



2006
Report to the
Community

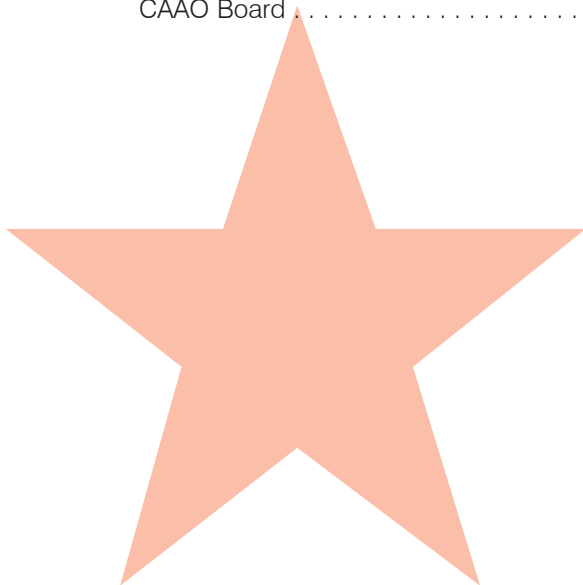
E D U C A T E P R O M O T E I N C R E A S E S E R V E S U P P O R T

CONSORTIUM
OF AFRICAN
AMERICAN
ORGANIZATIONS



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LETTER FROM THE CHAIRMAN OF THE BOARD



Theron Cyrus
Chairman of the Board
Consortium of African
American Organizations

It is quite exciting when you can assist with innovation and change, especially, innovation and change that helps so many. CAAO has given me that wonderful opportunity.

During 2005, CAAO has refined its unique niche in the region as the organization that works for and with the

black professionals of Northeast Ohio with over 9,000 members.

This was exhibited by the standing room only empowerment circles, sold out business golf clinics, sold out minority access to capital workshop series, and inquiries from Boston to Los Angeles.

College, John Carroll University's Entrepreneurs Association, the Convention and Visitors' Bureau, Esperanza, and the Rock 'n Roll Hall of Fame and Museum.

Finally, during 2005, CAAO refined its program for cultivating its next generation of supporters through its Youth Innovation Forum that will launch in September 2006. This unique youth urban think tank and ideation center is a collaboration of the youth programs of four of its member organizations, BPA, BDPA, NSBE, and NMBBAA with other youth programs in the community, and we look forward to some exciting and interesting results.

I want to thank all of CAAO's grantors,

" L O O K , L I S T E N , A N D L I N K "

In addition, it has been quite refreshing to see the spirit of CAAO growing in the community with more corporations applying for the Tubbs Jones Economic Impact Award as well as all the collaborations among CAAO's member organizations.

CAAO has been careful not to reinvent the wheel while being market responsive to its constituents. As such, CAAO negotiated five new collaborative agreements during 2005 with community organizations that add value and/or offer benefits to CAAO's members, including: Tri-C's Corporate

supporters, staff, and volunteers for staying the course and making 2005 a great year.

Sincerely,

Theron Cyrus

Theron Cyrus
Chairman of the Board
Consortium of African American
Organizations



CAAO'S HISTORY – MAY 1, 2001 TO MAY 1, 2006



*Joint Board Advisory Council
2005*

The Consortium of African American Organizations (CAAO) was originally formed in 1993 as the African American Business Consortium. The name was changed in 2001 when formal nonprofit status was sought and obtained to better reflect the mission. CAAO's mission is to utilize the resources of Northeast Ohio African American professional

carved out a unique niche of bringing multiple black professional organizations together to help each other and to leverage their collective strength to have an even greater positive measurable annual economic contribution and to pass this on to the next generation. Thus, CAAO is a system of communication and relationship building vehicles to

CONSORTIUM OF AFRICAN AMERICAN ORGANIZATIONS

organizations to promote economic development in African American communities and to enhance career and entrepreneurial opportunities for African Americans.

The establishment of CAAO is part of a regional strategy that focuses on enabling minority entrepreneurs to participate more meaningfully in our regional economy and to serve in leadership roles. CAAO is a collaboration of multiple black professional organizations coming together to combat hundreds of years of abuse and to strengthen their individual missions of uplifting African Americans beyond the racial stigmas of society and to use their collaborative strength to encourage and support their individual members as well as their youth programs.

