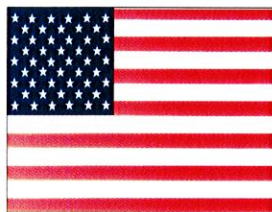


THIS EDITION

- ◆ Business Institute kicks off
- ◆ Chamber going to the Napa Valley
- ◆ Partnership for summer interns
- ◆ Chamber part of History on two continents
- ◆ Members in the News
- ◆ Welcome New Members



UPDATED MISSION STATEMENT

The Mission of the African American Chamber of Commerce of Western Pa. is to continuously improve business & professional opportunities for African American businesses & professionals.

Our Vision

Guided by the core values of equity in opportunity, economic advancement, self-sufficiency & entrepreneurial excellence, we will seek to advance economic parity for the African American Business Community by ensuring full participation in the public & private sectors throughout the region.

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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DORIS CARSON WILLIAMS, PRESIDENT & CEO

July 2004

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

The June PowerBreakfast with the Black Box Corporation was one not to miss. Richard Suminski discussed the partnership with the Chamber's Business Institute and distributed personalized Chamber card to receive 24 hour, 7-day a week access to assistance for questions on network services. If you were not at the meeting, your card will be mailed to you. A glossary was also available on all the terms used & for communicating with technical support. We are in the planning stages of preparing a half-day visit to their campus in August. The purpose will be to promote understanding how to do business with Black Box & how to take advantage of their program with the Business Institute.

Kudos to Presidential Roundtable Member PNC Financial Services & Cathy Niederberger for hosting the June Members Mixer. The evening was an excellent networking opportunity between members & for meeting Lila Krause (Senior Vice President) & representatives of PNC.

If your firm is interested in Hosting & sponsoring a Members' Mixer or sponsoring a PowerBreakfast Meeting, call us to schedule a date.

July 16th Special Breakfast Meeting

8:00 AM Rivers Club
One Oxford Center

Bryce Maretzki,

Governor's Policy Director
& **Ralph Papa,**

Presidential Roundtable
Member & President

Western Region

Citizens Bank

Participating Sponsor:

Pittsburgh Business Times
Come learn about the Governor's Economic Stimulus Package as it relates to minority business participation & our own Ralph Papa will be providing the briefing on Citizens Bank's \$100 million commitment made for the Citizens Job Bank, designed to assist in creating more than 4,000 jobs within five years across the state. R.S.V.P. before July 14th.

September 17th PowerBreakfast Meeting

7:30 AM Rivers Club
One Oxford Center

Tom Usher &

Ambrose Murry

Presidential Roundtable Member Tom Usher will be presenting on the achievements of the Extra Mile Foundation & how you can get involved. We will be saluting him for his role in helping to engage the corporate community to the Chamber & his retirement as Chairman of US Steel.

September 23 – 27, 2004 Chamber Travels to Napa Valley

There are still seats available for this exciting trip to California Wine Country. The program includes visits to Bate Creek & Black Coyote-both African American Vinters, a VIP tour to Robert Mondavi vineyards, Opus Center & time in San Francisco- all priced to include air, hotel & most meals. Complete the application on the brochure & return it to the office before July 12th.

The special Chamber partnership with Youth Works is designed to provide college juniors & seniors an opportunity to experience having an internship with an African American business for five weeks during the summer. Thanks to those who responded so quickly. We need another ten firms to accommodate the number of students who have requested participating. Call Dara Ware Allen at Youth Works, 412-281-6629 x211 or the office to sign up.

The Chamber's Business Institute Program was established in response to a 2000 study of over 1,200 minority businesses funded by Merrill Lynch. The study found four success factors were needed for minority businesses: Effective utilization of technology, participation in social and business networks, the ability to access

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markets outside of their traditional areas, & business support such as strategic planning and marketing. We have begun the implementation of this program. The mission of the Chamber's Business Institute, therefore, is to tap the expertise of industry & academic leaders to provide small business owners the coaching, leadership development, & business acumen needed to achieve entrepreneurial excellence to compete in the global marketplace. This includes providing for life-long learning thru a series of lectures & presentations by industry leaders that will help to move your business to the next level of engagement. This part of the Institute program is open to Chamber members as well as non-members, however a Business Advisory Council will conduct the business reviews & make the selection for the first class of participants that will have regular business plan reviews and coaching. The response from the business community has been very supportive, volunteering to play a role in assisting you to grow. If you know of persons interested in the program, have them call the office for an application. It is our intent for July 31st to be the cut-off date for accepting applications.

