

WOMEN IN THE C-SUITE

"Healthy Mind, Healthy Body" was the theme of the Greater Los Angeles African American Chamber of Commerce's (GLAAACC) Second Annual Women in the C-Suite Conference. Over 100 diverse women business owners and entrepreneurs gathered at the Ritz-Carlton, Marina del Rey to network and hear information, strategies and tips about how to maintain physical and mental health while juggling the responsibilities of work and family.

Liji Thomas, Head of Diversity and Inclusion at Southern California Edison, moderated the panel of health and wellness experts which included Lynnette Astaire, plant-based chef and CEO of Superfoods School; Dana Jackson, founder of Beneath the Mask, a line of natural and organic beauty products; Strength and Conditioning Coach Kim Jones; LaVonaa Lewis, Ph.D., teaching professor of public policy and associate dean of diversity, equity and inclusion at the University of Southern California; and Rhonda Richards-Smith, a psychotherapist and relationship expert

and that extends to business as well," said GLAAACC Program Director Chanel Frampton. "Maintaining a healthy mind and body is not only good for the individual, it's good for business."



Thomas asked the panelists to share tips on how they mentally prepare to show up fully each day for work, family and relationships. Astaire, said she makes it a habit never to touch her cell phone first thing in the morning.

"It's not healthy," said Astaire. "Collect your own thoughts before you let anything else in."

Jones and Richards-Smith each prepare for their day the night before. Jones said the ultra-bright lights from cell phones and tablets before bed have an adverse effect on the body's internal clock and interfere with a restful night's sleep.

"The four pillars of optimal health are movement, stress relief, nutrition and sleep," said Jones

Richards-Smith said her mind is always running and she leaves a notepad on her nightstand to jot down ideas and random thoughts. "It helps me

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ACCESSING PUBLIC AND PRIVATE PROJECT OPPORTUNITIES

GLAAACC, in partnership with Southern California Edison, hosted a town hall meeting to discuss the various initiatives and the contract opportunities available for minority businesses.

"The opportunities out there are too great for minority businesses not to get a piece of the pie," said GLAAACC Chairman Gene Hale.

According to Southern California Edison (SCE) Supplier Diversity Manager Dennis Thurston, by 2030, 80 percent of the electrical supply in Southern California should be carbon free and there will be at least seven million electric vehicles. The company is currently making investments to enable electric vehicle charging stations. Minority contractors with skills in this area are needed.

SCE's diversity has been at 40 percent for disadvantaged business enterprises (DBE) suppliers for the past six years, spending over \$2.1 billion with diverse companies in 2018. Thurston said that SCE was on track to spend the same in 2019.

Sonya Blake, Director of Community Business from the Mayor's office of Economic Development, provided an overview of how the city assists businesses to grow and thrive. Information on free entrepreneurial training and business coaching can be found at business.lacity.org. Through its own lending program and its lending partners, Blake said the city has disbursed about \$60 million in loans to businesses during the last fiscal year.



L - R: LA County ISDN General Manager Michael Owby; GLAAACC Procurement Committee Chairperson Theodora Oyie; GLAAACC Chairman Gene Hale; City of LA Small Business & Economic Development Strategist Sonya Blake; and AECOM Executive Vice President Eric Shriner, Avisare Marketing Director Christian Calabria, GLAAACC President Angela Gibson-Smith and Community Build CEO Robert Sausedo.

AECOM Southern California Operations Manager for Building Construction Group Eric Shriner reviewed the company's current and future construction projects. AECOM is the number one grant contractor in Los Angeles, and has \$5 billion in active construction projects in Los Angeles. He strongly encouraged those interested in doing business with AECOM to make sure they were in the company's database with the correct and current company information such

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Our Mission

The Greater Los Angeles African American Chamber of Commerce (GLAAACC) advocates and promotes the economic growth and development of African American business by focusing on the development of business opportunities, business alliances and legislative advocacy.

