



AFRICAN AMERICAN



CHAMBER OF COMMERCE
OF WESTERN PENNSYLVANIA

2019 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:

Strengthening Our Activism

Celebrating 20 years of service to the African American and small business communities has been an honor for the African American Chamber of Commerce of Western PA. The milestones accomplished by our organization have been numerous and diverse; from growing our membership to over 550 members and becoming the ninth largest Chamber in Western PA, to expanding our Business Institute offerings that now attract a broader group of entrepreneurs who represent a wider range of businesses and every major industry. In addition to our service to members, the Chamber has extended our reach to develop collaborations; enabling us to reach startups and future entrepreneurs. Programs such as our Junior Chamber of Commerce are an aid in helping them realize their goals. We took great pride in recognizing the first class of graduates at our Annual Meeting last May. Having a Chief Operating Officer brings a dimension that supports these activities.

The Business Institute has grown to now include workshops for beginners and for those more advanced. As a result, we can now address the increased levels of interest in the Business Institute's areas of legal, finance and accounting, information technology, and marketing and communications. Our Members Mixers continue to demonstrate the value of our advocacy role and how it has helped to strengthen our foundation, mixing business with pleasure. The importance of this concept is recognized as the Chamber prepares to host its second golf clinic; yet another step illustrating how business gets done.

It's been 20 years in the making to reach this pinnacle. Our service to our members has indeed been an honor, and we are excited about the potential that can be realized for our members. Our goal is continued 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:

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

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

Membership developed within the following counties:

Allegheny
Greene

Beaver
Mercer

Butler
Washington

Erie
Westmoreland

Fayette

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

Programs Conducted:

Business Institute

- Business Communications Workshop
- How to do Business with Duquesne Light Company
- How to do Business with PJ Dick, Trumbull Corporation, Lindy Paving
- How to do Business with the City of Pittsburgh
- How to do Business with the Pittsburgh Water and Sewer Authority
- How to do Business with Turner Construction Company
- Manufacturing Supply Chain Workshop
- The Implications of Tax Reform on Individuals & Small Business Workshop
- Trends Workshop

Events Included:

Eight PowerBreakfast Meetings
Golf Clinic
Jr. Chamber of Commerce Workshops – Held 3 Workshops
Members' Orientation – Held 2 workshops
Nine Sponsored Members' Mixers

Nineteenth Annual Members Meeting & Luncheon
Seasonal Celebration – Sugar & Smoke
Special Breakfast Meeting – Senator Bob Casey, Jr.
Twentieth Anniversary Celebration
Twentieth Annual Business Luncheon

Over 3,000 Business Referrals

Produced Eighteenth Membership Directory

Distributed over 5,100 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
Richard Riazzi, Duquesne Light Company
Omni William Penn Hotel



**How to do Business with
Turner Construction Company**
Standing in front of Banner: Jodi Rennie, Turner Construction
Koppers Building



Members Mixer
Third from Left: Bill Keena, Rivers Casino
Rivers Casino



Seasonal Celebration
Sugar and Smoke

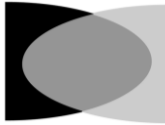
INTRODUCTION TO THE CONDENSED FINANCIAL STATEMENTS



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, 2018 and 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 years ended September 30, 2018 and 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 March 12, 2019, 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>2018</u>	<u>2017</u>
Current Assets	\$ 256,710	\$ 381,312
Fixed Assets, net	<u>1,480</u>	<u>1,357</u>
Total Assets	<u>\$ 258,190</u>	<u>\$ 382,669</u>
Current Liabilities	\$ 107,243	\$ 224,892
Net Assets	<u>150,947</u>	<u>157,777</u>
Total Liabilities and Net Assets	<u>\$ 258,190</u>	<u>\$ 382,669</u>

Condensed Consolidated Statements of Activities

	<u>2018</u>	<u>2017</u>
Revenue and Support	<u>\$ 577,451</u>	<u>\$ 482,102</u>
Expenses		
Program services		
Member Services	111,620	157,752
Business Institute	221,965	235,680
Administrative and general	129,826	122,560
Fundraising	<u>120,870</u>	<u>86,284</u>
Total Expenses	<u>584,281</u>	<u>602,276</u>
Change in Net Assets	<u>\$ (6,830)</u>	<u>\$ (120,174)</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

Joel Burstein

Rhonda Carson Leach

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

Glenn R. Mahone, Counsel

Horace Britton

Dr. Rhonda Moore Johnson

Gregory Spencer

William E. Strickland, Jr.

Doris Carson Williams, CCE, President and CEO



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
Leroy Ball, Koppers, Inc.
Omni William Penn Hotel



20th Anniversary Celebration
From left to right: Samuel Stephenson, Dan Onorato, Robert Agbede
Rivers Club



Golf Clinic
Bob O'Connor Golf Course
at Schenley Park



Special Breakfast Meeting
From left to Right: Doris Carson Williams,
Senator Bob Casey, Jr., Rhonda Carson Leach
Rivers Club

Corporate Sponsors/Presidential Roundtable Members

AHRCO	KBK Enterprises, LLC
Allegheny County Airport Authority	KeyBank
Allegheny Health Network	Manchester Bidwell Corporation
BNY Mellon Foundation of Southwestern PA	Northwest Bank
Chevron	P.J. Dick, Trumbull Corporation, Lindy Paving
Citizens Bank of Pennsylvania	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	Reed Smith, LLP
EQT Corporation	Rivers Casino
Federal Home Loan Bank of Pittsburgh	Robert Morris University
First Commonwealth Bank	Shell
Gateway Health Plan	Solutions4Networks, Inc.
Giant Eagle, Inc.	United States Steel Corporation
Highmark Health	University of Pittsburgh
Huntington Bank	UPMC

Special Partners

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

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