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**African American Chamber of Commerce
of Westchester and Rockland Counties, Inc.**

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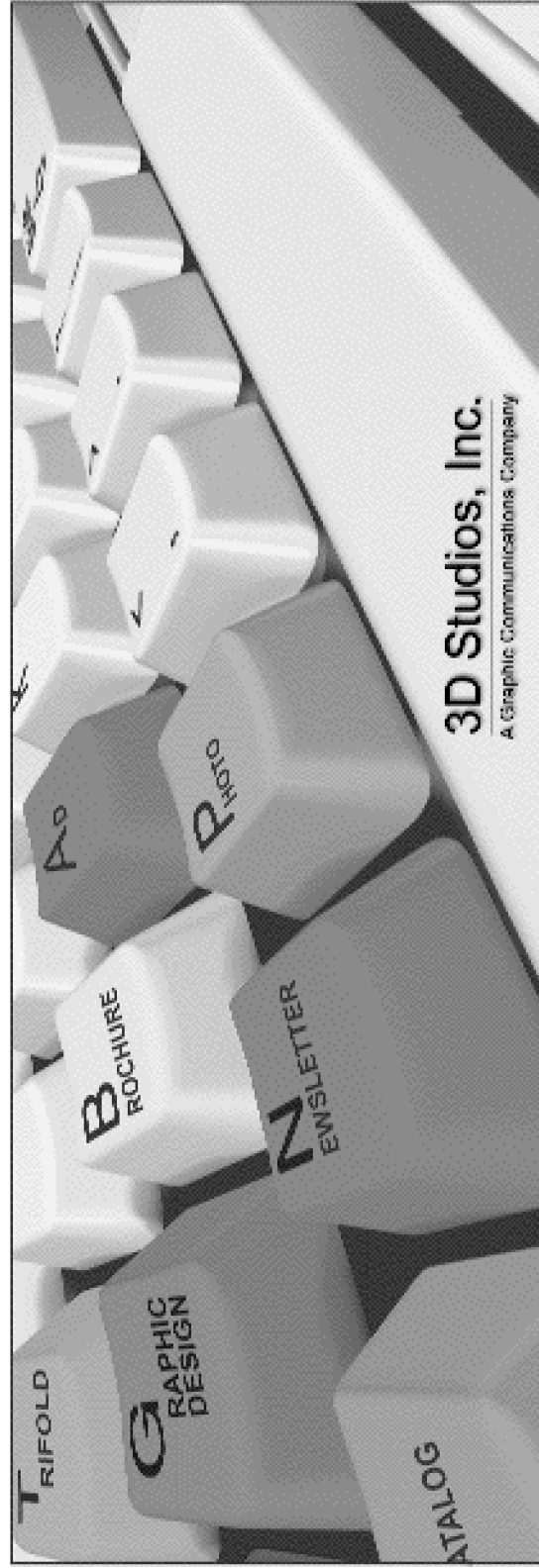
**AFRICAN AMERICAN
CHAMBER OF COMMERCE**
WESTCHESTER & ROCKLAND COUNTIES INC.

**2003-2004
Annual
Report**



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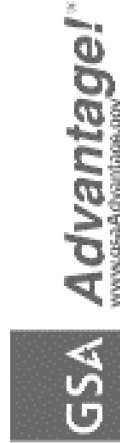
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Mission Statement

VI Insurance		
FICS and health cover for 3 employees @13% (estimate)	\$ 35,438.00	
Insurance Total (EST)		\$ 35,438.00
VII Travel		
Airline tickets/Gas and car maintainance for local trips and meetings	\$ 5,000.00	
Car rentals	\$ 2,500.00	
Conference(s): Hotel and conference fees	\$ 30,000.00	
Cellular phone/pager	\$ 2,500.00	
UPS	\$ 1,200.00	
Travel Total		\$ 41,200.00
VIII Consultants		
Consultants contract: lobbyist etc.	\$ 60,000.00	
Misc.	\$ 5,000.00	
Consultants Total		\$ 65,000.00
IX Sub-total '05 Budget		\$484,986.12
Miscellaneous cost 3% of total		\$ 14,549.58
X Total '05 Budget (Total Investment 01/05 - 12/05)		\$499,535.70
Additional Budgets To Be Established:		
Procurement Development Project (Project Cost)	\$ 200,000.00	
Fundraising	\$ 15,000.00	
Juneteenth Celebration	\$ 25,000.00	
Total Fundraiser and Program Budget		\$245,000.00
X Total '05 Budget		\$744,535.70

AFRICAN AMERICAN
CHAMBER OF COMMERCE
WESTCHESTER & ROCKLAND COUNTIES INC.

