

**THIS EDITION**

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**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

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DORIS CARSON WILLIAMS, PRESIDENT & CEO

**June 2005**

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

Your Chamber held two successful back-to-back events in May!

The Special Breakfast meeting with Southwest Airlines was truly eventful for your Chamber, as well as Southwest Airlines. Ms. Colleen Barrett expressed her gratitude for the warm welcome & thoroughly enjoyed the discussion. Everyone gained insight about their Corporate Efficacy & Customer Service. The table gifts supplied by Presidential Roundtable Member H. J. Heinz; Members LogixGuru & bottled water from Sabio Springs were a nice compliment to the 'suitcases' given to ladies. The breakfast would not have been possible without our members who served as floor monitors, collecting & presenting questions from the audience: Joyce Bender, Renee DeMichie Farrow, Loretta Goodwin, Cecilia Griffin Golden, Jennifer Cash Wade, & Gloria Walton. Chris Pike/Station Manager KDKA-TV served as media sponsor, & we were delighted to have incoming Chairman-Presidential Roundtable Murry Gerber as the program underwriter.

Final touches were then made in preparation for our Sixth Annual Meeting & Luncheon. Kudos to all

who attended the Annual Meeting. Members were photographed with guest speaker Kwame Jackson before being updated on the membership by category, the results of the membership survey, & the vote to retain our existing officers. Ted Roberts, Charles Toran, Jennifer Cash Wade, & Oscar Worthy were welcomed to the Chamber Board, & Robert Jones & Ernestine Harris joined the Chamber Foundation Board of Directors. Chairman Greg Spencer made closing remarks before Kwame Jackson thanked everyone for having him & fielded questions from the audience. The luncheon was sold out! Kwame was very gracious & joined your President to visit each table. He spoke like a true entrepreneur encouraging corporations to purchase more goods & services from minority firms. After the luncheon, Kwame & his Business Manager met with their Fraternity Brothers (Kappa Alpha Psi) before dashing to the airport. PNC Financial Services Group, Inc. was the luncheon sponsor & their support was greatly appreciated. Hats off to all the companies who sent their junior executives to the luncheon.

**PowerBreakfast Meeting**

June 24, 2005

7:30 AM Rivers Club

Joseph McGrath

President & CEO

Greater Pittsburgh Convention & Visitors Bureau. Our Associate Member will give a status update on their activities in this region & possible opportunities for procurement.

Members Mixer

June 30, 2005

5:00 PM – 7:00 PM

Society for

Contemporary Craft

2100 Smallman Street

Strip District

Join us for our last event of the summer & see the exciting exhibit, 'Colors', an exhibition by Ten African American Artists.

June 21st 1:00 PM

**Proactive Marketing Tips**

& The Power of

Networking Teleconference.

Dial in, free of charge, for this session with Business Revivalist Keith Powell: 1-877-322-9654: participant code-582589, sponsored by Chamber of Commerce Service Corporation.

Youthworks has students available for summer internships for African American firms. The program includes training to insure the proper match. Call Member Dara Ware Allen at 412-281-6629.

The results of the Members survey were reported at the Annual Meeting. The good news is we had an 18% response rate;

