



AFRICAN AMERICAN
CHAMBER OF COMMERCE
WESTCHESTER & ROCKLAND COUNTIES INC.



ANNUAL REPORT 2006 -2007





Mission Statement

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.

Robin L. Douglas, President/CEO/Founder

100 Stevens Avenue, Suite 202 * Mount Vernon, NY 10550
(914) 699-9050 ph * (914) 699-6279 fax

www.aaccnys.org

OCTOBER 2006

October 19, 2006

SIX BUSINESSES AND COMMUNITY LEADERS HONORED AT 10th ANNUAL AFRICAN AMERICAN CHAMBER OF COMMERCE ANNUAL AWARDS DINNER

The African American Chamber of Commerce of Westchester and Rockland Counties hosted its 10th Annual Awards and Scholarship Dinner Thursday, October 19, 2006 at the Lake Isles Country Club located at 660 White Plains Rd. in Eastchester, NY. The evening began at 6:00 pm with a cocktail reception followed by the awards and dinner at 7:00 pm. Local political and business leaders in six categories were honored for their contributions to the African American small business community.

The 2006 honorees included: Senator David A. Paterson for Political Leader of the Year; Starwood Hotels & Resorts Worldwide, Inc. for Corporate Partner of the Year; Honorable Eddie Mae Barnes for Westchester Political Leader of the Year; Honorable Frances M. Hunter for Rockland Political Leader of the Year; Bossville Rhoden for Rockland Business Leader of the Year; and Cheryl McKissack for Westchester Business Leader of the Year.

Senator Kevin Parker delivered the keynote address and accepted the award for Senator Paterson.

The 2006 dinner was sponsored by: Golden Sponsor, Black Enterprise Magazine; Silver Sponsor, IBM; Supporting Sponsors: Starwoods Hotels, Merrill Lynch, American Airlines, Enterprise Rent-A-Car, State Farm Insurance, Macys, The Journal News and the New York Power Authority. Table Supporters include: Aetna, Cablevision, Citibank, Con Edison, Entergy and Walmart.

October 28, 2006 thru November 18, 2006

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

African American Chamber of Commerce of Westchester and Rockland Counties and the Metropolitan Transportation Authority (MTA) worked together to present workshops for disadvantaged, minority, or women-owned businesses. The program began October 28, 2006 and concluded November 18, 2006. The four-day, 32-hour program helps business owners compete successfully for contracts with the MTA and other government agencies. Historically, 76% of participants are awarded contracts.

The "Hudson Valley PREP (Preparing for Profit)" course was offered on Saturdays from October 28, 2006 thru November 18, 2006. Among the subjects covered in the \$110.00 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 Chamber office in Mount Vernon, NY from 9:00am - 5:00pm, continental breakfast and lunch was served.

The programs corporate and community sponsors include: The MTA and the African American Chamber of Commerce of Westchester and Rockland Counties, Inc..

NOVEMBER 2006

November 16, 2006

**EMPIRE STATE DEVELOPMENT CORPORATION
STREAMLINED ITS M/WBE CERTIFICATION & HOST A SEMINAR
"HOW TO BUILD YOUR BUSINESS... THE PHYSICAL AND THE FISCAL"**

Empire State Development Corporation streamlined its M/WBE certification application and presented the new application to Westchester in the fall. The African American Chamber of Commerce partnered with Empire State Development Corporation along with NYC Department of Small Business Services and other state agencies to host the seminar called "How to Build Your Business... The Physical and the Fiscal". The seminar took place Thursday, November 16, 2006 at The Crowne Plaza Hotel in White Plains, NY.

The program "How to Build Your Business... The Physical" gave the participants an opportunity to ask important questions about their business needs, learn how to bid on state contracts, how to become certified thru the state and city and how to use the contract reporter as a tool.

In addition to certification information the following topics were discussed:

- HOW TO BECOME CERTIFIED WITH (Panel Discussion)
Scott Munson, NYS Certification Analyst, Empire State Development Corp.
Alfred Milton, Associate Director, NYC Dept. of Small Business.
- HOW TO DO BUSINESS WITH GOVERNMENT AGENCIES (Panel Discussion)
Jennifer Stafford, Procurement Officer, Office of General Services
Contract Reporter
- TECHNOLOGY: HOW TO GROW YOUR BUSINESS)
IBM, presenters
- UTILIZING INSURANCE & FINANCIAL PRODUCTS
State Farm presented
- RECEPTION

The 2006 breakfast speaker was Susan Stein, VP of New Market Development Empire State Development Corp.

The 2006 event was sponsored by State Farm and IBM.

December 2006

January 2007

January 5, 2007

KENNETH R. THEOBALDS RESIGNS AS AFRICAN AMERICAN CHAMBER OF COMMERCE OF WESTCHESTER AND ROCKLAND COUNTIES, INC. CHAIRMAN

In a letter to the Directors, Mr. Theobalds stated:
Dear AACCWR Directors:

"I would take this opportunity to thank the Directors, Advisory Board and President/CEO/Founder of the African American Chamber of Commerce of Westchester and Rockland Counties, Inc. (AACCWR), for the chance to help serve the mission of promoting and expanding business opportunities for minority business in the Lower Hudson Valley."

"The growing demand on my time as Vice President of Government Affairs for Entergy Nuclear Northeast (ENN), including regular out-of-state travel, constrain my volunteer time. I am thus unable to devote the time necessary to the important work of the AACCWR so it best that I stand down from the AACCWR board at this time."

