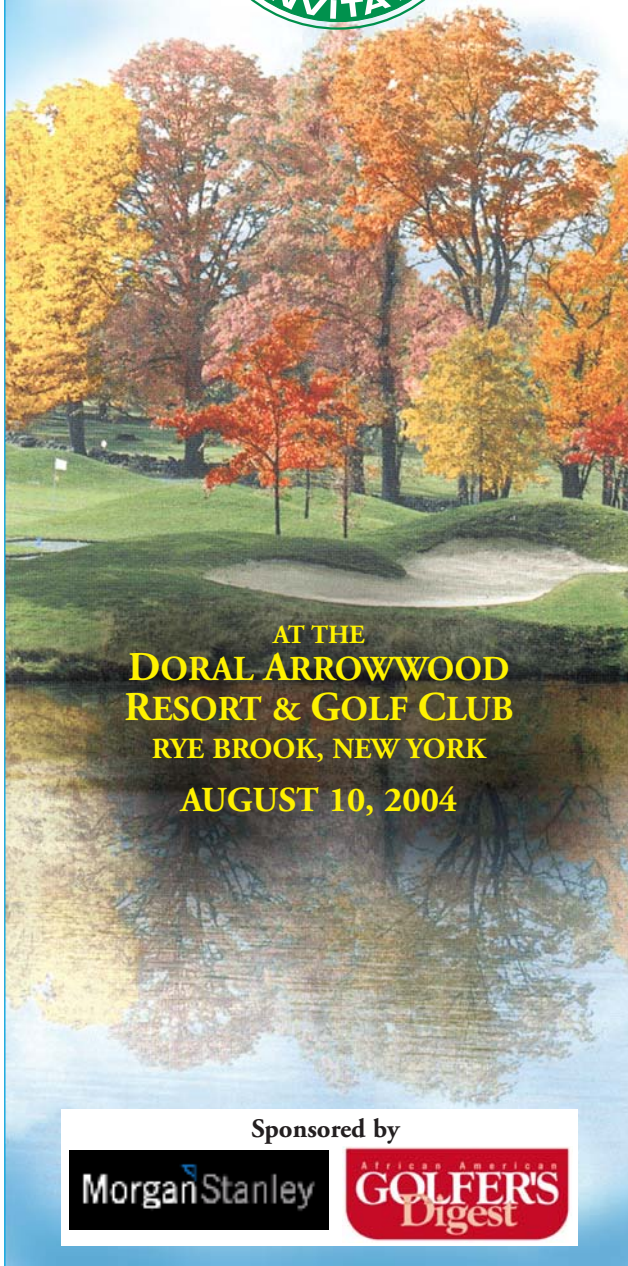


PRESIDENT'S MESSAGE 2004

Dear Colleagues,
Have a Happy and Prosperous New Year!

*Sincerely,
Robin L. Douglas President/CEO/Founder*



AT THE
**DORAL ARROWOOD
RESORT & GOLF CLUB**
RYE BROOK, NEW YORK
AUGUST 10, 2004

Sponsored by



FREE MINORITY AND WOMEN OWNED BUSINESS CERTIFICATION SEMINAR

The Chamber presented a free seminar entitled, "How Do I Certify My Firm as a M/WBE (Minority/Women-owned Business/Enterprise), Tuesday, November 18, 2003 at Con Edison.

The seminar was open to the public. Local small business owners attended.

Local business owners received step-by-step instruction on the application process from specialist, Anthony Foruoa who is the Associate Certification Annalist for Minority and Women Business Development at the Empire State Development Corporation. Mr. Foruoa addressd concerns and answered questions from the attendees.

This seminar was a follow-up to the Chamber's October 28th Town Hall meeting where nearly one hundred concerned citizens, minority business owners and certified minority firms gathered to discuss minority business contracts and the lack thereof in the county. Town hall meeting panelist, Emery Jackson, M/WBE Program Director NYS Dormitory Authority, shared his concern for the small number of minority certified contractors in the county and urged more minority firms to apply for state certification.

In 2002, government agencies awarded more than fifty billion dollars in contracts to small businesses for goods and services in the United States. "The Chamber has accepted the charge to give our members regular access to experts, making sure that our businesses are equip to compete locally, nationally and ultimately internationally for profitable contracts," said Robin Douglas, President/CEO/Founder of the Chamber.

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For meeting and event information call: (914) 699-4749

UP AND COMING!! 2004!!

