



AFRICAN AMERICAN



CHAMBER OF COMMERCE
OF WESTERN PENNSYLVANIA

2018 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:

A Milestone of Continued Service

The African American Chamber of Commerce of Western Pennsylvania is honored to begin our 20th year in business. Our commemorative year begins with milestones. The African American Chamber of Commerce has met the need to obtain additional resources by hiring our first Chief Operating Officer. This addition will enable us to increase the Chamber's ability to expand our market and increase opportunities that benefit our membership.

The Chamber's partnerships have served, and continue to serve an important role in helping us advocate on behalf of our members. We are piloting a Junior Chamber of Commerce which is the result of a unique partnership with Community College of Allegheny County. This initiative not only provides opportunities for future business leaders, but strengthens our existing partnership model. This new program provides opportunities for future business owners and professionals to develop the skills and business acumen necessary to sustain successful businesses in and around our region.

The Business Institute was established to strengthen business owners and professionals in the areas of legal, finance and accounting, marketing and communications, and Information technology. Since 2004 these programs have grown increasingly diverse and promote and empower African American business owners and professionals. The Chamber continues to make "connecting" a mix of business and pleasure with our Members Mixers. This year we commemorate our twentieth year with a golf clinic, another first for the Chamber. The clinic is yet another step in line with the progression of business, and how business gets done.

We are proud to have reached this milestone. The African American Chamber of Commerce understands the commitment required to continue growth, and to sustain a Chamber that is prepared to meet the immediate and future needs of all business owners and professionals, and protect the inclusion necessary to meet their needs. 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:

290 Members with less than \$200,000 in Annual Revenue
56 Members with \$200,000 to \$2 million in Annual Revenue
49 Supporting Members (Non-African American)
78 Associate/Non-Profit Organizations

6 Chairman Circle Members (African American)
3 Corporate Supporters (Non-African American)
24 Corporate Sponsors
16 Presidential Roundtable Members

Membership developed within the following counties:

Allegheny
Greene

Beaver
Mercer

Butler
Washington

Erie
Westmoreland

Fayette

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

Programs Conducted:

Business Institute

- Accessing Capital Workshop
- Cybersecurity Workshop
- Digital Marketing Workshop
- Financial Workshop
- How to do Business with ALCOSAN
- How to do Business with Dollar Bank
- How to do Business with Port Authority of Allegheny County
- How to Successfully Prepare for Fiscal Year End Workshop
- Strategic Planning Workshop
- Trends Workshop
- Using the Media Effectively Workshop
- Winning Sales Techniques/Keep It Simple Workshop
- Workforce & The American Job Center Workshop

Events Included:

Candidates Forum – Mayoral & Pittsburgh City Council
Eighteenth Annual Members Meeting & Luncheon
Members' Orientation – Held two workshops
Nine Sponsored Members' Mixers

Nineteenth Annual Business Luncheon
Seasonal Celebration – Dollar Bank
Seven PowerBreakfast Meetings
Special Breakfast Meeting – Governor Tom Wolf

***Over 2,200 Business Referrals
Produced Seventeenth Membership Directory***

***Distributed over 5,600 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
Center: Michael McGarry, PPG Industries, Inc.
Omni William Penn Hotel



How to do Business with ALCOSAN
Second from Right: Arletta Scott Williams, ALCOSAN
Koppers Building



PowerBreakfast Meeting
Dr. Anthony Hamlet, Pittsburgh Public Schools
Rivers Club



Seasonal Celebration
Third from Left: James McQuade, Dollar Bank
Dollar Bank

INTRODUCTION TO THE CONDENSED FINANCIAL STATEMENTS



The African American Chamber of Commerce of Western Pennsylvania and its Affiliated Foundation, condensed consolidated statement of financial position and statement of activities for the year that ended September 30, 2017 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 McGill, Power, Bell & Associates, LLP. The firm audited the financial statements for the year ended September 30, 2017 which is 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 McGill, Power, Bell & Associates, LLP audit report dated February 23, 2018, 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>2017</u> | <u>2016</u> |
|---|-----------------------|-----------------------|
| Current Assets | \$ 381,312 | \$ 398,590 |
| Fixed Assets, net | <u>1,357</u> | <u>1,846</u> |
| Total Assets | <u>382,669</u> | <u>400,436</u> |
| | | |
| Current Liabilities | \$ 224,892 | \$ 122,485 |
| Net Assets | <u>157,777</u> | <u>277,951</u> |
| Total Liabilities and Net Assets | <u>382,669</u> | <u>400,436</u> |

Condensed Consolidated Statements of Activities

| | <u>2017</u> | <u>2016</u> |
|-----------------------------|--------------------------|--------------------------|
| Revenue and Support | <u>\$ 482,102</u> | <u>\$ 446,969</u> |
| Expenses | | |
| Program services | | |
| Member Services | 157,752 | 114,762 |
| Business Institute | 235,680 | 213,139 |
| Administrative and general | 122,560 | 50,842 |
| Fundraising | <u>86,284</u> | <u>133,421</u> |
| Total Expenses | <u>602,276</u> | <u>512,164</u> |
| Change in Net Assets | <u>(120,174)</u> | <u>(65,195)</u> |

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 Foundation 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 less employees)

Link to Social Media Highlights

Listing in our Membership 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
Left: Tim Ryan, PricewaterhouseCoopers
Omni William Penn Hotel



Members Mixer
Manchester Bidwell Corporation



Cybersecurity Workshop
Omar Khawaja, Highmark Health
Koppers Building



Special Breakfast Meeting
Left: Kerry Kirkland, Doris Carson Williams,
Toni Murphy, Governor Tom Wolf, Matt Smith
Rivers Club

Corporate Sponsors/Presidential Roundtable Members

| | |
|---------------------------------------|---|
| AHRCO | KeyBank |
| Allegheny County Airport Authority | Manchester Bidwell Corporation |
| Allegheny Health Network | P.J. Dick, Trumbull Corporation, Lindy Paving |
| BNY Mellon | Pitt Ohio |
| Chevron | Pittsburgh Penguins |
| Citizens Bank of Pennsylvania | Pittsburgh Pirates |
| Columbia Gas of Pennsylvania | PNC Financial Services Group, Inc. |
| Community College of Allegheny County | Point Park University |
| Covestro, LLC | PPG Industries, Inc. |
| Dollar Bank | Prudential Insurance Company of America |
| Dominion Foundation | Reed Smith, LLP |
| Duquesne Light Company | Robert Morris University |
| EQT Corporation | S&T Bank |
| Federal Home Loan Bank of Pittsburgh | Shell |
| First Commonwealth Bank | Solutions4Networks |
| Gateway Health Plan | The Rivers Casino |
| Giant Eagle, Inc. | United States Steel Corporation |
| Highmark Health | University of Pittsburgh |
| Huntington Bank | UPMC |
| KBK Enterprises, LLC | |

Special Partners

ALCOA Foundation

Allegheny County Economic Development

Comcast Business

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

Keeshia Muhammad
Chief Operating Officer

Shawn E. Hicks
Director of Membership and Program Development

Deborah Parker
Business Consultant



AFRICAN AMERICAN



CHAMBER OF COMMERCE
OF WESTERN PENNSYLVANIA

Koppers Building
436 Seventh Avenue, Suite 2220
Pittsburgh, PA 15219
Office: 412-392-0610
Fax: 412-392-0612
information@aaccwp.com
www.aaccwp.com

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