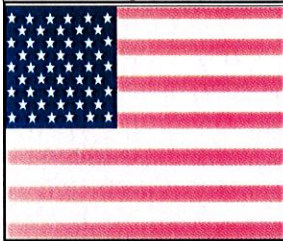


Important Dates to record

- ♦ March 11th - Structuring the Sales Call
- ♦ March 20th - PowerBreakfast
- ♦ March 31st- Members' Mixer
- ♦ April 17th - PowerBreakfast
- ♦ April 29th - Members Mixer
- ♦ April 30th - Candidates' Forum
- ♦ May 7th - Annual Meeting & Luncheon



MISSION STATEMENT

The mission of the African American Chamber of Commerce of Western Pennsylvania is to continuously improve business opportunities for 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 ensuring full participation.

AFRICAN AMERICAN CHAMBER OF COMMERCE
OF WESTERN PENNSYLVANIA

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Pittsburgh, PA 15219
(412) 392-0610 FAX: (412) 392-0612
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DORIS CARSON WILLIAMS, CCE PRESIDENT AND CEO

March 2015

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

We turn our clocks forward this weekend!
Member Caster Binion/ Housing Authority City of Pittsburgh's team, led by Kim Detrick held a very detailed workshop on doing business with HACCP: lots of good information!

Member Ellen McLean/ Port Authority enlightened us on their activities & procurement at the Port Authority during last month's PowerBreakfast.

It was a fun mixer at East End Cooperative Ministry's beautiful new facility. Kudos to Member Michael Mingrone!

Thanks to Member Lisa Murdock, and Chad Guthrie/Consol Energy for an informative How To Do Business With Consol workshop.

Structuring The Sales Call
March 11th

11:30 AM - 1:30 PM
Koppers Building
436 Seventh Avenue
9th Floor Board Room

This detailed workshop includes tips on establishing a relationship with the potential client to how to

structure your sales call. to close the deal. Don't miss it!

PowerBreakfast Meeting
March 20th
7:30 AM - 9:00 AM
Rivers Club
Mayor William Peduto
Sponsored by Comcast.

Join us for a look into the role of the Mayor's Chief of Staff by Kevin Acklin before we welcome back our Mayor to update us on his first year in office, & his plans for 2015!

Members Mixer
March 31st
5:00 PM - 7:00 PM
Le Maison du Paix
8904 Eastwood Road
(off Frankstown Road)

Member Bill Thompson will host us & give a tour through this beautiful old English Tudor, built in 1910 that now serves as a Bed and Breakfast.

PowerBreakfast Meeting
April 17th
7:30 AM - 9:00 AM
Rivers Club
Keith Key
President & CEO
KBK Enterprises

Join us as we welcome our Presidential Round-

table Member to present the status of his firm's residential & commercial real estate development activities & his Omni Management Group, now a Hall of Famer!

Financial & Budgeting Workshop
April 22nd
11:30 AM - 1:30 PM
Koppers Building
436 Seventh Avenue
9th Floor Board Room

Our Board Member, Author, & Guest Lecturer will present helpful plans on budgeting & financial management for small businesses. Plan to be there!

Members' Mixer
April 29th
5:00 PM - 7:00 PM
Center for Organ Recovery & Education
204 Signma Drive
Allison Park

Member Lisa Upsher will be our host. Bring your business cards & wear your logo pin!

Candidates' Forum
April 30th
4:30 PM - 6:30 PM
Rivers Club
Oxford Center
Downtown

Bring your questions as we welcome candidates for the District 9 City Council Race for the upcoming May Primary. Our Facilitator will be

Member Rod Doss/New
Pittsburgh Courier.

**Chamber Annual
Meeting & Luncheon**
May 7th

11 AM Meeting
12 PM Luncheon
Omni William Penn
Hotel
530 William Penn Place

Our guest speaker will
be David Holmberg,
President and Chief
Executive Officer,
Highmark. Your Invite
will be mailed in April.

Members' Mixer

May 28th
5 PM - 7 PM
Hosanna House
807 Wallace Avenue
Wilkesburg

Associate Member Al
Merritt will be our host.
Don't forget to wear your
logo pin & bring your
business cards.

