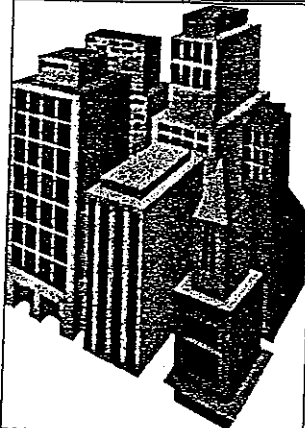


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MISSION STATEMENT

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 insuring full participation.

AFRICAN AMERICAN CHAMBER OF COMMERCE OF WESTERN PENNSYLVANIA

425 SIXTH AVENUE PITTSBURGH, PA. 15219-1811

(412) 392-0610 FAX (412) 392-0612

DORIS CARSON WILLIAMS, PRESIDENT

WELCOME TO THE THIRD EDITION.

This is prepared solely for members and sponsors of the African American Chamber of Commerce.

Save this Date!

December 1, 1999

12:00 Noon, Westin

William Penn Hotel

This will be the first Business Luncheon sponsored by the African American Chamber. The Keynote Speaker will be Mr. Paul O'Neill, chairman & chief executive officer of the Aluminum Company of America (ALCOA). Every member should be in attendance. If there are companies you wish to receive notification, please call the office and give us the information. Invitations will go out the end of October.

Welcome back from what was hopefully an enjoyable summer. Your Chamber Office was busy working on your events. June began with Vice Chairman Chuck Powell and me attending the 7th Convention of the National Black Chamber of Commerce in New Orleans. It was good to meet with other chapter presidents and

share ideas. I had the opportunity to meet with the National Officers Chairman Arthur Fletcher & President Harry Alford. Naturally, I offered our city of Pittsburgh as a future convention site. You may remember Art Fletcher as a former member of the Nixon Administration- the author of Affirmative Action. He is currently on the speakers circuit discussing the 30th anniversary of its enactment, so stay tuned, he may be coming to our neighborhood.

The June 25th Doing Business with CCAC was attended by more than 50 companies. I am now tracking the results through the senior procurement officer. On July 21st, the City and County Loan Funds presentation was held with more than 120 companies in attendance. Member Charles Reaves, Manager of the URA Business Development Center, is processing the surveys. Our office will

tabulate and publish the results.

August 18th was the Doing Business with Pitt session. Some 43 members took advantage of this and met with various heads of the departments. A report will be produced on contracts awarded to members.

Finally, August 24th was the Meet the Primes Session that the Chamber co-hosted with NAMB/ Black Contractors Assoc. Great turnout (more than 85 companies)! A big thanks to Member Steve Leeper for sponsoring the refreshments. Great evening for information and business card exchanging!

PowerBreakfast

Meetings Held:

7:30 AM Rivers Club,
One Oxford Center

October 15th State

Treasurer Barbara Hafer. Let's welcome her home to Pittsburgh to discuss her role, programs offered, and doing business with the Treasury Department.

November 19th

William O'Connor,
Director-Purchasing
Materials Management
University of Pittsburgh
Medical Center
Known to many of us,

Bill will highlight how to do business with UPMC.

Thanks to Member Rodd Doss, editor of the Pittsburgh Courier for featuring members and their businesses. Exposure Helps

**IF YOU PERFORM
SNOW REMOVAL AS
PART OF YOUR
BUSINESS, PLEASE
CONTACT THE
OFFICE.**

The EnterPrize Business Plan Competition kicks off in Pittsburgh October 14th & 21st. This is a competition to foster growth of an entrepreneurial environment, increase access to capital, and to create a channel for commercializing new products and services. The prize pool offers up to \$145,000 to winning teams. The inaugural competition will run from October 21st through early April 2000. To learn more about how to compete sponsor, or coach call: 412-804-3060; e-mail to: bizplan@Mckinsey.com.

Plan B Update

According to the latest statistics (through September), the numbers are as follows:

Football Stadium

Of the \$58,597,431 in contracts awarded to date, 22% were to MBEs, and 9% to WBEs.

PNC Park

Of the \$87,500,000 in contracts awarded, 23.5% were to MBEs and 9.75% to WBEs.

Convention Center

Of the \$1,462,238 in

contracts awarded to date, 27% were to MBEs and 9% to WBEs.

The Urban Retail Properties project to develop the new Forbes & Fifth Avenue corridor is now a reality. We want some of our members to be a part of the new retail look. I'll keep you posted.

The Secretary for Community & Economic Development recently informed Chairman Bob Agbede that the Chamber is now a designated site as a provider certified to deliver services under the Community Economic Development Loan Program. A more innovative financing program, small businesses can get up to \$200,000 at a 2% to be used towards working capital, equipment, start-up, expansion and construction costs. An announcement about the program is enclosed. All Chamber Members will receive a differential on the application processing fee. Membership has its privileges!

Member Shawn Ware of Ware Communications was in the October edition of Black Enterprise. He & Member James Moreland of Jaymore Electrical Products & Systems, have been appointed to the Mayor's Workforce Investment Board. Member Mulu Birru, Ph.D. was featured in the October 10th Sunday Pittsburgh

Post-Gazette. It was an outstanding chronology on his efforts to improve economic development in this region. Well deserved!

Your membership directory should arrive within the next few weeks. The last proof has been completed.

Don't forget the Chamber offers health insurance, payroll, and business services to assist you.

A Chamber membership certificate is being developed. They will be sent to you in early November. Thanks to several members who called and made the suggestion. The Chamber recently served as host for Energy Official Philip Vasquez of the U.S. Depart. of Energy. Appointed by President Clinton to serve as the Deputy Assistant Secretary to Bill Richardson, Mr. Vasquez is primarily responsible for administering oil and gas programs domestically and internationally. DOE is seeking minority participation in all programs. The reception gave our members in the field of energy a chance to interact one-on-one with a key decision maker.

Congratulations to our members' companies who received the Pillar Awards at the MEC PowerConference 2000. They were:

JRL Enterprises,
Mother's Cleaners,
Honorable Sala Udin, and
The New Pittsburgh Courier.

NEW MEMBERS
*We have surpassed
the 200 mark!*

Theresa Agnew,
P'TWA
Reginald Bailey &
Wilda Bailey,
Quixtar Communication
Eugene Brown,
Alliance Drywall Interiors
Dr. Earl Childs,
General Dentistry
Jay Darr,
Wholistic Consulting
& Development, Inc.
Robert Ficklin,
Rendezvous Phase II
Ralph Horgan,
Parking Authority of
Pittsburgh
James Henry,
Hill House Association
Fred P. Kenderson,
Kenderson Photography
Darlene Meadows,
Diversified Technology
Group
Sally Mizerak,
MizerakTowers & Associates
Jack R. Norris, CB
Richard Ellis Pittsburgh
Reno Wallace,
RRK Development, Inc.

**NEW PRESIDENTIAL
ROUNDTABLE
MEMBERS**

CONSOLIDATED
NATURAL GAS
COMPANY
FOUNDATION
MELLON BANK
PNC CORPORATION
SHERIDAN
BROADCASTING
CORPORATION