

eastwest

US Pan Asian American Chamber of Commerce

REPORT

US Pan Asian American Chamber of Commerce Culminates 20th Anniversary Milestone with *CelebrAsian* 2005 in Washington, DC

Largest Annual National Asian American Business Conference in the United States
Caps Year-Long Activities Designed to Serve Asian American Constituency

US Pan Asian American Chamber of Commerce (USPAACC) will culminate its year-long 20th Anniversary celebration by hosting the largest annual national Asian American business conference in the United States and the only national conference designed for the Asian American business community—**20th Anniversary CelebrAsian 2005: Diversity Means Business**—on May, 4 - 6, 2005 in Washington, DC.

CelebrAsian 2005, which coincides with the national observance of *Asian Pacific American Heritage Month*, is open to all those who do business or would like to do business with Asian American suppliers, importers/exporters in the Asia-Pacific region, Fortune 500 companies, the federal government and the minority business community. Over 1,000 participants are expected

to attend the three-day event that will hold sessions on Capitol Hill and at the main conference site, the Omni Shoreham Hotel.

Featured speakers at *CelebrAsian* 2005 will include U.S. Secretary of Commerce Carlos M. Gutierrez, U.S. Labor Secretary Elaine L. Chao, U.S. Treasurer Anna Escobedo Cabral, and U.S. Small Business Administrator Hector V. Barreto. The corporate chairs for this year's business conference are **Federal Express, Cendant, Verizon** and **Wells Fargo**.

Founded in August 1984 as a non-profit organization to represent the pan Asian Pacific American business and professional community, USPAACC has since become a stalwart voice for and a strong supporter of the Asian American and minority business community. Today, USPAACC

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From an acorn to a small oak tree: USPAACC celebrates 20 years of excellence & advocacy with programs designed to open more doors to contract, professional and educational opportunities for Asian Americans and their business partners in corporate America, the federal government and the minority business community.

USPAACC: An Advocate for Economic Growth

The US Pan Asian American Chamber of Commerce (USPAACC) was formed in 1984 as a national, non-profit organization representing all Asian Americans and Asian American-related groups in business. We promote, nurture and propel economic growth by opening doors to contract, educational and professional opportunities for Asian Americans and their business partners in corporate America, the federal government, and the minority business community.

2005 EVENTS CALENDAR

Chambers' Unity Luncheon

Washington, DC January 27

Northern California

Procurement Connections

San Jose, California January 30

Southeast Region

Procurement Connections

Orlando, Florida March 11

USPAACC-Southeast

Membership Drive

Atlanta, Georgia March 28

20th Anniversary

CelebrAsian 2005

Washington, DC May 4 ~ 6

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President's Message

As we welcome another year full of potential and opportunity, we also look back to a journey that has been both challenging and rewarding for our members. We have reached an important milestone as we celebrate our 20th anniversary. From an acorn two decades ago, we have grown today into a small oak tree—with stronger roots and wider branches—that reaches out to more Asian Americans and their business partners in corporate America, the federal government, and the minority business community.



We are the preeminent pan Asian American organization because of the support of our members from corporate, government and the pan Asian American community. We are strong because we are not a single ethnic organization, but an all-inclusive one that embraces Americans with East Asian, Southeast Asian, South Asian, and Pacific Islander origins. We have made significant inroads and created a niche for the highly adept Asian American business entrepreneurs who have worked very hard to enter and stay in the marketplace. We have improved conditions for the Asian American supplier in the corporate and government contracting arena. We will continue to hold Procurement Connections, expositions and business-related seminars all over the country to open more doors of opportunities to our constituency. And we will continue to work assiduously as a stalwart voice for and a strong supporter of Asian Americans and the minority business community.

*As we enter another season of growth, we ask you to join us in the finale of our year-long celebration on May 4-6, when we bring our signature event, the **Annual National Asian American Business Conference, 20th Anniversary CelebrAsian 2005: Diversity Means Business**, to the nation's capital. CelebrAsian is the only national conference designed for the Asian American business community and the largest annual national Asian American business conference in the United States.*

This conference will be the best ever yet. See you in Washington, DC on May 4 ~ 6!

Susan Au Allen

Census Bureau Issues Summary Report on Asian American Demographics

USPAACC views report as vital in the understanding of this
largely untapped consumer market

The summary report *We the People: Asians in the United States* released by the U.S. Census Bureau on December 15, paints a comprehensive picture of who the Asian Americans are in today's United States.

"The average Asian American today is relatively younger, well-educated, bilingual, and with deeper pockets," said Susan Au Allen, National President and CEO of the US Pan Asian American Chamber of Commerce. "This

(Continued on Page 11)

Welcome Aboard!

USPAACC Proudly Welcomes Its New Corporate Members

AARP



AFLAC



American Red Cross



CNA



The Home Depot



By the Numbers

Small Business Ownership: Of all the major racial/ethnic groups in the U.S., Asian Americans are the most likely to own small businesses (along with some European immigrants).