Save the Date
October 9th
1 PM - 4 PM

Manchester Bidwell
Corporation Auditorium

Cyber Security

Your Chamber is well
into planning this special
workshop to help your
company minimize the
risk against this global
problem, & the impact on
your firm. Huntington
Bank is sponsoring the
event, which will include
the speakers book on
the subject. A special
invite will be sent.

**If your company
would like to host a
Mixer or sponsor an
event for Chamber
Members, call us @
412-392-0610.**

Members Events

March 8th
**Carnegie Science
Center**

Presents
**National Geographic's
Jerusalem**

1 PM - 2:30 PM

You Must RSVP @: carnegiesciencecenter.org

March 10th
**Duquesne University
Small Business
Development Center
Presents**

**"Is There a Market For
Your Business"???**

1 PM - 3 PM

Ellwood City Library
415 Lawrence Avenue
Ellwood City

This workshop will help
you understand how to
answer your questions
before starting your
business. Register @:
sbdcd.duq.edu/eventdetail

March 19th
**Pittsburgh Downtown
Partnership
Annual Meeting**

4 PM

Westin Convention
Center Hotel

For more info, visit:
downtownpittsburgh.com

March 20th
**The 7th Annual Inclusive
Voices Presented by
Program To Aid Citizen
Enterprise**

11:30 AM - 1:30 PM
**Westin Convention
Center**

For more information,
call Member Louis Dabney
at: 412-562-0290.

FYI
**Now through April 15th
Monday thru Friday
The City of Pittsburgh**

**Volunteer Income
Tax Assistance**
City County Building
2nd Floor
10 AM - 2 PM

First come, first served.

Did You Know

Get the facts on
Affordable Health Care for
your small business. The

U.S. Department of
Health and Human
Services hosts a
Webinar every Thursday
@ 2pm. Learn more at:
www.sba.gov/healthcare
Webinar in Spanish
every other Thursday;
The Aaron Walton
Highmark Scholarship
Fund will be formally
established on March
9th; Member
Wilkesburg Community
Development Corp. is
working to lift the ban
on liquor licenses in
Wilkesburg. For more
info call 412-727-7855.

Your Chamber, along
with over 260 local,
regional & state
chambers of commerce
& economic develop-
ment councils from all 50
states signed a letter
urging Congress to re-
solve the impending
insolvency of the federal
Highway Trust Fund, a
true chorus of business
support for infrastructure
investment.

Congratulations

Presidential Round-
table Member Keith Key
will be installed March
5th in the Governmental
MWBE Hall of Fame. He
recently held the open-
ing 60 townhomes at
Skyline Terrace in the
Hill District.

Associate Member
Esther Bush on Urban
League Sunday at the
August Wilson Center &
the 97th Birthday of the
Urban League of Greater
Pittsburgh; Member Rod
Doss/New Pittsburgh
Courier named 2014 Pa
Newspaper of the Year;
Chairman's Circle
Member David
Simpkins/D&D Custom
Contracting on securing
the painting contract for

the Skyline Terrace
project; Corporate
Sponsor Frank Connelly &
Member Chaz Kellem/
Pittsburgh Pirates on a
great Diversity Networking
Reception. Member Kevin
Carter on his run for
Pittsburgh School Board.
Presidential Roundtable
Member Patrick
Gallagher was recently
installed as the 18th
Chancellor of the
University of Pittsburgh at
their Honors Convocation.

In The News

New Pittsburgh Courier

Member Pittsburgh
Community Services, Inc.
featured in Business Self-
sufficiency; Corporate
Sponsor Dr. Quintin
Bullock/CCAC attending
100 Black Men's mentor-
ing event; Member Connie
Parker/NAACP on the
panel of Duquesne's
Human Rights Film Series.

**Pittsburgh
Business Times**

Member Howard Russell/
Opus Acquisitions Group
& new Managing Director
of Ferrum Capital
Partners, LLC on Opening
Door for foreign capital.

Presidential Roundtable
Member Patrick Gallagher
as their feature cover
story.

New Members

Corporate Sponsor
Matt Maloney
Morgan Stanley

Brian Parker
McGuireWoods, LLP

**A schedule of all
programs & events is
emailed each Monday &
Thursday. Check your
emails & follow your
Chamber on Facebook &
Twitter @ aaccwp.com**

