



AFRICAN AMERICAN



CHAMBER OF COMMERCE
OF WESTERN PENNSYLVANIA

2017 Annual Report

*“Striving to achieve economic parity
by promoting the agenda of
African American business people.”*



MESSAGE FROM THE CHAIRMAN & PRESIDENT



Samuel Stephenson
Chairman



Doris Carson Williams, CCE
President and CEO

MESSAGE FROM THE CHAIRMAN & PRESIDENT

Striving to Achieve Economic Parity

The African American Chamber of Commerce of Western Pennsylvania's commitment to continuously provide business opportunities to African American business owners and professionals is unwavering. The diversity of our membership helps to maximize our strength as an organization to reach new heights in securing procurement opportunities. As the economy continues to show signs of improvement, we remain diligent in working to advocate and assist our membership in gaining procurement opportunities. Our ranking as the eleventh largest Chamber in our region is a signal of our increasing outreach to small business owners, entrepreneurs, and professionals to have them join and engage with our organized body.

Our monthly PowerBreakfast Meetings and Members' Mixers, continue to attract corporate, government, and community leaders. They join us to share their insight and meet small business owners, the initial step in developing a business relationship. The value for Chamber Members is the exposure they receive to help strengthen their network. This process continues to be of mutual benefit to both the purchaser and supplier of goods and services. Our Business Institute Workshops further tap the expertise of many corporate sponsors and partnering organizations to strengthen the business acumen of our members. Over 2,500 entrepreneurs and established small business owners and professionals have taken advantage of our many educational programs, an initiative that remains our priority. Two hallmarks of our organization are the Annual Business Luncheon and the Chamber's Annual Meeting. Each luncheon has attracted over 350 corporate sponsors, business leaders, and entrepreneurs to learn from the heads of major corporations and institutions of learning their vision for our region and what it takes to move us from good to great.

Our partnership with the US Chamber of Commerce and the National Black Chamber provided members and firms in the energy sector information about the impact of Ozone Regulations on jobs in our region and hear from the top executives at Chester Engineers, Columbia Gas, Peoples Natural Gas, and the American Petroleum Institute; it was elucidating! The sponsorship of Huntington Bank gave 175 Chamber members and guest a very detailed insight about the importance of CyberSecurity for their offices and their personal use.

In conclusion, our partnerships serve as the benchmark for advocating on behalf of the African American Chamber of Commerce to ensure that all members understand their expectations and can move their firms to the next level of engagement.

It remains our privilege to serve you. Our mission, to continuously improve business opportunities for our membership, through your participation, is unsurpassed. Inclusion.....it makes good business sense.

MISSION STATEMENT

The mission of the African American Chamber of Commerce of Western Pennsylvania is to continuously improve business and professional opportunities for African American business owners and professionals. Guided by the core values of equity in opportunity, economic advancement, self-sufficiency and entrepreneurial excellence, we will achieve economic parity for the African American Business community by ensuring full participation in the public and private sectors throughout the region.



OUR VISION & GOALS

The vision of the African American Chamber of Commerce is to be the central conduit - "The Voice" - for African American Business access in all of Western Pennsylvania, and to collaborate with other entities, agencies and organizations in support of our mission. Aimed at creating a level playing field to achieve economic parity, the African American Chamber of Commerce will promote the economic agenda of African American business people through advocacy for business access, educational programs, mentoring and member services aimed at empowerment and self-sufficiency. In addition, we will establish key linkages and partnerships with both the African American and business communities throughout the region.



