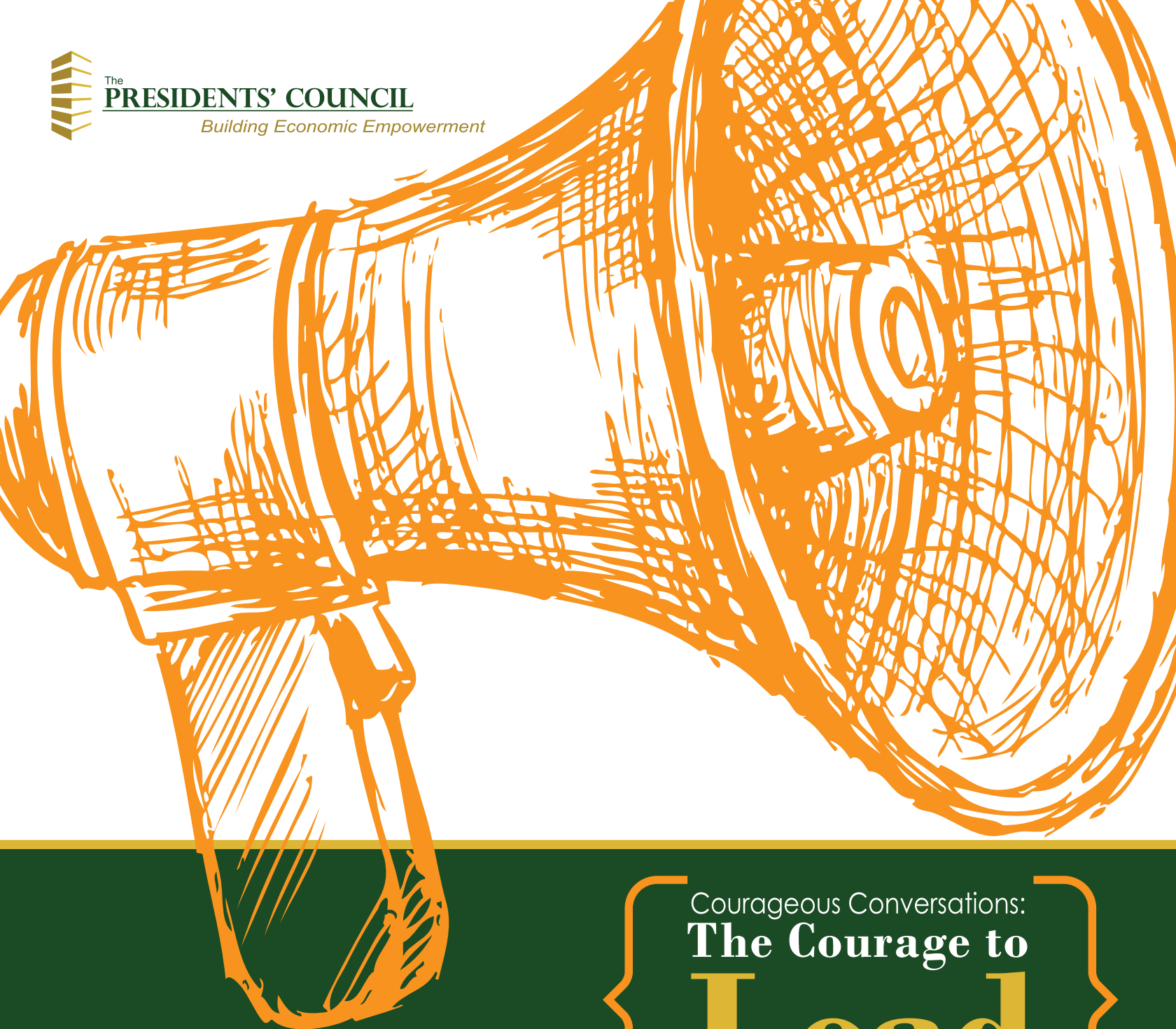




The
PRESIDENTS' COUNCIL

Building Economic Empowerment



Courageous Conversations:

The Courage to

Lead

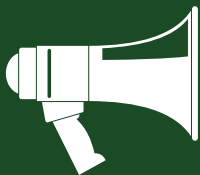
2016-2017 ANNUAL REPORT



Courageous Conversations:
The Courage to

Lead

2016-2017 ANNUAL REPORT





Eddie Taylor, Jr.
Chairman



Erica C. Penick
Executive Director

“Courageous Leadership demands a willingness to serve, sacrifice, and stand-up when necessary.”

