



AFRICAN AMERICAN



CHAMBER OF COMMERCE
OF WESTERN PENNSYLVANIA

2020 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

The goal of the African American Chamber of Commerce of Western Pennsylvania is continued growth, and to sustain an organization that is prepared to meet the immediate and future needs of all business owners and professionals, including the protection of inclusion necessary to meet our members' needs.

The milestones accomplished by our organization have been numerous and diverse; from growing our membership to over 565 members, and becoming the tenth 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. Our service to Chamber members was further enhanced in 2019 with the addition of an Executive Vice President who assists in the development of even greater strategies for implementation within the corporate business community; strategies that will further strengthen the infrastructure of the Chamber.

We have expanded our reach to potential business owners and corporate partners with the Junior Chamber of Commerce, and the Chamber's Annual Golf Clinic. We are encouraged by the feedback from our continued programing with the Junior Chamber. The Golf Clinic, now approaching the 3rd year, features C-Suite players that provide the opportunity for members to better understand the value in developing relationships in the corporate community.

The Business Institute continues to grow, providing workshops for entrepreneurs, and for those more advanced, addressing the increased levels of interest in the Business Institute's areas of legal, finance and accounting, information technology, and marketing and communications. The African American Chamber's newly developed Alzheimer's Workshop Series has brought added value to the offerings of the Chamber by addressing an issue that impacts employees, and families of business owners.

The Chamber's Networking Mixers and our PowerBreakfast Meetings are staples of the African American Chamber of Commerce. Both continue to demonstrate the value of our advocacy role, and how it has helped to strengthen small business owners. Both provide the opportunity for members to engage in an atmosphere where they have an opportunity to engage with other members and our corporate partners.

The business of the African American Chamber of Commerce of Western Pennsylvania is 'meeting the needs of our members, with an emphasis on protecting their 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:

305 Members with less than \$200,000 in Annual Revenue
69 Members with \$200,000 to \$2 million in Annual Revenue
67 Supporting Members (Non-African American)
93 Associate/Non-Profit Organizations

9 Chairman Circle Members (African American)
7 Corporate Supporters (Non-African American)
33 Corporate Sponsors
17 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

Brain Health – Keys to Successful Aging
Cybersecurity Workshop
Fraud Workshop
Grow with Google
How to do Business with Allegheny County Airport Authority
How to do Business with Community College of Allegheny County
How to do Business with the Equitrans Midstream
How to do Business with First Commonwealth Bank

How to do Business with the Huntington Bank
How to do Business with the Partner4Work
How to do Business with Pittsburgh Pirates
How to do Business with Port Authority of Allegheny County
How to do Business with Rivers Casino Pittsburgh
Meet the Primes (Allegheny County Airport Authority)
The Southwestern PA Demographic Challenge
Using Data to Drive Business Growth

Events Included:

Chamber Orchestra Concert
Jr. Chamber of Commerce Workshops – Held 5 Workshops
Members' Mixers – Held 9 Sponsored Mixers
Members' Orientation – Held 2 Workshops
PowerBreakfast Meetings – Held 7 Meetings

Seasonal Celebration – Point Park University
Special Breakfast Meeting – David Burritt
Twentieth Annual Members Meeting & Luncheon
Twenty First Annual Business Luncheon
Washington D.C. Trip

Over 3,000 Business Referrals
Produced Twentieth Membership Directory
Published Chamber Brochure

Distributed over 5,100 Bids for Proposals
Published Monthly Newsletters

Program Notifications & Membership Application available on Website

Member:

American Chamber of Commerce Executives
Eastern Minority Supplier Diversity Council
The Federation of International Trade Association
Greater Pittsburgh Chamber of Commerce
Master Builder's Association of Western Pennsylvania
Metropolitan Area Hispanic Chamber of Commerce
National Black Chamber of Commerce

N.E.E.D.
Pennsylvania Chamber of Business and Industry
Pittsburgh Airport Area Chamber of Commerce
Riverlife
SMC Business Councils
VisitPittsburgh
World Affairs Council of Pittsburgh

HIGHLIGHTS OF THE PAST YEAR



Annual Meeting & Luncheon
Farnam Jahanian, Carnegie Mellon University
Omni William Penn Hotel



Meet The Primes
Allegheny County Airport Authority
Koppers Building



Grow with Google Workshop
Koppers Building



Seasonal Celebration
Pittsburgh Playhouse at Point Park University

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>2019</u>	<u>2018</u>
Current Assets	\$ 259,575	\$ 256,710
Fixed Assets, net	<u>1,619</u>	<u>1,480</u>
Total Assets	<u>\$ 261,194</u>	<u>\$ 258,190</u>
Current Liabilities	\$ 17,820	\$ 107,243
Net Assets	<u>243,374</u>	<u>150,947</u>
Total Liabilities and Net Assets	<u>\$ 261,194</u>	<u>\$ 258,190</u>

Condensed Consolidated Statements of Activities

	<u>2019</u>	<u>2018</u>
Revenue and Support	<u>\$ 669,911</u>	<u>\$ 577,451</u>
Expenses		
Program services		
Member Services	108,261	111,620
Business Institute	261,079	221,965
Administrative and general	83,228	129,826
Fundraising	<u>124,916</u>	<u>120,870</u>
Total Expenses	<u>577,484</u>	<u>584,281</u>
Change in Net Assets	<u>\$ 92,427</u>	<u>\$ (6,830)</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
Jerry MacCleary, Covestro
Omni William Penn Hotel



Brain Health – Caregivers Call to Action
Energy Innovation Center



2nd Annual Golf Clinic
Bob O'Connor Golf Course
at Schenley Park



Special Breakfast Meeting
David Burritt, U.S. Steel Corporation
Rivers Club

Corporate Sponsors/Presidential Roundtable Members

#1 Cochran	KBK Enterprises, LLC
Advance Auto Parts	KeyBank
AHRCO	Koppers, Inc.
Allegheny County Airport Authority	Laborers' District Council of Western PA.
Allegheny Health Network	Manchester Bidwell Corporation
AmeriHealth Caritas	Northwest Bank
Bank of America	P&W BMW and Mini of Pittsburgh
BNY Mellon Foundation of Southwestern PA	P.J. Dick, Trumbull Corporation, Lindy Paving
Chevron	Parallel, Inc.
Citizens Bank of Pennsylvania	Peoples Natural Gas
Columbia Gas of Pennsylvania	Pitt Ohio
Community College of Allegheny County	Pittsburgh Penguins
Covestro	Pittsburgh Pirates
Dollar Bank	Pittsburgh Steelers
Dominion Foundation	PNC Financial Services Group, Inc.
Duquesne Light Company	Point Park University
Enterprise Rent a Car	PPG
EQT Corporation	Reed Smith, LLP
Equitrans Midstream	Rivers Casino
Federal Home Loan Bank of Pittsburgh	S&T Bank
First Commonwealth Bank	Shell
Gateway Health	Solutions4Networks, Inc.
Giant Eagle	United States Steel Corporation
Highmark Health	University of Pittsburgh
Huntington Bank	UPMC

Special Partners

Allegheny County Economic Development

Bridgeway Capital

Comcast Business

The Forbes Funds

Highmark Foundation

MARC USA

Omni William Penn Hotel

The Pittsburgh Foundation

PNC Foundation

Richard King Mellon Foundation

University of Pittsburgh Alzheimer Disease Research Center



Administrative Support

Doris Carson Williams, CCE
President and CEO

Daniel Taylor
Executive Vice President

Shawn E. Hicks
Vice President 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.*