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CHAIRMAN'S MESSAGE



Chairman Gene Hale

Happy New Year! Is it just me, or do the months seem to zoom by faster and faster each year? Luckily, 2019 was another stellar year with exclusive GLAAACC membership perks.

At GLAAACC's summer mixer, members were privy to a preview of the new L.A. Stadium and Entertainment District at Hollywood Park. The preview took place at the L.A. Stadium Premiere Center in Playa Vista.

For the second year, one of GLAAACC biggest supporters, Southern California Edison sponsored our annual Town Hall meeting where agencies discussed how to access the billions of dollars in private and public works that are being developed in

greater Los Angeles over the next ten years.

In this newsletter, you'll read about GLAAACC's partnership with Los Angeles Area Chamber of Commerce and over a dozen other chambers, networks, councils, coalitions and other organizations to streamline the procurement process and build wealth for small businesses through an initiative called LAOne Regional Collaborative.

Advocating for the African American business community, I recently hosted a meeting with the African American Empowerment Committee and Governor Gavin Newsom. We discussed a host of concerns with the governor, ranging from criminal justice to business process reforms.

GLAAACC is one of the best investments you can make for your business. As I've said many times, it's not so much what you know, but who knows you. GLAAACC has the network and connections that can help you get that next contract.

Here's wishing you a healthy and prosperous 2020!



PRESIDENT'S MESSAGE



President Angela Gibson-Shaw

I hope you had a happy and restful holiday season and are ready to take your business to the next level in 2020.

When it comes to educating small businesses and making connections, GLAAACC's got both! I hope you were able to take advantage of GLAAACC in the A.M.'s three-part series, Getting Contract Ready. Small Business guru Gilbert Buchanan's hands-on presentations took attendees from creating capability statements to how to search for contract opportunities to how to get certified. Sponsored by SoCal Gas, this was a powerful workshop series.

Education was also the goal for GLAAACC's second Women in the C-Suite conference. Based on the theme of "Healthy Mind, Healthy Body," our four panelists shared their stories and tips on how to maintain a balance between work life and personal life. Moderator Liji Thomas, Head of Diversity and Inclusion at Southern California Edison asked all the right questions to get the information needed to keep women (and men!) focused on staying healthy.

This year, we will continue to bring you the information and networking opportunities you need to achieve your goals.

GLAAACC's signature event, the Annual Economic Awards Dinner is just around the corner on April 8 at the JW Marriott L.A. Live. This is our opportunity to honor corporations, public

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GLAAACC JOINS ONELA REGIONAL COLLABORATIVE



GLAAACC Chairman Gene Hale and GLAAACC President Angela Gibson-Shaw joined the Los Angeles Area Chamber of Commerce, the County of Los Angeles Department of Consumer and Business Affairs and Internal Services Department to launch OneLA Regional Collaborative, a new procurement initiative to support local and diverse businesses. OneLA provides access to all contract opportunities in one centralized online marketplace and also combines the best of training, technology, one-on-one advising and match making.

Small business owners can now count on the new public-private partnership to streamline and speed up the process and give them a fairer shot as they compete for work with agencies across the region.

The newly launched OneLA Regional Collaborative establishes a partnership between some of the largest agencies in the region seeking to connect diverse businesses to technical assistance, business resources, and public and private contracting opportunities. The partnership will accomplish this through intentional collaboration and coordination, technology solutions, and business support at the scale that Los Angeles deserves.

"We are thrilled to bring together this partnership to help our diverse local businesses better access the billions of dollars in opportunity throughout our county," said Maria Salinas, President and CEO of the Los Angeles Area Chamber of Commerce. "It's a whole new and unprecedented way for the public sector to engage with businesses and the Chamber, as the primary voice for business, is excited to lead this effort."

OneLA Regional Collaborative was developed in collaboration with Citi Community Development.