While we celebrate The Presidents' Council's twenty-two years of removing barriers to inclusion by unlocking the collaborative power of business, government, and civil society, we all know there could be no success without leaders willing to take courageous action in challenging situations.

Embedded in the very fabric of our mission to **Support, Develop, and Advocate** for African American businesses and the communities we serve, The Presidents' Council has developed strategic partnerships, collaborations, programming, and most significantly, relationships that create a web of support and contribute to an ecosystem that propels business growth well beyond traditional practices. Our persistent goal for the good of all, has been to positively impact the way people think about Black Business.

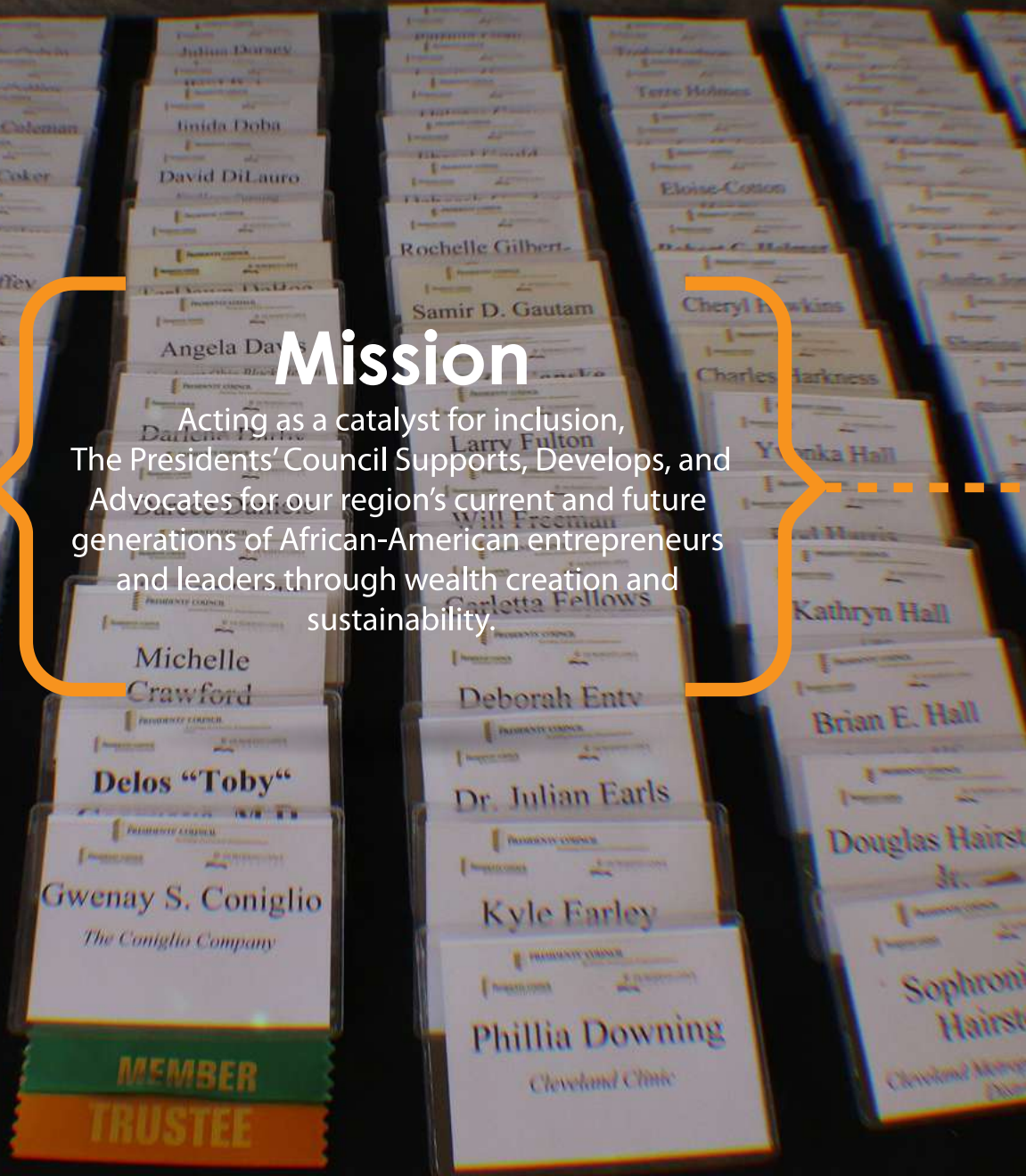
Programs and initiatives such as ***The Presidents' Council Scholars (PC Scholars), The Presidents' Council Business Chamber (PCBC), The Presidents' Council At Your Business, Onsite Business Consulting (PCAYB), and The Presidents' Council Political Action Committee (PCPAC)*** are focused on elevating the next generation of leaders, inherently designed to develop sustainable and financially stronger business enterprises, and where appropriate, provide a collective voice for the African American business community.