"After its historic Tenth Anniversary of providing service to minority owned business, 2007 starts a new year of challenges and accomplishments for the AACCWR to meet. Entergy Nuclear Northeast hopes to continue to be a valued partner and corporate supporter of the organization's vital work. From my organization I have assigned Ms. Joanne Fernandez, Government Affairs Manager as ENN's primary contact for the AACCWR. All inquiries and request should be routed to her attention at this address."

"I wish the organization and its members all the best for the holiday season and for a prosperous 2007."

Sincerely,
Kenneth Theobalds
Vice President

In response to Ken's resignation, Robin L. Douglas, President/CEO/Founder of the African American Chamber of Commerce of Westchester and Rockland Counties, Inc. replied: "On behalf of the Executive Committee, the Corporate Advisory Board and our members, I thank Ken for his service as the Chairman of the Board."

"We are able to fulfill our mission as a result of the combined efforts of our board members, government officials and members."

"I appreciate the ongoing support of Entergy Nuclear Northeast and welcome Joanne Fernandez to the Corporate Advisory Board and look forward to work with her."

February 2007

March 2007

March 27, 2007

AFRICAN AMERICAN CHAMBER SEEKS TO DECREASE UNEMPLOYMENT RATE

The African American Chamber of Commerce of Westchester and Rockland Counties, Inc. hosted its annual Spring Job Fair, Wednesday, March 27, 2007 from 9:00am to 3:00pm at the Crown Plaza Hotel 66 Hale Ave, White Plains, NY.

A FREE resume writing class took place at the Chamber's Westchester office at 100 Stevens Ave., Ste 202, Mount Vernon, NY 10550 Tuesday, March 12, 2007 at 9:00am until 11:00am.

"Our Spring Job Fair gave 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 Chamber presents a job fair annually and is also involved throughout the year with other organizations' fairs and expos seeking to increase employee diversity and decreasing the area's unemployment rate.

March 27, 2007

AFRICAN AMERICAN CHAMBER DISCUSSED NEXT STEPS FOR MINORITY BUSINESS AT TOWN HALL MEETING

The African American Chamber of Commerce of Westchester and Rockland Counties, Inc. presented its third Town Hall Meeting on minority business during its 8th annual Business-to-Business Exchange at the Crowne Plaza Hotel in White Plains, NY Tuesday, March 27th at 6:00pm until 9:00pm. The two day conference is designed to thrill, educate and develop profitable business relationships; placing M/WBEs, corporate partners and the Chamber in a win-win position.

The theme of the '07 EXCHANGE *"SUSTAINING THE FUTURE.....NEXT STEPS FOR GROWTH"*.

Developing strategic alliances and strategies for contract acquisition in local municipalities and agencies are the topics addressed by confirmed conference speakers.

MARILYN D. JOHNSON Vice President, Market Development, IBM Corporation moderated the Town Hall Meeting. Town Hall Meeting panel members included: County Board of Legislator Vice Chairman **Clinton I. Young Jr.**, Black Enterprise Magazine's Sr. VP and Editor-in-Chief, **Alfred A. Edmond Jr.** and the Director of the Division of Minority and Women's Business Development for the State of New York, **MICHAEL JONES-BEY**.

During lunch the Chamber honored the following women for their achievements in business. **JEANNINE BLANCO** Public Affairs Specialist at State Farm Companies.; **JOY P. CRICLOW** Director of Con Edison's Supplier Diversity Program (formerly the Minority/Women Business Program); **WANDA MCKENZIE** Market Executive for IBM; **TRACEY TRAVIS** Senior Vice President of Finance and Chief Financial Officer at Polo Ralph Lauren; **VERA MOORE**, President/CEO of Vera Moore Cosmetics received the 2007 Madam C.J. Walker award.

Conference speakers included: **Ed Gordon**, host of Black Enterprise Magazine's new TV Show "Our World" delivered the luncheon Keynote. **Dr. Suzan Johnson Cook**, Senior Pastor at the Bronx Christian Fellowship delivered the open the conference during breakfast on March 28th.

Seminar speakers included: Representatives from IBM, Con Edison, Enterprise Rent-a-Car, NYC School Constriction Authority, The NY Power Authority, the Dormitory Authority, Local Banks, etc.

Sponsors included: IBM, Con Edison, State Farm, Enterprise Rent-a-Car, NY Dormitory Authority, Power Authority, Entergy, Marie Elaine, and Vera Moore Cosmetics (To Date).

APRIL 2007

MAY 2007

JUNE 2007

June 5, 2007

AFRICAN AMERICAN CHAMBER OF COMMERCE OF WESTCHESTER AND ROCKLAND COUNTIES, INC. PUBLISHED FIRST FULL AUDIT

The African American Chamber of Commerce of Westchester and Rockland Counties, Inc. conducted its first full audit for the organization. The findings of the audit are available on the Chamber's website.

The independent audit was conducted by Vernon J. Key, CPA located at 67-47 161st Street, Flushing, NY 11365.

"The Chamber is designed to meet the needs of our community. It is a voluntary organization of individuals and businesses who ban together to advance the commercial, financial, industrial and civic interests of the community. It is a civic clearinghouse, a public relations counselor as well as a legislative representative at the local, state and national levels of government. The Chamber is an information bureau and a research/promotion medium."

"The Chamber was created as an advocate for local African American-owned businesses. The Chamber promotes economic development and business opportunities for its members. Investment in the Chamber is important to the economic development of this entire State. Membership in the Chamber provides benefits designed to meet business needs."

"The audit will give our partners and potential partners an opportunity to examine the organization and its growth, as they consider impending investment in the Chamber, stated Robin L. Douglas the Chamber's President/CEO and founder."