



## **2015 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, CCE*  
President and CEO

## **Message from the Chairman & President:**

### **Striving to Achieve Economic Parity**

The African American Chamber of Commerce of Western Pennsylvania maintains our commitment to continuously provide business opportunities to African American business owners and professionals. Our ranking as the tenth largest Chamber in our region is a signal of our increasing outreach to small business owners, entrepreneurs, and professionals to join our organized body. The diversity of our membership maximizes our strength as an organization to reach new heights in securing procurement opportunities. As the economy continues to show signs of improvement, we remain diligent in working to advocate and assist our membership.

Through the Chamber's programs and events, small business owners' exposure to corporate, government, and community decision makers is immeasurable in strengthening their network. The Business Institute Workshops represent the relationship between the Chamber and major corporations and our many community partners in helping to match the corporations' procurement officers with Chamber members: this is the initial step in developing a business relationship. This process serves to enhance the skill set of our members as well as help them know the expectations of corporations. This process continues to be of mutual benefit to both the purchaser and supplier of goods and services. 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 Chamber continues to collaborate with PNC Financial Services Group, Inc. and the University of Pittsburgh's Urban Entrepreneurship Program. Members gain greater insight on various aspects of business through a series of workshops designed to enable them to strengthen their business acumen. Now we have moved the collaboration to the next level by offering a certificate, acknowledging their participation: the number of participants continues to grow.

Nearly 2,500 entrepreneurs and established small business owners and professionals have taken advantage of our educational programs offered through the Business Institute with the support of our many corporate sponsors and partnering organizations. Strengthening the business acumen of our members remains our priority.

In conclusion, the Chamber partnerships with corporations and the foundation community have contributed to the credibility of our membership, as we work to empower African American businesses 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:***

267 Members with less than \$200,000 in Annual Revenue  
64 Members with \$200,000 to \$2 million in Annual Revenue  
52 Supporting Members (Non-African American)  
77 Associate/Non-Profit Organizations

7 Chairman Circle Members (African American)  
4 Corporate Supporters (Non-African American)  
29 Corporate Sponsors  
16 Presidential Roundtable Members

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

Allegheny  
Greene

Beaver  
Mercer

Butler  
Washington

Erie  
Westmoreland

Fayette

***Ranked 10<sup>th</sup> of the Twenty-Five Largest Pittsburgh-Area Chambers of Commerce***

## ***Programs Conducted:***

### **Business Institute**

- An Update on the Affordable Care Act Workshop
- A Discussion on Legal Issues Workshop
- How to do Business with Coca Cola Workshop
- How You do What You do Successfully Workshop
- Opportunities for Small Business in the Marcellus Shale & Beyond Workshop
- Private Equity Workshop
- Social Media Workshop for Small Businesses
- Strategic Planning Workshop
- Structuring a Sales Call Workshop

## ***Events Included:***

Members' Orientation – Held two Workshops  
Fifteenth Annual Members Meeting & Luncheon  
Seven PowerBreakfast Meetings  
Seasonal Celebration – Carnegie Science Center

Special Breakfast Meeting with Congressman Mike Doyle  
Seven Corporate Sponsored Members Mixers  
Sixteenth Annual Business Luncheon  
Workshop with Development Dimensions International

***Over 2,500 Business Referrals***

***Produced Fifteenth Membership Directory***

***Distributed over 6,200 Bids for Proposals***

***Published Monthly Newsletters***

***Program Notification & Membership Application available on Website***

## ***Member:***

American Chamber of Commerce Executives  
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  
World Affairs Council of Pittsburgh

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



**Annual Meeting & Luncheon**  
Omni William Penn Hotel



**Strategic Planning Workshop**  
Koppers Building



**PowerBreakfast Meeting**  
Rivers Club



**Seasonal Celebration**  
Carnegie Science Center



# INTRODUCTION TO THE CONDENSED FINANCIAL STATEMENTS

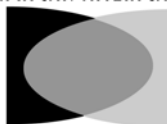
## Introduction to the Condensed Financial Statements



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, 2014 and 2013, 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, 2014 and 2013, 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 16, 2015, 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>2014</u>	<u>2013</u>
Current Assets	\$ 398,113	\$ 476,211
Fixed Assets, net	<u>3,924</u>	<u>3,418</u>
<b>Total Assets</b>	<b><u>\$ 402,037</u></b>	<b><u>\$ 479,629</u></b>
Current Liabilities	\$ 6,652	\$ 2,566
Net Assets	<u>395,385</u>	<u>477,063</u>
<b>Total Liabilities and Net Assets</b>	<b><u>\$ 402,037</u></b>	<b><u>\$ 479,629</u></b>

### Condensed Consolidated Statements of Activities

	<u>2014</u>	<u>2013</u>
<b>Revenue and Support</b>	<b><u>\$ 420,639</u></b>	<b><u>\$ 511,242</u></b>
<b>Expenses</b>		
Program services		
Member Services	111,243	100,658
Business Institute	232,736	186,581
Diabetes Project	-	32,931
Administrative and general	57,141	71,385
Fundraising	<u>101,197</u>	<u>95,314</u>
Total Expenses	<u>502,317</u>	<u>486,869</u>
<b>Change in Net Assets</b>	<b><u>\$ (81,678)</u></b>	<b><u>\$ 24,373</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*

*Caster Binion*

*Phyllis Comer*

*James Cooper*

*Howard Graves, Jr.*

*Doris Carson Williams, CCE, 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, CCE, President and CEO*

*Glenn R. Mahone, Counsel*



## **MEMBERSHIP BENEFITS**

Advocacy for Business Opportunities

Complimentary Business Referral Service

Discounted Business Services

Government Procurement Initiatives

Group Health & Life Insurance  
(For companies with 10 or more employees)

Link to Social Media Highlights

Listing in our Membership Directory

Listing in Regional Connections Directory

Long Term Disability Insurance

Mentoring Programs for Businesses

Monthly Member Networking Events

Monthly Newsletter

Monthly PowerBreakfast Meetings

State Legislative Directory

Website Directory Listing

## **BUSINESS INSTITUTE PROGRAMS:**

Finance & Tax Workshops

How to do Business Workshops

Information Technology Clinics

Legal Workshops

Marketing Workshops

Social Media Workshops

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



**Annual Business Luncheon**  
Omni William Penn Hotel



**Members Mixer**  
Carnegie Museum of Pittsburgh



**How to do What you do Successfully**  
Koppers Building



**Special Breakfast Meeting**  
Rivers Club

## **Corporate Sponsors/Presidential Roundtable Members**

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



## **Special Partners**

ALCOA Foundation

Bayer MaterialScience LLC

H.J. Heinz Company

The Heinz Endowments

MARC USA

McCune Foundation

Omni William Penn Hotel

The Pittsburgh Foundation

PNC Foundation

Richard King Mellon Foundation





## **Administrative Support**

Doris Carson Williams, CCE  
President and CEO

Shawn Hicks  
Director of Administration

Deborah Parker  
Business Consultant



AFRICAN AMERICAN  CHAMBER OF COMMERCE  
OF WESTERN PENNSYLVANIA