Minority Business at Town Hall Meeting

The African American Chamber of Commerce of Westchester and Rockland Counties, Inc. along with local community leaders sponsored a town hall meeting on minority business in Westchester County and surrounding areas on Tuesday, October 28, 2003 at Macedonia Community Center in Mount Vernon, New York.

"Developing Strategic Alliances for Minority Firms in Westchester" and "Strategies for Contract Acquisition in Westchester & Local Municipalities" were the topics addressed by speakers, Hon. Clinton Young, County Legislator; Hon. Lyndon Williams, Mt Vernon City Councilman; Hon. William Randolph, Mt Vernon City Councilman and Mr. Emery Jackson, M/WBE Program Director NYS Dormitory Authority.

"Our members want to know where are the contracts," said Chamber President, Robin Douglas. "We are not expecting to address every concern of minority business in this one meeting, we do, however, intend to get to the bottom of some of the major issues.

The Chamber sponsored the town hall meeting in conjunction with its offer of free one-year memberships for 2004 to individuals and small businesses. The Chamber extended this offer with the two-fold purpose of helping to elevate the financial devastation that often plagues small businesses in a failing economy and to increase the Chamber's membership base, thereby strengthening its ability to help advance the success of the Chamber.

The free town hall meeting was open to the public and additional meetings are being scheduled to be held in mid and upper Westchester in 2004.

FEDERAL GOVERNMENT CONTRACTS WITH MINORITY BUSINESS

The Chamber; 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 Tuesday, July 22, 2003 at the CUNY Graduate Center in New York.

In 2002, government agencies awarded more than fifty billion dollars in contracts to small businesses making the Federal Government the largest buyer of goods and services in the United States. "This is a chance for our businesses to be face-to-face with experts to learn how to successfully compete and close government contracts," said Robin Douglas, President/CEO/Founder of the Chamber.

Local businesses who are missing out on Federal Government opportunities because they don't have a General Services Administration Schedule Contract don't have thousands of dollars to pay a GSA Schedule Consultant were encouraged to attend.

Mirinda Jackson, Vice President for Contracts and Business Development with EduTech Limited, a professional educational consulting firm and Ronald N. Langston, National Director of the U.S. Department of Commerce's Minority Business Development Agency (MBDA), appointed by President George W. Bush, were the scheduled speakers with years of experience in the world of Federal contracting to teach participants how to get and stay on the GSA Schedule.

Workshop participants learned:

- How to prepare and submit proposals for the GSA Schedule
- What contracting officers look for when evaluating proposals
- Where to invest marketing resources
- How to increase revenue in the face of today's "lean-mean" economy
- Learn how to get paid fast on government contracts

7TH ANNUAL AWARDS & SCHOLARSHIP DINNER

The Chamber honored members of the African American business and political community during its 7th Annual Awards & Scholarship Dinner, Thursday, October 16, 2003 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; 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 will receive 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, Wacovia Bank; Ana Mollinedo, Vice President, Starwood Hotels & Resorts Worldwide, Inc.; Hector Ramirez, Vice President, Citibank and T. Daniel Tearno, Vice President, Heineken USA.

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



7TH ANNUAL AWARDS & SCHOLARSHIP DINNER: Chamber President Robin L. Douglas with Sharon Epperson, CNBC correspondent, and John Tuller, Director of Community Relations for The Journal News and dinner chair.



Robin L. Douglas with Debert C. Cook, Publisher of African American Golfer's Digest and John Tuller of the Journal News and dinner chair at the 7TH Annual Awards & Scholarship Dinner.

2004 CALENDAR OF EVENTS

JUNETEENTH CELEBRATION 2003 !

The Chamber hosted its Sixth Annual Juneteenth Celebration, one of the counties' most exciting networking opportunities for people interested in doing business within the African American community.

In celebration of Juneteenth, the Chamber seeks to commemorate the time in African American History when word that slavery had been abolished finally reached slaves in the southwest a whole year and a half after actually being freed.

"Juneteenth is somewhat symbolic of the times we're in today," said Robin Douglas, President/CEO/Founder of the Chamber, "Provisions have been made for our businesses. We just have to get the word out - NOW!"

The '03 event included a networking reception, a diversity job fair as well as the annual ball. on Tuesday, June 10th, The Journal News and the Chamber sponsored the annual Diversity Job Fair at the Westchester Marriott in Tarrytown, NY. The Chamber encouraged members to participate in the New York Power Authority's Diversity Procurement Fair which took place later that weekend.

