

USPAACC to Pull Out All the Stops for 30th Anniversary Conference

Preparations are under way for the largest B2B Conference convened by Asian American businesses to be held June 3 – 5 in Bethesda, Maryland

The country's top Asian American suppliers, high-level procurement executives from Fortune powerhouses, buyers from government agencies and large non-profit organizations, industry visionaries and business leaders will gather for the 30th Anniversary of the US Pan Asian American Chamber of Commerce Education Foundation (USPAACC).

This national flagship event, CelebrAsian Procurement Conference, will be held on June 3 – 5, 2015 at the Marriott Bethesda North Hotel and Conference Center in Bethesda, Maryland.

The conference theme, "Gathering of the Eagles," symbolizes the far-reaching vision of Asian American business owners who believe the sky is the limit. It also personifies the enduring values of the Pan Asian American business community and that of Fortune powerhouses who have the vision of creating mutually beneficial relationships with Asian Americans.

Rakesh Sachdev, President and CEO of Sigma-Aldrich — a \$2.76 billion biotechnology company — is the Conference Chair.

Corporate Co-Chairs are Comcast/NBCUniversal, Marriott International, PepsiCo and Wells Fargo. Asian American Business Co-Chairs are Ampcus, DCR WorkForce, and SevenTablets.

JPMorgan Chase is the sponsor of the Reception for the Fast 100 Asian American Business Award honorees and the Ribbon-Cutting Ceremony.

CelebrAsian is the country's largest business-to-business conference convened by Asian Americans to connect large, medium and small enterprises. It is a gathering of hundreds of the best and brightest Asian American business owners from all over the country, representing diverse industries and ranging from \$1M to \$3 billion. It empowers these job creators to further grow connections with corporate, government, and peer companies.

"We are pulling out all the stops to mark this significant milestone in our organization's history," said Susan Au Allen, USPAACC National President & CEO. "We will present our signa-

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Industry influencers and business leaders at the Chamber Training Institute: The leadership of the different Chambers of Commerce from all over the country converged at the JW Marriott Hotel in Washington, DC on March 23 - 24, 2015 to foster alignment and collaboration within and across chambers with the goal of driving greater and mutual opportunities for all. USPAACC joins the U.S. Hispanic Chamber of Commerce (USHCC) who planted the seed, National Black Chamber of Commerce (NBCC), National Gay and Lesbian Chamber of Commerce (NGLCC) as stakeholders in this joint venture sponsored by Wells Fargo.

USPAACC An Advocate for Economic Growth

The US Pan Asian American Chamber of Commerce Education Foundation (USPAACC) was formed in 1984 as a national, non-profit organization representing all Asian Americans and Asian American-related groups in business. USPAACC promotes, nurtures and propels economic growth by opening doors to contract, educational and professional opportunities for Asian Americans and their business partners in corporate America, the federal, state and local government, and the small and minority business community in the U.S. and Asia.

UPCOMING EVENTS

USPAACC-SW Regional Women Business Symposium | May 8

Texas Health Resources Conference Center
Arlington, Texas

Chamber Training Institute

May 12 - 13 | Omni Atlanta Hotel
at CNN Center | Atlanta, Georgia

USPAACC-NE Supplier Forum

May 15 | Citigroup Executive Center
New York City, New York

USPAACC-West Procurement & Leadership Conference

May 28 | Wells Fargo Penthouse
San Francisco, California

USPAACC-SW Business Networking Golf Tournament | May 28

The Tribute | The Colony, Texas

30th Anniversary & CelebrAsian Procurement Conference

June 3 - 5 | Bethesda North Marriott Hotel
Bethesda, Maryland

Business Express: ReadySetGrow®

July 13 - 14 | Embassy Suites Tampa -
Downtown Convention Center | Tampa, Florida

Visit www.uspaacc.com for details

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CEO'S MESSAGE



Dear Friends,

We are now in the homestretch and can see the winning post as we prepare to open the doors to welcome everyone to our national flagship event – 30th Anniversary & CelebrAsian Procurement Conference: Gathering of the Eagles – June 3-5 at the Marriott Bethesda North Hotel & Conference Center in Bethesda, Maryland.

I am excited to announce that Rakesh Sachdev, President and CEO of Sigma-Aldrich – a \$2.76 billion leading life science and high technology company – is our Conference Chair.

Corporate Co-Chairs are Comcast/NBCUniversal, Marriott International, PepsiCo and Wells Fargo. Our Asian American Business Co-Chairs are Ampcus, DCR WorkForce, and SevenTablets.

