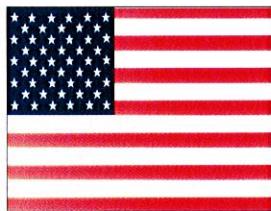


**THIS EDITION**

- ◆ New membership benefit
- ◆ Special upcoming Media Seminar
- ◆ Luncheon on 'Doing Business with the 'Bureau'
- ◆ Last call: Connections Directory
- ◆ 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

425 SIXTH AVENUE PITTSBURGH, PA. 15219

(412) 392-0610

FAX (412) 392-0612

Email: [information@aaccwp.com](mailto:information@aaccwp.com).

Website: [www.aaccwp.com](http://www.aaccwp.com).

DORIS CARSON WILLIAMS, PRESIDENT & CEO

**July 2005**

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

**Don't forget to take advantage of your Chamber special programs for your business.**

The June PowerBreakfast meeting with Member Joseph McGrath was a good session on the role of the Greater Pittsburgh Convention & Visitors Bureau. Members had an opportunity to find out what the Bureau does & doesn't do, as well as how you can do business.

Our June Mixer with our Member, the Society for Contemporary Craft, was a fun evening to welcome new members & a host of new African American employees at GlaxoSmith-Kline. Kudos to Associate Member Neil Barclay/African American Cultural Center for being the sponsor, & Member Kenneth Brown/Birdie's Culinary Delights for the delicious refreshments.

**Using the Media Effectively**

**Thursday, July 21, 2005**

**11:30 a.m. – 1:30 p.m.  
Regional Enterprise  
Tower Conference  
Center 23<sup>rd</sup> Floor  
A.E. Hunt Room**

**\$15 Members; \$20 Non-Members (Program includes a boxed lunch)**

The Chamber's Business Institute is offering this program in response to

your request to clarify which medium is best for your company or organization. You will leave understanding when radio versus television versus newspaper is appropriate. The guest panel will include:

**Chris Cotogno, General Sales Mgr-KDKA TV,  
Lauren Lawley Head  
Editor-Pittsburgh  
Business Times,  
David Shribman, Exec.  
Editor & Vice President-  
Pittsburgh Post Gazette,  
Rod Doss, Editor-  
The New Pittsburgh  
Courier,  
Duncan Jameson,  
General Sales Manager-  
WAMO Radio, &  
Bob Bee,  
General Sales Manager-  
WTAE TV.**

Sign up early; we expect a full house.

**Special Box Luncheon  
Greater Pittsburgh Con-  
vention & Visitors Bu-  
reau**

**August 18, 2005  
Regional Enterprise  
Tower Conference  
Center 23<sup>rd</sup> Floor  
Mellon Room**

This lunchtime program is a follow-up to the June PowerBreakfast Meeting. **Member Lynne Popash** will unveil their new program on joint membership & how you can obtain

business & speaking engagement leads. A must!

**Ask the Expert Program  
Resumes September 8<sup>th</sup>:  
"Marketing Expert Month"**

**PowerBreakfast Meeting  
September 16, 2005**

**7:30 AM Rivers Club  
Tim Schuldt, V.P.  
Marketing & Sales  
Pittsburgh Pirates**

Join us in welcoming their new executive & learn about their vision for the African American Negro League Section of the ballpark & the opportunities for doing business with the Pirates. Should be exciting!

**Members Mixer  
September 29, 2005  
5:00 PM – 7:00 PM  
New Crawford Grill  
Station Square**

Our Fall Mixer will be with Member Tom Burley, as part of his Celebrity Bartender Events. Chairman Greg Spencer & I will be 'serving you'; all gratuities will go to charity. Stay tuned for the announcement.

**PowerBreakfast Meeting  
October 21, 2005**

**7:30 AM Rivers Club  
Gayle Nuppna, Manager  
Government Agency Co-  
ordination Office,  
California University of  
PA. - Pittsburgh Office**

Learn how for a \$10 fee, you can receive RFPs for government contracts & consulting (includes market research, writing, presentations, etc.) emailed daily/, weekly for Pittsburgh, five counties, federal, & state

