



ACCE CONVENTION 2008

INNOVATE

July 30-August 2

Pittsburgh, Pennsylvania

Diversity in the Room - Make It Happen

Friday, August 1, 2008

9:30 AM

Convention Center Room 317



Diversity in the Room: Make it Happen





Welcome

Doris Carson Williams. President & CEO

**African American Chamber of Commerce
of Western Pennsylvania**



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 insuring full participation in the public and private sectors throughout the region.

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.

Counties within the chamber jurisdiction





Byron Falchetti, President
Highmark Standard Property Corporation



Steven M. Marziotto, LUTCF, CMFC, CLTC
Prudential Financial of Western Pennsylvania

How the engagements began

Prudential
Meetings
Presentation of the Chamber
Relationship developed
Partnership established

Highmark
Corporate involvement
Community involvement
Relationship established
Partnership established



Diversity in the Room: Make it Happen



STANDARD PROPERTY CORPORATION
A HIGHMARK COMPANY



**Byron Falchetti, President
Highmark Standard Property Corporation**

1. Define Diversity
2. What is the value add to your company?
3. Why the African American Chamber of Commerce of Western Pennsylvania?

Prudential



**Steve Marziotto, Managing Director
Prudential Insurance Company of America**

1. Define Diversity
2. What is the value add to your company?
3. Why the African American Chamber of Commerce of Western Pennsylvania?





BID DISTRIBUTION SERVICE

The Chamber distributes each Request for Quote (RFQ) & Request for Proposal (RFP) to the Member business owners in that business category.

Bids Requests for include work in:

- Construction Services
- Professional & Contracted Services
- Commodity & Product Services



Diversity in the Room: Make it Happen

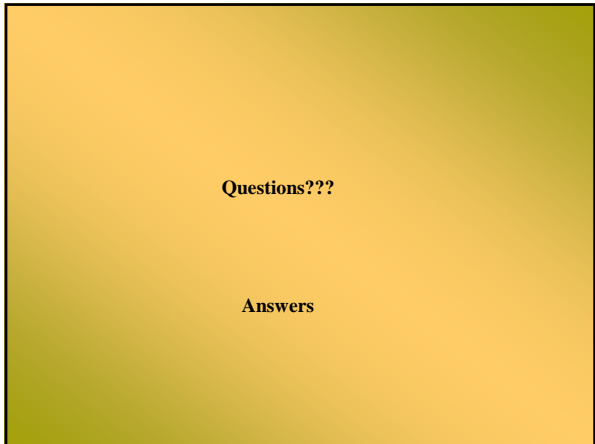


Achieving the 'win' for both organizations

Highmark's special projects
Chamber's Networking Mixers

~ ~ ~

Prudential's hiring & support of
Chamber through sponsorships



AFRICAN AMERICAN
CHAMBER OF COMMERCE
OF WESTERN PENNSYLVANIA

Diversity in the Room: Make it Happen
Thank

The bottom section of the slide features three small photographs. The first shows a woman in a white lab coat or uniform talking to a man in a dark suit. The second shows a group of people, including a woman in a green shirt, sitting at a table. The third shows a large group of people seated at round tables in a banquet hall, likely at a formal event.
