



AFRICAN-AMERICAN CHAMBER OF COMMERCE

Pennsylvania ♦ New Jersey ♦ Delaware



2026 CORPORATE INVESTMENT OPPORTUNITIES

A MESSAGE FROM THE CEO



Dear Partners and Supporters,

Small businesses are vital drivers of our economy — driving innovation, creating family-sustaining jobs, and building pathways to economic independence. While significant progress has been made — through initiatives like our Coaching to Capital program, historic funding for Community Development Financial Institutions (CDFIs), and incremental increases in procurement contracts secured at federal, state, and local levels through our advocacy and coalition building — these businesses still face structural challenges, including limited access to capital, constrained procurement opportunities, and a shifting business climate that undervalues equity and inclusion.

For over 30 years, the African American Chamber of Commerce of PA, NJ, and DE has championed small businesses and entrepreneurs, ensuring they have the resources and networks to excel. As we look ahead, we remain steadfast in our mission to achieve three critical goals:

1. Expand access to capital and professional services, empowering businesses to scale and compete in any market.
2. Foster partnerships that drive growth, enabling small businesses to secure larger contracts and participate in transformative opportunities for long-term success.
3. Equip entrepreneurs and small business owners with tools to innovate, sustain, and create jobs that build generational wealth.

Together, we will forge a legacy of economic empowerment that strengthens our communities and enhances the entire region. Your partnership is more than sponsorship— it is a commitment to advancing opportunity, closing gaps, and fueling sustainable growth.

We are building a future rooted in measurable outcomes—driving revenue growth, creating sustainable jobs, and strengthening market competitiveness. Join us in empowering businesses to deliver results that matter.

Regina A. Hairston
President & CEO

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BACKOFFICE HUB:

EMPOWERING BLACK BUSINESS GROWTH

POWERED BY THE AACC FOUNDATION

The **BackOffice HUB** is a transformative initiative by the African American Chamber of Commerce (AACC) designed to address the infrastructure challenges Black-owned businesses face. By providing comprehensive back-office support, the HUB empowers business owners to focus on their core expertise while ensuring they are prepared to seize current and future opportunities.

KEY OFFERINGS

The BackOffice HUB provides access to essential resources and expert services in:

Unified Support Platform: A web portal for businesses to log in, build profiles, identify back-office gaps, and access a library of resources and templates.

Human Resources: Employee orientation, personnel manuals, payroll guidance, benefits consulting, recruitment, and job postings.

Marketing Support: Brand consultations, social media strategy development, logo design, promotional materials, and RFP responses.

Legal Assistance: Review of key agreements, leases, vendor contracts, and partnership documents.

Accounting & Tax Services: Financial statement preparation, invoice and payment tracking, tax preparation, budgeting, payroll administration, and compliance.

Operations Support: Supply chain management, service operations, product development, and customer experience strategies.

Information Technology: Industry-specific systems, cybersecurity, data management, and office technology guidance.

Business Development: Lobbying, growth strategies, sales development, PR, and RFP assistance.

Risk Management: Insurance consultation and strategies for risk identification and mitigation.

BACKOFFICE HUB:

EMPOWERING BLACK BUSINESS GROWTH

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BENEFITS TO PARTICIPANTS

- Access to expert back-office services at discounted rates.
- Cost-effective solutions without needing full-time staff.
- The ability to focus on core business growth and execution.

BENEFITS TO STAKEHOLDERS

- **Government:**
 - Confidence in vendor contract execution and an expanded pool of reliable vendors.
 - Strengthened tax base with growing, stable businesses.
- **Corporations:**
 - Support diversity goals, enhance innovation, and foster competition.
 - Access to high-quality goods and services at competitive costs.
- **AACC:**
 - Reinforces the Chamber as a leader in advocacy and member value.
 - Strengthens Pennsylvania's economic foundation.

FUNDING MODEL

The program requires \$1M in funding (\$500K from government and \$500K from corporate sponsors) to create a Public-Private Partnership with AACC. Participants contribute through a sliding fee structure and, in some cases, profit-sharing agreements.

PARTICIPANT CRITERIA

This program targets established businesses with proven opportunities and momentum to maximize success. It is not intended for startups or untested ventures.

The **BackOffice HUB** ensures businesses have the resources they need to thrive, fostering a stronger and more equitable economy for all.

