



CEN-TEX AFRICAN AMERICAN CHAMBER OF COMMERCE, INC

McLENNAN COUNTY
715 Elm Avenue, Suite 110
Waco, Texas 76704
254-235-3204

**2007-2008
Officers**

Cen-Tex African American Chamber of Commerce 2008-09 Economic Development Service Plan

Chairman of the Board
Robert D. Dorsey

1st Vice-President
Gale Edwards

2nd Vice-President
Janice Matthews

Treasurer
Joe. W. Fortson

Executive Director
Secretary
Laveda Brown

Program Coordinator
Gail King

We recognize that small businesses are critical to our nation's economy. Small businesses provide employment for approximately 50% of the labor force. The U.S Census' website states there are a total of 15,273 business firms in McLennan County and of that total, 779 or 5.1% are indicated as owned by African Americans. The CTAACC plan is to encourage, develop and empower these small businesses with the capacity to generate additional revenue.

100 Business Development

Careful planning is essential to business success. The Centex African American Chamber of Commerce provides management and technical assistance to start-up and existing businesses. We strive to provide information to a variety of businesses by offering networking events, training opportunities, and business consulting. Throughout the year the Chamber will offer workshops and seminars designed for professional development and to business growth.

Our Event calendar is structured to bring businesses together to network and generate qualified business leads. In addition, businesses receive up to 3 hours of business development and government contracting assistance per month.

200 Capital Formation

Ensuring that all have a chance to improve their economic status, the Chamber is partnering with programs to provide credit to small businesses that do not have access to loans from commercial sources. Through these partnerships, the chamber will help micro entrepreneurs strengthen their businesses, stabilize and increase their incomes, create additional employment and contribute to the economic revitalization of the community.

300 International Trade

Through partnerships we will deliver support to businesses seeking information regarding the international market opportunities. The Chamber will act as a clearing house of information on local, national and international resources.

400 Marketing Support Services

We sincerely believe our slogan "*Strengthening our community by empowering business*"; a core element in this mission is business marketing.

New Contacts

We help businesses make new business contacts. One of the best ways we accomplish this is through our networking events. Our membership meeting is an informal atmosphere designed to mix and exchange business cards and develop leads. In addition, we plan seminars, luncheons, events and awards dinners designed for business owners to make that crucial new contact.

Chamber Facilities

Chamber members have access to our conference room on a space-available basis for business meetings, mixers and events.

Exposure

The Chamber Membership Directory provides free listings to our members. The Business Directory will be widely distributed to the Waco Community, elected officials, major corporations, government agencies, chamber members and prospective businesses wishing to locate in Waco.

Referrals for New Customers and Clients

The Chamber is a clearing house for information. When the Chamber receives calls for a certain product or service this information will be provided to the appropriate company. Of course, our members get first priority.

500 Procurement Assistance

The most well known stereotype for any government contract is overwhelming paperwork and red tape. The Chamber assists area businesses in cutting through the “red tape” involved in selling to the federal, state and municipal government. Thousands of contracts worth billions of dollars each year are bypassed by small firms because they do not know of the projects or understand how to do business with government agencies. The mission of the program is to benefit the overall community by generating economic development and job creation, which will expand the local tax base.

The Chamber assists businesses with their efforts to be competitive in providing goods and services to government agencies, general contractors and prime contractors. Services include assistance in obtaining certifications, solicitations, access to contracting offices, networking opportunities with contractors, procurement rules and regulations, bid package preparation, and contract administration issues.

The key objective of this service is to provide greater opportunities for our local small businesses by assisting them in preparing for government contracts. We provide one-on-one counseling, training, and technical assistance needed to enhance the business’ technical and financial capabilities for the contracting opportunities.

600 Advocacy

The Chamber’s advocacy goal is to be a resource for the community. The purpose of advocacy is to bring greater awareness to the Chamber’s resources and address issues important to the community. The objective is to reach, recognize and assist with pressing community issues. The chamber will:

- Galvanize support and work with interested community members
- Disseminate information in a useful and targeted manner
- Formulate program proposals

700 Special Focus Groups

From time to time on an as needed basis, the Cen-Tex African American Chamber of Commerce will develop focus groups to address major issues of vital interest to the community.

800 Employment Assistance

The value of sales and receipts of minority-owned firms in Texas reached \$67.4 billion in 1997. A large part of our mission is to help area businesses grow their job opportunities and assist them with making the critical step of hiring, and training employees. There are many

programs to assist Texas businesses; the Chamber will provide ongoing job creation and retention support service.

900 Education

Education and income level had the greatest influence and economic impact on the quality of life in the African American community and it affects business and the US economy and this country as a whole. The Cen-Tex African American Chamber of Commerce will support traditional education sources and will find opportunities to provide entrepreneurial training to students and the community.

1000 Development of East Waco

To assist companies with economic development, the diversification of the economy and the development and expansion of commerce in predominately minority populations of Waco; to beautify and attract business to East Waco, and the elimination of unemployment and under-employment.

1100 Contractor Resource Project

The Contractor Resource Project is created to address the unique issues faced by small and minority businesses in the construction industry. While construction projects across Waco, the State of Texas and the nation continues to experience growth, many small minority-contracting businesses are not sufficiently positioned to capitalize on these opportunities.

This Project has been developed to provide the minority construction community with assistance, and specialized training designed to enable them to access various construction opportunities.

Project Opportunities

The Resource Project will provide access to:

- Industry contacts
- Access to government databanks
- Construction paperwork and management system
- Proposal assistance
- Computers
- Meeting space
- Quarterly training workshops

In addition the services the staff will work with the minority contracting community to identify market opportunities and assist with the development of formal relationships between city, county, and state representatives.

Cen-Tex African American Chamber of Commerce, Inc

Hours of Operation

9:00 am through 5:00 pm

Monday - Friday

2008 Chamber Office Closures

Monday, October 13	Columbus Day
Tuesday, November 11	Veterans Day
November 27-28	Thanksgiving
December 24-31	Christmas

2009 Chamber Office Closures

Friday, January 2	New Year's
Monday, January 19	Birthday of Martin Luther King, Jr.
Monday, February 16	Washington's Birthday
Friday, April 10	Good Friday
Monday, May 25	Memorial Day
Friday, July 3	Independence Day
Monday, September 7	Labor Day
Monday, October 12	Columbus Day
Wednesday, November 11	Veterans Day
Thursday, November 26-27	Thanksgiving
Thursday, December 24-31	Christmas

Cen-Tex African American Chamber of Commerce (CTAACC)

Organization Information

The Chamber is directed by a volunteer Board of Directors, representing retail, service and industrial sectors. The Directors are elected by the membership. A full-time, paid staff carries out the policies and operates the day-to-day activities of the Chamber.