The Presidents' Council is determined in its pursuit to provide long-term strategies of support that enable African American businesses to establish strong foundations, accelerate growth plans, create career level jobs, generate wealth-building income, and importantly, re-investment in our communities.

Adding to its important legacy, The Presidents' Council will continue to utilize our individual and collective voices to have ***Courageous Conversations*** about varying and sometimes difficult issues; and to advocate for the elimination of disparities which negatively impact African American businesses, as well as stand-up to those broader challenges which affect the communities we live in and serve.

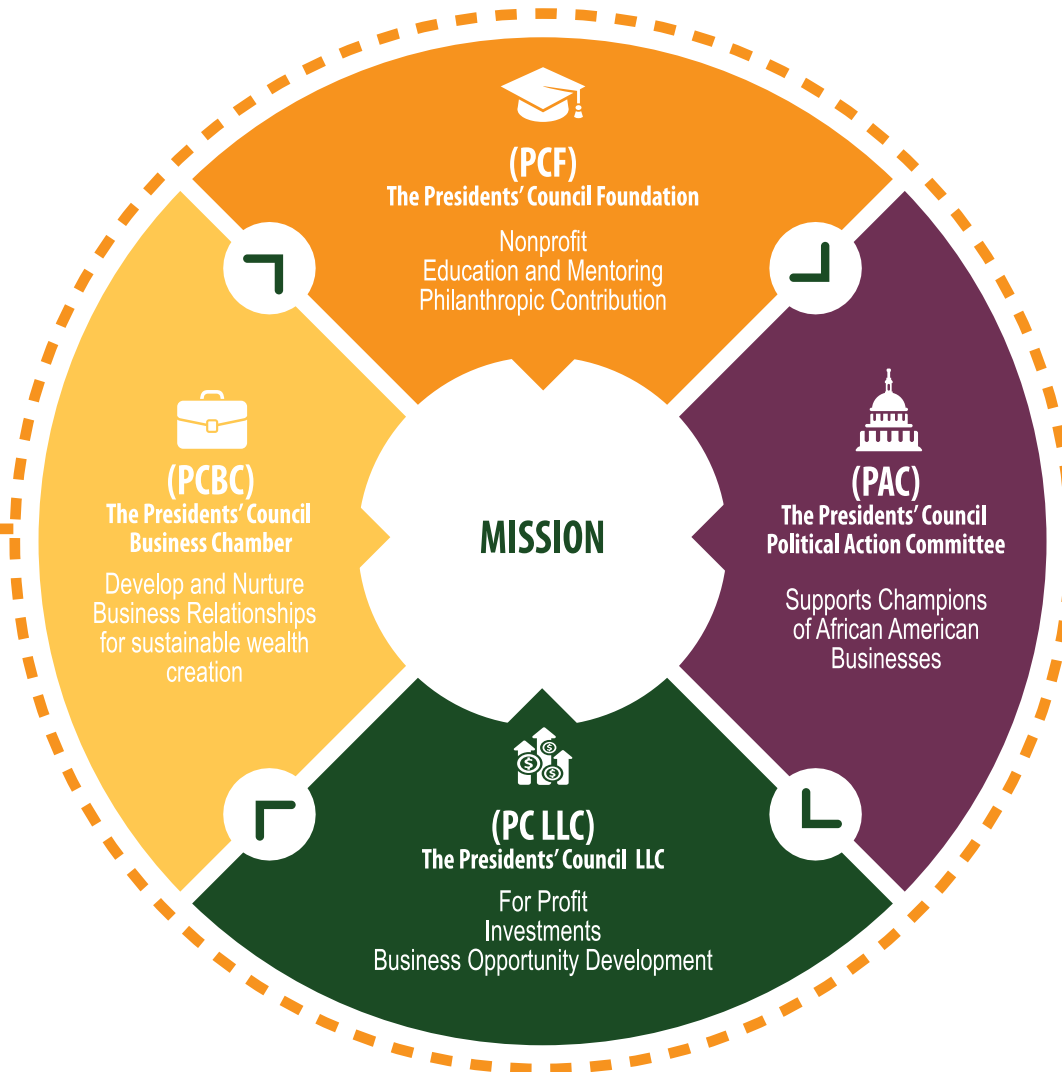
Mission

Acting as a catalyst for inclusion,
The Presidents' Council Supports, Develops, and
Advocates for our region's current and future
generations of African-American entrepreneurs
and leaders through wealth creation and
sustainability.



AT A GLANCE

Under The Presidents' Council umbrella, each organization has independent functions that work collectively to advance black economic success and our mission.





Black Wall Street

had

600 - Businesses

21 - Churches

21 - Restaurants

30 - Grocery Stores

2 - Movie Theaters

6 - Private Airplanes

1 Hospital

1 Bank

It's own school system



The Presidents' Council LLC