The African American Chamber of Commerce of Westchester and Rockland Counties, Inc. (Chamber or AACCW) was established June 28, 1996 as an independent not-for-profit agency to aid, counsel and protect the interests of African American businesses. Our mission is to preserve competitive enterprise and to maintain and strengthen the overall economy of Westchester and Rockland Counties.

**July
2003**

July 22 - The African American Chamber of Commerce of Westchester and Rockland Counties, Inc.; the U.S. Department of Commerce's Minority Business Development Agency and VISA partnered to present a special invitation workshop, "How to Successfully Do Business with the Government," to small, hub zone, minority, women and veteran owned businesses at CUNY Graduate Center, 365 5th Avenue, New York, NY 10016. The workshop was open to the public and included continental breakfast for \$50.00 in advance (by Friday, July 18, 2003) or \$75.00 at the door.

**October
2003**

CHAMBER HONORS BUSINESS & POLITICAL LEADERS

October 16 - The African American Chamber of Commerce of Westchester and Rockland Counties, Inc. honored members of the African American business and political community during its 7th Annual Awards & Scholarship Dinner at the Hilton Rye Town in Rye, New York.

Honorees included Debert C. Cook, Publisher of African American Golfers Digest; Paula Redd-Zeman, Commissioner of Westchester County Human Resources and Hon. William Darden, Rockland County Legislator. The Chamber also recognized the Westchester Business Journal, Published by Dee DelBello as Westchester County Business of the Year and Edna I. Rivera, Executive Director of HOGAR as this year's Rockland County Businessperson of the Year. All honorees received an award provided by The Mount Vernon Fine Art Gallery.

"This dinner is a fundraiser for our young chamber," said Robin Douglas, Chamber President/CEO/Founder, "but it is also an opportunity for our membership, the business and social community to join the Chamber in praising the accomplishments and contributions of this year's honorees."

Dinner Chairman, John Tuller, Director of Community Affairs for The Journal News along with co-chairs Yvonne Forbes, Vice President, Wachovia Bank; Ana Mollinedo, Vice President, Starwood Hotels & Resorts Worldwide, Inc.; Hector Ramirez, Vice President, Citibank and T. Daniel Tearno, Vice President, Heineken USA, invited businesses and individuals to advertise in the commemorative journal as well as attend the dinner. Ticket prices began at \$100 per person.

The evening's entertainment was provided by Woody Wood Working Music. Attendees received a one-year paid subscription to Black Enterprise Magazine, one of the Chamber's annual sponsors.

FREE MEMBERSHIPS TO STRENGTHEN ADVOCACY

October 6 - The African American Chamber of Commerce of Westchester and Rockland Counties, Inc. offered free memberships to individuals and small businesses. The Chamber extended this offer with the two-fold purpose of

**African American Chamber of Commerce
of Westchester and Rockland Counties, Inc.
2005 Anticipated Budget**

I Personnel Salary		
Executive Director	\$	95,000.00
One Office Administrator	\$	45,000.00
Clerk/Receptionist	\$	25,000.00
Personnel Salary Total		\$165,000.00
II- A Office Equipment (Rockland)		
Office equipment	\$	3,000.00
Horizontal file cabinets	\$	1,600.00
Computers and laptop	\$	10,000.00
Copier	\$	2,000.00
Phone system	\$	1,800.00
Office Equipment Total		TBD
II- B Office Equipment (Westchester)		
Computers	\$	25,000.00
Copier	\$	3,000.00
Folding machine	\$	1,800.00
Misc equipment	\$	2,000.00
Office Equipment Total		
III Technical Consultants:		
Grant writer	\$	15,000.00
Attorney	\$	10,000.00
Membership coordinator	\$	15,000.00
CPA	\$	5,000.00
Computer programmer	\$	12,000.00
Financial facilitator (Packaging)	\$	5,000.00
Consultants Total		\$ 62,000.00
IV Rental:		
Office rent (Westchester \$1,215.51 per month)	\$	14,586.12
Office rent (Rockland \$300. per month)		TBD
Utilities rental /Westchester \$600.00 per month	\$	7,200.00
Utilities rental /Rockland \$200.00 per month		TBD
Insurance	\$	3,000.00
Rental Total		\$ 24,786.12
V Marketing and Public Relations		
Radio and television time	\$	8,000.00
Professional brochures and articles	\$	12,000.00
Annual reports/printing and mailing	\$	5,000.00
Magazines/ newspaper adds, video add etc.	\$	25,000.00
Office supplies	\$	15,000.00
US postage	\$	24,000.00
UPS/Priority Packages	\$	3,600.00
Marketing and Public Relations Totals		\$ 92,600.00

lawyers for equality in America and their dismantling of racial segregation in education 50 years ago in *Brown v. Board of Education*.