As of press time, more than 700 Conference participants will join us over the three days. Among them are our 100 fast-growing Asian American businesses, 80 Fortune corporations, 20 Federal government agencies and 14 media partners – a veritable “who’s who” in the business community.

We also have a large list of commodities to purchase and I can only imagine how many success stories and long-lasting friendships and connections will spring from this event!

We are introducing four new cutting-edge and growth-related programs that will provide rich opportunities to network with procurement folks and the top leadership in Fortune companies and their prime contractors. We have listened to the wise counsel of our Brain Trusts and our members – and this is the result.

We have also assembled some of the best industry leaders and visionaries to share nuggets of wisdom, experiences and secrets to success. Eleven Chief Procurement Officers, five members of board of directors, buyers and relation managers of these major powerhouses will be there for the 3-day celebration of what the Pan Asian American business community has achieved, our contributions to America, the bright future we could look forward to for this and the next generation represented by our college scholarship recipients.

However, USPAACC’s 30th Anniversary will not be the same and successful without folks like you who were there when we were learning and growing to where we are today – the only and most established Pan Asian American business organization that serves the interests of its constituencies nationwide every day – rain, snow or shine, and without regard to political affiliation.

There is no other organization like USPAACC, in the mainstream and in the minority community.

The journey has been arduous, but every step has been worth the effort because the results are clear – we have brought mainstream attention to our community’s talents, capabilities and resourcefulness; we have educated a new generation of Asian Americans about opportunities in doing business with Corporate America and Government, and we have opened doors for them to meet the right people at the right time and at the right places, creating jobs, wealth and prosperity for themselves and the country.

With great vision and the wind at our back, I have no doubt that, together, we will touch our 30th Anniversary milestone and soar to great heights with flying colors – at the largest national Pan Asian American procurement conference in the United States!

In friendship,

Susan Au Allen
National President & CEO

Sigma-Aldrich CEO Rakesh Sachdev Chairs USPAACC's 30th Anniversary and CelebrAsian Procurement Conference

In celebration of its 30th Anniversary, USPAACC is proud to announce Rakesh Sachdev, President and CEO of Sigma-Aldrich, as Chair of the CelebrAsian Procurement Conference 2015. CelebrAsian will be held June 3 – 5 at the Marriott Bethesda North Hotel and Conference Center in Bethesda, Maryland, and will focus on Asian American businesses whose vision, courage and unity have become a major economic force and contributor to the vitality of the national economy.

“It gives me great pleasure to serve as Chair of the CelebrAsian Procurement Conference 2015 and I congratulate USPAACC for working as the unified voice on behalf of the Asian American business community for the last 30 years. The organization’s work in providing opportunities for business growth for Asian Americans is truly commendable,” said Sachdev.



RAKESH SACHDEV
President and CEO



Sachdev joined Sigma-Aldrich in 2008 as Chief Financial Officer and Chief Administrative Officer. He took on the additional role of Senior Vice President – International in 2009. In November 2010, Rakesh became President and CEO. He is one of 11 Asian American CEOs in Fortune 1000 companies.

Prior to joining Sigma-Aldrich, Sachdev served as Senior Vice President and President, Asia Pacific at ArvinMeritor, Inc., where he held numerous leadership positions in finance, strategy and general management. He previously was with Cummins Inc., where he started in 1981, and left as Chief Financial Officer, Automotive Business Unit, again serving in various leadership positions over many years.

A native of India, Sachdev earned a bachelor’s degree in Mechanical Engineering from the Indian Institute of Technology, a master’s degree in Mechanical Engineering from the University of Illinois and MBA from Indiana University.

“To have Rakesh as our Conference Chair at this significant milestone in our organization’s history is a feather in our cap, a jewel in our own crown, and wind at our back. We could not be prouder,” said Susan Au Allen, USPAACC National President and CEO. ●

“I congratulate USPAACC for working as the unified voice on behalf of the Asian American business community for the last 30 years. The organization’s work in providing opportunities for business growth for Asian Americans is truly commendable.”

— Rakesh Sachdev, President & CEO, Sigma-Aldrich

Sachdev serves as President and CEO of Sigma-Aldrich, a leading Life Science and Technology company focused on enhancing human health and safety. As a NASDAQ listed public company, Sigma-Aldrich is a member of the S&P 500. Sigma-Aldrich’s chemical and biochemical products, kits and services are used in scientific research, biotechnology, pharmaceutical development, the diagnosis of disease and as key components in high technology manufacturing.