CAPITAL CONSORTIUM: COACHING TO CAPITAL

POWERED BY THE AACC FOUNDATION

Capital Consortium organizes traditional and nontraditional capital resources to support our members. Develop programs, strategic initiatives and identify traditional and non-traditional products to make various capital resources available for members.

Coaching to Capital is a program developed by the Capital Consortium Committee to provide a select group of African American Chamber of Commerce (“AACC”) members with hands-on training, dedicated mentor-coaches, and access to a banker/advisor to help prepare them for success in the commercial lending market. The program aims to strengthen relationships between local banks and AACC members by demonstrating how cultivating strong banking connections can enhance a member’s business and drive its growth.

This initiative strategically addresses key barriers to Black business growth by:

- Offering one solution to the access to capital problem that has plagued African American business owners for decades;
- Strengthening the relationship between the AACC and partner bank to begin establishing trust between the African American business community and that partner bank;
- Documenting and tracking how Program participants have been able to use the financial tools, financial education and services at a partner bank to advance its business goals;
- Providing the AACC with a trusted banking partner to service AACC members on an ongoing basis.



WOMEN'S BUSINESS ACCELERATOR

POWERED BY THE AACC FOUNDATION

Building on the success of its inaugural cohort, the African American Chamber of Commerce (AACC) proudly announces the second cohort of the Women's Business Accelerator Program. This initiative continues to empower high-achieving women entrepreneurs and leaders in the Greater Philadelphia Area by fostering community, collaboration, and professional growth.

KEY PROGRAM HIGHLIGHTS

- **Support and Growth:**
 - Equip women entrepreneurs, solopreneurs, and business leaders with resources to scale their businesses and expand their networks.
- **Sustained Connections:**
 - Strengthen relationships among participants, cultivating a supportive community that drives individual and collective success.
- **Diverse Partnerships:**
 - Facilitate partnerships with women in senior leadership and board roles to enhance access to new opportunities and influence in key business ecosystems.
- **Exclusive Learning Experiences:**
 - Cohort members gain access to curated workshops, mentoring sessions, and industry insights designed to address challenges faced by Black women in business.
- **Networking Events:**
 - A series of six (6) in-person events over six months, blending learning and social opportunities to deepen connections among participants.
- **Focus on Impact:**
 - Empowering participants to share insights and support one another, fostering lasting personal and professional relationships.

SIGNATURE EVENTS

Women's Business Empowerment Luncheon

Friday, March 27th 2026

March 2026 | Location TBD Celebrate the achievements of women leading the way in business, community, and economic growth at the Women's Business Empowerment Luncheon. Part of a broader initiative, this event recognizes women-owned businesses through a social media campaign and highlights participants in the six-month Women's Business Accelerator. Join us for an afternoon of inspiration, recognition, and empowerment.

State of the AACC

Summer 2026

The State of the AACC Annual Meeting embarks on a four-city tour—Philadelphia, Wilmington, Camden, and Harrisburg—to highlight the Chamber's impact and strategies. This in-depth event features key updates, success stories, and future goals, with participation from elected officials and business leaders. Each stop provides unique insights, fostering dialogue on accomplishments and priorities for the fiscal year.



SIGNATURE EVENTS

Annual Dinner & Awards Ceremony

October 2026 Celebrate 33 years of empowering businesses at the AACC's largest event of the year! The Annual Awards Ceremony honors the region's leading businesses and thought leaders and provides unparalleled networking opportunities for over 700 attendees, including corporate executives, elected officials, and entrepreneurs. This is the premier event to showcase your commitment to diversity, inclusion, and economic empowerment.

Holiday Noir Soirée

December 2026 Close the year with an elegant black-tie affair celebrating Black excellence. The Holiday Noir Soirée features live music, intellectual conversations, a silent auction, and the unveiling of "The Black List," recognizing the top Black-owned businesses and entrepreneurs of 2025. Join us for an evening of sophistication and celebration with the AACC community.



AACC Multi-Year Investment Tiers & Benefits

Position your organization as a transformative investor in the success of small businesses through the African American Chamber of Commerce's (AACC) comprehensive programming, including the BackOffice HUB, which provides critical operational support to businesses.

\$500K (3-Year Commitment)

Title: Legacy Investor

Special Recognition: "Legacy Investor in Business Success"

Visibility & Recognition

Presenting Sponsor recognition and benefits at all 4 Signature Events (Women's Empowerment Luncheon, State of the AACC, Annual Dinner, and Holiday Noire Soirée).