The Harrisburg, PA School District will undergo a \$35+ million construction project with 25% set aside for

minorities & 10% for women contractors. You are invited to their M/WBE prime & sub-contractors to a Prime Contractor Mixer, July 8th at 1:00 PM. @ Harrisburg Admin. Building, 2101 North Front St. Call Kerry Kirkland at 717-424-9677, or email him @ k.kirkland@verizon.net.

Members in IT may be interested to know the New York Software Industry Association searching for smaller IT firms to partner or form a joint venture with a member major corporation. Contact any of the following individuals: IBM @ hebner@us.ibm.com; Computer Associates @ franco.ama.to@ca.com; Iway Software at Russell_scherwin@iwaysoftware.com; & Intellispace at bobf@intellispace.net.

You still have time to register for the "SHARING THE WEALTH THROUGH PARTICIPATION" Conference Technology Businesses Owned by People of Color July 12-13th, 2004 in Harrisburg. Call Tameka Jackson @ 717-787-9471 or tameka@legislator.com for details.

The two continent Trade Mission to London & Ghana with the National was highly successful. National President Harry Alford engaged the start of a new chapter in the United Kingdom, the new UK - National Black Chamber of Commerce, Your President was present for the signing of the Memorandum of Understanding with the Ghana Chamber of Commerce & Industry. New four lane highways from Accra to Kumasi & along the Atlantic coastline, Ghana's B+ credit rating from S & P, & the awarding of the U.S. Millennium Challenge Account makes doing busi-

ness more attractive. Stay tuned for details on the NBCC Convention planned for 2007 in Accra, Ghana, inaugurating the first official 'Joseph Pilgrimage', & celebrating the country's 50th Anniversary of independence. This will be the process for descendants of slaves reuniting them to their heritage, coming through the "Doors of No Return" at the slave castles from the reverse side & tracking the old slave routes to the tribes from which they come (documented via DNA). This is going to be a true "Home Coming" for millions of descendants.

Member Mel Causey could use your support in helping sustain the Lemington Center, the oldest African American Nursing Home in the state. Please call her @ 412-441-3700 x 303.

Member Al Jones has decided to retire as District Director of SBA's Pittsburgh office. I am sure he would appreciate hearing from you as he completes a distinguished career in helping small business.

Member Nick Nichlos is looking for an Event & Membership Planner to provide administrative assistance at the PRMPC in event planning. Call Nick at 412-391-4423.

If you are African American, between the ages of 29 and 59, & a smoker, the Focus Center of Pittsburgh is looking for participants for a two-hour session on July 13th. Fee: \$100. Call 412-279-5900 x7 to register.

The Pittsburgh Symphony needs a Asst. Director of Public Relations, responsible for all public relations activities on a local, national & interna-

tional level, & internal communications. Email JDoherty@pittsburghsymphony.org.

CONGRATULATIONS

Member Malik Bankston on the installation of Kingsley Association's new mosaic-tiled pool. The floor moves to accommodate people with special needs, to toddlers, to adults.

Member George Miles on WQED Multimedia's 15th Annual Best Restaurants Party.

Member Carol Neyland on presenting at the Onyx Woman's Network Seminar.

Member Sam Stephenson appointed by the Governor to the Pa. Board of Accountants.

Member Bill Strickland on receiving an honorary Doctorate Degree from Edinboro College.

Member Aaron Walton on receiving the James F. Compton Humanitarian Award.

Member Jake Wheatley as a guest speaker for the Duquesne Univ. Annual Growth Conference.

Member Cameil Williams on receiving a corporate grant for the Pgh. Metropolitan Hispanic Chamber.

WELCOME NEW MEMBERS

Dede Acer
Frick Art &
Historical Center

William Generett, Esq.
ComForCare Senior
Services

Jada Grandy-Barnes
National City Small
Business Banking

James A. Washington
J A Washington
Publishing