Business Express: ReadySetGrow® to be held in Tampa, Florida on July 13-14

USPAACC’s annual business executive coaching program, Business Express: ReadySetGrow, will be held July 13-14, Embassy Suites Tampa - Downtown Convention Center in Tampa, Florida. The workshop is specifically created to help small- and medium-sized Asian and other minority businesses take their companies to the next level of growth and prosperity.

Wells Fargo is the Legacy Founder and Sponsor of this program, which began in October 2011. This year’s corporate sponsors are Wells Fargo, Hilton Worldwide, and UPS.

Minority-owned companies with at least \$1 million in annual sales and that have been in business for at least 3 years, participate

in the two-day workshop. It focuses on three major components of success: Planning; Marketing; and People/Human Resources.

The trainer, Tim Fulton, is a nationally recognized small business consultant and advocate. For over thirty years, he has been a successful business owner, a small business counselor, and an adjunct university professor.

To maximize benefits for participants, enrollment is limited and selected from diverse NAICS industries. Limited scholarships are available.

To register or for more information, contact USPAACC or visit www.uspaacc.com/programs/business-express ●

Chief Procurement Officers of Fortune Powerhouses to Share Invaluable Market Intelligence with Small and Minority Businesses

Eleven CPOs from Fortune 500 powerhouses — AT&T, Wells Fargo, PepsiCo, UPS, TIAA-CREF, Duke Energy, Capital One, Marriott International, Hilton Worldwide, Caesars Entertainment, and Ingersoll Rand — are confirmed to speak at USPAACC's 30th Anniversary and CelebrAsian Procurement Conference, June 3 - 5 at the Marriott Bethesda North Hotel and Conference Center in Bethesda, Maryland.

The CPO Forum, to be held on Wednesday, June 3rd, beginning at 12:30 PM, will kick off the Conference and discuss important guidelines and roadmaps to the successful pursuit of procurement and other business opportunities.

Established in 2011, USPAACC's Chief Procurement Officers' Forum — one of the most anticipated programs at the annual Conference — gathers top procurement executives from leading Fortune corporations and large non-profit organizations to discuss domestic



and global trends in the supply chain, issues and challenges faced by the business community in the U.S., and what small and minority businesses should do to align with the strategic needs of these corporations in the global marketplace. ●

USPAACC, George Washington University, and Wells Fargo Launch 16-Part Business Leadership Series Webinars for Small and Minority Enterprises

USPAACC presented the first of 16 Business Leadership Series (BLS) webinars on March 31 to lay the foundation toward business growth for small and minority-owned enterprises. This program was created in partnership with George Washington University (GWU) School of Business and Wells Fargo.

The first speaker of the hour-long BLS webinar was Susan Au Allen, USPAACC National President & CEO. Allen focused on "USPAACC: Past, Present and Future" and told the organization's history, current programs and future plans. She also shared her knowledge about the challenges that Asian American entrepreneurs face as they compete in the mainstream.

"Our Business Leadership Series is a unique educational opportunity for business owners to have meaningful discussions, share best practices and experiences to hone leadership skills and acquire practical management tools," said Allen. "Our strong partnership with GWU School of Business and Wells Fargo creates a solid foundation for small and minority businesses on which to grow and thrive in the marketplace."

Dr. Ayman El Tarabishy, Executive Director of International Council of Small Business and Associate Professor in Management at the GWU School of Business serves as the facilitator for the webinar series.

Georgette Dixon, Senior Vice President and Director of National Partnerships, Wells Fargo, welcomed the webinar participants and praised USPAACC for its clear mission and effective programs. She also pledged continued support for the Asian American business community.

The second webinar, held on April 16, addressed the entrepreneurial mindset of the Asian American and the minority business communities. Featured speakers were Kishore Khandavalli, CEO of

SevenTablets, and Jim Chung, Executive Director for Innovation and Entrepreneurship, George Washington University and Co-Principal Investigator for the National Science Foundation I-Corps Node.

Khandavalli talked about his personal experiences and lessons learned in running his own business for the past 20 years. He discussed the different challenges entrepreneurs like himself usually encounter and must overcome to be successful. Chung talked about the entrepreneurial theories that have had an impact on him throughout his career.

