

# Black Business News

YOUR LINK TO BLACK BUSINESS ENTERPRISE IN SOUTHERN CALIFORNIA

The Official Business Journal of the Black Business Association

U.S. Small Business Administration 2007 Award Winner "Journalist of the Year"

## President's Message

### Our Growth from Abolition to Advocacy

December 2007

Just suppose the Black Business Association (BBA) started its mission in 1870, instead of 1970, where our socio-economic leadership would have undoubtedly been scrutinized as abolitionists. Thankfully, race relations have vastly improved to a level of inclusion and, in light of that fact, the BBA extends its significant role to work in the arena of expanding buyer-seller relationships to achieve the title of "advocates for business growth".

The BBA advocates for black enterprises to receive real supplier opportunities through stronger inclusion management. In doing so, the BBA seeks methods and strategies for building capacity for both small businesses and large corporations. Capacity growth among smaller companies means securing means by which to ensure adequate access to capital and management services. Capacity building for corporate purchasing management personnel means identifying quality firms and strategies that work to include these emerging enterprises into operational requirements of major corporations.

This work of advocacy requires attracting a heightened level of collaboration. The BBA recently expanded its own management capacity by collaborating with other parity advocate organizations. Most notably, the BBA now works closely with the **National Black Business Council** and the **California Black Chamber of Commerce** as marketing advocates. This unique

team collectively recruits and encourages top rated black-owned and operated firms ready, willing and able to deliver products and services to major public and private buying entities.

Another example of progress and growth for the BBA relates to the **California Utilities Procurement Exchange Summit and Black Business Day Awards Luncheon** held on November 14, 2007.

This event demonstrated an outstanding level of support from both large corporations and small business enterprises. The event attracted many major corporate participants and sponsors and several dozen top rated black-owned suppliers. The main element that made this event successful was the high level of relationship building that was conducted during the one-on-one business exchanges. Advocacy and business growth begin with expanding relationships.

On behalf of the BBA's Board of Directors, I want to express my sincere appreciation for the many supporters of our mission of advocacy and growth. As we move toward the abolition of business enterprise disparities. We can now join forces in the new millennium to build stronger partnerships of productivity in the area of awareness and interest toward broader inclusion strategies.

I extend the heartiest holiday blessing to everyone participating with the BBA in our activities and inclusion endeavors. The year 2007 appears to have

reached new positive levels of public and private sector inclusion for BBA members as the new captains of industry are at last coming to comprehend the importance and relevance of small business engagement processes.

Join or renew your membership with the Black Business Association as we continue our advocacy on behalf of Black business enterprise. We welcome your support. ☺

*Earl "Skip" Cooper, II*

President/Chief Executive Officer



The BBA and Operation Hope hosted the Governor of the Bank of Zambia to address the possibility of operating a bank on the continent of Africa with a focus on the Republic of Zambia. Participating in that initial discussion was (l-r) "Skip" Cooper, **Dr. Caleb Fundanga, Governor, Bank of Zambia** and William C. Walbrecher, Chief Operating Officer, Operation Hope.



Presentation of awards to outstanding individuals and corporations like Comerica Bank represented by (left) **Don Kincey, Vice President** is one of the many roles of **Ted Davis, Chairman of the BBA Board of Directors** and President of IsComp.