The African American Chambers of Commerce of Westchester and Rockland Counties, Inc. (the "Chamber") was established June 28, 1996, as an independent not-for-profit agency to aid, counsel and protect the interests of African American businesses. The Mission of the Chamber is to preserve competitive enterprise and to maintain and strengthen the overall economy of Westchester and Rockland Counties. The Chamber provides business development seminars as well as networking events throughout the year for its members and the public at large. On March 1, 2004, New York State Senator Hillary Rodham Clinton was the Keynote Speaker at the Chamber's Celebration of Women's History Month. Senator Clinton who spoke to the attendees on the state of minority business, opportunities available on the national level and issues surrounding the concerns of today's minority business owner, among other topics.

AFRICAN AMERICAN CHAMBER AND THE MTA IN WORKSHOPS FOR DISADVANTAGED/ MINORITY/WOMEN-OWNED BUSINESSES

June 5-9 - African American Chamber of Commerce of Westchester and Rockland Counties and the Metropolitan Transportation Authority are working together to present workshops for disadvantaged, minority, or women-owned businesses. The four-day, 32-hour program has been successfully launched in other areas of the state to help business owners compete successfully for contracts with the MTA and other government agencies. Historically, 76% of participants are awarded contracts.

June 5-26 - The "Hudson Valley Prep (Preparing for Profit)" Program in the summer. Among the subjects covered in the \$99.00 course (funded by the MTA and the African American Chamber of Commerce) are marketing, cost estimating, accounting and navigating through a bureaucracy. The PREP course was held at the Rye Town Hilton Hotel in Rye Brook, NY, continental breakfast and lunch was served.

"The Metropolitan Transportation Authority is pleased to join efforts with the African American Chamber of Commerce to assist the Hudson Valley minority and small business community to effectively compete for MTA and other government agency contracts. We believe the PREP Program is an effective mechanism to facilitate this objective," says Kenneth A. Neal, director of the MTA's Civil Rights office.

"We are excited about bringing this opportunity to local businesses," says Robin Douglas of the African American Chamber of Commerce. "There are millions of dollars worth of contracts out there subject to competitive bidding, and these workshops help people find the keys to success in winning those contracts," she says. The MTA and other government agencies purchase a variety of services ranging from computers to landscaping, and printing to uniforms.

The program's corporate and community sponsors included: The MTA and Bank of America

helping to elevate the financial devastation of keeping a small business afloat in this failing economy and to increase the Chamber's membership base, thereby strengthening its ability to help advance the success of the membership.

"Realizing that there is great strength in numbers, it is the Chamber's daily pursuit to be a stronger advocate for our membership," said Chamber President, Robin Douglas. "We empathize with the small business owner and invite them to come aboard free of charge to show that we understand."

Local individuals and small business were encouraged to take advantage of this one-time offer for a free membership with the African American Chamber of Commerce by Friday, October 31, 2003. The membership is good for one full year through October 2004.

**February
2003**

THE CARIBBEAN AMERICAN CHAMBER OF COMMERCE AND INDUSTRY, INC. & THE AFRICAN AMERICAN CHAMBER OF COMMERCE OF WESTCHESTER AND ROCKLAND COUNTIES, INC. ALONG WITH COMMUNITY PARTNERS: 100 BLACK MEN, INC., THE JAMAICA BUSINESS RESOURCE CENTER, THE NYS CHAPTER OF THE NATIONAL ASSOC. OF MINORITY CONTRACTORS, THE ASSOCIATION OF MINORITY ENTERPRISES OF NY, INC. AND THE HARLEM BUSINESS ALLIANCE INVITED CAUCUS ATTENDEES TO ATTEND OUR ANNUAL BUSINESS NETWORKING RECEPTION AND SALUTE TO THE MEMBERS OF THE NYS BLACK AND PUERTO RICAN LEGISLATIVE CAUCUS, FOR THEIR TIRELESS PURSUIT OF FAIRNESS FOR MINORITY BUSINESS PERSONS AND MINORITY BUSINESS DEVELOPMENT.

The event took place at the Crowne Plaza Hotel in Albany, NY.

**March
2004**

AFRICAN AMERICAN CHAMBER and NYS SENATOR HILLARY RODHAM CLINTON KICKED OFF CELEBRATION OF WOMEN'S HISTORY MONTH

March 1 - The African American Chamber of Commerce of Westchester and Rockland Counties, Inc. invites the public to have breakfast with New York State Senator Hillary Rodham Clinton during its annual Celebration of Women in recognition of Women's History Month at the Hilton, Rye Town, NY. Breakfast will be followed by seminars, lunch and an evening reception.

Senator Clinton informed the group on the state of minority business, opportunities available on the national level and issues surrounding the concerns of today's minority business owner, among other topics.

