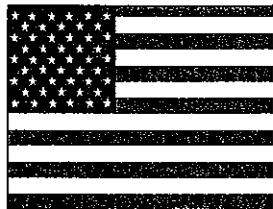


THIS EDITION

- ◆ Marketer's activities Squashed
- ◆ Legislative Hearing on for October 9th
- ◆ Co-hosting Financial Seminar
- ◆ New Bid & Referral Database in place
- ◆ Members in the News
- ◆ Welcome New Members

**MISSION STATEMENT**

The Mission of the African American Chamber of Commerce of Western Pennsylvania is to provide access and opportunities to African American businesses and professionals throughout the region.

Guided by the core values of equity in opportunity, economic advancement, self-sufficiency and entrepreneurial excellence, we will seek to advance economic parity by ensuring full participation

**AFRICAN AMERICAN CHAMBER OF COMMERCE
OF WESTERN PENNSYLVANIA**

AFRICAN AMERICAN CHAMBER OF COMMERCE
OF WESTERN PENNSYLVANIA
REGIONAL ENTERPRISE TOWER SUITE 1330
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www.aaccwp.com DORIS CARSON WILLIAMS, PRESIDENT

OCTOBER 2003
This monthly newsletter is prepared solely for members, supporters, & sponsors of the African American Chamber of Commerce of Western Pennsylvania

Thank you to all Members who emailed or called about a person trying to sell a database. Member Marimba Milliones was skillful in helping us to quickly resolve the situation. A Marketer in India copies information off web sites & markets the info for profit on the Internet. The intent was to sell Chamber info in Pa., our Chamber being one of five database he had prepared. Now aware that doing this is illegal in the U.S., he has apologized & ceased the activity. Your patience was greatly appreciated as we worked thru this issue.

The 'Doing Business with Equitable Resources' seminar was well attended & has already begun to produce results. Over 26 members were in attendance to learn about companies within Equitable, their procurement procedures & the invaluable networking opportunity for one-on-one meetings with their executive team. We have since met with their staff involved in pre-bid meetings for the new structure on the North Shore. Presidential Roundtable Member Murry Gerber is to be commended for his leadership.

The New Market presentation had to be post-

poned due to the cancellation of over 700 flights because of the hurricane winds. We look forward to rescheduling Les Matthews and his team. On short notice, Member Neil Barclay presented plans for the African American Cultural Center. It was very informative; can't wait for it to open in 2005.

Member Rod Doss was skillful at moderating the Candidates Forum as County Controller Dan Onorato & Chief Exec Jim Roddey shared their vision on economic development for our region. Now it is our turn to respond by going out & voting on November 4th.

October 9th
State Legislative
Public Hearing
2:00 – 4:00 PM
Regional Enterprise
Tower 7th Floor Theatre

The public hearing will begin with Secretary Donald Cunningham, Department of General Services holding a press conference on Governor Ed Rendell's new plans for women & minority business. He'll also give testimony to Members State Reps. Joe Preston & Jake Wheatley. They'll also accept your comments & recommendations

on issues, laws & policies impacting small business. Call & schedule time to comment.

Last month your Chamber installed a tracking & referral data base. Now its up & running & we can track all callers, what firms were referred, bids received & with your help who received the award. Thanks to Highmark's IT staff, an accurate account of the number of firms & individuals making inquiries can now be recorded.

It's hard to believe but soon it will be time to verify your firm's profile for the 2004 Membership Directory. Please, complete the form & return it ASAP.

**October 17th
PowerBreakfast
Meeting**

7:30 AM

Rivers Club
United Way's New
Business Briefcase

**THIS MEETING IS
NOT TO REQUEST
CAMPAIGN FUNDS.**
Member Murry Gerber, Chairman of the 2004 Campaign is leading the initiative to introduce the 'Business Briefcase, an online resource for you and your employees. Murry & Member Connie Barron will present this no-cost service that was developed by the