Foreign-raised Asians (those who immigrated to the U.S. at age 13 or older) are much more likely to be self-employed than U.S.-raised Asians (those who are either U.S.-born or who immigrated to the U.S. before age 13).

Highest Rate: Among foreign-raised Asians, Koreans have the highest self-employment rate at almost 28%.

Source: 2000 Census 5% Public Use Microdata Samples (PUMS)

USPAACC Co-Sponsors Opportunity Conference with U.S. Department of Labor and U.S. Hispanic Chamber of Commerce

National conference addressed needs of two of the fastest growing segments of the 21st century workforce

For the second consecutive year, the US Pan Asian American Chamber of Commerce (USPAACC) joined the U.S. Department of Labor to co-sponsor the 2004 Opportunity Conference with the U.S. Hispanic Chamber of Commerce.

The full-day national conference was held on October 12, 2004 at the Omni Shoreham Hotel in Washington, DC. It was designed for Asian Pacific and Hispanic Americans—two of the fastest-growing segments of the 21st century workforce—to inform them of the opportunities available to them in the different growth



U.S. Labor Secretary Elaine L. Chao (above left) and Melanie Sabelhaus, Deputy Administrator of the U.S. Small Business Administration



USPAACC National President & CEO Susan Au Allen

areas in the private and public sectors.

In her opening remarks, USPAACC National President & CEO Susan Au Allen talked about the role small business plays as the laboratory of innovation and the engine of the U.S. economy. "As last year, USPAACC is honored to co-sponsor this national event that would help Asian Pacific and Hispanic Americans to effectively compete and succeed in today's marketplace—a step toward achieving their American dream," Allen said.

U.S. Labor Secretary Elaine L. Chao delivered the keynote address. She highlighted the Department of Labor's initiatives that are in place to better serve the Asian Pacific and Hispanic American communities. "This nationwide conference—the second one in two years—will help Asian Pacific and Hispanic American entrepreneurs and community organizations develop new contacts, new opportunities, new information and tools to grow and prosper," the Labor Secretary said.

(Continued on Page 11)

USPAACC Holds Presidents' Retreat in Florida

USPAACC held the annual Presidents' Retreat on December 9 – 11, 2004 at the Sheraton World Hotel in Orlando to chart USPAACC's future direction that will firmly establish it as the preeminent national pan Asian American business organization.

Led by National President and CEO Susan Au Allen and her national headquarters staff, other participants at the Presidents' Retreat (sponsored by Verizon) were: Wen Chang, President of USPAACC Southern California

(fresh from winning his election bid for a third term as Mayor of the City of Diamond Bar in California); Timothy Wu, President of USPAACC Northern California; Varghese Chacko, President of USPAACC Midwest; Grace McDermott, President of USPAACC Southwest; P.I. Joy, President of USPAACC Southeast; Dr. Rengen Li, Chairman of USPAACC Southeast; and Allen Wu, Vice Chair of USPAACC Northeast. Kurt Nguyen of Qnexis, Inc. facilitated the retreat. 🌟



Second Annual Southwest Expo Held in Dallas

The USPAACC Southwest Regional Chapter (USPAACC-SW) presented the 2nd Annual Asian Business EXPO in Dallas on August 19 at the Adam's Mark hotel. The full-day event featured an Expo and an Awards Luncheon that honored the corporate partners of USPAACC-SW that have strongly supported Asian American supplier diversity initiatives. This year's corporate chair was Gwen Wilson, director of supplier diversity at Verizon Wireless.

Five hundred participants gathered at the event, attracting Asian American business owners and professionals. Dallas Mayor Laura Miller cut the ribbon and gave the opening remarks. Gary Riding, Region President of Verizon Wireless, gave the keynote address at lunch.

Verizon Wireless received the Corporation of the Year award. Four other corporate appreciation awards were given to American Airlines, Arlington Chamber of Commerce, JP Morgan Chase and Verizon Communications.

Corporate sponsors included JPMorgan Chase, Wells Fargo, Lockheed Martin, Jaguar-Land Rover, and Verizon Wireless. The U.S. Department of Labor Women's Bureau was a government partner at the Expo. 🌟

Procurement Connections Held Nationwide to Help Open More Doors to Contract Opportunities for Asian Americans and the Minority Business Community

Procurement Connections, a unique opportunity for Asian American suppliers and other minority businesses to meet with purchasing representatives from Fortune corporations, as well as from the federal, state and local agencies to discuss contracting opportunities, were held in key cities nationwide by USPAACC and its corporate partners.

Procurement Connections is part of a series of seminars held around the country by USPAACC in celebration of its 20th Anniversary that culminates in *CelebrAsian 2005: Diversity Means Business* on May 4-6 in Washington, DC.