On Friday, June 13th, in a Salute to Black Music Month, Heineken was host and sponsor to a special networking reception, free by invitation, at the Reckson Metro Center, home of Heineken USA. Other sponsors of the reception include Black Enterprise Magazine, Reckson, PepsiCo and Shieffelin & Somerset. Juneteenth festivities culminated with the annual Deliverance Ball on Saturday, June 21st also at the Westchester Marriott, Tarrytown, NY where the Chamber saluted the Inman's, owners of the Invisible Difference, and school board trustee Rev. Dr. Rose Niles-McCrary.



JUNETEENTH 2003: Chamber President Robin L. Douglas with honorees Mr. Alan J. Inman and Mrs. Cynthia W. Inman of The Visible Difference Inc.



Robin L. Douglas with honoree Rev. Rose E. Niles-McCrary, Senior Pastor of First Presbyterian Church, Mount Vernon, NY

NYS BLACK AND PUERTO RICAN LEGISLATIVE CAUCUS WEEKEND 2004

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 invite you 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 will take place at the Crowne Plaza Hotel in Albany, NY - Saturday, February 14, 2004 from TBDpm until TBDpm.

SPONSORED BY: HEINEKEN USA
PRODUCT SPONSOR: SCHIEFFELIN & SOMERSET CO.
RSVP: CACCI: 718-834-4544 * AACCCWR: 914-699-4749

AFRICAN AMERICAN CHAMBER OF COMMERCE WESTCHESTER & ROCKLAND COUNTIES INC.

Cordially Invites You To Become A Member

..JOIN THE CHAMBER !!

Be a Member of the Counties Most

ACTIVE EFFECTIVE REWARDING

ORGANIZATION PROVIDING BUSINESS SERVICES TO MBE'S

2004 CALENDAR OF EVENTS:

- JANUARY **MEMBERSHIP DRIVE RECEPTION
BREAKFAST ROUNDTABLE**
- FEBRUARY **NYS LEGISLATIVE WEEKEND
BREAKFAST ROUNDTABLE**
- MARCH **WOMEN'S HISTORY MONTH LUNCHEON
BREAKFAST ROUNDTABLE**
- APRIL **MEMBERSHIP RECEPTION
BREAKFAST ROUNDTABLE**
- MAY **50TH ANNIVERSARY OF BROWN-VS-
BOARD OF EDUCATION
BLACK ENTERPRISE ENTREPRENEURS CONFERENCE
in HOUSTON, TEXAS**

100 Stevens Ave., Suite 202, Mt. Vernon, NY 10550

If you have any questions about the Chamber (membership, upcoming events, and submitting articles) or for placing advertising, please contact:

THE ENTREPRENEUR
The AACCCWR, Inc.,

TEL: (914) 699-9050 FAX: (914) 699-6279
www.africanamericanchamberofcommercenys.org

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

100 STEVENS AVENUE * SUITE 202
MOUNT VERNON, NY 10550
www.africanamericanchamberofcommercenys.org

HAPPY NEW YEAR! 2004 AND MORE !!!!

ENTREPRENEUR...

*Newsletter Advertising Contract
January Issue of the Entrepreneur*

Please insert our advertisement into the AACWR's Winter issue of the Entrepreneur.

(All contributions are tax deductible to the extent of the law)

NAME: _____

COMPANY NAME: _____

ADDRESS: _____

PHONE NO.: _____

FAX NO.: _____ E-MAIL: _____

Payment and camera-ready copy are due by **Feb. 27, 2004**

(We will not be able to accommodate requests received after this date)

I/We hereby contribute \$_____ for a business card page ad in the AACWR Inc's Newsletter.

Please make checks payable to: African American Chamber of Commerce of Westchester and Rockland Counties, Inc. (AACWR, INC.)

Mail to: African American Chamber of Commerce of Westchester & Rockland Counties, Inc. (AACWR, Inc.) * 100 Stevens Avenue Suite 202 * Mount Vernon, NY 10550

SAVE THE DATE !!

**3RD ANNUAL BUSINESS/YOUTH
PARTNERSHIP SUMMER JOB FAIR**

THURSDAY, MARCH 18, 2004

10:00am - 3:00pm

AT THE

WESTCHESTER COUNTY CENTER

For more information contact: (914)995-3910
Westchester One Stop Employment Center
143 Grand Street
White Plains, NY 10601