Over the course of 16 live webinar sessions, participants will cover current issues in the small and minority business community that impact the start-up, management and subsequent growth of an entrepreneurial venture. To register for the next webinar or to learn more, visit www.uspaacc.com/programs/business-leadership-series ●

USPAACC to Partner with U.S. Small Business Administration (SBA) for National Small Business Week

USPAACC National President & CEO Susan Au Allen and U.S. Small Business Administration (SBA) Administrator Maria Contreras-Sweet, old acquaintances, reconnected earlier this year at SBA Headquarters and discussed more robust collaboration between the two institutions, including USPAACC support of the Presidential TPA (Trade Promotion Authority). Both agreed that USPAACC will partner with SBA in this year's National Small Business Week, to be held from May 4 - 8 in Washington, DC. The theme will be "SBA: Dream Big, Start Small." USPAACC has been a long-time and committed partner of this endeavor going back in the 1990s. ●

USPAACC and Wells Fargo Launch \$50,000 Micro-Grant Program to Help Expand Capacity of Chambers Nationwide

USPAACC and Wells Fargo have launched a micro-grant program that will award \$50,000 in grants to local chambers to build capacity, expand their existing program to serve their members. Selected chambers demonstrate overall organization strength, community presence and membership growth. Program creativity and long-term program plans will also be important, along with other criteria.

“We are pleased to provide yet another platform for business to grow and create jobs on the local, state, and regional levels,” said Susan Au Allen, USPAACC National President & CEO. “USPAACC and Wells Fargo have been partners since 2002 and their support and commitment to our mission underscores the mutually beneficial relationship we have developed over these years. It has been a win-win situation for Wells Fargo, USPAACC and our constituents.”

“Wells Fargo has a rich history of supporting our diverse chambers of commerce, and we share their commitment to helping the small business owners they serve to succeed financially,” said Lisa Stevens, Regional Marketing, Small Business and Pacific Midwest Bank Executive, Wells Fargo. “Through this partnership with US Pan Asian American Chamber of Commerce Education Foundation (USPAACC), Wells Fargo is proud to provide funding that will support chamber-led entrepreneur training programs. This partnership allows Wells Fargo to provide dedicated resources for education, growth and advancement of diverse business owners in communities across America.”

Grant recipients will be announced during the USPAACC/Wells Fargo Luncheon during CelebrAsian Procurement Conference on June 4, 2015 at the Marriott Bethesda North Hotel and Conference Center in Bethesda, Maryland. For more information, visit www.uspaacc.com/programs/microgrants



Clockwise, from top left: USPAACC's Allen with U.S. House Rep. Honda, Takano, and Chu

US Congress in Hot Debate Over TPA (Trade Promotion Authority)

USPAACC National President & CEO Susan Au Allen discusses with Asian American Members of Congress in April and raised the subject matter of TPA with Representatives Mike Honda (D-CA), Judy Chu (D-CA) and Mark Takano (D-CA).

TPA is also known as “fast track” trade legislation. It allows the White House to negotiate trade agreements which it submits to Congress for straight up-or-down votes within 90 days and with no amendments. The Bush administration used it to negotiate trade agreements with 16 countries in Latin America, the Middle East and the Asia-Pacific region before the “fast track” authority expired in June 2007. “Fast track” was used to encourage other countries to put their best offers on the table; however, it is unpopular with labor groups who believe it will encourage U.S. companies to move jobs overseas. President Obama has not sought to renew the legislation in the past but he wants it now. Even without the fast track authority, the Obama administration has been pursuing a free trade agreement known as Trans-Pacific Partnership (TPP) with at least ten countries in the Asia-Pacific region. These negotiations date back to the last years of the Bush administration.

President Obama wants TPA, most of the Republicans in Congress want it, but there are strong skeptics among the Democrats. Supporters believe they will help to preserve American competitiveness and continue to enable the United States to play a leadership role in global economics that is linked to other geopolitical considerations. Opponents worry that TPA is not transparent, and will further erode American jobs. USPAACC is polling its members for their comments and opinions. Early signs show support for passage of TPA after which discussions on the second phase, TPP, will begin.

For more information about the pros and cons, call USPAACC at 202-296-5221



VITAL CONNECTION (above, left): SBA Administrator Maria Contreras-Sweet reconnected with USPAACC National President & CEO Susan Au Allen and discussed the current status of the Pan Asian American business community, the challenges they face that few in the association industry know or understand, and how to address them. They also discussed President Obama's Trade Promotion Authority (TPA) and the Trans-Pacific Partnership (TPP) – a multilateral trade deal involving a dozen Pacific rim countries. The Administrator asked USPAACC for support to pass this legislation. (Above, right) USPAACC's Allen, along with the leadership of three chambers of commerce, invited by U.S. Secretary of the Treasury Jack Lew, met at the Secretary's office in March to discuss President Obama's small business tax program.



