USPAACC Holds Record Number of Procurement Connections Nationwide

Aimed at creating a competitive Asian American supplier base with better access and opportunity in the marketplace

A record number of Procurement Connections were held nationwide this year by USPAACC through its regional chapters in an aggressive effort to inform and provide the tools needed by the Asian American business community to be competitive in today’s marketplace.

Coming on the heels of the successful hosting of the annual national business opportunity conference CelebrAsian ’07 held in San Francisco, California in May, USPAACC kept the momentum going in the second part of the year with several events, including: the Insider’s Guide for Getting Financing for your Business, hosted by the Northeast Chapter in New York City and the Performance Management Workshop in Elk Grove Village, Illinois, hosted by the Midwest Chapter, both held in June.

In August, the Southeast Chapter held its Business Networking event in Greenville, South Carolina, while the Southwest Chapter held the 6th Annual Asian Business EXPO at the Arlington Convention Center in Arlington, Texas. For the month of September, the Midwest Chapter held a Kellogg’s-sponsored Roundtable Forum at the company headquarters in Battle Creek, Michigan, and the Northeast Chapter hosted a Procurement Connections sponsored by Verizon at the Harvard Club in New York City.

(Continued on Page 6)
Dear Friends,

Once again, it is the time of year to reflect on USPAACC’s achievements and to chart our future course.

During the past twelve months, we have successfully undertaken key initiatives through our network of Regional Chapters and the sustained growth of our membership across the country. We held a well-attended Annual National Business Opportunity conference CelebrAsian ’07 in San Francisco, California. We also organized a record number of Procurement Connections regional events, held the 6th Annual Asian Business EXPO in Arlington, Texas and inaugurated the USPAACC Small Business Technical Resource Center in San Francisco on December 1st—all to help Asian American entrepreneurs nationwide become successful in today’s marketplace.

I am also grateful for being voted among “America’s Top Diversity Advocates,” by DiversityBusiness magazine. It is indeed an honor to be included in an elite roster of top diversity advocates who positively impact the lives of people and improve their economic conditions.

Going forward, our plate is once again full with exciting projects for 2008. Our Asia Trade Mission preparations are in high gear, as we are scheduled to visit more than six cities in February to help open more markets in the Asia-Pacific region for US-based businesses. Our highly anticipated “USPAACC National Directory of Asian American Business and Resource Guide” is in production and is scheduled to be published in the first quarter. And of course, please save the date for our signature 23rd Anniversary CelebrAsian ’08 on May 27-29 in Washington, DC—the largest annual national Asian American business opportunity conference in the United States!

Our members frequently express confidence in our work. These words of encouragement remind us that we are on the right track. These also make us work harder. We at USPAACC have an abiding commitment to help provide the best opportunities to the Asian American business community. We are also mindful of the ever-changing needs of our constituents and we are constantly working with our partners in corporate America, the federal government, and the minority community to adjust our programs and services to current requirements and emerging trends.

On behalf of the entire USPAACC organization, I thank all of you for your continued support and I wish you all the very best as we look forward to the new year with renewed optimism!

Susan Au Allen
National President & CEO

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**By the Numbers**

**ASIAN AMERICAN BUSINESSES BY GENDER**

- **MALE-OWNED**
  - 640,363 Firms
  - Receipt $234 Billion

- **FEMALE-OWNED**
  - 339,554 Firms
  - Receipt $54 Billion

- **EQUALLY MALE/FEMALE-OWNED**
  - 123,670 Firms
  - Receipt $39 Billion

Asia Trade Mission slated for early 2008

USPAACC creates new “silk road” to expand business potential for U.S.-based companies

Preparations are in high gear for the USPAACC Asia Trade Mission to at least six cities in India and China on February 15 - March 1, 2008. The Asian Trade Mission aims to help develop a strategic global enterprise for U.S.-based companies that increasingly face challenges in rising costs and the need to be more competitive.

The 2-week sojourn to two of the world’s fastest-growing emerging markets will explore export opportunities to the region that has shown incredible demand for commodities in recent years—from construction materials to consumer products and professional services.

Participants to the Asia Trade Mission will travel with seasoned industry and corporate leaders with strong business, political and social connections in the Asia-Pacific region. It will also include high-level networking opportunities to exchange new ideas with international business leaders.