DARDEN RESTAURANTS / WALT DISNEY WORLD CO. PRESENT PROCUREMENT CONNECTIONS IN FLORIDA

USPAACC Southeast Chapter held Procurement Connections at the Disney/SBA National Entrepreneur Center in Orlando Florida on March 11, 2005.

Presented by Darden Restaurants and Walt Disney World Company, the event featured seminars on the importance of certification and procurement issues, and a business-to-business matchmaking roundtable.

WELLS FARGO / KAISER PERMANENTE SPONSOR PROCUREMENT CONNECTIONS IN SILICON VALLEY

USPAACC Northern and Southern California Chapters, with Wells Fargo and Kaiser Permanente as major corporate sponsors



held the Procurement Connections on January 27 at the Doubletree Hotel in San Jose, California.

Building on the success of last year's event in Silicon Valley, where a number of participants who met key procurement officials from Fortune companies and the federal government eventually won procurement contracts. The event featured practical advice on business expansion from a panel of experts and successful minority business owners. This regional Procurement Connections drew over 150 participants and filled the conference room to capacity.

PROCUREMENT CONNECTIONS HELD IN THE WINDY CITY

USPAACC Midwest Chapter held Procurement Connections, "E-Sourcing: Winning Corporate Contracts in a New Economy," on December 9, 2004 at the Exelon Corporation headquarters in Chicago.

Specifically designed for Asian American- and minority-owned businesses that want to do business with major corporations and government agencies, the Procurement Connections featured corporate and government representatives who presented their respective organization's procurement procedures, essential points of contact for different areas of purchases, and their forecast on future purchases in various commodities and services.

Participants met corporate and federal agency representatives in groups of 8 to 10, rotating tables so that all suppliers had the opportunity to discuss matters of interest with each corporation.

THE BIG APPLE HOSTS PROCUREMENT CONNECTIONS

USPAACC Northeast Regional Chapter held Certification and Procurement Connections



in Manhattan on November 19, 2004 where corporate and government representatives talked about their respective organization's procurement culture, practice and procedures, and essential points of contact information for different areas of purchases. They also shared their forecast on future purchases in various commodities and services. Waitex International hosted the event at its headquarters in New York City.

CENDANT / CHOICE HOTEL HOST PROCUREMENT CONNECTIONS IN NATIONAL CAPITAL REGION

USPAACC National Capital Area Chapter



held a Procurement Connections, "Winning Corporate Contracts in a New Economy," at the Choice Hotel International headquarters in Silver Spring, Maryland on September 13, 2004. Main topics discussed at the full-day event included E-Sourcing and the importance of certification for small businesses. The event was sponsored by Cendant and Choice Hotels International. ●

USPAACC National President Inducted to Minority Business Hall of Fame

USPAACC National President and CEO Susan Au Allen was inducted to the Minority Business Hall of Fame on January 13, 2005 at the Harvard Club in New York City for her work at the helm of USPAACC and for her “legacy of economic development in the Asian community.”

“This award is important to me and USPAACC because it validates the hard work, long hours, frequent travels, and rigorous advocacy that we have put in over the last 20 years to bring Asian American business into the mainstream,” Allen said. “This award also inspires us to continue to open more doors of contract, educational and professional opportunities for our constituency.”

The Minority Business Hall of Fame and Museum was founded in April 2004—a collaborative effort of John Robinson, president of the National Minority

Business Council, New York; Don McKneely, president and publisher of Minority Business News; and Carol Daugherty Foster, editor of Minority Business News—to spotlight the achievements of men and women who were pioneers in opening opportunities for equal access for business owners of color. The museum chronicles the vision, tenacity and courage of the inductees for generations to come.

Also present at the ceremony to lend their support to Susan Allen were: Jeannie Diefenderfer, Group President of Advanced Networks, Verizon; Rengen Li, Manager of Supplier Diversity, The Coca-Cola Company; Grant Ujifusa, Founder of ThickEnvelope.com; Lisha Lee, business entrepreneur; and the Allen family, with husband Paul and sons Edward and Mark. ●



Accepting the Hall of Fame Award at the Harvard Club in New York City



United Nations Social & Economic Council Hosts Luncheon for USPAACC

The Honorable Sichan Siv, United States Ambassador to the United Nations Social & Economic Council, hosted a luncheon at the U.N. for USPAACC President and CEO Susan Au Allen and USPAACC New

York Corporate Gold members—Cendant, Microsoft Corporation, Altria and Verizon—on November 9, 2004. Also in attendance were ambassadors from Japan, Korea, Singapore and Cambodia and their respective

minister counselors to the United Nations. The purpose was to explore public-private partnership opportunities with U.N. member countries in Asia. ●



The Honorable Sichan Siv (far right) with USPAACC President & CEO Susan Au Allen (second from right) and other distinguished guests during the luncheon.