Chamber Training Institute (from top photo, clockwise): USPAACC's National President & CEO Susan Au Allen (center) and USPAACC Southwest Chapter President Grace McDermott (seated, far right) join participants of CTI in Dallas, Texas; USPAACC's Allen with other event speakers at the CTI in Washington, DC; and with Javier Palomarez, President & CEO of U.S. Hispanic Chamber of Commerce, and other participants of CTI in Washington, DC.

USPAACC Joins Wells Fargo-sponsored Chamber Training Institute

USPAACC has joined the Chamber Training Institute (CTI), sponsored by Wells Fargo.

The workshop, which began on January 13, 2015 in Dallas, Texas, will tour the country throughout the year.

University of Notre Dame provides the training.

"This program provides industry influencers and business leaders the knowledge and resources needed to expand business opportunities for their constituents – a critical component in today's environment, where small and minority-owned businesses are growing at unprecedented rates," said Susan Au Allen, USPAACC National President & CEO.

USPAACC joins the U.S. Hispanic Chamber of Commerce (USHCC) who planted the seed, National Black Chamber of

Commerce (NBCC), National Gay and Lesbian Chamber of Commerce (NGLCC) as stakeholders in this joint venture.

Developed in 2010, CTI is a free, two-day educational program funded by Wells Fargo.

Held every other month in different cities each year, University of Notre Dame presents uniquely tailored curriculum based on the needs of business leaders.

Presenters include professors and industry experts that help participants to develop best practices for their local chambers and members.

To learn more about USPAACC or CTI and upcoming schedule of workshops, visit www.uspaacc.com/programs/chamber-training-institute ●

(CelebrAsian, From Page 1)

ture programs that provide a roadmap to procurement opportunities for our constituents across industries, salute our community's best and brightest, and celebrate those who set benchmarks of excellence. It will be a gathering of top-caliber entrepreneurs, industry leaders, visionaries – and we invite the business community to join us at this momentous event."

Eleven CPOs — from AT&T, Wells Fargo, PepsiCo, UPS, TIAA-CREF, Duke Energy, Capital One, Marriott International, Hilton Worldwide, Caesars Entertainment, and Ingersoll Rand — are confirmed to converge at the Chief Procurement Officers Forum that will kick off the conference on Wednesday, June 3.

Asian Americans serving on the Board of Directors of Fortune corporations – Best Buy, Edison International, HP and TJX

Companies – will be honored with the Asian American Corporate Directors' Awards and will share their journeys to success at the Asian American Corporate Director's Forum.

Fast 100 Asian American Business Awards, Supplier Diversity Managers' Caucus, Federal Contracting Town Hall Meeting, Asian American Chambers' Summit, Doing Business with Pharmaceutical Companies, Business Leaders & Scholarship Awards Luncheon, USPAACC/Wells Fargo Luncheon featuring Under 40 Millionaire Entrepreneurs, Ideas Marketplace: What's Your Pitch?, Supplier Trade Show and USPAACC's signature One-on-One Prescheduled Business Matchmaking Meetings with over 600 meetings planned, will be on the agenda.

Learn more or register at www.celebrasianconference.com ●

USPAACC Holds Business Development Program at Capital One HQ in McLean, VA

USPAACC held a business development event on February 5, 2015 at the Capital One headquarters in McLean, Virginia.

Featured speakers were Kathy Pionke, VP, Bank Risk Management and Executive Sponsor, Asian Network, and Jerry Miller, Director of Procurement, of Capital One Bank; and Rajesh Natarajan, AVP, New Technology Product Development & Engineering from AT&T.

The event, hosted by Capital One, had a guest list of corporations, government agencies and small/minority businesses from the Washington, DC metropolitan area: Capital One, AT&T, Freddie Mac, Fannie Mae, U.S. Department of Defense, U.S. Department of Justice, U.S. Department of Energy, Export-Import Bank, and the National Geospatial Intelligence Agency.

The featured speakers shared information on the opportunities in their respective companies that are available to both small and minority-owned businesses.

