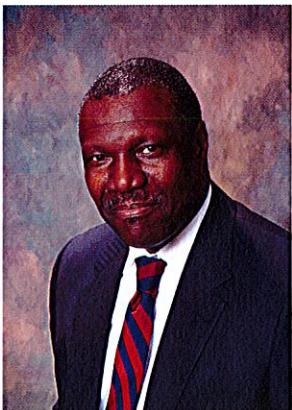


## **2011 ANNUAL REPORT**

*“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, now operating in our eleventh year, remains committed to helping African American business owners and professionals move to the next level of engagement. We worked diligently toward assisting our diverse membership through the recent economic downturn, and look forward to increasing procurement opportunities that will spur their growth and employment. We are their advocate for business grow and development.

What distinguishes our organization is the support and counsel we offer our membership. The response to our annual surveys generates the development of programs tailored to the needs of small business owners. It is often during this process that firms begin working together and establishing partnerships. Our Business Institute continues to be the appropriate vehicle for educating business owners and professionals on advances in information technology, the value of planning for future business needs, and the importance of sound environmental projects, particularly with respect to green initiatives. The networking opportunities, through our PowerBreakfast Meetings and Members Mixers provide small businesses access to corporate decision makers, many of whom are not part of their network. Our goal is to match the corporations' procurement officers with our Chamber Members who can provide goods and services at competitive prices. Both events serve as a vehicle to increase membership and permit us to maintain our ranking in the top 15 Chambers of Commerce in the region.

The relationship with major corporations and our community partners is extremely important to the African American Chamber. Our Member Orientation Meeting allows us to share the expectations of corporations and the efficacy to be employed. This process has been and continues to be of mutual benefit to both the purchaser and supplier of goods and services. We take this seriously, and work to ensure that the expectations of our partners are met.

As the economy shows signs of recovery, the African American Chamber of Commerce of Western Pa remains committed to providing venues that assist in adapting to a changing and growing business environment. Having access to the capital markets will help small business owners advance their growth. We look forward to this critical component to strengthen small businesses that are the engine of our economy.

We are committed to this service. 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:***

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

8 Chairman Circle Members (African American)  
6 Corporate Supporters (Non African American)  
23 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**

- Candidates Forum – Gubernatorial & Lieutenant Gubernatorial Candidates
- Diabetes Workshop – Introductory workshop – Held two Workshops
- Discussion on Legal Issues – Held two Workshops
- How to do Business with Allegheny County Economic Development
- How to do Business with Community College of Allegheny County
- Sickle Cell Disease Luncheon with Dr. Lakshmanan Krishnamurti
- Social Media Workshop
- Structuring the Sales Call
- Time Management Workshop

### ***Events Included:***

Members' Orientation – Held two Workshops  
Eleventh Annual Members Meeting & Luncheon  
Seven PowerBreakfast Meetings  
Seasonal Celebration – Senator John Heinz History Center

Legislative Reception & Briefing  
Six Corporate Sponsored Members Mixers  
Ice Skating Party at PPG Ice Rink  
Twelfth Annual Business Luncheon

***Over 5,642 Business Referrals  
Produced Twelfth Membership Directory***

***Distributed over 4,064 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***



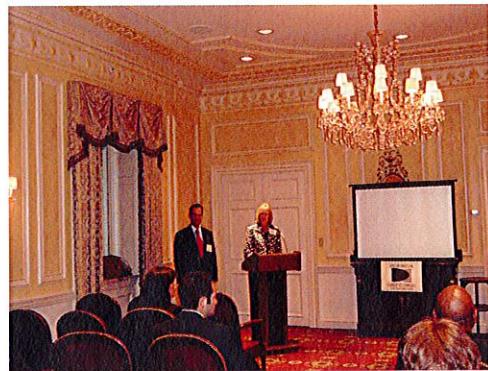
**Annual Meeting & Luncheon**  
Omni William Penn Hotel



**How To Do Business with**  
**Allegheny County Economic Development**  
Regional Enterprise Tower



**Candidates Forum – Gubernatorial Candidates**  
Rivers Casino



**Legislative Briefing & Reception**  
Duquesne Club

# INTRODUCTION TO THE CONDENSED FINANCIAL STATEMENTS

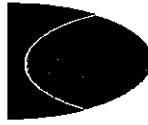
## Introduction to the Condensed Financial Statements



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, 2010 and 2009, 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 Paparone, Stillwaggon & McGill. The firm audited the financial statements for the years ended September 30, 2010 and 2009, 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 Paparone, Stillwaggon & McGill audit report dated March 15, 2011, may be viewed at the Chamber's office, located at 425 Sixth Avenue, Suite 1330, Pittsburgh, PA 15219.

**FINANCIALS PAGE**



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

**and Affiliated Foundation**

**Condensed Consolidated Statements of Financial Position**

**TO INSERT**

## 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*

*James Cooper*

*Howard Graves, Jr.*

*Herman Jones, Ph.D.*

*Julius LaRosa*

*A. Fulton Meachem, Jr.*

*James Rice*

*Doris Carson Williams, President and CEO*

## FOUNDATION BOARD OF DIRECTORS

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

*Samuel Stephenson, Chairman*

*Oscar Worthy, Vice Chairman*

*Cheryl Allen, Treasurer*

*Bridgette Driver*

*Robert D. Jones*

*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

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**



AFRICAN AMERICAN  
**Annual Business Luncheon**  
Omni William Penn Hotel



## Seasonal Celebration Heinz History Center Vatican Splendors



## Social Media Workshop



**Sickle Cell Luncheon**  
UPMC Herberman Conference Center

## **Corporate Sponsors**

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



## Special Partners

ALCOA Foundation

H.J. Heinz Company

The Heinz Endowments

MARC USA

Omni William Penn Hotel

Richard King Mellon Foundation



AFRICAN AMERICAN  CHAMBER OF COMMERCE  
OF WESTERN PENNSYLVANIA