Our history is replete with graphic accounts of the barriers placed before African Americans in all elements of our society. Housing and property restrictions, limitations on travel and other basic freedoms, legislative and policy constraints, and of course boundaries placed on wealth creation and business ownership.

Despite and certainly because of these conditions, grew well developed, self-sustaining black communities that provided safety, business and social support. These communities maintained a special and sometimes obscurely known place in our collective history. These communities also represented the epitome of self-reliance and were a source of cultural pride. The support maintained in these enclaves allowed for access to resources, jobs, education, and healthcare.

Since that time we have undoubtedly and continue to make significant advances in terms of liberties extended to all our citizens. However, in terms of business ownership and the accompanying wealth gap, African Americans possess many times less in accumulated wealth than the majority community.

THE CONVERSATION

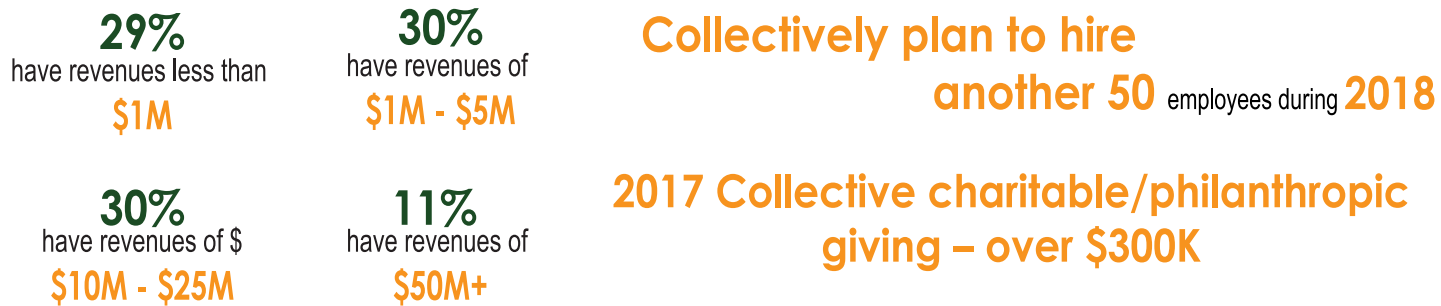
Capital access remains the most discussed factor limiting the establishment, expansion and growth of minority-owned businesses. Given this well-established constraint, the current financial environment has placed a greater burden on minority entrepreneurs who are trying to keep their businesses relevant in today's economy.