USPAACC Excellence Award Recipient Votes From Space

During the last presidential elections, American Astronaut and Expedition 10 Commander Leroy Chiao exercised his civic duty and the right to vote under extraterrestrial circumstances—by casting his ballot 230 miles above earth! He made history by casting the first vote ever in a presidential election from space.

Commander Chiao, a recipient of the USPAACC Excellence Award for Science and Technology during *CelebrAsian 2003*, was in his six-month mission as Commander of the tenth crew of the International Space Station. The National Aeronautics and Space Administration (NASA) coordinated the voting procedure, through an electronic ballot

which was e-mailed to Chiao's secure account at NASA's Johnson Space Center. Using a high-speed modem via satellite, Chiao cast his vote and sent it back to the Mission Control Center. His vote was then transferred to and recorded at the Galveston County Clerk's office.

The procedure of voting from space was made possible by a bill passed by Texas legislators in 1997 and signed by then-Governor of Texas, George W. Bush.

“Voting is each citizen's most basic, yet most powerful tool for participating in America's cherished right to choose its leaders,” Expedition 10 Commander Leroy Chiao said via satellite, as he urged eligible voters to head to the polls on Election Day. ●



At CelebrAsian 2003, from left: U.S. Labor Secretary Elaine Chao, Astronaut Mark Polansky, Microsoft's G. Winston Smith, NASA Administrator Sean O'Keefe, Astronaut Leroy Chiao, Astronaut Sunita Williams and USPAACC National President & CEO Susan Au Allen. Above right: Commander Chiao gives the thumb's up before lift-off.



US PAN ASIAN AMERICAN
CHAMBER OF COMMERCE
cordially invites you to

20th Anniversary

CelebrAsian 2005

DIVERSITY MEANS BUSINESS

MAY 4 ~ 6, 2005
OMNI SHOREHAM HOTEL
WASHINGTON, DC



THE LARGEST ANNUAL NATIONAL ASIAN AMERICAN BUSINESS CONFERENCE IN THE UNITED STATES

CORPORATE CHAIRS



MAJOR CORPORATE SPONSORS



MEDIA PARTNERS



CelebrAsian 2005 Conference Program

CHARITY GOLF TOURNAMENT

WEDNESDAY 7:30 AM ~ 4:00 PM Bull Run Golf Course
Haymarket, Virginia

Tee off to grant an ailing child's wish! Play golf and network at the picturesque Bull Run Golf Course to benefit the Make-A-Wish Foundation®.

TREE PLANTING CEREMONY

WEDNESDAY Capitol Hill Grounds, Washington, DC

From an acorn to a small oak tree—USPAACC has grown over the last 20 years opening doors to contract, educational and professional opportunities to Asian Americans and their business partners in corporate America and the federal government. Join us in commemorating this milestone with a symbolic oak tree planting on the Capitol Hill grounds.

BREAK CULTURAL BARRIERS

WEDNESDAY 1:00 PM ~ 2:30 PM Capitol Hill

It takes more than a firm handshake and direct eye contact to be successful in the business world and in mainstream America. Learn from top Asian Americans who have successfully navigated those cultural hurdles as they share their stories of daunting challenges and ultimate triumph!

WOMAN PIONEERS SYMPOSIUM

WEDNESDAY 2:30 PM ~ 5:30 PM Capitol Hill

Outstanding women achievers from Fortune companies, the government and small business enterprises will share their stories—personal experiences, trials and tribulations, and precious lessons learned—on their journey to the top. A motivational and inspirational experience you won't forget!

WELCOME NETWORKING RECEPTION

WEDNESDAY 6:00 PM ~ 8:00 PM Omni Shoreham Hotel

Meet outstanding Asian Americans, top corporate executives and high-level government officials at this networking reception.

OPPORTUNITY BREAKFAST PLENARY

THURSDAY 8:00 AM ~ 9:00 AM Omni Shoreham Hotel

Overview of business opportunities in the Department of Homeland Security and the dynamics in the rapidly growing Asian American consumer market by the Director of the Selig Center for Economic Development.

PROCUREMENT CONNECTIONS & SEMINARS

THURSDAY 9:00 AM ~ NOON Omni Shoreham Hotel

Procurement opportunities, forecasts and winning strategies that lead to contracts from Fortune companies, the federal government, and non-profit organizations will be presented by speakers from The Coca-Cola Company, Exxon Mobil, NEXTEL Communications, Wal-Mart and the Departments of Interior and Homeland Security, among others.

SCHOLARSHIPS AWARDS LUNCHEON

THURSDAY NOON ~ 2:30 PM Omni Shoreham Hotel

18 scholarships from different private donors and corporations will be awarded to Asian American students who have excelled in school, contributed to the community and need financial help to pursue higher education.

INTERNATIONAL TRADE

THURSDAY 2:30 PM ~ 5:00 PM Omni Shoreham Hotel

International trade experts share key information on growth areas, important trends and strategies in opening markets in the Asian Pacific region.

