



2009 ANNUAL REPORT

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



MESSAGE FROM THE CHAIRMAN & PRESIDENT (PAGE)



Samuel Stephenson
Chairman



Doris Carson Williams
President & CEO

Message from the Chairman & President:

Striving to Achieve Economic Parity

The African American Chamber of Commerce of Western Pennsylvania is preparing to move into a new decade of continuously providing business opportunities to African American business owners and professionals, recognizing that much of our strength as an organization lies in the diversity of our membership. We value the diversity that makes our efforts beneficial for all members as we continue to strengthen our organization. We remain diligent in advocating on behalf of our members to help them grow as we continuously reach out to identify new entrepreneurs to become a part of our organized body. Our next milestone is to expand the footprint of our members' operating markets beyond our region to national and international heights. Our many relationships and partnerships have helped us achieve our ranking among the top 15 Chambers of Commerce in the region and remain critical components for our sustainability.

These are turbulent times for many small business owners. The current economic climate has limited their access to capital, and in some cases, has limited them from participating with us. As our region works to reposition itself and become stronger, we remain committed to working with the business community to engage our membership in the procurement of their goods and services.

We continue to identify ways to enhance the effectiveness of our members through our Business Institute and joint ventures with other organizations. Our workshops and lectures have aided us in serving small business owners in a variety of capacities through the expertise of local academic and business leaders. The 'Lead the Way to Green Buildings' lectures and workshops are proving to be beneficial to the broader audience of entrepreneurs in our region and across the state. Continually educating our members and staying abreast of state-of-the-art technology advances remain a priority. By exposing small business owners to the protocol and requirements on doing business with the corporate community, our members have grown their access and increased the number of firms corporate America has as an additional resource for suppliers. Our PowerBreakfast Meetings and Members' Mixers, two hallmarks of our organization that are proven models, continue to provide access to corporate decision makers.

As we work to empower African-American businesses, our partnerships with the majority business and foundation community have produced immeasurable benefits for our members. The corporate community now extends invitations to host our membership and sponsor our programs and events. We appreciate the value of such relationships and look forward to their continued support.

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

Mission Statement (page)

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 insuring full participation in the public and private sectors throughout the region.



OUR VISION & GOALS (page)

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 (PAGE 1)

Growth of the membership base:

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

6 Chairman Circle Members (all African American)
6 Corporate Supporters (all Non African American)
23 Corporate Sponsors
16 Presidential Roundtable Members

Membership developed within the following counties:

Allegheny	Beaver	Butler	Erie	Fayette
Greene	Mercer	Washington	Westmoreland	

Programs Conducted:

Business Institute

- Business & Access to Capital Workshop with National City Bank
- Consolidating the City of Pittsburgh & Allegheny County Governments
- Focus Group/Transportation Workshop
- How to Do Business with The Forbes Funds
- How to Understand Taxes, Grants, & Loans
- LEED the Way to Green Buildings Workshop
- LEED the Way to Green Buildings Workshop Part II (An External Commercial Green Building)
- Protecting Your Investments During Turbulent Times

Events Included:

New Members' Orientation
Ninth Annual Members Meeting
Eight PowerBreakfast Meetings
New Years' Celebration – Senator John Heinz History Center

Seven Corporate sponsored Members Mixers
Ice Skating Party at PPG Ice Rink
Tenth Annual Business Luncheon

Over 6,600 Business Referrals

Produced Tenth Membership Directory

Distributed over 4,808 bids for proposals

Publish Monthly Newsletter

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
Pa. Chamber of Business & Industry*

*Pennsylvania Workforce Investment Board
Pittsburgh Regional Minority Purchasing Council
River Life Task Force
VisitPittsburgh
World Affairs Council of Pittsburgh*

HIGHLIGHTS OF THE PAST YEAR (page 2)



Ninth Annual Meeting
Omni William Penn Hotel



Tenth Anniversary Celebration
Frick Art & Historical Center



New Members' Orientation
Regional Enterprise Tower



How to Understand Taxes, Grants & Loans
Urban Redevelopment Authority of Pittsburgh

INTRODUCTION TO THE CONDENSED FINANCIAL STATEMENTS

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Introduction to the Condensed Financial Statements

The American African Chamber of Commerce of Western Pennsylvania and Affiliated Foundation condensed consolidated statement of financial position and statement of activities for the year ended September 30, 2008 are presented in this section. These statements were prepared from information derived from the Chamber's audited consolidated financial statements.