<p><b>PAGE 2</b></p> <p>agencies. This is a follow up from our April Newsletter.</p> <p>Chamber Choice has negotiated a relationship with DHL Express, saving Chamber Members up to 25% on shipping! This is an added value program that is easy to use: simply enroll by calling your Member Services Rep @ 1-800-members, or online <a href="http://www.1800MEMBERS.com/ccsc">www.1800MEMBERS.com/ccsc</a>.</p>	<p><b>Cost: \$190/player.</b> There is still time to register. Call Jerry DiFrango @ 412-371-1500x238 or online at <a href="http://www.smc.org">www.smc.org</a> &amp; click "Events".</p> <p><b>August 3<sup>rd</sup></b> 8:30AM-12:00 Noon <b>Doing Business With The Commonwealth</b></p> <p>This free workshop is for businesses owners interested in learning about contract opportunities with the Commonwealth of Pennsylvania. The workshop includes certification for minority &amp; women owned businesses.</p> <p>Speaker: Representative from PA Bureau of Minority and Women &amp; Business Opportunities Walk-ins welcomed. To register, call the SBDC at 412-396-6233 or <a href="http://www.dug.edu/sbdc">www.dug.edu/sbdc</a>.</p>	<p>global village to Homewood to showcase their talents. The celebration will have an activity/event on each day of February 2006. If you already have an arts cultural program, an act, or are interested in having a program/event during the celebration, email 'HAD Black History Month 2006 Calendar' @ <a href="mailto:theradioatiist@prodigy.net">theradioatiist@prodigy.net</a>.</p>	<p><b>stake.</b> Meanwhile the board has narrowed their selections for Superintendent to four finalists: William Harner (Georgia), previously a Superintendent of South Carolina's largest school district &amp; retired Army Lieutenant Colonel; Gerald Dawkins (Michigan), Superintendent of Saginaw Public Schools &amp; the only African-American finalist; Christine Johns, deputy superintendent of curriculum &amp; instruction for Baltimore County Public. <b>CONGRATULATIONS</b></p>
<p>YouthWorks still has students available for summer internships for African American firms. The program includes training to make the proper match. Call Member Dara Ware Allen @ 412-281-6629.</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>August 18<sup>th</sup></b> <b>Export Basics-Expand Your Markets Thru International Sales</b></p> <p><b>9:00 AM-12:00 Noon</b> <b>Rockwell Hall 505</b> <b>Duquesne University</b> <b>SBDC Cost: \$45.00</b></p> <p>The Regional Export Network, U.S. Department of Commerce Export Assistance Center</p> <p>This is a program for new &amp; prospective exporters, covering the essential elements of international businesses &amp; acquainting firms with the mechanics &amp; procedures to develop profitable overseas trade. Call the SBDC @ 412-396-6233: <a href="http://www.dug.edu/sbdc">www.dug.edu/sbdc</a>.</p>	<p>If you know any African Americans with an MBA, or experience in MIS/IT &amp; who are interested in possible employment, resumes should be send to: <a href="mailto:information@aaccwp.com">information@aaccwp.com</a>.</p>	<p><b>Member Ronnie Bryant</b> has accepted the position of President Chief Executive Officer of the Charlotte Regional Partnership! It is truly our loss.</p>
<p><b>UPCOMING EVENTS</b></p> <p>The YWCA Aerobic schedule is still open for the summer. Call Carol Chatman at the YWCA's Health &amp; Wellness Institute 412-255-1250; email: <a href="http://www.ywcapgh.org/downloads/membershipapp.pdf">http://www.ywcapgh.org/downloads/membershipapp.pdf</a>.</p>	<p><b>The Frick Art Museum</b> <b>June 26-September 4th</b> <b>Margaret Bourke-White Photography Design Exhibit.</b> This exhibit is a good compliment to their photographic exhibits.</p>	<p><b>August 15, 2005</b> <b>Annual Pittsburgh Regional Minority Purchasing Council Golf Outing</b></p> <p>Join Member Nick Nichols at The Club @ Nevillewood &amp; Southpointe Golf Club. The Awards Dinner will be held at Nevillewood at 6:00 p.m. Call Natisha D. Frye at 412-31-4423 or email <a href="mailto:nfrye@prmpc.org">nfrye@prmpc.org</a> for details.</p>	<p><b>Corporate Sponsor Bill Strickland</b> for being recognized by Pittsburgh Magazine in its "2005 Success Stories", on Bidwell Training Center's graduates.</p>
<p><b>July 26, 2005</b> <b>SMC Golf Outing @ LongueVue Golf Club</b> 1:00 PM Shotgun</p>	<p>Request for Proposals (RFP) are being sought for visual &amp; performance artists (photographers, musicians, painters, quilters, poets, authors, videographers, dancers, etc.) to join in an exciting collaborative celebration that will bring visitors from around the</p>	<p>Your Chamber is planning to participate in the Public Hearing on July 18<sup>th</sup> in opposition to the Project Labor Agreement &amp; you are encouraged you to also register. Call 412-622-3600 on July 11<sup>th</sup> to reserve your place. Otherwise, come out and show your support. You will be receiving a sample letter to send to the Board Members. <b>Your participation is critical: your contracting opportunity is at</b></p>	<p><b>Supporting Member Arthur Ziegler</b> on the two \$4,000 scholarship awards to college-bound students.</p> <p><b>Chairman Circle Member Dwight White</b> on his appointment to the Board of Directors for Seton Hill College.</p> <p><b>Corporate Sponsor Joyce Bender</b> on her feature story in the New Pittsburgh Courier.</p> <p><b>Associate Member Barbara McNees/Greater Pittsburgh Chamber</b> named to the ICA Board.</p> <p><b>WELCOME NEW MEMBERS</b></p> <p><b>Carol Allen Kelley</b> Elder Health Pennsylvania HMO, Inc.</p>