SUPPLIER DIVERSITY MANAGERS' SUMMIT

THURSDAY 2:30 PM ~ 5:00 PM Omni Shoreham Hotel

Supplier Diversity Managers from top major corporations will share experiences of their working relationships with Asian American/minority suppliers and best practices that have yielded good results.

FEATURED SPEAKERS



The Honorable
Carlos M. Gutierrez
U.S. Secretary of
Commerce



The Honorable
Elaine L. Chao
U.S. Secretary of Labor



The Honorable
Anna Cabral
U.S. Treasurer



The Honorable
Hector V. Barreto
U.S. Small Business
Administrator



Victor Tsao
Founder of Linksys

EVENING RECEPTION / EXCELLENCE AWARDS DINNER

THURSDAY 6:00 PM ~ 9:00 PM Omni Shoreham Hotel

The talk-of-the-town gala black-tie event will be a reunion of Excellence Award recipients of the past 20 years and their induction into the USPAACC Hall of Fame—the “crème de la crème” of Asian America. Meet, greet and network with some of the best minds and talents in the Asian American community.

The USPAACC Corporation of the Year and Government Agency of the Year Awards will also be presented in recognition of demonstrated commitment to diversity and continued support of the Asian American community.

THE HOME DEPOT STRATEGIC BREAKFAST PLENARY

FRIDAY 8:00 AM ~ 9:00 AM Omni Shoreham Hotel

GUANXI* SUPPLIERS OPPORTUNITY FAIR

FRIDAY 9:00 AM ~ 5:00 PM Omni Shoreham Hotel

Asian American suppliers and procurement officials from major corporations and the federal government will meet one-on-one to establish vital connections, strengthen business relationships, and win contracts.

*Guanxi is a commonly used Chinese business term meaning “connections” or “relationship.” It is also a widely used concept in the pan Asian business community.

FRANCHISING SEMINAR / ONE-ON-ONE MEETINGS

FRIDAY 9:00 AM ~ 5:00 PM Omni Shoreham Hotel

Do you have what it takes to become a successful franchise owner? This seminar will feature some of the nation's most popular corporate franchises and will teach you the formula to apply and the pitfalls to avoid to have a profitable business.

USPAACC/WELLS FARGO ASIAN AMERICAN LEADERSHIP AWARDS LUNCHEON

FRIDAY NOON ~ 2:00 PM Omni Shoreham Hotel

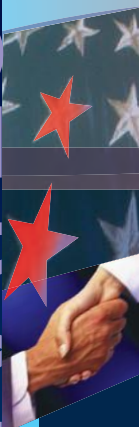
Three Asian American business enterprises will be chosen from a nationwide search to receive the USPAACC/Wells Fargo Asian American Leadership Awards.

CLOSING CEREMONY

6:00 PM ~ 8:00 PM Omni Shoreham Hotel

ART EXHIBITION

Omni Shoreham Hotel
A successful portrait artist will showcase his work at the hotel and will accept private commissions during the Conference.



CONFERENCE FEES

CELEBRASIAN 2005 offers a range of seminars for you to choose. Whether it is a total three-day immersion or a selective focus, you could customize your program. As you would expect, the Full Conference rate offers the greatest value, but each individual event contains enough choices and in-depth seminars that are worthy of your participation. Use the table below to choose the right program for you. Then proceed to our fast, secure website to register (www.uspaacc.com) or use the convenient faxable registration form on the next page.

	EARLY BIRD PRICE BY 4/15	REGULAR PRICE AFTER 4/15
FULL CONFERENCE* BEST VALUE		
CORPORATIONS	\$650	\$700
GOVERNMENT	\$600	\$650
ASIAN AMERICAN / MINORITY BUSINESS ENTERPRISE	\$450	\$500
*CONFERENCE REGISTRATION FEES DO NOT INCLUDE BOOTH/EXHIBIT RENTAL FEES		
INDIVIDUAL EVENTS		
GOLF TOURNAMENT	\$195	\$220
BREAK CULTURAL BARRIERS / WOMAN PIONEERS SYMPOSIUM WELCOME NETWORKING RECEPTION WITH HOSTED BAR		
CORPORATIONS	\$275	\$325
GOVERNMENT	\$225	\$275
ASIAN AMERICAN / MINORITY BUSINESS ENTERPRISE	\$200	\$250
PROCUREMENT CONNECTIONS / SEMINARS (Includes breakfast & lunch)		
CORPORATIONS	\$200	\$250
GOVERNMENT	\$150	\$200
ASIAN AMERICAN / MINORITY BUSINESS ENTERPRISE	\$135	\$185
RECEPTION / EXCELLENCE AWARDS DINNER		
CORPORATIONS	\$600	\$650
GOVERNMENT	\$400	\$450
ASIAN AMERICAN / MINORITY BUSINESS ENTERPRISE	\$225	\$275
GUANXI* SUPPLIERS OPPORTUNITY FAIR & FRANCHISING** (Includes breakfast & lunch)		
CORPORATIONS	\$350	\$400
GOVERNMENT	\$150	\$200
ASIAN AMERICAN / MINORITY BUSINESS ENTERPRISE	\$135	\$185
*Guanxi is a commonly used Chinese business term meaning "connections" or "relationship" **Register 3 or more from same company, discount \$15 each		
CLOSING RECEPTION		
CORPORATIONS	\$60	\$110
GOVERNMENT	\$55	\$105
ASIAN AMERICAN / MINORITY BUSINESS ENTERPRISE	\$45	\$95

