mixers
Mayoral Candidates Forum
Fifteenth Annual Business Luncheon

Over 2,870 Business Referrals

Produced Fifteenth Membership Directory

Distributed over 5,450 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



Financial Planning Workshop
Koppers Building



Mayoral Candidates Forum
Rivers Club



Members Mixer
Dollar Bank

INTRODUCTION TO THE CONDENSED FINANCIAL STATEMENTS

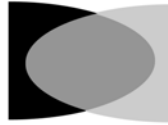
Introduction to the Condensed Financial Statements



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, 2013 and 2012, 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, 2013 and 2012, 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 28, 2014, 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

Condensed Consolidated Statements of Financial Position

	<u>2013</u>	<u>2012</u>
Current Assets	\$ 476,211	\$ 454,354
Fixed Assets, net	3,418	6,194
Total Assets	<u><u>\$ 479,629</u></u>	<u><u>\$ 460,548</u></u>
Current Liabilities	\$ 2,566	\$ 7,858
Net Assets	<u>477,063</u>	<u>452,690</u>
Total Liabilities and Net Assets	<u><u>\$ 479,629</u></u>	<u><u>\$ 460,548</u></u>

Condensed Consolidated Statements of Activities

	<u>2013</u>	<u>2012</u>
Revenue and Support	<u>\$ 511,242</u>	<u>\$ 526,442</u>
Expenses		
Program services		
Member Services	100,658	110,291
Business Institute	186,581	97,760
Diabetes Project	32,931	130,322
Administrative and general	71,385	52,005
Fundraising	<u>95,314</u>	<u>87,125</u>
Total Expenses	<u>486,869</u>	<u>477,503</u>
Change in Net Assets	<u><u>\$ 24,373</u></u>	<u><u>\$ 48,939</u></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

Kaye Bealer

Caster Binion

Phyllis Comer

Howard Graves, Jr.

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:

Finance & Investment Workshops

How to do Business Workshops

Information Technology Clinics

Legal Workshops

Social Media Workshops

Strengthening Your Business Acumen
HIGHLIGHTS OF THE PAST YEAR



Annual Business Luncheon
Omni William Penn Hotel



**How to do Business with the
Housing Authority of the City of Pittsburgh**
Housing Authority Conference Room



Members Mixer
PNC Park



Special Breakfast Meeting
Rivers Club

Corporate Sponsors

AHRCO	Manchester Bidwell Corporation
Allegheny County Airport Authority	Mine Safety Appliances Company
Allegheny Health Network	Oxford Development Company
BNY Mellon	P.J. Dick/Trumbull Corporation/Lindy Paving
Chevron	Pittsburgh Penguins
Citizens Bank of Pennsylvania	Pittsburgh Pirates
Columbia Gas of Pennsylvania	PNC Financial Services Group, Inc.
Community College of Allegheny County	Point Park University
Constellation Energy	PPG Industries, Inc.
Dollar Bank	Reed Smith, LLP
Dominion Foundation	The Rivers Casino
Duquesne Light Company	Robert Morris University
EQT Corporation	S & T Bank
Ernst & Young	Shell
First Niagara Bank	State Farm Insurance
Giant Eagle, Inc.	Turner Construction Company
Heinz World Headquarters	United States Steel Corporation
Highmark Blue Cross Blue Shield	University of Pittsburgh
The Huntington National Bank	UPMC
KBK Enterprises, LLC	



Special Partners

ALCOA Foundation

H.J. Heinz Company

The Heinz Endowments

MARC USA

McCune Foundation

Omni William Penn Hotel

The Pittsburgh Foundation

PNC Foundation

Richard King Mellon Foundation



AFRICAN AMERICAN  CHAMBER OF COMMERCE
OF WESTERN PENNSYLVANIA