Cities to be visited (February 15 - March 1, 2008):

**INDIA**
- New Delhi: Capital city of India, business and trade hub of the country
- Chandigarh: Known for its high standard of living with highest per capita income in the country
- Coimbatore: One of the fastest growing cities in India with focus on textiles and engineering

**CHINA**
- Beijing: Capital city of the People’s Republic of China, the major transportation hub and the focal point for many international flights to the country, also recognized as the center of political, educational, and cultural activities
- Tianjin: Manufacturing is the fastest-growing sector of Tianjin’s economy
- Dalian: Emerging as an important port for international trade, home to The Development Zone and the High-Tech Zone attracting foreign investment, has recently become the world’s important center of IT Outsourcing (ITO) and Business Process Outsourcing (BPO), after India’s Bangalore (Bangalore)

For more information or to join the Asia Trade Mission call (202) 378.1135 or visit www.uspaacc.com


The USPAACC National Directory of Asian American Business and Resource Guide is a unique publication that connects thousands of Asian American businesses to Fortune 1000 corporations, the federal government and the minority business community.

This is the only publication that offers the most updated, comprehensive national listing of Asian American businesses; will also contain a Resource Guide section with listings of other Asian American resources and organizations, Asian embassies, consulates and trade councils; plus several insightful articles on how to successfully do business with the Asian American community.

To be published in early 2008 with 50,000 copies printed (initial run), distribution will be through USPAACC members, corporations, government agencies (OSDBU offices), Fortune 1000 companies’ supply diversity offices, the White House, U.S. Congress, 50 Governors’ offices (Offices of Business Development), mayors of major cities with high percentage of Asian American population, major universities with Asian study programs, and more! For more information or for listing/advertising opportunities, contact USPAACC.
USPAACC News

USPAACC National President & CEO speaks at Harvard Conference on Women and Power

Susan Au Allen, USPAACC National President & CEO, was among the high-level speakers at Harvard University’s Women and Power Executive Reunion held on November 8 at the Miami Intercontinental hotel in Florida.

The South Beach event, which was part of the Executive Education program of Harvard University, also featured US Treasurer Anna Escobedo Cabral and Hollywood’s Sharon Stone as speakers.

Small Business Transportation Resource Center opens in California

USPAACC opened the Small Business Transportation Resource Center-Southwest on December 1st to create opportunities, provide strategic advice to transportation-related small businesses in California, Arizona, Nevada, Utah and Hawaii.

At the helm of the Resource Center is Samson Wong. He will closely coordinate activities with the USPAACC Southwest Regional Chapter and the National Headquarters in Washington, DC.

U.S. Department of Labor calls on USPAACC to co-sponsor National Opportunity Conference

USPAACC was one of four national co-sponsors of the U.S. Department of Labor (DOL) 2007 Opportunity Conference, held on September 18 at the Grand Hyatt Hotel in Washington, DC.

In 2003, USPAACC played a major role to help spearhead DOL’s first National Opportunity Conference and brought the financial resource to defray the cost of the conference. USPAACC also provided expertise in developing business opportunities for small and medium-sized Asian and other minority enterprises.

In 2004, USPAACC continued the same support for DOL’s second National Opportunity Conference. Both were held in Washington, DC. This year’s event was DOL’s third National Opportunity Conference and focused on economic opportunities for the Asian Pacific, Hispanic and African American communities, including small business development.

USPAACC congratulates Governor-Elect Bobby Jindal

Bobby Jindal, the two-term U.S. Representative of Louisiana (1st Congressional District), became the nation’s youngest governor-elect and the first nonwhite to hold the post in Louisiana since Reconstruction when he won the gubernatorial race held on October 20, 2007. The 36-year-old Louisiana native carried more than half the vote to defeat 11 opponents.

Jindal, who was voted by USPAACC among its Ten Most Influential Asian Americans in Public Service in 2006, will also have the distinction of becoming the first Indian American to be a state governor.

Ivy League and Oxford-educated, Jindal is the son of Indian immigrants, a heritage that he proudly discussed in his victory speech. “My mom and dad came to this country in pursuit of the American dream,” Jindal said. “And guess what happened—they found the American dream to be alive and well right here in Louisiana,” he said to cheers and applause.

Nominations Now Accepted

In search of the next USPAACC/Wells Fargo 5th Annual Asian Business Leadership Awardees

Each winner to receive $5,000 cash grant

Three Asian American small businesses from across the nation will be chosen to receive the USPAACC/Wells Fargo 5th Annual Asian Business Leadership Award during CelebrAsian ‘08 Business Opportunity Conference in Washington, DC.

Winners will be chosen nationally for their vision, success and community contributions as leading Asian American businesses.