The Chamber and Affiliated Foundation's financial statements undergo an annual audit, which is conducted by Paparone, Stillwaggon & McGill, LLP. They audited our financial statements for the year ended September 30, 2008, which are presented in conformity with GAAP, and expressed an unqualified opinion on these financial statements. A copy of Paparone, Stillwaggon & McGill, LLP's audit report dated April 17, 2009 may be viewed at the Chamber's office located at 425 Sixth Street, Suite 1330, Pittsburgh, PA 15219.

FINANCIALS PAGE



African American Chamber of Commerce of Western Pennsylvania and Affiliated Foundation

Condensed Consolidated Statements of Financial Position September 30, 2008

Current Assets	\$ 346,245
Fixed Assets, net	2,805
Total Assets	\$ 349,050
Current Liabilities	\$ 18,963
Net Assets	330,087
Total Liabilities and Net Assets	\$ 349,050
Revenue and Support	\$ 455,206
Expenses	
Program services	
Member Services	152,069
Business Institute/ Mentor Protégé	230,324
Other	34,054
Administrative and general	58,517
Fundraising	55,741
Total Expenses	530,705
Change in Net Assets	\$ (75,499)

BOARD OF DIRECTORS (PAGE 1)

African American Chamber of Commerce of Western Pennsylvania

Samuel Stephenson, Chairman

Oscar Worthy, Vice Chairman

Cheryl Allen, Treasurer

Ann Rucker, Secretary

David Atkins

Howard Graves, Jr.

Herman Jones, Ph.D.

Julius LaRosa

John Laymon, Jr.

Theodore Roberts, Jr.

Jennifer Cash Wade

Sheila A. Washington

Doris Carson Williams, President & CEO

FOUNDATION BOARD OF DIRECTORS (PAGE 2)

African American Chamber of Commerce Foundation of Western Pennsylvania

Samuel Stephenson, Chairman

Oscar Worthy, Vice Chairman

Cheryl Allen, Treasurer

James Diggs, Esq.,

Ernestine Harris

Robert D. Jones

William E. Strickland, Jr.

Doris Carson Williams, President & CEO

Glenn R. Mahone, Counsel

MEMBERSHIP BENEFITS (Page)

Advocacy for Business Opportunities

Annual Legislative Directory

Business Referral Service

Discounted Business Services

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

Enhancing Your Business Acumen

Finance & Investment Workshops

How to do Business Workshops

Information Technology Clinics

HIGHLIGHTS OF THE PAST YEAR



Business Institute
LEED the Way to Green Buildings Workshop
Regional Enterprise Tower



Tenth Annual Business Luncheon
Omni William Penn Hotel



Business Institute
**Consolidating the City of Pittsburgh &
Allegheny County Governments**
Regional Enterprise Tower



Networking Mixer
Associate Member Don Kortlandt's Home
Mount Washington

Corporate Sponsors

AHRCO

Allstate Insurance Company

Allegheny County Airport Authority

The Bank of New York Mellon Corporation

Bayer MaterialScience LLC

Citizens Bank of Pennsylvania

Community College of Allegheny County

Community Education Partners, Inc.

Dollar Bank

Dominion Foundation

Duquesne Light

Equitable Resources, Inc.

Ernst & Young

FedEx Ground

First Commonwealth Bank

Giant Eagle, Inc.

GlaxoSmithKline Consumer Healthcare

Heinz World Headquarters

Highmark Blue Cross Blue Shield

Manchester Bidwell Corporation

National City Bank of Pennsylvania

NOVA Chemicals

Pittsburgh Pirates

PNC Financial Services Group, Inc.

PPG Industries, Inc.

Prudential Insurance Company of America

Reed Smith LLP

Siemens Building Technologies, Inc

State Farm Insurance

Turner Construction Company

United States Steel Corporation

University of Pittsburgh

University of Pittsburgh Medical Center



Special Partners (page)

ALCOA Foundation

The Bank of New York Mellon

The Heinz Endowment

MARC USA

Omni William Penn Hotel

The Pittsburgh Foundation

Prudential Insurance Company of America

Richard King Mellon Foundation



(LAST PAGE)

AFRICAN AMERICAN  CHAMBER OF COMMERCE
OF WESTERN PENNSYLVANIA