<p><b>PAGE 2</b></p> <p>the surprise was who responded. The majority of responses were from our Associate/Non-profit members, suggesting a separate track for their development. Highlights from the survey were:</p> <ol style="list-style-type: none"> <li>1. <b>99%</b> of you feel the programs &amp; events are most important.</li> <li>2. <b>48%</b> want to see an increase in the number of requests for proposals that are distributed.</li> <li>3. <b>46%</b> value the business referral program.</li> <li>4. <b>45%</b> would like to see an increase in the investment made to the Business Institute.</li> </ol> <p>A special newsletter will be sent in July highlighting the survey results &amp; programs plans.</p> <p>Don't forget your Connections Directory, a listing of all participating Chambers of Commerce in our region, is available at the Chamber Office for pickup. Due to the weight of the publication, they <u>will not be mailed</u>.</p> <p><b>The Ask the Expert Program</b> has proven itself to be of value to you &amp; the general public. It is estimated we received over 600 telephone calls from the public every Thursday from September 2004, through April 2005 wanting to Ask the Expert questions on Credit Restoration, Legal, Finance &amp; Accounting, Media and Communications, Information Technology. The outcome is a special program is being developed on how to choose the right media medium for your business that will occur this summer. Stay tuned for a separate announcement.</p>	<p><b>UPCOMING EVENTS</b></p> <p>SBA will hold 11 hearings nationally in June on how to define a small business. Since the closest hearing will be in Washington, DC, you will be given an update once we speak with Member Carl Knoblock. Visit <a href="http://www.sba.gov">www.sba.gov</a> for the results.</p> <p><b>June 9, 2005</b>  <b>Duquesne University Small Business Development Center's Entrepreneur's Growth Conference</b>  Keynote Speaker: Paul Orfalea – Founder of Kinko's. For more info, visit <a href="http://www.duq.edu/sbdc">www.duq.edu/sbdc</a>.</p> <p><b>June 12<sup>th</sup> 4:00 PM.</b>  <b>Graduation Operation Nehemiah</b>  Petra International Ministries Guest Speaker: Elder Lisa A. Clay. RSVP at 412-243-2603.</p> <p><b>June 22, 2005</b>  <b>Waynesburg College</b>  A session on the basics of Federal Government Contracting session includes representatives from California Univ. Pitt, SBA. For more info &amp; to register, email <a href="mailto:julian@cup.edu">julian@cup.edu</a>.</p> <p><b>June 22-24, 2005</b>  <b>Institute for Research Education Training in Alcohol (IRETA)</b>  Erie, Pa.  Supporting Member Mike Flaherty, Ph.D. will be hosting the PA Regional Drug &amp; Alcohol Training Institutes. To register, call 412-258-8569.</p> <p><b>July 2- 3, 2005</b>  <b>11:00 AM –7:00 PM</b>  <b>Umoja's African Arts in the Park Festival</b>  Schenley Park – The Meadows (near the ice rink). Join Member LaVette Malloy Smith for a day the entire family can enjoy. They also have a weekly summer camp for youth. For details, email: <a href="mailto:umoja@umojacompany.com">umoja@umojacompany.com</a>.</p>	<p><b>August 22, 2005</b>  <b>15<sup>th</sup> Annual GPCVB Member Golf Outing</b>  <b>Southpointe Golf Club</b>  Associate Member Joe McGrath invites you to participate. Call Lynne Popash 412-281-7711 to register &amp; for details.</p> <p>If you know of any African-Americans with a MBA or experience in MIS/IT &amp; are interested in possible employment, send your resume to <a href="mailto:information@aaccwp.com">information@aaccwp.com</a>.</p> <p>Corporate Sponsor GlaxoSmithKline has several employment opportunities: System Analyst, Planning Analyst, CPFR Analyst &amp; Support Analyst. Call Linda Guest in Recruiting for more info @ 412-200-3192.</p> <p>The voters spoke loudly on reducing the number of County Row Offices from ten to four. This opportunity to streamline county government services represents a potential cost savings of almost \$700k, giving County Executive Dan Onorato the power to appoint the Director of the new position. Hats off to Associate Member Barbara McNees for her work as Chair of the Row Office Reform Committee. Your Chamber will advocating for Member inclusion in the restructuring process. Good luck to Member Valerie McDonald Roberts, the first &amp; only elected African American woman in County Govt. thru this transitional period. Hopefully, it will include the use of her skill set!</p> <p><b>CONGRATULATIONS</b>  Associate Member Cecilia Griffin Golden (YWCA) &amp; Member Carl Knoblock (SBA) on two outstanding events that</p>	<p>recognized business owners &amp; professionals in our region.</p> <p><b>Associate Member Sister Candace Introcaso, CDP, Ph.D.</b> on her inauguration as the Seventh President of LaRoche College.</p> <p><b>Associate Member Constance Balthrop &amp; Member Councilwoman Twanda Carlisle</b> for taking part in the Extreme Makeover of East Hills refurbished home units.</p> <p><b>Member New Pittsburgh Courier</b> ranked #10 among the 25 largest Pittsburgh-Area newspapers.</p> <p><b>Member Russell Bynum</b> celebrating 27 years in the advertising business.</p> <p><b>Member William Hawthorne (A for the People Insurance) &amp; Charles Sanders (Urban Settlement Services)</b> on their feature articles in the Pittsburgh Courier.</p> <p><b>Board Member John Laymon</b> received the Univ. of New Hampshire's Distinguished Alumni Award from the School of Engineering &amp; Physical Science!</p> <p><b>Corporate Sponsor Lila Krause/PNC Bank</b> on her transfer to Washington, D.C.</p> <p><b>Associate Member Barbara McNees/Greater Pittsburgh Chamber</b> honored 'In Business' by the YWCA at the Tribute to Women Luncheon.</p> <p><b>WELCOME NEW MEMBERS</b></p> <p>Ronald Davenport, Jr. Sheridan Broadcasting</p> <p>Peter Cooper Cooper Trading, Inc.</p> <p style="text-align: center;">~</p>
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