The 2007 award recipients were: Leniwata Siker, an Indonesian American owner of Arizona-based Cascade Springs LLC; California’s Sugar Bowl Bakery, owned by Vietnamese immigrant Andrew Ly and Ly Brothers Corporation; and Harlan Lee, a Chinese American foreign service officer turned consultant, in Virginia.

Deadline for applications is February 11, 2008.

To learn more about the former winners or to nominate a business, visit www.uspaacc.com.
23rd Anniversary National Business Opportunity Conference

Save the Date: CelebrAsian '08 to be held
May 27~29 in Washington, DC

The nation’s capital will once again be the venue of the largest annual national Asian American business opportunity conference in the United States—USPAACC’s 23rd Anniversary CelebrAsian ’08. It will be held on May 27-29 at the Hilton Washington hotel in Washington, DC.

This national conference will bring sellers and buyers together—for three days, and under one roof! It will also help you to grow your business through one-on-one prescheduled meetings, valuable connections, prized information, partnership and teamwork—strategic relationships that could lead to real, business opportunities. Truly a unique results-oriented experience that takes your business to the next level.

WHY ATTEND

**GAIN** new insights into the key elements of small to mid-size business success and find solutions to the issues Asian American businesses struggle with daily

**CONNECT** with the most innovative Asian American suppliers, establish strong business relationships with top contract and supplier diversity managers from Fortune corporations and government agencies

**BUILD** strategic networks with Tier I contractors/Tier II subcontractors and go after large business contract opportunities

**LEARN** best practices & winning strategies for immediate implementation

**SHARPEN** your competitive edge to acquire onshore and offshore business

**STRENGTHEN** your company’s growth potential with invaluable business intelligence—come away with renewed excitement about becoming more competitive, streamlined and profitable

**CELEBRATE** your American Dream during Asian & Pacific American Heritage Month at the Excellence Awards gala dinner with the best and brightest—Asian Pacific Americans who have achieved great heights in business and in professions that have enriched the lives of other Americans; and more!

A must-attend conference for small to mid-size business owners and entrepreneurs who are passionate about growing their business

WHO SHOULD ATTEND

Small to Mid-Size Business Owners

Managers of Small to Mid-Size Businesses

Entrepreneurs

Start-Up Businesses

Those who want to get known, get business from Fortune corporations, the government—federal, state & local—and minority community

Those who are looking for strategic partners

Corporations and government agencies who want to buy from Asian Pacific American and other minority businesses

Business owners who want to sell to business and professional associations

Business owners who want to do business in China, India and the Asia Pacific region

For sponsorship opportunities or for more information, contact USPAACC or visit www.uspaacc.com
The fourth quarter of the year saw USPAACC back in the Midwest for a Procurement Connections workshop, another hosted by the Northern California Chapter, sponsored by Citibank and co-sponsored by Verizon and Wells Fargo, and a Regional Business Conference in Atlanta, hosted by the Southeast Chapter.

USPAACC plans to top this record by holding more Procurement Connections in 2008.

For corporate sponsorship or for information on how to participate, contact USPAACC or visit uspaacc.com.
USPAACC in Action: Procurement Connections

small business...

HHS awards contracts to all socioeconomic small businesses.

Some of our needs:
- Management Services
- Information Technology
- Products
- Construction
- Biomedical Research & Development

“The Heart of Our Economy”

To contact the HHS OSDBU OFFICE call 202-690-7300 or check our website at www.hhs.gov/osdbu
The Year in Photos

California Secretary of State Debra Bowen (fifth from left) with the USPAACC team at the CelebrAsian ’07 Welcome Reception

USPAACC National President & CEO Susan Au Allen with (from left): U.S. Secretary of Labor Elaine L. Chao; U.S. Congressman Dan Lungren (R-California); and California Assembly Member and Majority Whip Fiona Ma

USPAACC-SCA President Wen Chang and PG&E’s Melanie Shelley

Participants at one of the well-attended sessions during the CelebrAsian ’07 National Business Opportunity Conference in San Francisco in May

Special guest Houston Rockets Center Yao Ming addresses the gala crowd during the Excellence Awards dinner

At Macy’s booth during CelebrAsian ’07 Opportunity Fair

Participants at one of the well-attended sessions during the CelebrAsian ’07 National Business Opportunity Conference in San Francisco in May

Special guest Houston Rockets Center Yao Ming addresses the gala crowd during the Excellence Awards dinner

At Macy’s booth during CelebrAsian ’07 Opportunity Fair
The Year in Photos

Basketball star & Houston Rockets Center Yao Ming, towering at 7’ 6”, receives a Special Award from USPAACC National President & CEO Susan Au Allen at the 22nd Anniversary CelebrAsian ‘07 Excellence Awards dinner.