GLAAACC is pleased to announce that Southern California Edison is the Diamond Sponsor for the 27th Annual Economic Awards Dinner

GENE HALE AND COALITION LEADERS MEET WITH GOVERNOR GAVIN NEWSOM

For the second time, Governor Gavin Newsom met with the African American Empowerment Committee (AAEC), a coalition of African American businesses and civic leaders from Northern and Southern California, at the offices of GLAAACC Chairman and President of G&C Equipment Corporation Gene Hale. Hale is the chair of AAEC's small business committee.

AAEC members discussed issues of equality for African Americans with the Governor. The range of topics included criminal justice reform, homelessness, education, government appointments, and business process reforms for state agencies. AAEC is chaired by NAACP President California Alice Huffman and First African Methodist Episcopal (FAME) Church Reverend J. Edgar Boyd.

Governor Newsom indicated that he was serious about tackling the subject of equality for African American communities. To that end, Newsom has appointed a number of African Americans to top positions including the Director of Caltrans, Judicial Secretary, Inspector General for Caltrans, Legislative Secretary, Legal Affairs Secretary, Senior Policy Advisor for Higher Education, as well as other high profile positions. In addition, Newsom is currently seeking to fill middle management positions that interact directly with the people in the community and are more sensitive to the needs of African Americans.

"The coalition believes Governor Newsom is on the right track to making substantial changes and will meet with the coalition to discuss the progress at the next meeting in San Francisco," said Ms. Huffman.

Hale agrees that progress has been made. "But we still have a long way to go."



L - R: NAACP President Alice Huffman, Governor Gavin Newsom, FAME Church Reverend J. Edgar Boyd and GLAAACC Chairman Gene Hale.

EDUCATION FUND & FOUNDATION SCHOLARSHIP RECEPTION



GLAAACC Education Fund and Foundation (Ed Fund) celebrated twenty years of providing scholarships to deserving college bound high school seniors in South Los Angeles.

GLAAACC's Ed Fund provides scholarships for minority students who exhibit entrepreneurial aspirations in addition to high academic achievement and significant community service contributions. Over the past two decades, GLAAACC's Ed Fund has awarded 131 students from Crenshaw, Dorsey, Jordan and Washington Preparatory High Schools over \$500,000 in college scholarships.

This year's scholarship reception was held at the California African American Museum. LeadersUp President and Chief Executive Officer Jeffery Wallace was the keynote speaker. LeadersUp is a nonprofit organization that provides skills training and job placement for youth. Ten seniors received scholarships ranging from \$1,500 - \$6,000 to offset the cost of their college education.

GLAAACC Chairman Gene Hale's Family Foundation donated \$10,000 to the Ed Fund. Hale hopes his donation will spark a trend among African American businesses and foundations to support the next generation of entrepreneurs by making an investment in their future.

In addition to the Hale Family Foundation, other Ed Fund sponsors include ACCO, Los Angeles Department of Water and Power, Merrill Lynch, Union Bank, Valero, SoCal Gas, CIT, Wells Fargo, Magic Johnson and LINX.

2019 SCHOLARSHIP RECIPIENTS

Crenshaw High School

Milani White, UCLA

Susan Miller Dorsey High School

Malia Williams, Cal State Dominguez

Elijah Dobson, Florida A&M

Kory La Flora, UCLA

Nolan Robinson, Morehouse

Tierra Davis, Cal State LA

Jordan High School

Elijah Conorquie, Cal State Dominguez Hills

George Washington Preparatory High School

Ruth Akingbemi, Cal Poly Pomona

Alaysia Virgil, Sacramento State

Hassan Hughey, Mira Costa College

NEXT LEVEL CONTRACT-READINESS TRAINING


GLAAACC hosted a three-part Contract-Readiness series where attendees could get step-by-step contract training preparation. Former Procurement Chairman for the California Hispanic Chamber of Commerce and Buchanan & Associates founder Gilbert Buchanan used his professional experience to guide GLAAACC members through the maze of preparing for the next big contract.

Buchanan is a business management consultant and the creator of Small Biz Pro. Small Biz Pro is a cloud-based platform that keeps essential business information such as licenses, certifications and capability statements available on any desktop or portable device. The system also tracks procurement opportunities using subscribers' NASIC codes.

