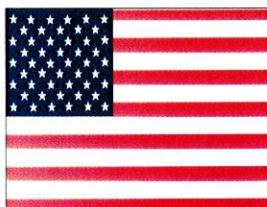


THIS EDITION

- ◆ Special Membership Survey Results
- ◆ Luncheon on 'Doing Business with the 'Bureau'
- ◆ Ask the Expert back in September
- ◆ 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

AFRICAN AMERICAN CHAMBER OF COMMERCE OF WESTERN PENNSYLVANIA

REGIONAL ENTERPRISE TOWER SUITE 1330

425 SIXTH AVENUE PITTSBURGH, PA. 15219

(412) 392-0610

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Email: information@aaccwp.com.

Website: www.aaccwp.com.

DORIS CARSON WILLIAMS, PRESIDENT & CEO

August 2005

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

The Dog Days of Summer!
Our **SOLD OUT** Media Seminar was exceptional. Chris Cotugno-KDKA TV, Lauren Lawley Head-Pgh. Business Times, David Shribman- Pgh Post Gazette, Rod Doss- New Pgh Courier, Duncan Jameson, WAMO Radio, & Bob Bee-WTAE TV engaged in candid discussions on press releases & media outlets.

'Doing Business: Convention/Visitor's Bureau'

August 18, 2005

Regional Enterprise Tower Conference CTR. 23rd Floor-Mellon Room

If you are interested in working with the Bureau, this box luncheon meeting is for you. Member Lynne Popash has a special rate for Chamber members to join the CVB. Includes program booklet & materials.

RSVP by August 16th.

Ask the Expert Program September: Marketing

Beginning September 8th, experts from Acappella, BrandMill, MARC USA, & PNC Bank, will take your questions about business marketing. Take advantage of this pro-bono expertise.

September 16, 2005

7:30 AM Rivers Club
Tim Schultdt, V.P.
Marketing & Sales
Pittsburgh Pirates
Tim will share the vision

for the African American Negro League Section of the ballpark, the World Series games & opportunities for doing business with the Pirates. Join us in welcoming him to our city.

Members Mixer

September 29, 2005

5:00 PM – 7:00 PM

New Crawford Grill Station Square

Featuring Guest Celebrity Bartenders Chairman Greg Spencer & your President. All tips (\$) will go to NEED, so come & bring your guests to support this worthwhile organization!

PowerBreakfast Meeting

October 21, 2005

7:30 AM Rivers Club

Gayle Nuppna, Mgr.

Government Coordinator

Office, California

University of PA

Sponsor: Citizens Bank

Learn how for a \$10 fee, you can receive RFPs for government contracts at all levels. Includes consulting, market research, writing, & presentations.

November 16, 2005

7:30 AM Rivers Club

Dr. Stewart Sutin,

President - Community College of Allegheny County

Sponsor: Citizens Bank

Meet the new President & learn of his plans for advancing education as well as procurement for

minority businesses.

December 1, 2005

Annual Business

Luncheon 12:00 Noon

Omni William Penn

Speaker: Murry Gerber, Chairman, President, CEO Equitable Resources, Inc.

Our Chairman of the Presidential Roundtable will share his thoughts on our region & the role your Chamber will be playing.

It's not over, but your President, along with Members Faye Ritter, Nick Nichols, & Lee Hipps (representing Esther Bush) gave testimony against the School Board's proposed Project Labor Agreement. It was greatly appreciated to see our members in attendance, showing their support. The vote has been tabled, so stay tuned.

Special Report: Membership Survey Results

The response to the membership survey was greatly appreciated. It was surprising however, who responded. Fourteen percent returned the survey—a respectable level. As a result, we were able to draw valuable conclusions to identify issues facing you. The intent is to formulate changes to better service you.

—Associate members represented the single largest group of respondents. Non-profit organizations are accustomed to completing surveys & understand the value. As a