- Although minority-owned firms outpace on a relative basis the startup volume of non-minority firms, minority-owned firms are smaller on average than non-minority firms in terms of gross receipts, employment, and payrolls.
- Minority-Owned Firms Are Either Less Likely to Receive or be Denied Loans than Non-Minority Firms
- Minority-Owned Firms Receive Lower Loan Amounts than Non-Minority Firms and at Higher Interest Rates
- Minority-Owned Firms Receive Smaller Equity Investments than Non-Minority Firms
- Geographic Location, Lower Sales and Industry Sectors Partially Limit Capital Access for Minority Firms

Source: www.MBDA.gov

THE IMPACT

Through the collective personal wealth of its members, The Presidents' Council is intentional in its financial support of African American businesses, providing long-term strategies of support that enable a business to scale, create jobs, and generate income and investment in communities while attracting and retaining needed community goods and services.





Class of 2017-2018 PC Scholar Graduates

Amauri Pylles Brown

CSU – Nursing
Warrenville Heights

D'Asia Williams

University of Akron – Psychology
Whitney Young

Ja'najah Jackson

Undecided
John Addams

Marquez Swanason

Youngstown State University – Marketing
Gunn Acadmey

Arissa Colvin

Tri-C-Political Science
John Hay

DeVante Johnson

Tri-C – Business
CSA

Kadrel Thomas

University of Toledo- Biology
Whitney Young

Taylor Alexander

University of Akron – Athletic Training
Collinwood

Camryn Pollard

College of Wooster – Psychology
John Hay

Imani Williams

Miami University – University Studies
John Hay

Lamaro Hamilton

Cleveland Pubic Power Program
John Hay

Terrique Kinder

Tri - C – Marketing
Jane Addams

THE CONVERSATION

Black and low-income students borrow more, and more often, to receive a bachelor's degree, even at public institutions. Four-in-five (81%) of Black graduates from public schools borrow.

Associate's degree borrowing has spiked particularly among Black students over the past decade. At public institutions, well over half (57%) of Black associate's degree recipients borrow (compared to 43% of white students), and borrow nearly \$2,000 more than white students.

National High School Graduation Rates

Black/African American **76.4%**

Low Income **77.6%**

source: nces.ed.gov

THE IMPACT

- Since its inception, The Presidents' Council (PC Scholars) Program has maintained a **100%** on-time high school graduation rate
- PC Scholars program has provided more than **\$100,000** in financial scholarships to get students TO and Through college completion
- Nearly **130 scholars** have successfully completed the PC Scholars program; represented on **27 college and university campuses**, including **3 HBCU's**.

PC Scholars By The Numbers:

High School:

Sophomores -14

Juniors- 15

Seniors- 4

Alumni:

In College - 34


Graduated -97

Total Alumni to Date- **131**

Average debt levels are beyond borrowing thresholds that are deemed by research to be “positive.” Amounts above \$10,000 may have a negative impact. Unfortunately, average debt levels for both associate’s and bachelor’s recipients are now well beyond the “beneficial” threshold.

Source: demo.org

Image Audio & Security LLC- Pro
necessary Image, Audio and Sec
LLC is a full service solutions
offering a complete line of
video, CCTV, and access c
systems. Operating since
team is skilled in integrat
of surveillance platforms
any client's budget.



If it were not for the employment
growth created by minority firms,
America would have experienced
greater job loss.

Source: MBDA.gov



The Presidents' Council Business Chamber

THE CONVERSATION

The number one need of small business is accessing capital, followed by developing and updating business strategy, and attracting and retaining qualified talent.

Small Businesses:

Represent 99.7 percent of all employer firms

Employ half of all private sector employees

Pay 44 percent of total US private payroll


Generated 65 percent of net new jobs over the past 17 years

Source: Community Action Partnership

THE IMPACT

The Presidents' Council Business Chamber (PCBC) members are represented across all 20 NAICS sectors and provide jobs to more 3,000 employees across the US and another few thousand outside the US

The Presidents' Council ***At Your Business***, onsite business consulting creates a web of support and an ecosystem for growth well beyond traditional programming by providing businesses technical support in the areas of Marketing, Technology, HR, Sales, Accounting, Insurance, Operational Excellence, and Legal through an assembled team of expert providers. ***At Your Business***, assists businesses by helping them demonstrate management capacity, provides a long-term strategy of support that enables a business to scale, reduces the likelihood of a business getting stuck or stalled after program completion, and ultimately enables and accelerates sustainable solutions with long-term impacts.



I struggled to find a way to
describe the pain and agony that
Black people face today
until one night it hit me.
...in times like this you need to
come from a place of faith to
connect with people."