Capital One's Pionke described Capital One's Asian Network, a program that enhances the employment and career opportunities for Asian Americans at Capital One. It also offers mentorship, educational classes, and events tailored to assist Asian Americans' growth and business knowledge within the organization.

Miller described Capital One's commitment and passion for working with diverse suppliers. "Capital One started from very humble beginnings: two guys who believed in something and



At the USPAACC/Capital One Networking Event (above, from left): Jerry Miller, Director of Procurement, Capital One Bank; Susan Au Allen, USPAACC National President & CEO; Jay Inouye, Director, Supplier Diversity, Freddie Mac; and Rajesh Natarajan, AVP, New Technology Product Development, AT&T.

went for it," he said. "Twenty years later, Capital One is one of the largest financial corporations in the country. That is why we believe in working with small businesses with great ideas."

According to Miller, Capital One's procurement department spends hundreds of millions of dollars in diverse suppliers – a substantial amount of the company's overall spend.

AT&T's Natarajan discussed the telecommunication company's new direction with regard to working with suppliers. It is on the look out for small and minority-owned companies that can create new and helpful devices for AT&T's consumers.

The networking event received an overwhelmingly positive response from the participants. Asian American business owners especially appreciated the choice of venue – Capital One. 🌐



USPAACC Southwest Chapter held its annual Texas Lunar New Year Celebration and Top 10 Asian American Business Awards on February 7, 2015 at the Maxim's Restaurant in Richardson, Texas. Above photo features USPAACC-SW Chapter President Grace McDermott (second from right), winners of the Top 10 Asian American Business Awards and the event's guest speakers.



Members of the USPAACC Scholarship Selection Committee pore over several boxes and binders of applications at the Ampcus headquarters in Chantilly, Virginia.

USPAACC Scholarship Selection Committee Meets in Chantilly, Virginia

USPAACC has a 26-year history of ensuring a bright future for our children by investing in our country's future leaders. Since 1989, starting with one scholarship and through the generosity of Asian American and corporate sponsors, and under the aegis of USPAACC, over \$1 million in scholarship and fellowship benefits have been awarded to outstanding American high school seniors heading toward college.

Through the years, Asian American businesses have endowed students with their eponymous scholarships, and major corporations have established their hallmark scholarships with USPAACC.

Today, over 3,000 applications are received each year and approximately 15 to 20 scholarships are awarded annually to students nationwide for post-secondary education. These recipients have demonstrated academic excellence, community service and leadership, and financial need.

This year's scholarship awards are from Ampcus, the Estate of Bruce Lee, Chen Foundation, CVS Health, Denny's, Enterprise Holdings, National Capitol Contracting LLC, PEMCO, WinWin Products, Inc., and two scholarships each from PepsiCo Foundation and UPS Foundation.

The Committee convened on an April weekend in Chantilly, Virginia to select the scholarship recipients. They were hosted by Ann Ramakumaran of Ampcus, a USPAACC-certified member, and spent the entire day poring over boxes of applications.

This year's Scholarship Selection Committee members are: Anthony Yu, Embassy Travel (Chair); Leo Lawless, B Cube Ltd; Fred Lona, Hilton Worldwide; Chris Marquez, National Capitol Contracting LLC; Kurt Nguyen, QNexus; Sophia Parker, DS-Federal; Ann Ramakumaran, Ampcus; JP Torres, Atelier Media Group; and Janice C.Y. Tu and Anna Zawacki of USPAACC.

The scholarship recipients will be flown in to spend an all-expense-paid 3 days and a special luncheon in their honor during the 30th Anniversary and CelebrAsian Procurement Conference, June 3 – 5 at the Marriott Bethesda North Hotel and Conference Center in Bethesda, Maryland. 🌐



Our community's future leaders (2014), from top right: Winner of Denny's Hungry for Education scholarship; (Above) Last year's scholarship award recipients are joined on stage by their Asian American and Corporate sponsors, and several members of the Scholarship Selection Committee after the special luncheon held in honor of the students.

New Programs Developed for 30th Anniversary & CelebrAsian Procurement Conference

Four newly developed programs – *Ideas Marketplace: What's Your Pitch?*, *Doing Business with Pharmaceutical Companies*, *Asian American Corporate Directors' Forum*, and *Asian American Chambers' Summit* – have been developed as part of USPAACC's 30th Anniversary & CelebrAsian Procurement Conference, on June 3 – 5 in Bethesda, Maryland.

Ideas Marketplace: "What's Your Pitch?" will feature small and minority entrepreneurs pitching innovative ideas on products and services before a panel of judges that is composed of business owners, corporate buyers and investors.