<p>PAGE 2</p> <p>result, we will be developing a track that includes more activities for non-profit organizations. The expectation remains to learn about small business.</p> <p>General Conclusions</p> <p>–89% feel that the reputation in the business community of the Chamber is strong:</p> <p>–83% indicated it is very important to them.</p> <p>–78% "have confidence in the Chamber Administration" & trust the governance of the Board of Directors & Staff.</p> <p>–68% believe the Chamber is viewed as an organization for African American firms while:</p> <p>–14% believe the Chamber is seen as an organization for small business.</p> <p>–66% feel it's important to have industry specific sectors.</p> <p>–65% feel Board members should act as advocates, raising funds & recruiting new members.</p> <p>–39% think Chamber competition is holding steady.</p> <p>–33% of indicated having "a say in the strategy of the Chamber" is of great importance to them.</p> <p>On Chamber strategy:</p> <p>– 74% think collaboration & partnership with other economic development organizations a top priority</p> <p>– 66% think corporate referrals are valuable.</p> <p>– 46% think we should be selective in choosing programs & focus only on those that "fit our strategic strengths & opportunities.</p> <p>Factors responsible for your success as Chamber members:</p> <p>– 74% believe in part, their</p>	<p>success is due, to their ability to promote their businesses & follow up on introductions.</p> <p>– 70% agree that rewards of the Chamber are diverse.</p> <p>– 46% of respondents report revenues ranging from \$1.1 million to \$10 million. That is inclusive of non-profits.</p> <p>– 39% think research & statistics are the greatest contributors.</p> <p>– 30% percent think they "give enough already without joining a committee."</p> <p>– 28% stated they advocate Chamber membership.</p> <p>– 13% think member services, such as healthcare & payroll, are the greatest contributors.</p> <p>Regarding Programs</p> <p>– 71% feel that the Business referral program is very important to them.</p> <p>– 65% think the high quality seminars geared to doing business with a company are extremely important.</p> <p>– 64% believe bids & RFP notices are of great importance.</p> <p>– 58% feel the most important program is the Mentor Protégée Program.</p> <p>– 57% think investment in the Chamber's Business Institute should be increased.</p> <p>– 49% view the Business Institute Program as being very important to them.</p> <p>Events</p> <p>– 80% think programs/ events are worthwhile.</p> <p>– 46% go to Chamber programs/events quarterly,</p> <p>– 26% attend monthly, &</p> <p>– 16% attend events annually.</p> <p>Programs Suggested:</p> <ul style="list-style-type: none"> • Access to capital • Strategic planning • Contracting opportunities <p>Other suggestions:</p> <ul style="list-style-type: none"> • Power Lunches/Programs • Sessions on finance, P R tactics, marketing, & 	<p>customer service.</p> <p>Reasons given for membership renewal:</p> <p>– The Chamber represents an important link to the business community for non-profit organizations.</p> <p>– The Chamber is essential for supporting economic development.</p> <p>– The Chamber allows me to keep in touch with the business climate in Pittsburgh.</p> <p>– Black Businesses need organizations like this to help promote them.</p> <p>Boards-by-Design, of the Nonprofit Leadership Institute @ Duquesne University, matches nonprofits with qualified board candidates. To learn more, or to strategically fill nonprofit board positions, go to: www.leadership.duq.edu/boardsbydesign or call 412-396-5371.</p> <p>The Thomas Merton Center and Member NOMMO Productions will present a fundraising concert on Sunday, August 7, 2:30 p.m. at the Kelly-Strayhorn Theater in East Liberty. Proceeds will support completion of the documentary video "Enough Is ENOUGH: The Death of Johnny Gam-mage." Call Billy Jackson @ 412-441-8400 for tickets.</p> <p>SBA's Pittsburgh District Office's "In Touch" newsletter has been posted. Go to http://www.sba.gov/pa/pitt/Newsletter_Summer_2005.pdf.</p> <p>Harambee Ujima Black Arts Festival August 6th, 700 Block of Homewood Balloon Art; African Drum & Dance; Exotic Animals; Martial Arts, & DJ/Line Dancing.</p> <p>Complimentary Pirates Game Tickets to non-profit groups (25 – 1000) To reserve your complimentary group game tickets, call 1-800-BUY-BUCS. Press</p>	<p>"0" for Customer Service. ACT-1 is recruiting out-bound sales consultants for a major bank; starting pay-\$23K +commissions. Positions are temp to full time: Also fill positions for training classes every two weeks. Must have sales ability, good math skills, telephone & basic computer skills. Call Member Ann Lawrence @: 412-787-2403.</p> <p>Associate Member Phyllis Kokkila is preparing for the 10th Annual Sister to Sister Heart Seminar, November 5th. Email her at: phyllis.kokkila@heart.org.</p> <p>CONGRATULATIONS</p> <p>Member Connie Portis on becoming Director of Affirmative Action- State Auditor General's Office.</p> <p>Member Twanda Carlisle on presenting at the Champion Enterprise/Willie Stargell MVP Awards.</p> <p>Corporate Sponsor Aaron Walton appointed to the Board of Governors-PA State System of Higher Ed.</p> <p>Chairman Circle Member Ted Roberts for giving IBM laptops to NEED Leadership scholars, & Ted & Member Valerie McDonald Roberts for participating in the Celebrity Cook-off.</p> <p>Corporate Sponsor Kevin McClatchy unveiling the 2006 MLB All-Star Game Logo.</p> <p>WELCOME NEW MEMBERS</p> <p>Gilbert Coles Cole's Floral & Gift Shop</p> <p>Inez Colon Port Authority of Allegheny County</p> <p>Elmer Davis, Jr. Financial Dimension, Inc.</p> <p>Curtiss E. Porter, Ph.D. Penn State University McKeesport</p> <p>Peter Speaks, Esquire Dept. of General Services Commonwealth of Pa.</p>
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