Even though one organization cannot come up with all the solutions, CAAO

aid its constituents and to serve as a conduit to existing support agencies. Through its programming and relationship building vehicles, since 2001, CAAO has accomplished the following:

Contracts received, jobs created, members recruited, money saved, money raised - **over \$15 million economic contribution** or \$250,000 per month added to the local economy with a total expenditure of approximately \$600,000 over 60 months, \$25 generated for every \$1 spent.

- CAAO has grown from 4 to 25 member organizations
- From 400 to 9,000 financial members whose combined mailing lists reach over 30,000 in Northeast Ohio
- Directly assisted over 500 African American and Hispanic owned businesses and 40 nonprofits

CAAO's programming and relationship building vehicles include the following:

- **Online Joint Calendar of Events** to minimize scheduling conflicts
- **Entrepreneurial Empowerment Circle (EEC)** - leadership and economic development resource for individuals interested in starting or growing a business
- **Minority Access to Capital Round Tables (ATC)** - unites myriad financial organizations to plan an annual workshop series to educate minority entrepreneurs
- **Corps of Volunteers (COV)** - develops, trains, directs and deploys volunteers to assist member organizations and non-profits
- **Youth Innovation Forum (YIF)** - think tank for urban youth to generate ideas for new products, fresh designs and creations with the goal of selling its services to market research organizations
- **Online Silent Executive Auction** - Ohio residents bid for quality one-on-one time with 50+ executives, celebrities and community leaders
- **Tubbs Jones Economic Impact Awards** - celebrates the corporation, member organization, or individual who has had greatest impact on Northeast Ohio's African American communities
- **Business Golf Camp** - teaches the benefits of building professional relationships through golf
- **Opt-in Email Service** - helps black professionals here and those relocating to Cleveland get involved in the community and stay informed on a myriad of relevant issues



Commissioner Peter Lawson Jones addresses the CAAO Joint Board Advisory Council 2005

CAAO was incubated on the campus of Case Western Reserve University in the Edison Technology Incubator in approximately 120 square feet in May 2001 and is currently housed in the Midtown Innovation Center with four offices, a conference room, shared kitchen, and a community room.



WHAT OTHERS ARE SAYING ABOUT CAAO !!!



CAAO Entrepreneur Empowerment Circle

Your organization is doing a wonderful job! Keep up the fantastic promotion and unique programs...I love it!"

Latisha James, Case Western Reserve University

"WOW, this is exactly what

Group

"I don't know whose idea this was to have this auction, but they should receive the highest praise. I had dinner with Dr. Mayberry Stewart as a result of the auction and it was one of the best times I've had in a while. She

Regional Sewer District

"CAAO has assisted Sankofa Fine Art Plus with our capacity building efforts by promoting our events and art sales on the CAAO website; creating opportunities to gain access to corporate leaders through the Executive Auction and board meet-

meet a certain need that I'm searching for. I benefit a great deal from the information and notices that are emailed to CAAO members. Also, I've attended all the CAAO Entrepreneurial Empowerment Circle meetings since joining CAAO. I enjoy the comfortable informative envi-

WHAT OTHERS ARE SAYING !!!

I was looking for! Many thanks to you and Connie." Suzanne Armbruster Pokorny, M.Ed., LPC Program Coordinator, The Ohio Urban University Program

Maxine Goodman Levin College of Urban Affairs Cleveland State University

"I find CAAO quite useful with its calendar of events, especially events and meetings relating to business operations. It is also a wonderful source for information on grants, fellowships, and various workshops. Thanks for all that you do."

Kim Fox, CleveEvents, Editor and Publisher

"Thanks for the info!" Alexandria Johnson Boone, President & CEO, GAP Communications

seemed to enjoy herself as well. We talked and talked and talked!!! I learned so much from her."

Brenda Ellis, NASA Glenn Research Center

"I haven't been on your website for awhile. It looks great. I think you have the best and most complete on-line events calendar in town. There are several things I didn't know about that I would like to attend. Thank you for all that CAAO does!"