Rodney Sampson, an angel investor, serial entrepreneur, founder and CEO of Opportunity Hub incubator, and an advisor to the Producers of the TV Show "Shark Tank" – a Mark Burnett Production, will moderate and coach pitchers on their presentations to the panel. Prizes include: \$5,000 cash prize, patent services valued at \$3,000 and a one-year free co-working space at a Washington, DC start-up incubator.



USPAACC National President Susan Au Allen after a private meeting at the U.S. Department of Commerce, subsequent to an announcement at an MBDA Summit held in March about multi-billion-dollar business opportunities at the Gulf coast states.

Corporate sponsors for *Ideas Marketplace: "What's Your Pitch?"* are Facebook, Kipatent, and Wells Fargo. It will be held on June 4, Thursday, from 2:30 to 4:00 p.m.

Doing Business with Pharmaceutical Companies will explore procurement opportunities in the \$400 billion pharmaceutical industry. Session participants

will learn how to become part of the supply chain to some of the industry's major companies, such as AstraZeneca, Bristol-Myers Squibb, Novartis Pharmaceuticals, and Takeda Oncology. The session will be held on June 4, from 2:30 to 4:00 p.m.

Participants of *Ideas Marketplace: What's Your Pitch?* session will be coached by advisor to TV Show "Shark Tank"

The *Asian American Corporate Directors' Forum* will feature Board Directors of Fortune companies, such as Best Buy, Edison International, Export-Import Bank, HP, and The TJX Companies.

The Forum will provide participants with an inside look into corporate governance. These Directors' opinions matter and they belong to the top echelon – overseeing the overall direction and strategy of major corporations.

The *Asian American Chambers' Summit* is the first-ever gathering of the community's influential leaders and visionaries from across the country to address the need for a more unified front among the many disparate Asian American Chambers in the country.

To be held on June 4, from 9:00 to 11:30 a.m., the Summit will endeavor to create and strengthen alliances and collaboration among Asian American business organizations nationwide through educational programs, seek viable solutions to the challenges faced by their respective constituents, and affect public policy, among other mutually beneficial goals.

Learn more or register at www.celebrasianconference.com 🌐

USPAACC Congratulates New UPS Supplier Diversity Director

Congratulations to Estrella Cramer, Chair of the Board and Vice President of Financial Affairs for the USPAACC Southeast Regional Chapter (USPAACC-SE), on her recent promotion as Supplier Diversity Director at UPS.

Cramer has been working with USPAACC since 2011 and her commitment to supplier diversity and Asian American inclusion has played a big role in helping USPAACC-SE programs flourish. Her strong belief in USPAACC's mission and programs that educate, train and connect Asian American businesses to business opportunities in corporations and government, has led her to chair USPAACC-SE.

"USPAACC joins me in congratulating Estrella for a well-deserved promotion," said Susan Au Allen, USPAACC National President & CEO. "We are very proud of you and look forward to your next noteworthy efforts to help and ensure the growth and success of the Asian American and other small business community."

Cramer's involvement in supplier diversity advocacy reaches other Asian American organizations in Georgia, including member of the Certification Committee at WBENC, serving on the advisory council for the Georgia Indo-American Chamber of Commerce and the Asian American Peace Officers of Georgia (AAPOG), and the Philippine Chamber of Commerce of Georgia (PACCGA).

Cramer grew up in the Philippines, and obtained her undergraduate degree from the University of Saint Thomas in Manila, and her MBA degree from Iona College in New York. 🌐

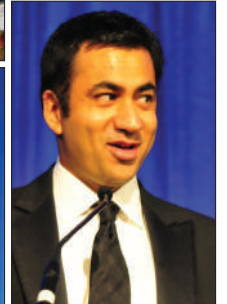


Estrella Cramer, Supplier Diversity Director, UPS

CELEBRASIAN THROUGH THE YEARS



CELEBRASIAN THROUGH THE YEARS





**US PAN ASIAN AMERICAN
CHAMBER OF COMMERCE
EDUCATION FOUNDATION**

1329 18th Street NW, Washington, DC 20036
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**USPAACC: YOUR CONNECTION TO ECONOMIC GROWTH
WHY BECOME INVOLVED WITH USPAACC**

NATIONWIDE PRESENCE – Reach thousands of Asian American-owned B2B enterprises through our Regional Chapters in California, New York, Texas, Georgia, Illinois, Connecticut, and the Maryland-Virginia-Washington, DC National Capital Area.