Jackie LaJoie of Merck receives the Diversity Manager of the Year Award from USPAACC.

Opening of the 6th Annual Asian Business EXPO in Arlington, Texas hosted by the USPAACC Southwest Regional Chapter.

CBS Broadcasting executive presents one of the 20 college scholarships at CelebrAsian ‘07.

Partners and participants at the ribbon-cutting ceremony of CelebrAsian ‘07 Business Opportunity Conference in San Francisco in May.

www.uspacc.com
The Benefits of Certification

Since 1989, USPAACC has been providing certification to qualified Asian American enterprises that want to succeed in doing business in the mainstream marketplace. Through active participation in supply diversity programs nationwide, USPAACC has been establishing direct links between Asian American suppliers with buyers from corporate America and the federal, state and local governments.

Following is an excerpt from a discussion with Susan Au Allen, National President & CEO of USPAACC. This also appeared in the recent edition of AsianWeek magazine:

Why is certification essential to Asian American businesses?
Susan Au Allen: USPAACC certification is the premier stamp of approval for Asian American businesses. It is the key to opening a myriad of business opportunities. USPAACC certification is the result of a rigorous review process designed to ensure that a business is actually owned, controlled, and operated by one or more persons from a minority community, such as Asian American. Corporations and government agencies wishing to diversify their supplier base want to reach minority suppliers. But they have to be sure that the suppliers are truly minority-owned. That is why the suppliers are required to be certified. USPAACC’s certification processes ensure that only businesses that meet eligibility criteria are certified. Once certified, USPAACC also helps to promote growth and development by helping the certified businesses find and secure contract opportunities.

What are the benefits of certification for Asian American businesses?
Susan Au Allen: Asian American businesses can get as much—if not more—than what is put into getting certified. They could reach promising prospects through multiple first-tier contacts. You could have the “first stop” status in local, regional and national first-tier referrals. You could participate in strategic alliances with Fortune 500 corporations through our matchmaking efforts. You could also gain valuable exposure to leading national companies through participation in our educational and networking events; inclusion in our local and national databases, websites and our National Directory of Asian American Business and Resource Guide; and opportunity to showcase your products and services at our annual national business opportunity conference, CelebrAsian, and many more marketing venues.

Does certification have reciprocal benefits for corporations and the federal government?
Susan Au Allen: Absolutely. It’s a win-win situation for both suppliers and buyers. For corporations, accepting USPAACC certification demonstrates their strong commitment to diversity and minority business utilization, especially the fastest-growing Asian American community. They will have access to the most diverse, innovative, competitive and cost-effective Asian American suppliers of products and services. They will have access to a larger pool of qualified Asian American suppliers, higher quality goods and services, and superior customer service—while achieving their strategic supply diversity objectives. They will also gain the rare opportunity to open doors to new markets through our direct link with businesses based in the Asia-Pacific region.

Ensuring that a supplier is a *bona fide* minority-owned business is only the first step. USPAACC has the definite advantage of speaking the multitude of Asian languages, the familiarity and understanding of the cultural nuances that are essential to effectively reach Asian American entrepreneurs and consumers—an advantage corporations and governments value.

What makes USPAACC the preeminent organization for certified Asian American businesses?
Susan Au Allen: USPAACC is the most logical choice for Asian American businesses wishing to be certified because of our Gold standard review process. Ensuring that a supplier is a bona fide minority-owned business is only the first step. We also have the definite advantage of speaking the multitude of Asian languages, the familiarity and understanding of the cultural nuances that are essential to effectively reach Asian American entrepreneurs and consumers—an advantage corporations and governments value. Moreover, we work closely with our six regional chapters to strengthen a nationwide information and referral network. USPAACC-certified businesses have already secured million-dollar contracts from our member corporations and government agency partners. As we continue to work assiduously to expand these business prospects and consummate opportunities, look out for our success stories. ☛
Q. I am a USPAACC member and I have paid my annual dues. Does this make me a USPAACC-certified member?
A. USPAACC certification is not automatically assigned to members. USPAACC membership is categorized into two types: certified and non-certified. Although both types of members receive the full benefits offered to members, certified members have the added advantage of being selected for consideration for minority contract opportunities. This gives USPAACC-certified members a clear competitive advantage.