Prominent logo placement on event materials, digital platforms, and the BackOffice HUB platform.

Featured recognition in the AACC bi-weekly newsletter, website homepage, and social media campaigns (minimum of 8 features annually).

Inclusion in press releases, media outreach, and BackOffice HUB communications.

Engagement & Access

VIP seating and speaking opportunities at all signature events.

Invitations to private networking events with Chamber leadership, elected officials, and business leaders.

Co-branded resources integrated into BackOffice HUB participant offerings (e.g., templates, tools).

\$250K (3-Year Commitment)

Title: Visionary Investor

Special Recognition: "Visionary Investor in Business Growth"

Visibility & Recognition

Presenting Sponsor recognition and benefits at 2 selected Signature Events and General Sponsor recognition and benefits at the other 2.

Featured logo placement on event materials and on the BackOffice HUB communications.

Recognition in bi-weekly newsletters and quarterly social media highlights (minimum of 4 features annually).

Engagement & Access

VIP seating at all signature events.

Invitations to select networking opportunities with Chamber leadership and program participants.

Sponsor acknowledgment in select BackOffice HUB materials shared with participants.

AACC Multi-Year Investment Tiers & Benefits

Position your organization as a transformative investor in the success of small businesses through the African American Chamber of Commerce's (AACC) comprehensive programming, including the BackOffice HUB, which provides critical operational support to businesses.

\$150K (2-Year Commitment)

Title: Impact Investor

Special Recognition: "Impact Investor in Business Empowerment"

Visibility & Recognition

- Presenting Sponsor recognition and benefits at 1 selected Signature Event and General Sponsor recognition and benefits at the other 3.
- Logo placement across event signage, AACC website, and BackOffice HUB materials.
- Acknowledgment in bi-weekly newsletters and two social media highlights annually.

Engagement & Access

- Reserved seating and access to general networking at all signature events.
- Highlighted branding in select BackOffice HUB tools or templates provided to participants.

\$100K (1-Year Commitment)

Title: Opportunity Investor

Special Recognition: "Opportunity Investor in Business Innovation"

Visibility & Recognition

- General Sponsor recognition and benefits at all 4 Signature Events.
- Logo placement on event materials, AACC website sponsor page, and BackOffice HUB communications.
- One dedicated social media feature annually.

Engagement & Access

- Access to general networking opportunities at all signature events.
- Acknowledgment in BackOffice HUB participants welcome materials as a valued supporter.



Event Specific Sponsorship Benefits (1 event)

Please refer to event specific sponsorship decks for detailed benefits, as there may be event specific visibility opportunities available.

\$50,000 – Executive Presenting Sponsor

- Top Presenting Sponsor recognition on all event materials, signage, and marketing.
- Company logo placement on main staging at event
- Speaking opportunity during the program.
- Company logo in promotional and post event thank you email to AACC database.
- Recognition in press releases, newsletters, and a social media campaign (5 posts).
- Digital ad displayed on screens at event
- Premium Reserved VIP table.

\$25,000 – Industry Innovators

- Premier recognition in event materials and on all event signage.
- Company logo in promotional and post event thank you email to AACC database.
- Logo placement on promotional materials.
- Digital ad displayed on screens at event
- Recognition in newsletters and social media (2 posts).
- Premium Reserved table.

\$10,000 – Network Connectors

- Logo placement in event program and all signage.
- Company logo in promotional and post event thank you email to AACC database.
- Logo placement in general event branded digital promotions at event.
- Premium Reserved seating.



Event Specific Sponsorship Benefits (1 event)

Please refer to event specific sponsorship decks for detailed benefits, as there may be event specific visibility opportunities available.

\$5,000 – Partners

- Logo placement in event program and select signage.
- Company logo in post event thank you email to AACC database.
- Recognition in one social media post.
- Reserved seating for guests.

\$2,500 – Advocates

- Logo placement in event program and select signage.
- Company logo in post event thank you email to AACC database.
- Recognition in one social media post.
- Reserved seating for guests.

AACC Member-Only Small Business Sponsor Options (not visible to public)

\$1,000 – Small Business Friends

- Logo placement in event program and select signage.
- Company logo in post event thank you email to AACC database.
- Recognition in one social media post.
- Reserved seating for guests.

\$500 – Small Business Supporters

- Logo placement in event program and select signage.
- Recognition in one social media post.
- Reserved seating for guests.