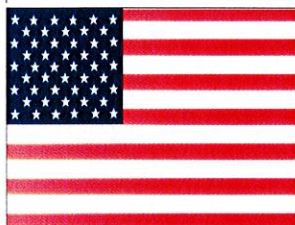


IN THIS EDITION

- ◆ Business & Non-Profit Membership Survey results in
- ◆ Business Opportunities in Louisiana & Texas
- ◆ IT Clinics to expand
- ◆ Members in the News
- ◆ Welcome New Members



MISSION STATEMENT

The Mission of the African American Chamber of Commerce of Western Pennsylvania is to continuously promote access & 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

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

JANUARY 2006

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

Happy New Year!

A big thanks to all who attended our 7th Annual Business Luncheon. We welcomed Murry Gerber, new Presidential Roundtable Chair. He presented our plan to double the spending of the top 25 corporations with women & minority firms over three years. Highmark gave gift picture frames, & orchids from the Drew Mathieson Horticultural Center again were a hit. Your Chamber presented outgoing Mayor Murphy a plaque for his support of the Chamber's Mission, & welcomed Bob O'Connor as Mayor-elect.

Our Holiday Party @ the Cabaret Theater, featuring Forever Plaid was outstanding, thanks to Corporate Member, Prudential Financial, who sponsored the evening.

PowerBreakfast
January 20, 2006
7:30 AM Rivers Club
Gayle Nupnau, Mgr.
California Univ. of PA
Government Office,
Judy Baker-PA Treasury
Dept.-Contracts, &
Dave Waters, Exec. Dir.
PA Minority Business
Development Authority

Sponsor-Citizens Bank

This PowerBreakfast will feature obtaining RFPs weekly from the Federal Govt. for only \$10, how to verify the status of state contracts, & learn about enhancements to receiving a loan from PMBDA thru their upgraded service offerings.

Ask the Expert

412-392-0322

January 12th, 19th, 26th

TAX MONTH

CPAs from RJSCP, Terry Collier & Assoc, Terry & Stephenson, Sisterson, & Schneider Downs, will answer your calls on tax info. **Call** 412-392-0322.

Members Mixer

January 25, 2006

National City Bank

5:00 PM – 7:00 PM

Come meet our host and National City's new President, Todd Moules & enjoy two hours of networking, meeting new members & exchanging business cards. A nice start for the New Year.

PowerBreakfast

February 17, 2006

7:30 AM Rivers Club
'Just Above My Head'

Presented by:

Dr. Jonathan Eaton,
Artistic Director
Opera Theater of Pgh
Dr. Nathan Davis' documentary on the life of Author James Baldwin will be presented in celebration of Black History Month.

March 17, 2006

7:30 AM Rivers Club
Allegheny County
Chief Executive Dan
Onorato

Our Chief Executive will update us on the state of Allegheny County & the priorities for 2006.

Special Bulletin

Attached to this newsletter is information on various commodity & contract opportunities within the areas affected by Hurricanes Katrina & Rita with the Army Corp. of Engineers & the Dept. of Homeland Security. . It has been suggested that if you are interested in pursuing this work, be aware a large amount of the subcontracting work is negotiated on the ground. If you offer the needed services and/or equipment, representatives may be helpful in negotiating with prime contractors already on site.

Results from the
Membership Survey :

(Businesses are sep-

erated from the non-profits' responses).

- ◆ All respondents, from a wide range of industries, expect an increase in demand in 6-12 months.
- ◆ 74% indicated your Chamber is important in helping them generate new revenue streams.
- ◆ 75% have received business or contracts from Chamber events.
- ◆ 70% experienced substantial growth without the assistance of Govt. regulations or agencies.
- ◆ Less than 30% are home based businesses.
- ◆ 25% reported having \$1 million or more in '04; 15% were in the \$3.1-\$6 mill range.
- ◆ 25% indicated their revenue comes from the Pittsburgh region only.
- ◆ 25% reported major increases in the number of major companies they do business with.
- ◆ 30% reported no Govt. agency or regulation helped grow their business.