Q. What is the process of certification?
A. The certification process involves the completion and submission of an application to USPAACC. We would then verify the information provided for accuracy and eligibility. The process is a rigorous one. It also requires a site visit.

Q. How long does it take to get USPAACC-certified?
A. The certification process normally takes two to three months, depending on the applicant’s timely production of completed and required documents. Delay is often due to incomplete documents.

Q. Do we have to be Asian American-owned to be certified?
A. Yes. The business should be 51% owned, managed and operated by Asian American(s) (Level I) or legal permanent resident(s) (Level II). Proof of ownership or legal permanent resident status is required. Copies of the owner’s birth certificate, naturalization certificate, passport and/or permanent residence documents must be submitted to USPAACC in order to be certified.

Q. What happens after I become USPAACC-certified?
A. Once a member has been certified by USPAACC, their company information is placed in a certified database. When contract opportunities come in, these USPAACC-certified companies are the first ones to be contacted and matched with the corporations or government agencies looking to contract with minority-owned businesses. We then connect them to each other to take the next step toward a business relationship.

Q. Is USPAACC different from other certifying organizations?
A. USPAACC has two levels of certification: Level I, for businesses owned, managed and operated by U.S. citizens; and Level II, for businesses owned, managed and operated by immigrants who have been permanent residents for three years or more. This inclusive process opens the doors to permanent residents who pay taxes, who themselves or their children have served in the U.S. military, and who are contributing members to the U.S. economy. It ensures more varied capabilities and offers a wider selection of suppliers in the procurement market.

Q. What are the other benefits of being USPAACC-certified?
A. USPAACC is proud to be a strong link to Fortune companies. With almost two decades of relationship with Fortune companies and federal agencies, USPAACC has a proven track record in making successful and viable matches among its members and the minority business community.

Q. I am already SBA-certified. Do I still have to be certified by USPAACC?
A. It is to the member’s advantage if they apply for USPAACC certification, in addition to being certified by the SBA. There is an added-value to being USPAACC-certified because of the identification of being Asian American-owned, the availability of strong links to Fortune companies and key federal agencies, and the prestige of belonging to a national organization with a good reputation and tremendous networking opportunities.
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: info@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).

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USPAACC: Your Connection to Economic Growth

Why Become Involved with USPAACC

**Nationwide Presence** Reach over 8,000 Asian American-owned businesses through our Regional Chapters in Northern and Southern California in the West Coast, Texas in the Southwest, Chicago in the Midwest, Georgia in the Southeast, New York in the Northeast, and the Maryland-Virginia-Washington, DC area in the National Capital Region.

**Asian American Suppliers Council (AASC)** Develop mutually beneficial business relationships in our one-stop shop with corporate America, government agencies, and Asian American-owned businesses.

**USPAACC E-Portal®** Connect with innovative, resourceful, and cost-effective Asian American suppliers, and market to corporate and government buyers through this dynamic e-portal.

**Procurement Connections** Increase your business profits through these high-level networking events held throughout the country.

**International CEO Forum** CEOs of small and medium-sized companies from China, India and other Asia-Pacific countries discuss joint venture opportunities and how your company can take advantage of the phenomenal double-digit business growth in Asia.

**Guanxi* Supplier Opportunity Fair** Acquire valuable contract opportunities in pre-scheduled quality “one-on-one” meetings with buyers from corporate America and the federal government, and meet Asian American suppliers.

*Guanxi (pronounced goo-wan-thee), a commonly used business term meaning “connections” or “relationships”

**Summit of Supply Diversity Directors/Managers & Buyers—Break Business Cultural Barriers** We are our own culture. Supplier Diversity Directors/Managers and Buyers address cultural challenges they face in negotiating and partnering with diverse Asian American entrepreneurs. Suppliers gain better understanding of various corporate cultures and procurement processes.

**Legislative Briefings** Meet and discuss with the nation’s lawmakers, issues that impact your business.

Participate in the largest annual national Asian American business opportunity conference and the only business conference designed for the Asian American community—CelebrAsian!

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**Woman Pioneers Summit** Features outstanding woman pathfinders in corporate, small business, and government who share their personal experiences, trials, tribulations, and precious lessons learned on their journey to the top. A motivational experience—up close and personal—you will remember for a long time!

**USPAACC E-Portal®** Connect with innovative, resourceful, and cost-effective Asian American suppliers, and market to corporate and government buyers through this dynamic e-portal.

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**USPAACC**
The ultimate solution to the right connections

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Washington, DC 20036
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