Businesses development seminars were followed breakfast. Luncheon honorees were Jacqueline E. McCullough, Pastor Beth Rapha House of Healing and CNBC President and CEO, Pamela Thomas-Graham who also

gave the keynote address. CBS Personal Finance Correspondent, Sharon Epperson of New Rochelle served as Mistress of Ceremonies.

“The Celebration of Women is a fundraiser for our young chamber,” said Robin Douglas, Chamber President/CEO/Founder, “but it is also an opportunity for our membership, the business and social community to join the Chamber in praising the accomplishments and contributions of women around our nation and local community.”

Business development seminar topics included:

- Procurement opportunities for small businesses with city, state, federal agencies and Ground Zero.
- How do I become a valued supplier to the corporate community?
- How can I certify my business?
- Help is on the way..... MTA PREP Course, SBA, MBDA and others...

Confirmed seminar presenters are Ken Neal, Director Minority Business, MTA; Donnavan Bedford, Director Westchester One-Stop Center; Alvin Goode, Director Westchester Entrepreneurial Assistance.

All luncheon attendees received a one-year paid subscription to Black Enterprise Magazine and were encouraged to bring a laundered item of women’s clothing for donations to a local women’s shelter.



April 19 - The African American Chamber of Commerce of Westchester and Rockland Counties, Inc. held its annual Spring Job Fair at the NY Power Authority Building at 123 Main Street, White Plains, NY.

Employer participants included: The Westchester Marriott, Doral Arrowwood, Renaissance Westchester Hotel, The Bank of NY, St. Christopher’s, TransWestern Publishing, NY State Police, Stony Lodge Hospital, Nyack Hospital, Fleet Boston, VA Hudson Valley Health Care System, Consumer Union, American Express Financial Advisors, etc.

“Our Spring Job Fair gives companies an opportunity to identify qualified personnel from within one of Westchester and Rockland’s most dynamic segments of the community,” said Robin Douglas, President/CEO/Founder of the Chamber.

The African American Chamber of Commerce of Westchester and Rockland Counties, Inc. holds two job fairs annually and was involved throughout the year with other organizations’ fairs and expos seeking to increase employee diversity and decreasing the area’s unemployment rate.



Celebrating History after 50 Years of Struggle for Justice and Equality

The Sixth Annual Deliverance Ball - 50th Anniversary Celebration of BROWN V. BOARD OF EDUCATION

June 10 - In recognition of the 1954 landmark Supreme Court decision, Brown v. Board of Education, the African American Chambers of Commerce and Association of Black Lawyers of Westchester County hosted the Sixth Annual Deliverance Ball celebrated the 50th Anniversary of Brown v. Board of Education with a black tie gala at the Lake Isle Country Club, Eastchester, New York. The keynote speakers were two of the original litigants, sisters Linda Brown Thompson and Cheryl Brown Henderson. Jacques DeGraff, of MSNBC’s HardBall, was the Master of Ceremonies.

The evenings’ honorees were Clarence Jones, Esq. - Former Counsel and Draft Speech Writer for Rev. Dr. Martin Luther King, Jr. and current Executive Consultant, Marks Paneth & Shron, LLP. - recipient of the Professional Service Award; Justice Juanita Bing Newton - Deputy Chief Administrative Judge for Justice Initiatives and Administrative Judge for the Criminal Courts of the City of New York - recipient of the Constance Baker Motley Award; Rodney J. Reynolds - Founder and Publisher of American Legacy Magazine and Executive Producer of American Legacy Television – recipient of the Earl G. Graves Award and Judge H. Hawthorne Harris - the first elected African-American to the bench in Westchester County - recipient of the Presidents Award.

A silent auction was held during the cocktail hour; a portion of the silent auction proceeds was donated to establish a scholarship at Pace University School of Law.

The ticket price was \$150.00 before May 24, 2004 and \$175.00 after May 24, 2004. The ticket for the MOET VIP Reception with the Brown Sisters was \$200.00. The price for a table of 12 was \$1,800 before May 24, 2004 and \$2,000 after May 24, 2004. A Commemorative Journal was distributed.

Dinner sponsors included: Citibank, Black Enterprise Magazine, American Express, Heineken USA, Sheffelin and Somerset, PepsiCo, the Business Journal, Verizon, Bermuda Tourism and Pace Law School.

The Association of Black Lawyers of Westchester County was formed in 1973. The organization’s objectives include improving the integrity and standards of professionalism in the legal community; improving public confidence in the judicial system and the administration of justice; promoting and encouraging independence, diversity and inclusion in the judiciary and in the court system; and upholding the promise of equality, fairness, and justice for all under law regardless of race, color, sex, creed, or national origin. The organization’s membership consists of attorneys residing or working in Westchester County and New York City, judges, public officials, academia and law students. The organization cherishes the contributions and struggles by African American