

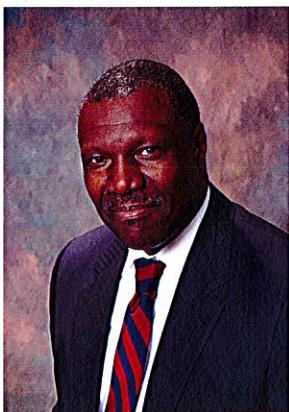


## **2010 ANNUAL REPORT**

*“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 'Leed 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 ensuring 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:***

238 Members with less than \$200,000 in Annual Revenue  
57 Members with \$200,000 to \$2 million in Annual Revenue  
54 Supporting Members (Non African American)  
71 Associate/Non-Profit Organizations

7 Chairman Circle Members (African American)  
6 Corporate Supporters (Non African American)  
25 Corporate Sponsors  
15 Presidential Roundtable Members

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

Allegheny      Beaver  
Greene      Mercer

Butler      Washington

Erie      Fayette  
Westmoreland

## ***Programs Conducted:***

### **Business Institute**

- Candidates Forum (Mayoral & City Council Districts 6 & 8)
- Dr. Kenneth Melani Healthcare Update Dinner
- Federal Reserve Bank of Cleveland Economic Forecast Luncheon
- Getting the Estimate Right
- The Future of Green Jobs – Jerome Ringo
- Information Technology Clinic – How I.T. Relates to Your Business
- How to Do Business with Point Park University
- How to Do Business with Rivers Casino
- LEED the Way to Green Buildings Workshop Part III (Becoming LEED Certified)
- LEED the Way to Green Buildings Workshop Part IV (Sustainability & Green Products)
- New Electricity & Natural Gas Pools
- Transit Development Plan Workshop

## ***Events Included:***

New Members' Orientation  
Tenth Annual Members Meeting & Luncheon  
Eight PowerBreakfast Meetings  
Seasonal Celebration – August Wilson Center  
for African American Culture

Six Corporate Sponsored Members Mixers  
Ice Skating Party at PPG Ice Rink  
Eleventh Annual Business Luncheon

***Over 5,804 Business Referrals  
Produced Eleventh Membership Directory***

***Distributed over 4,248 Bids for Proposals  
Published Monthly Newsletters***

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

## ***Member:***

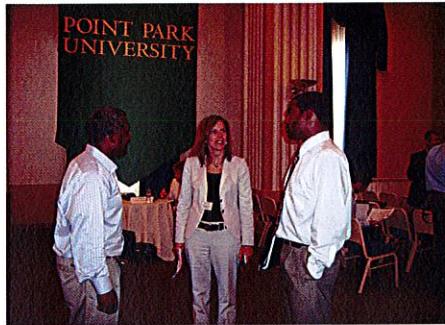
Pittsburgh Airport Area Chamber of Commerce  
City of Pittsburgh Equal Opportunity Commission  
The Federation of International Trade Associations  
Metropolitan Area Hispanic Chamber of Commerce  
National Black Chamber of Commerce  
N.E.D.

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

## ***HIGHLIGHTS OF THE PAST YEAR (page 2)***



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



**How To Do Business with Point Park University**  
Point Park University



**How to do Business with Rivers Casino**  
Rivers Casino



**LEED the Way to Green Buildings Workshop**  
(Becoming LEED Certified)  
Regional Enterprise Tower

## INTRODUCTION TO THE CONDENSED FINANCIAL STATEMENTS PAGE

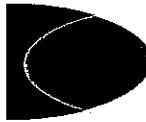


### Introduction to the Condensed Financial Statements

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, Stillwagon & 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, Stillwagon & 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
<b>Total Assets</b>	<b>\$ 349,050</b>
Current Liabilities	\$ 18,963
Net Assets	330,087
<b>Total Liabilities and Net Assets</b>	<b>\$ 349,050</b>
<b>Revenue and Support</b>	<b>\$ 455,206</b>
<b>Expenses</b>	
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
<b>Change in Net Assets</b>	<b>\$ (75,499)</b>

## 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*

*Louis Alexander*

*David Atkins*

*Howard Graves, Jr.*

*Herman Jones, Ph.D.*

*Julius LaRosa*

*John Laymon, Jr.*

*Cheryl McAbee*

*A. Fulton Meachem, Jr.*

*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

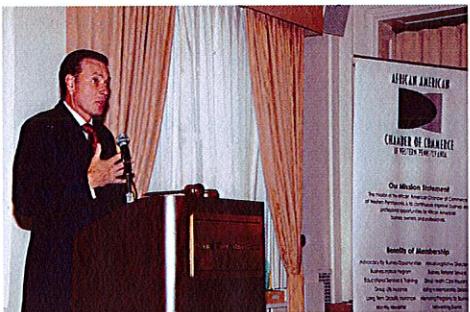
Enhancing Your Business Acumen

Finance & Investment Workshops

How to do Business Workshops

Information Technology Clinics

## HIGHLIGHTS OF THE PAST YEAR



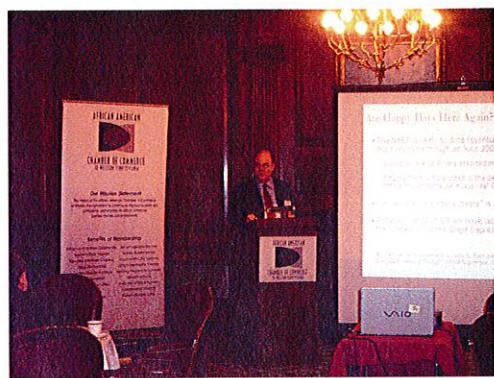
**Annual Members Meeting & Luncheon**  
Omni William Penn Hotel



**Seasonal Celebration**  
August Wilson Center for African  
American Culture



**Getting the Estimate Right**  
Regional Enterprise Tower



**Federal Reserve Bank of**  
**Cleveland Luncheon**  
Duquesne Club

## Corporate Sponsors

AHRCO	Giant Eagle
Allegheny County Airport Authority	GlaxoSmithKline Consumer Healthcare
Allegheny General Hospital	Heinz World Headquarters
Allstate Insurance Company	Highmark Blue Cross Blue Shield
Bayer MaterialScience LLC	Manchester Bidwell Corporation
BNY Mellon	Massaro Corporation
Citizens Bank of Pennsylvania	Nationwide Insurance
Community College of Allegheny County	NOVA Chemicals
Community Education Partners, Inc.	Pittsburgh Pirates
Dollar Bank	PNC Financial Services Group, Inc.
Dominion Foundation	PPG Industries, Inc.
Duquesne Light	Prudential Insurance Company of America
EQT Corporation	Reed Smith LLP
Ernst & Young	State Farm Insurance
Everest Institute	Turner Construction Company
Fifth Third Bank of Western Pa.	United States Steel Corporation
First Commonwealth Bank	University of Pittsburgh
First Niagara Bank	University of Pittsburgh Medical Center



## **Special Partners (page)**

ALCOA Foundation

BNY Mellon

The Heinz Endowments

MARC USA

Nationwide Insurance

Omni William Penn Hotel

The Pittsburgh Foundation

Richard King Mellon Foundation

Urban Settlement Services, LLC.



(LAST PAGE)