John Renner, Small Business Administration

"We appreciate CAAO's innovative and strategic efforts and the impact that it continues to make on the business community." Darnella Robertson, Assistant General Counsel, Northeast Ohio

ings; and providing skilled volunteers through its volunteer program. 'Sticks in a bundle are unbreakable. - Kenyan proverb'" Donna Johnson, Former Executive Director, Sankofa Fine Art Plus

"The brainstorming is invaluable for problems and projects." Madge Potts-Williams, DDS, President of Forest City Dental Society

"I came to CAAO as a new entrepreneur a couple years ago, and I have benefited many ways: from discounted tickets to events from CAAO, including the tickets to the annual PowerNetworking conferences. I often use CAAO's business database to search for and have used businesses that

ronment of the monthly meetings. I joined BDPA to have access to the benefits of CAAO. Also, the latest program that I've become a part of is the 'Emerging Entrepreneur' program, and this was due to my name being recommended for consideration by CAAO to the sponsor of the program. My business has often received recommendations / referrals from Connie and William since I've been in CAAO."

Woodrow Marcus, President of 3D Visual Concepts

"I call CAAO information central for the African American community." Hilton O. Smith, Senior Vice President, Turner Constructions

ASSETS

CURRENT ASSETS

Pledges Receivable	<u>\$ 85,500</u>
Total Current Assets	<u>\$ 85,500</u>

PROPERTY AND EQUIPMENT

Furniture and Equipment (net)	7,573
Computer Software (net)	<u>466</u>
Total Property and Equipment	8,039
TOTAL ASSETS	<u>\$ 93,539</u>

LIABILITIES AND NET ASSETS

Accounts Receivable	766
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NET ASSETS

Unrestricted Net Assets	<u>92,773</u>
Total Net Assets	<u>\$ 93,539</u>

TOTAL LIABILITIES AND NET ASSETS	<u>\$ 93,539</u>
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CASH FLOWS FROM OPERATING ACTIVITIES

A S S E T S

Net Income	\$ 52,517
Accounts Receivable	(85,500)
Net Cash Provided by Operating Activities	(32,983)

CASH FLOWS FROM INVESTING ACTIVITIES

Computer Equipment:Depreciation	1,053
Furniture:Depreciation	1,600
Net Cash provided by Investing Activities	2,653

NET (DECREASE) IN CASH	(30,654)
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CASH AT BEGINNING OF PERIOD	29,888
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CASH AT END OF PERIOD	(766)
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STATEMENT OF FINANCIAL ACTIVITIES

For the Year Ended December 31, 2006

Public Support, Revenue and Reclassifications

Sponsorships	105,000
Grants	16,000
Membership Dues	3,950
Special Events	35,265
Donations	125,953
Rent	<u>7,540</u>

Total Public Support, Revenues and Reclassifications **\$ 293,708**

Expenses

Communications	5,704
Computer Hardware/Software	38
Depreciation Expense	2,653
Program Expense	43,118

FINANCIAL HISTORY

Insurance	500
Office Supplies	4,321
Other Expenses	4,648
Postage and Delivery	125
Professional Fees	150,752
Rent	21,200

Repairs	400
Marketing	792
Telephone	5,974

Travel and Entertainment 200

Total Expenses \$240,424
Change in Net Assets 53,283

Net Assets as of Beginning of Year 40,580

Net Assets as of End of Year \$ 93,539

WHAT WAS NEW IN 2005 ?

Executive Director of CAAO named Woman of Note by Crain's Cleveland
CAAO Staff presented with the Community Impact Award from NBMBA, Northeast Ohio Chapter
CAAO Staff interviewed by the Boston Globe on its unique matchmaker, the Online Executive Auction
CAAO mentioned, interviewed or featured in the media 10 different times
Minority Access to Capital Roundtable workshop series

CAAO MEMBER ORGANIZATIONS

1. African American Cultural Gardens
2. African American Faculty and Staff of Case
3. Black Data Processing Associates
4. Black Professionals Association
5. Blacks in Management
6. Blacks in Government, NASA Chapter
7. Blacks in Government, Lake Erie Chapter
8. Christian Business League, UCC
9. CSU Black Alumni Organization
10. Cleveland African American Library Association
11. Cleveland Women's Council of NAREB
12. Forest City Dental Society
13. Inter-City Yacht Club
14. NAACP
15. National African American Speakers Association
16. National Association of Black Accountants
17. National Black MBA Association
18. National Society of Black Engineers
19. National Technical Association
20. North Coast Black Bass Anglers
21. President's Council
22. Sankofa Fine Arts Plus
23. Stockbridge Investment Club
24. Tuskegee Airmen North Coast Chapter
25. Urban Financial Services Coalition