For special rates on **AIRLINES** and **CAR RENTALS**, go to www.uspaacc.com/celebrasian

CelebrAsian 2005

20th Anniversary

DIVERSITY MEANS BUSINESS

US PAN ASIAN AMERICAN
CHAMBER OF COMMERCE



presents

THE LARGEST ANNUAL NATIONAL ASIAN AMERICAN BUSINESS CONFERENCE IN THE UNITED STATES

REGISTRATION FORM

MAY 4 ~ 6, 2005
OMNI SHOREHAM HOTEL
WASHINGTON, DC

STEP 1 — REGISTRATION INFO

FILL OUT THIS FORM COMPLETELY FOR PROCESSING. ONE FORM PER PERSON.

NAME (PRINT)

TITLE

COMPANY

ADDRESS

CITY

STATE

ZIP

PHONE (REQUIRED)

EMAIL (REQUIRED)

FAX

FOUR EASY WAYS TO REGISTER

- ONLINE:** www.uspaacc.com
Credit card registration only
- FAX:** 202.296.5225
Faxed registration forms must include credit card information
- MAIL:**
US Pan Asian American Chamber of Commerce
1329 18th Street NW, Washington, DC 20036
- PHONE:**
1 (800) 696.7818
or 202.296.5221

STEP 2 — REGISTRATION & FEES*

*REFER TO FEE SCHEDULE ON SEPARATE PAGE. CONFERENCE REGISTRATION FEES DO NOT INCLUDE BOOTH/EXHIBIT RENTAL FEES.
PLEASE CHECK THE EVENT/S YOU WISH TO ATTEND:

☐ **FULL CONFERENCE PACKAGE (MAY 4 ~ 6) BEST VALUE**

MAY 4 INDIVIDUAL EVENTS

- ☐ GOLF TOURNAMENT
- ☐ BREAK CULTURAL BARRIERS
WOMEN PIONEERS SYMPOSIUM
WELCOME NETWORKING RECEPTION

MAY 5 INDIVIDUAL EVENTS

- ☐ PROCUREMENT CONNECTIONS / SEMINARS
• BREAKFAST PLENARY SESSION
• CONTRACTING SESSION
• SCHOLARSHIP AWARDS LUNCHEON
• SUPPLIER DIVERSITY MANAGERS' SUMMIT
• INTERNATIONAL TRADE
- ☐ RECEPTION / EXCELLENCE AWARDS DINNER

MAY 6 INDIVIDUAL EVENTS

- ☐ GUANXI** SUPPLIERS OPPORTUNITY FAIR & FRANCHISING
• BREAKFAST PLENARY SESSION
• ONE-ON-ONE MEETING / EXPO
• FRANCHISING SEMINAR
• USPAACC / WELLS FARGO
ASIAN AMERICAN LEADERSHIP
AWARD LUNCHEON
- **Guanxi is a commonly used Chinese business term meaning "connections" or "relationship"
- ☐ CLOSING RECEPTION

STEP 3 — PAYMENT METHOD

PAYMENT IN U.S. FUNDS MUST ACCOMPANY YOUR COMPLETED REGISTRATION. REGISTRATIONS WITHOUT PAYMENT WILL NOT BE PROCESSED.

TOTAL AMOUNT DUE \$

☐ CHECK ENCLOSED Make payable to USPAACC

CHARGE: ☐ American Express ☐ Diners Club ☐ Discover
☐ MasterCard ☐ VISA

NAME ON CARD (PRINT)

BILLING ADDRESS

CARD NUMBER

EXP. DATE

CARDHOLDER SIGNATURE

20th Anniversary
CelebrAsian 2005
DIVERSITY MEANS BUSINESS

US Pan Asian American Chamber of Commerce
GUANXI* SUPPLIER OPPORTUNITY FAIR EXHIBIT AGREEMENT



THIS AGREEMENT AND PAYMENT MUST BE RECEIVED BY **APRIL 22, 2005**

By signing this agreement, we hereby agree to abide by the rules and regulations of the USPAACC Guanxi* Supplier Opportunity Fair. Conference registration fees do not include booth or table top rental fees.

EXHIBITING COMPANY

ADDRESS

CITY STATE ZIP

MAILING ADDRESS (IF DIFFERENT FROM ABOVE)

COMPANY WEBSITE

BOOTH & TABLE TOP REQUEST

Exhibitor fees do not include meals or other conference activities.

