



2016 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:

259 Members with less than \$200,000 in Annual Revenue
59 Members with \$200,000 to \$2 million in Annual Revenue
51 Supporting Members (Non-African American)
81 Associate/Non-Profit Organizations

7 Chairman Circle Members (African American)
5 Corporate Supporters (Non-African American)
29 Corporate Sponsors
15 Presidential Roundtable Members

Membership developed within the following counties:

Allegheny	Beaver	Butler	Erie	Fayette
Greene	Mercer	Washington	Westmoreland	

Ranked 10th of the Twenty-Five Largest Pittsburgh-Area Chambers of Commerce

Programs Conducted:

Business Institute

- Communications Workshop
- Crucial Business Trends for 2015
- Cybersecurity Workshop
- Financial Statement Analysis and Budgeting Workshop
- How to do Business with Allegheny County Airport Authority
- How to do Business with Carnegie Museums of Pittsburgh
- How to do Business with Consol Energy
- How to do Business with the Housing Authority of the City of Pittsburgh
- How to do Business with Peoples Natural Gas
- Structuring the Sales Call
- The Impact of Ozone Regulations on Jobs in our Community

Events Included:

Candidates Forum – Pittsburgh City Council District 9
Members' Orientation – Held two Workshops
Nine Corporate Sponsored Members Mixers
Seasonal Celebration – Savoy Restaurant
Seven PowerBreakfast Meetings

Seventeenth Annual Business Luncheon
Sixteenth Annual Members Meeting & Luncheon
Special Breakfast Meeting/ Cameron McLay/Police Chief
Special Breakfast Meeting/ Christina Cassotis, Airpor

**Over 2,630 Business Referrals
Produced Sixteenth Membership Directory**

**Distributed over 6,450 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
VisitPittsburgh
World Affairs Council of Pittsburgh*

HIGHLIGHTS OF THE PAST YEAR



Annual Meeting & Luncheon
Omni William Penn Hotel



Cybersecurity Workshop
Manchester Bidwell Corporation



PowerBreakfast Meeting
Rivers Club



Seasonal Celebration
Savoy Restaurant

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, 2015 and 2014, 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, 2015 and 2014, which are presented in conformity with accounting principles generally accepted in the United States of America, and expressed an unqualified opinion on these financial statements. A copy of the Stillwaggon & McGill, LLC audit report dated March 16, 2016, 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>2015</u>	<u>2014</u>
Current Assets	\$ 359,909	\$ 398,113
Fixed Assets, net	<u>2,877</u>	<u>3,924</u>
Total Assets	<u>\$ 362,786</u>	<u>\$ 402,037</u>
Current Liabilities	\$ 19,640	\$ 6,652
Net Assets	<u>343,146</u>	<u>395,385</u>
Total Liabilities and Net Assets	<u>\$ 362,786</u>	<u>\$ 402,037</u>

Condensed Consolidated Statements of Activities

	<u>2015</u>	<u>2014</u>
Revenue and Support	<u>\$ 472,703</u>	<u>\$ 420,639</u>
Expenses		
Program services		
Member Services	119,041	111,243
Business Institute	228,735	232,736
Administrative and general	47,652	57,141
Fundraising	<u>129,514</u>	<u>101,197</u>
Total Expenses	<u>524,942</u>	<u>502,317</u>
Change in Net Assets	<u>\$ (52,239)</u>	<u>\$ (81,678)</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

David Atkins

Caster Binion

Phyllis Comer

Howard Graves, Jr.

Danielle Howard

Harvey Smith, Sr.

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 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

HIGHLIGHTS OF THE PAST YEAR



Annual Business Luncheon
Omni William Penn Hotel



Members Mixer
Skyline Terrace



Financial Health Workshop
Koppers Building



Special Breakfast Meeting
Rivers Club

Corporate Sponsors/Presidential Roundtable Members

AHRCO	KBK Enterprises, LLC
Allegheny County Airport Authority	Manchester Bidwell Corporation
Allegheny Health Network	McGuireWoods, LLP
BNY Mellon	Morgan Stanley
Chevron	MSA Safety, Inc.
Citizens Bank of Pennsylvania	P.J. Dick/Trumbull Corporation/Lindy Paving
Clark Hill/Thorp Reed	Pitt Ohio
Columbia Gas of Pennsylvania	Pittsburgh Penguins
Community College of Allegheny County	Pittsburgh Pirates
Covestro, LLC	PNC Financial Services Group, Inc.
Dollar Bank	Point Park University
Dominion Foundation	PPG Industries, Inc.
Duquesne Light Company	Prudential Insurance Company of America
EQT Corporation	Reed Smith, LLP
Ernst & Young	Robert Morris University
Federal Home Loan Bank of Pittsburgh	S&T Bank
Fifth Third Bank Western Pennsylvania	Shell
First Commonwealth Bank	The Rivers Casino
First Niagara Bank	United States Steel Corporation
Giant Eagle, Inc.	University of Pittsburgh
Highmark Health	UPMC
Huntington Bank	

Special Partners

ALCOA Foundation

Allegheny County Economic Development

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