HIGHLIGHTS OF THE PAST YEAR

Growth of the membership base:

234 Members with less than \$200,000 in Annual Revenue
60 Members with \$200,000 to \$2 million in Annual Revenue
46 Supporting Members (Non-African American)
82 Associate/Non-Profit Organizations

7 Chairman Circle Members (African American)
3 Corporate Supporters (Non-African American)
27 Corporate Sponsors
14 Presidential Roundtable Members

Membership developed within the following counties:

Allegheny	Beaver	Butler	Erie	Fayette
Greene	Mercer	Washington	Westmoreland	

Ranked 11th of the Twenty-Five Largest Pittsburgh-Area Chambers of Commerce

Programs Conducted:

Business Institute

- Access to Capital Workshop
- Changes to Payroll Regulations Workshop
- Financial Health Workshop
- How to do Business with Allegheny Health Network
- How to do Business with Allegheny County Airport Authority
- How to do Business with Highmark Health
- How to do Business with Urban Redevelopment Authority of Pittsburgh
- Social Media Workshop
- Supply Chain Workshop
- Talent Issues and Options Workshop
- Understanding Your Credit Report/Score & Ways to Improve It Workshop
- Youth Development Workshop

Events Included:

Candidates Forum – PA House of Representatives (Districts 19, 24)
Eight Sponsored Members' Mixers
Eighteenth Annual Business Luncheon
Members' Orientation – Held two workshops
Seasonal Celebration – Federal Home Loan Bank of Pittsburgh

Seven PowerBreakfast Meetings
Seventeenth Annual Members Meeting & Luncheon
Special Breakfast Meeting/Matt Smith/ Pittsburgh Chamber
Supplier Diversity Matchmaking with Pitt and EMSDC
The Land of the Pharaohs Trip (Egypt)

Over 2,500 Business Referrals

Produced Seventeenth Membership Directory

Distributed over 6,000 Bids for Proposals

Published Monthly Newsletters

Program Notifications & Membership Application available on Website

Member:

American Chamber of Commerce Executives
Pittsburgh Airport Area Chamber of Commerce
City of Pittsburgh Equal Opportunity Commission
The Federation of International Trade Associations
Metropolitan Area Hispanic Chamber of Commerce
National Black Chamber of Commerce

N.E.E.D.
Pennsylvania Chamber of Business & Industry
Riverlife
SMC Business Councils
VisitPittsburgh
World Affairs Council of Pittsburgh

HIGHLIGHTS OF THE PAST YEAR



Annual Meeting & Luncheon
Kathy Humphrey, Brian James Edmonds, Patrick Gallagher
Omni William Penn Hotel



**How to do Business with
Allegheny County Airport Authority**
Samantha Stedford
Koppers Building



PowerBreakfast Meeting
Robin Nicholson, The Frick Pittsburgh
Rivers Club



Seasonal Celebration
Left: Dana Yealy, Federal Home Loan Bank of Pittsburgh
Federal Home Loan Bank of Pittsburgh

INTRODUCTION TO THE CONDENSED FINANCIAL STATEMENTS

Introduction to the Condensed Financial Statements



The African American Chamber of Commerce of Western Pennsylvania and its affiliated Foundation condensed consolidated statements of financial position and statements of activities for the years that ended September 30, 2016 and 2015, are presented in this section. These statements were prepared from information derived from the Chamber's audited consolidated financial statements.

The Chamber and its Foundation's financial statements undergo an annual audit, which is conducted by Stillwaggon & McGill, LLC. The firm audited the financial statements for the years ended September 30, 2016 and 2015, which are presented in conformity with accounting principles generally accepted in the United States of America, and expressed an unmodified opinion on these financial statements. A copy of the Stillwaggon & McGill, LLC audit report dated March 21, 2017, may be viewed at the Chamber's office, located at 436 Seventh Avenue, Suite 2220, Pittsburgh, PA 15219.

FINANCIALS PAGE



African American Chamber of Commerce of Western Pennsylvania and Affiliated Foundation

Condensed Consolidated Statements of Financial Position

	<u>2016</u>	<u>2015</u>
Current Assets	\$ 308,500	\$ 350,609
Fixed Assets, net	1,046	2,877
Total Assets	\$ 400,436	\$ 362,786
Current Liabilities	\$ 122,465	\$ 19,640
Net Assets	277,951	343,146
Total Liabilities and Net Assets	\$ 400,436	\$ 362,786

Condensed Consolidated Statements of Activities

	<u>2016</u>	<u>2015</u>
Revenue and Support	\$ 446,969	\$ 472,703
Expenses		
Program services		
Member Services	114,762	119,041
Business Institute	213,139	226,735
Administrative and general	50,842	47,652
Fundraising	133,421	120,514
Total Expenses	<u>512,164</u>	<u>514,942</u>
Change in Net Assets	\$ (65,165)	\$ (52,239)

BOARD OF DIRECTORS

African American Chamber of Commerce of Western Pennsylvania

Samuel Stephenson, Chairman

Louis Alexander, Vice Chairman

Cheryl Allen, Treasurer

Ann Rucker, Secretary

Caster Binion

Blayre Britton

Phyllis Comer

Howard Graves, Jr.