CORPORATIONS

Total no. of booths requested _____ x \$1,000 (\$1,050 after 4/15) = \$ _____

Total no. of table tops requested _____ x \$600 (\$650 after 4/15) = \$ _____

GOVERNMENT

Total no. of booths requested _____ x \$800 (\$850 after 4/15) = \$ _____

Total no. of table tops requested _____ x \$400 (\$450 after 4/15) = \$ _____

AA/MBE

Total no. of booths requested _____ x \$450 (\$500 after 4/15) = \$ _____

Total no. of table tops requested _____ x \$250 (\$300 after 4/15) = \$ _____

PAYMENT METHOD

☐ CHECK ENCLOSED Make Payable to USPAACC

CHARGE ☐ American Express ☐ Diners Club ☐ Discover

☐ MasterCard ☐ Visa

NAME ON CARD (Print)

CARD NUMBER EXP DATE

SIGNATURE

PERSON RESPONSIBLE FOR BOOTH / EXHIBIT

NAME

TITLE

PHONE NUMBER

EMAIL ADDRESS

BOOTH ATTENDANTS

Each exhibiting company will have three (3) complimentary Fair passes per 10' x 10' booth for company representative. Additional company personnel registering only for the *Guanxi** Supplier Opportunity Fair will be charged accordingly: \$350 for Corporations, \$150 Government and \$135 AA/MBE. Those who wish to attend the conference will be charged the full conference registration fee.

NAME TITLE

1. _____

2. _____

3. _____

USPAACC CONTACT

For more information, contact USPAACC
c/o **Cherie Chiong at 202.378.1138**

FOR USPAACC USE ONLY

Registration Code:

CANCELLATION Requests for cancellation must be made in writing to USPAACC and postmarked before April 29, 2005 to receive a refund. All cancellations are subject to a \$100 processing fee. No refunds will be made for cancellations postmarked later than April 29, 2005.

**Guanxi is a commonly used Chinese business term meaning "connections" or "relationship"*

RETURN COMPLETED FORM AND PAYMENT TO

US PAN ASIAN AMERICAN CHAMBER OF COMMERCE

1329 18TH STREET NW, WASHINGTON, DC 20036

1.800.696.7818 | 202.296.5221 Fax 202.296.5225

(CelebrAsian, from Page 1)

continues to grow and serve the needs and interests of the Asian American and minority entrepreneur with seven regional chapters nationwide—Southern California, Northern California, New York, Texas, Illinois, Georgia and the National Capital Area.

“We are proud to have reached an important milestone as the vital conduit between the Asian American business community and their business partners in corporate America, the federal government, and the minority business community,”

USPAACC National President and CEO Susan Au Allen said. “We are strongly committed to our constituency and we will continue to work hard to open more avenues of access, so that they could successfully compete in today’s marketplace.”

USPAACC is the leading Asian American organization that brings to the table, contract and procurement opportunities with corporate America and the federal government, first-rate educational and diversity seminars, Procurement Connections, the E-Portal for suppliers and buyers, third party certification, the Asian American Suppliers Council (AASC), and the preeminent Asian American business conference, *CelebrAsian*.

Through *CelebrAsian*, USPAACC has brought pioneering programs such as Break Cultural Barriers to Succeed, Woman Pioneers Symposium, Import/Export Series, Supplier Diversity Managers’ Summit, Franchising and the renowned Guanxi* Opportunity Fair (*Guanxi is a commonly used Chinese business term meaning “connections” or “relationship”) that features pre-scheduled one-on-one meetings between suppliers and buyers—bringing added value to the Asian American business community and their partners



At last year’s CelebrAsian in Irvine, CA (clockwise from top left): One of the many informative seminars at the conference; Keynote Speaker SBA Administrator Hector Barreto; an Asian American supplier meets with a Supplier Diversity Manager at the Guanxi Supplier Opportunity Fair; and participants at the groundbreaking Woman Pioneers Symposium. *Guanxi is a commonly used Chinese business term meaning “connections” or “relationships.”*

in corporate America, the federal government, and the minority business community. In addition, USPAACC’s Scholarships Program awards each year, over \$100,000 in educational aid to some of the most talented and hardworking Asian American youth.

CelebrAsian has also become synonymous with recognizing the achievements of outstanding Asian Americans and the young talent of the Asian American community through the black-tie event, The Excellence Awards and Scholarships Dinner. Past recipients of the Excellence Awards include Nobel Laureate Subrahmanian Chandrasekhar, U.S. Secretary of Labor Elaine Chao, architecture icon I.M. Pei, Time Magazine Man of the Year Dr. David Ho, Olympic Gold Medalist for figure-skating Kristi Yamaguchi, Linksys founders Victor and Janie Tsao, Hotmail.com founder Sabeer Bhatia, and many more outstanding Asian Americans. This year, USPAACC marks this important milestone with a special reunion of the recipients of the Excellence Awards in the past two decades.