<p>PAGE 2</p> <p>United Way & local Chambers of Commerce. Each briefcase is customized to your firm & provides access to a vast database containing programs & links to organizations with valuable resources. You should not miss this meeting.</p> <p>Your Chamber & Member the Minority Purchasing Council will host a Financial Seminar at PNC's FirstSide Building location on October 22nd from 9-Noon. The seminar will include everything for new & small business. A separate announcement will be emailed.</p> <p>The City Council of Shreveport, Louisiana needs help in the construction of an \$80 million convention center & a \$20 million hotel. The city's Fair Share program calls for 25% MBE participation. Visit http://www.ecs.org/html/off-site.asp?document=http://www.ppic.org/main/publication.asp?i=321 for info on services, & distribution of bid information thru the National Black Chamber's website.</p> <p>Did you know that Whole Foods in Shadyside now carries orchids from MCG's-The Drew Mathieson Greenhouse?</p> <p>A special African Women Breast Cancer Stamp is being sold by the US Post Office. The stamp is 40 cents, with the additional 3 cents going to breast cancer research. A book costs only \$8.00. If all stamps are sold, it will raise \$35,000,000</p>	<p>for this important research. F. Michael Langley has been elected the new Chief Executive Officer of the Allegheny Conference on Community Development (ACCD) & its affiliated regional development organizations, starting November 1st. He has 30 years of experience in corporate management & strategy, business development, marketing, military leadership & technology operations. Michael & his wife Julie have 2 adult children.</p> <p>Member Ronnie Bryant would love to see you at the upcoming British-American Business Council's Transatlantic Business Conference that will take place in Pittsburgh, October 24 – 27 at the Sheraton Station Square. More than 300 international business leaders, including His Royal Highness, Prince Andrew-The Duke of York. Register at: www.transatlanticbusinessconference.com. PRA has also launched a CD-ROM aimed at providing human resources professionals, managers with hiring responsibilities & executive recruiters with a tool to help position our region to job candidates who don't know the area. For a copy, call (877) 392-1300; email: brc@regionalalliance.org.</p> <p>The Pirates are looking for a Director of Corporate Sales. You can submit your resume to: darlene.malone@pittsburghpirates.com. Do not call.</p> <p>The Mayor's Commission on Public Education released their Executive Summary & full Report on Keeping the Promise: The Case for Reform in the Pittsburgh Public Schools. It's also on-line at: www.educationcommission.org/reports.html.</p>	<p>The US Dept. of Commerce MBDA recently announced a new plan to help Minority Businesses to access capital thru N.Y. area venture capitalist & banks, called the Strategic Growth Initiative (SCI). If your firm's revenues exceed \$1 mill. In N.Y., N.J., Ct., or Pa., submit your business plan to Joshua Gubitz 212-264-3483, or email him at jgubitz@mbda.gov.</p> <p>The American Heart Association's 8th Annual African American Heart Health Conference will be held Nov. 8th at the Westin Convention Center Hotel. Dr. Gwendolyn Goldsby Grant, noted columnist with Essence Magazine will be the speaker. Call Andrea Estes at 412-243-5393x133 for more info.</p> <p>The Westmoreland Museum of Art has many exciting free programs for the Fall. Call them at 724-837-1500 for a brochure.</p>	<p>a new member of the MIT Enterprise Forum. Member Greg Spencer honored as Community Leader by the Mt. Ararat Baptist Church Community Center.</p> <p>Member Bill Strickland on winning Manchester Craftsmen's Guild first Latin Grammy Award.</p> <p>Presidential Round-table Member Steve Steinour on Citizens recent addition of Roxborough. Manayunk Bank, adding 14 new branches to their network.</p> <p>Member Eustace Uku on being elected to the Board of the Allegheny County Division of the American Heart Association.</p> <p>Member Cecilia Jenkins on the opening of the Community Action Partnership Program at the Hill House Association.</p> <p>WELCOME NEW MEMBERS</p> <p>Ernest Groover GRP Services</p> <p>Gordon Moore Sepia Associates LLC</p> <p>Jermaine D.Cobb, Sr. & William Cobb Cobb Brothers PC</p> <p>James E. Harvin,Esq. Law Offices of James E. Harvin</p> <p>John R. Williams, Sr. National BankCard Systems</p> <p>Supporting Member</p> <p>Anthony 'Rocky' DeStefano I.U.P.A.T. District Council #57</p>
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