Danielle Howard

Suresh Ramanathan

Doris Carson Williams, CCE, President and CEO

FOUNDATION BOARD OF DIRECTORS

African American Chamber of Commerce of Western Pennsylvania

Samuel Stephenson, Chairman

Cheryl Allen, Treasurer

Dr. Rhonda Moore Johnson

Chauncey Smith

Gregory Spencer

William E. Strickland, Jr.

Doris Carson Williams, CCE, President and CEO

Glenn R. Mahone, Counsel



MEMBERSHIP BENEFITS

Advocacy for Business Opportunities

Complimentary Business Referral Service

Discounted Business Services

Government Procurement Initiatives

Group Health & Life Insurance
(For companies with 10 or more employees)

Link to Social Media Highlights

Listing in our Membership Directory

Listing in Regional Connections Directory

Long Term Disability Insurance

Mentoring Programs for Businesses

Monthly Member Networking Events

Monthly Newsletter

Monthly PowerBreakfast Meetings

State Legislative Directory

Website Directory Listing

BUSINESS INSTITUTE PROGRAMS:

Finance & Tax Workshops

How to do Business Workshops

Information Technology Clinics

Legal Workshops

Marketing Workshops

Social Media Workshops

HIGHLIGHTS OF THE PAST YEAR



Annual Business Luncheon

Center: Loretta Mester, Federal Reserve Bank of Cleveland
Omni William Penn Hotel



Members Mixer

DoubleTree by Hilton Hotel & Suites Green Tree



Talent Issues & Options Workshop

Ida Ford, PA CareerLink
Koppers Building



Special Breakfast Meeting

Matt Smith, Greater Pittsburgh Chamber of Commerce
Rivers Club

CORPORATE SPONSORS/PRESIDENTIAL ROUNDTABLE MEMBERS

AHRCO

Allegheny County Airport Authority

Allegheny Health Network

BNY Mellon

Chevron

Citizens Bank of Pennsylvania

Clark Hill/Thorp Reed

Columbia Gas of Pennsylvania

Community College of Allegheny County

Covestro, LLC

Dollar Bank

Dominion Foundation

Duquesne Light Company

EQT Corporation

Ernst & Young

Federal Home Loan Bank of Pittsburgh

First Commonwealth Bank

Giant Eagle, Inc.

Highmark Health

Huntington Bank

KBK Enterprises, LLC

KeyBank

Manchester Bidwell Corporation

Morgan Stanley

P.J. Dick/Trumbull Corporation/Lindy Paving

Pitt Ohio

Pittsburgh Penguins

Pittsburgh Pirates

PNC Financial Services Group, Inc.

Point Park University

PPG Industries, Inc.

Prudential Insurance Company of America

Reed Smith, LLP

Robert Morris University

S&T Bank

Shell

The Rivers Casino

United States Steel Corporation

University of Pittsburgh

UPMC

SPECIAL PARTNERS

ALCOA Foundation

Allegheny County Economic Development

The Forbes Funds

The Heinz Endowments

MARC USA

Omni William Penn Hotel

The Pittsburgh Foundation

PNC Foundation

Richard King Mellon Foundation



ADMINISTRATIVE SUPPORT

Doris Carson Williams, CCE
President and CEO

Shawn E. Hicks
Director of Membership and Program Development

Deborah Parker
Business Consultant



AFRICAN AMERICAN



CHAMBER OF COMMERCE
OF WESTERN PENNSYLVANIA

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*Promoting business and professional opportunities
for African American business owners and professionals.*