For more information about *CelebrAsian* 2005 and other USPAACC activities, log on to www.uspaacc.com or contact USPAACC at 1 (800) 696.7818. ●

(Census Report, from Page 2)

report is vital, as it allows us to better understand Asian Americans—a largely untapped consumer market that has a robust purchasing power, as well as an ability to provide a strong workforce in the 21st century.”

This summary is part of a series of special reports from the U.S. Census Bureau that presents a comprehensive view of the demographic, social and economic population characteristics based on the results of the Census 2000 survey.

The report includes details such as the ethnic composition of Asian Americans (The top five in terms of numbers: Chinese, Filipinos, Asian

Indians, Vietnamese and Koreans); their relative age (lower median age than the total U.S. population); higher education (44.1% of Asian Americans hold a B.A. degree or higher compared to only 24.4% of the total U.S. population); higher median annual income (reaching almost \$10,000 higher than the median income for all families in the U.S.); bilingual capability (almost 80% speak at least one language other than English at home); job status (Asian Americans are more likely to be in management, professional and related occupations); and home ownership (53.2% own their own homes). ●

(Opportunity Conference, from Page 3)

USPAACC was responsible for bringing in the corporate sponsors—Jaguar Land Rover, The Coca-Cola Company, Savantage Solutions and MCI. Around 1,200 participated in the Opportunity Conference which presented programs on access to capital, grant writing, business planning, Small Business Administration matchmaking program, federal procurement requirements, and marketing advice. ●

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Membership Application

Send completed application to
USPAACC 1329 18th Street NW, Washington, DC 20036
Telephone 1.800.696.7818 | 202.296.5221 | Fax 202.296.5225
E-mail: administrator@uspaacc.com | Website: www.uspaacc.com
Annual dues are pro-rated.

- ☐ Yes, I/We would like to become a member of the US Pan Asian American Chamber of Commerce.
- ☐ Enclosed is \$10,000 for annual Corporate Gold membership.
 - ☐ Enclosed is \$5,000 for annual Corporate membership.
 - ☐ Enclosed is \$2,500 for Government/Non-profit membership.
 - ☐ Enclosed is \$300 for annual Individual membership and application for certification.
 - ☐ Enclosed is \$250 for annual Individual membership.
 - ☐ Enclosed is \$10 for annual Student membership.
- ☐ Yes, I/We would like to make a contribution in the amount of \$ _____ to the Asian American Scholarship Fund.
Contributions are tax-deductible under IRS Code 501(c)(3).
- ☐ Yes, send me/us information on the Asian American Suppliers Council (AASC).

Name of Company/Individual

Name and Title of Corporate Officer

Street/P.O. Box Number

City/State/ZIP

Phone

Fax

E-mail

Website Address

Signature of Individual/Corporate Officer

USPAACC: Your Connection to Economic Growth

Why Become Involved with USPAACC

Procurement Connections. We present issues of importance not only to Asian Americans, but also to those who want to do business with Asian Americans and in Asia. Our Procurement Connections, a forum where these issues are discussed, also offer opportunities to meet with corporate and government procurement representatives. Topics covered include Technology Transfer, Race Relations, Asian Americans and Political Fund Raising, How to Market to Asian Americans, and How to Market to Corporations and Government.

USPAACC means business. We represent Asian and non-Asian American businesses and professionals. Companies that join us and become involved in our programs reap profits. In just one business luncheon session, the RTC, with the assistance of a local banking member, pulled in over \$1 million in new business.

Asian American Suppliers Council (AASC) and Certification. We certify Asian American-owned business, and provide a unique one-stop shop for corporate America, government agencies, and Asian American businesses to nurture and develop mutually beneficial business relationships. Asian American suppliers join AASC to increase their contacts and sales. Corporate and government purchasers join AASC to diversify their supplier base.

Diversity Seminar. In partnership with major corporations and government agencies, we produce educational seminars for executives and managers on the dynamics of living, working and doing business in a multi-cultural and multi-ethnic environment, America.

Get to know the Asian American community better. Reach Asian American organiza-

tions all over the United States. Our *National Directory of Asian American Organizations & Resource Guide* is the only one of its kind. Organizations and professionals affiliated with USPAACC receive our newsletter, *East West Report*.

Reach outstanding employees. We perform specialized and tailored searches for corporate diversity recruitment outreach projects.

Bridge the cultural gap when doing business in Pacific Rim countries. The World Bank estimated that Asia would account for half the expansion in global trade. We have unique trade liaisons with China, Hong Kong, Korea, Taiwan, Japan, India, the Philippines and Pakistan that help our members achieve their objectives with a high degree of trust and security. 🌐



**US Pan Asian American
Chamber of Commerce**

1329 18th Street NW
Washington, DC 20036

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