Developing a contract-ready Capability Statement was the focus of the first workshop. A capability statement is essentially a business resume, a one or two-page document that helps business owners market their company's capabilities to targeted customers.

"Preparing yourself to be contract-ready" was the central theme of the second workshop. During the workshop, Buchanan reviewed a laundry list from a business license, DUN and Bradstreet number and general liability insurance to three years of business and personal tax returns

The final workshop covered certification. Buchanan defined certification as the process by which a business entity is predominantly (51% or more) owned, operated, actively managed and controlled by a designated group (women, minorities, disabled and receives official recognition through documentation by a government agency.

The Next Level Contract-Readiness Training series was sponsored by So Cal Gas. 

MIXING IT UP WITH GLAAACC

GLAAACC Networking Mixers provide members with an opportunity to mingle and engage with other small business owners as well as make valuable connections with city officials and C-Suite executives from Fortune 100 companies.

“Next to our annual Economic Awards Dinner, GLAAACC’s mixers are the place to make the contact for your next contract,” said GLAAACC Chairman Gene Hale.



At the Summer Mixer, GLAAACC Members received a preview of the L.A. Stadium Premiere Center in Playa Vista. The 11,000-square-foot state of the art center is a showcase for those interested in viewing or purchasing season tickets for Rams and/or Chargers’ football games at the L.A. Stadium and Entertainment District at Hollywood Park. The 28-acre sports and entertainment district is currently being developed on the former Hollywood Park site.

Kam Florence, Senior Sales Manager, LA Stadium and Entertainment District, spoke about the center’s unique features, including seven different displays aimed at completely immersing guests into a venue that will eventually house the 2022 Super Bowl and the opening and closing ceremonies for the 2028 Olympic Games.



GLAAACC members toasted the holiday season and showed their holiday spirit at the annual Holiday Mixer and Toy Drive. The beautiful City Club located on the 51st floor of City National Bank in Downtown Los Angeles was the location for the annual event. GLAAACC members donated over 100 toys to the nonprofit Parents of Watts and children experiencing homelessness at the Union Rescue Mission (URM).

GLAAACC WELCOMES 2019 NEW MEMBERS AT HOLIDAY MIXER





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ACCESSING PUBLIC AND PRIVATE – Continued from page 1

as certifications and qualifications.

The county of Los Angeles awards \$8 billion in contracts each year, said Michael Owh, general manager for purchasing and contract services. In addition to awarding construction projects, Owh noted that the county buys professional services, internet technology and catering services.

For online procurement and e-certification platforms that help small local businesses connect with opportunities. For details, visit Avisare.com.



PRESIDENTS'S MESSAGE – Continued from page 2

agencies and individuals who have contributed to the success of the African American business community. It's also the networking event of the year. Put on your formal attire, have your elevator pitch ready and bring plenty of business cards. This is the event you don't want to miss.

2020 promises to be a very exciting year. This is the year that the long-awaited Metro LAX Crenshaw Line opens. Destination Crenshaw and the L.A. Stadium and Entertainment District at Hollywood Park are also set to open in the fall. There is also the countdown to the 2028 Olympics in Los Angeles. With billions of contracts available and coming up, it's more important than ever to be contract ready.

GLAAACC is here for you with the education, networking and contacts you need to make 2020 your best year ever.

Happy New Year! Looking forward to seeing you at an upcoming event.



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sleep more soundly."

When the subject moved to the impact of external pressures, Lewis spoke about the effect that government policies have on African American women and families. Lewis defined public policy as what the government chooses to do or not to do.

"Policy is everywhere. Policy set the context for what we see. We wonder why some people feel like they've been locked into some communities and locked out of opportunities. Policies did that."

To check out photos from Women in the C-Suite, to learn more about GLAAACC events and networking opportunities, or to become a member, visit GLAAACC.org.



JOIN GLAAACC TODAY!

Visit www.glaaacc.org/membership or call (323) 292-1297 for information on Chamber membership