LEGISLATIVE BRIEFINGS – Meet and discuss with Federal lawmakers important issues that impact your business.

USPAACC E-PORTAL® – Connect with innovative, resourceful, and cost-effective Asian American suppliers, and market to Corporate and Government buyers through this dynamic electronic database.

PROCUREMENT CONNECTIONS – Increase your business profits through these high-level networking events held throughout the country. Develop mutually beneficial business relationships in our one-stop shop with Corporate America, Federal, State & Local Government agencies, Asian American and other small and minority-owned businesses.

CELEBRASIAN PROCUREMENT CONFERENCE – Participate in our flagship event, the country's largest annual national B2B procurement conference convened by Pan Asian American businesses to find partners in small, medium and large enterprises.

Our **FAST 50 ASIAN AMERICAN BUSINESSES** program puts the spotlight on the achievements of Asian American-owned businesses, showcases their continued robust growth despite tough economic times, through innovation, hard work and ingenuity, remains at the forefront as engine of growth in our national economy.

Our **EXCELLENCE AWARDS, ASIAN AMERICAN CORPORATE DIRECTORS AWARDS** and **MOST INFLUENTIAL ASIAN AMERICANS** publications present, since 1988, the best and brightest Asian Americans in Business, Education, Science & Technology, the Arts, Sports, Public and Community Services.

SUPPLIER TRADE FAIR – Acquire valuable contract opportunities in our signature pre-scheduled quality one-on-one procurement matchmaking meetings with buyers from Corporate America, the Federal, State, and Local Governments, and Non-Profits, and meet Asian American mid-size, small and other minority suppliers.

SUPPLIER DIVERSITY MANAGERS CAUCUS – Supplier Diversity Directors, Managers and Buyers address cultural challenges they face in negotiating, doing business, and partnering with diverse Asian American suppliers. This forum explores solutions to current issues, challenges and best practices in the supplier diversity arena.

FEDERAL CONTRACTING TOWN HALL MEETING – Federal Government representatives present a roadmap to current and upcoming contracting opportunities for small/minority businesses, and discuss new developments impacting small businesses.

USPAACC SUPPLIER SUCCESS STORIES – USPAACC members from corporations, government agencies and Asian American business community share their success stories – how they did it, how they grew, pitfalls avoided, challenges faced, best practices, and much more.

YOUNG ENTREPRENEURS – Young Asian American CEOs share how they started their business from scratch, competed against large companies and made their mark – ultimately changing the paradigm for entrepreneurship, business growth and success.

Seasoned industry leaders are featured in our **ASIAN AMERICAN CEOs: LIVING THE AMERICAN DREAM**, where they discuss their experiences on their road to achieving success. **WOMAN PIONEERS SUMMIT** – Outstanding woman pathfinders in Corporations, Government and small business share their personal experiences, trials, tribulations, and precious lessons learned on their journey to the top.

ASIA TRADE MISSIONS – Since 2005, USPAACC has been leading successful Trade Missions to the fast-growing Asian market – designed to extend friendship, establish strategic connections, strengthen existing relations, promote American products and services, explore opportunities for joint ventures, and source potential suppliers.

INTERNATIONAL CEO & CPO FORUM – Chief Procurement Officers of U.S. Corporations, CEOs of U.S. small- and medium-sized companies from China, India and other Asia-Pacific countries discuss procurement trends, alliances and joint venture opportunities in the Asia-Pacific region.

Reach out to Asian Americans in various professions through our **NATIONAL DIRECTORY OF ASIAN AMERICAN BUSINESS & RESOURCE GUIDE**, the **E-NEWS**, and our newsletter, the **EAST WEST REPORT**. And more!

**USPAACC
WE OPEN DOORS TO PROCUREMENT,
EDUCATIONAL & PROFESSIONAL OPPORTUNITIES**

MEMBERSHIP APPLICATION

Send completed application to USPAACC • 1329 18th Street • NW • Washington, DC 20036
Tel 202.296.5221 | 1.800.696.7818 | 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 Education Foundation.

- ☐ Enclosed is \$15,000 for annual Corporate Platinum membership
- ☐ 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

☐ Yes, I/We will contribute \$ _____ to the Asian American Scholarship Fund.
Contributions are tax-deductible under IRS Code 501(c)(3).

☐ Yes, send me/us more information on Asian American Certification.

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