MEMBER ORGANIZATIONS

GRANTORS

United Black Fund
Eaton Charitable Fund
Deaconess Community Foundation
Cleveland Foundation

2005 INDIVIDUAL DONORS

Anonymous
Sharonne Ayers
Deborah Bibb
Ted Jordan
Michael D. Leonakis
Woody Marcus
Luther Norman
Michael Shinn
Madge Potts Williams, D.D.S.
Janis Wirt

2005 Monetary and In Kind Sponsors (Advisory Council)

4415 Euclid, LLC, Bob Schmidt
Acme Express, Don Scipione
ALLTEL, Ashley Mease
Case Western Reserve University, Hossein Sadid
Charter One Bank, Michael Lisman
Cleveland Clinic Health System, Pamela Marshall Holmes
Fifth Third Bank, Tom Clevidence
Huntington National Bank, Robin Griggs
JumpStart, Inc., Charles Burkett
Medical Mutual of Ohio, Denise Rice
NCCI, Kim Sanders
National City Bank, Carolyn Lee
Northeast Ohio Regional Sewer District, Constance Haqq
PolyOne, Dennis Cocco
Royal Appliance, Gerri Jeffries
Shamrock Industries, Bob Troop

Collaborative Organizations

Cleveland Bridge Builders
Convention and Visitors' Bureau
COSE and NEO411.biz
Cuyahoga County, Department of Development
Esperanza
Hispanic Business Association
John Carroll University, Entrepreneurs Association
KSU Center for the Study and Development of Minority Businesses
NorTech
Northern Ohio Minority Business Council
Rock 'n Roll Hall of Fame and Museum

CAAO Endowment Committee

Dorothy Baunach, NorTech
Mike Benz, United Way
Paul Clark, National City Bank
Theron Cyrus, CAAO
William B. Doggett, Eaton Corporation
Michael Jeans, Fifth Third Bank
James Mason, retired Eaton Corporation
Hilton Smith, Turner Construction
Bob Troop, Shamrock Industries
Dick Pogue, Jones Day
Tom Waltermire, TeamNEO
Sharron Murphy Williams, CAAO

OUR BOARD

BOARD OF CONSORTIUM OF AFRICAN AMERICAN ORGANIZATIONS
As of January 2005

Individual Name	Role on Board	Committees	Member Organization / Role	1st yr. on Board
Cyrus, Theron	Chair	Executive committee Golf Clinics, Annual Function	Black Professionals Association	2002
Bibb, Deborah	Vice Chair	Executive committee Finance, Growth Plan	Nat'l Black MBA Association / Past President	2001
Murphy, Sharron	Treasurer	Executive committee Finance committee	Cleveland Women's Council of NAREB / Immediate Past President	2002
Harrison, Bill	Secretary	Executive committee Finance, Annual Function	Northcoast Black Bass Anglers / President	2004
Wirt, Janis	Parliamentarian	Executive Committee	Cleveland State University-Black Alum / President	2004
Anderson, Emily		Auction committee	Nat'l Society of Black Engineers	2005
Appolito, Collette		none	President's Council / President	2006
Brown, Willard		Annual Function	Black Data Processing Associates / President	2004
Calhoun, Cynthia		none	National Technical Association / President	2005
Cloud, Shari		none	Sankofa Fine Arts Plus / Executive Director	2006
Davis, Robert		Nominating Annual Function	Northcoast Black Bass Anglers / Immediate Past President	2003
Hempstead, Loracell		none	African American Faculty & Staff-Case / President	2005

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Miller, Stanley		Finance committee	NAACP / Executive Director	2002
Potts-Williams, Madge		Annual Function Golf Clinics	Forest City Dental Society / President	2002
Reese, Ilinda		Annual Function	National African American Speakers Assn / President	2003
Roberts, Ken		none	Blacks in Management / Immediate Past President	2002
Shinn, Michael		Fund Development	Stockbridge Investment Club and Christian Business League / President	2005
Taylor, Donald		none	Nat'l Association of Black Accountants / President	2005
Travis, James		none	Blacks in Government / President	2003
Wade, James, III		Growth Plan	Urban Financial Services Coalition / President	2002
Westbrooks, Lainey		Annual Function	Cleveland African American Library Assn. / President	2002