Non-Profit Results:

- ◆ All reported seeing a clear benefit to having a Chamber membership.
- ◆ Their main issues are: fundraising, evaluation, & benchmarking.
- ◆ 80% have minority execs.
- ◆ 70% indicated their Chamber membership helped identify new funding, board members & contacts.
- ◆ 75% receive most of their funding from outside our region.
- ◆ 45% had operating budgets between \$3.1

to \$10 million in 2005.
◆ 25% have social enterprise ventures.

◆ 60 % would attend like a Chamber offered program on approaching a business for funding. Suggestions for new programs include helping non-profits operate as a business, & programs featuring Govt. agencies.

Your Chamber will be expanding the IT Clinics in 2006 thanks in part to the support of Citizens Bank. These 2-hour sessions are designed to help business owners understand the value of automated systems & use of the information superhighway.

Upcoming Meetings & Events

January 14, 2006 Pgh Symphony Orchestra
Member Neil Barclay will narrate. this special community event on the legacy of the late Dr. Martin Luther King, Jr. Proceeds to benefit the elementary band of the Wilkinsburg School District. Tickets: \$7.00 adults, \$3.00 students K-12. Call 412-371-9667 x 2104 for more info.

January 26th 12: 00 Noon-1:45 PM
The Duquesne Club \$40 Non-WAC Members
The World Affairs Council is hosting a 'Mapping the Global Future: Challenges of Intelligence & Policy. Ambassador Robert Hutchings will be the speaker. Call Member Sky Foerstor @ 412-281-7970 for details.

January 13, 2006 7:00 PM
Carnegie Music Hall
Living Legends

Classic Gospel Concert

Groups, covering three decades of Gospel music will be performing. Call Deryck Tynes for details @ 412-281-4150 x8.

Jan 1-17 Lobby Regional Enterprise Tower

The Martin Luther King Task Force of the Greater Pittsburgh Convention & Visitors Bureau, in collaboration with America's Promise & the Hotel Association. Donate your boxed nonperishable items & bring them to the building's lobby. The food drive is in honor legacy of Dr. Martin Luther King, Jr.

January 23, 2006

6:00—9:30 PM

Veterans Entrepreneurial Training Informational Briefing

This session is open to all Veteran entrepreneurs on the new laws to stimulate growth. Call Beth Kampsen @ 412-227-6842, or email her at kampsen@rmu.edu to register.

February 2006

Your Chamber will co-sponsor WQED's The Torchbearers: a documentary that includes Dr. Helen Faison, Mrs. Thelma Lovette, Robert Lavelle, Atty. Wendell Freeland, Judge Livingston Johnson, & others. The program will air in Feb.

CONGRATULATIONS

Member Carl Cooper on becoming Chairman of the Board – The Rivers Club.

Member James Rice as the 2005 Outstanding Businessman of the Year for Omega Psi Phi,

Member Malik Bankston named their Citizen of the Year, & Chairman Greg Spencer, who headed the glittery gala.

Member Joe Preston participating at the ribbon cutting ceremony for the Homewood Branch of the YMCA.

Member Khadijah Pearson's financial program to help young families.

Member Sylvester Pace on NEED's Workforce Development Internship Fair.

Member Weida Tucker on the catwalk for the Harriet Tubman Guild fundraiser.

Corporate Sponsor Ralph Papa honored by Big Brothers & Big Sisters.

WELCOME

NEW MEMBERS

Mark Anderson

Bobby Rahal Motor Car Company

Khadijah A. Pearson

Waddell & Reed Financial Services

Raymond Moore

S & T Bank

Roberta R. Thurman

Bauer Enterprises
Your Family Tree Branches

Associate

Evans S. Frazier

Hill House Association

Supporting Members

Dottie Sweeney

Darlene Hafer

Pgh Job Corps Center