Dr. Michael Eric Dyson



The Presidents' Council Political Action Committee

THE CONVERSATION

The gap between the African American population and the number of African American officials elected to represent them, is part of a larger pattern of African American underrepresentation in local government across the United States.

More than 1.2 million African Americans in 175 communities across the country have councils that do not descriptively represent them. A council is descriptively representative if its members reflect the demographics of the community they're supposed to represent. African Americans' share of the council in these 175 communities does not reflect their share of the population.

Source: demo.org

Statistics

46,350,467

US African American population

1,407,681

Ohio

African American population
(12% of total demographic)

1,280,122

Total **Cuyahoga County** population
(380,198 of which are African American,
representing 29% of total demographic)

211,672

Cleveland

African American population
(53% of total demographic)

State of Ohio

Total number of **U.S and State Legislators 220**

Total number of **African American Legislators 20**

Source: <https://suburbanstats.org/population/ohio/how-many-people-live-in-cleveland>

THE IMPACT

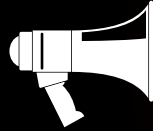
The Presidents' Council Political Action Committee (PC PAC) - Supporting Champions of African American Business & Entrepreneurship.

"It's important for us to put our dollars behind issues and candidates that directly impact
African American businesses and the communities we serve"

Erica C. Penick.

The Presidents' Council Executive Director

HIGHLIGHTS



This year during our 1st African American Entrepreneurship Conference there was an extra touch of magic, August 21st marked the day of the total solar eclipse. A rare occurrence that hasn't happened in the last 38 years.



Emerging Entrepreneurs

LaToya Babb
Phenomenal U Hair & Nail Salon

TerDawn DeBoe
Innovative Edge Marketing

Robert Kington III
Moving Lives LLC

Sandra Madison, Robert P. Madison
International Inc.

Waverly Willis
Urban Kutz

(not pictured)
Tia Peoples
Touch of Tia Commercial and Residential
Cleaning Services

Northeast Ohio's 1st African American Entrepreneurship Conference

On Monday, August 21st and Tuesday, August 22nd Corporate and small business leaders and owners, as well as government and community leaders and partners, gathered for Northeast Ohio's very first African American Entrepreneurship Conference. The two-day event featured our 9th Annual Golf Outing at Canterbury Golf Club and our first Business Conference at Cuyahoga Community College Corporate College East.

This year there was an extra touch of magic, as August 21st marked the day of the total solar eclipse. For about 2 hours of the day, the sun was a little dim, as the moon passed over it, a rare occurrence that hasn't happened in the last 38 years. A few golfers out on the course had special glasses that gave observers an awe-inspiring look at this natural occurrence.

Tuesday August 22 centered on networking, learning and interactive conversations essential to building economic empowerment and sustainability for African American businesses.

The business conference, held at Cuyahoga Community College's Corporate College East featured morning keynote speaker, **David E. Gilbert, President & CEO of Destination Cleveland & The Greater Cleveland Sports Commission**, who talked about the economic state of Cleveland and some upcoming development projects. Mr. Gilbert also highlighted some of the results of Cleveland State University's Maxine Goodman Levin College of Urban Affairs report on the financial impact of the Republican National Convention on Cleveland and Northeast Ohio. The keynote address was followed by four concurrent panel sessions, discussing topics related to entrepreneurship and business growth; ***Innovations and How to Protect Them, Risk Management and Succession Planning, Access to Capital: Everyone Needs It, How Do You Get It? and Expanding Your Business in Today's Political & Economic Climate.***

During lunch, the audience was graced with the wise and inspiring words of **Ms. Susan L. Taylor, Editor-in-chief Emerita, Essence Magazine and Founder of The National Cares Mentoring Movement**. Ms. Taylor emphasized the importance of entrepreneurship and the jobs provided by small business owners. Ms. Taylor also discussed the importance of self-care for entrepreneurs.

Erica Penick
Executive Director
presented
NEO's 1st African American
Entrepreneurship Conference
Awards



Mr. Claude Kennard
Metal Alloy Reclaimers
PCBC Excellence Award Honoree



Mr. Ben Williams
Ben's Auto Body Specialists.
2017 John H. Bustamante
Emerging Entrepreneur
of the Year Award

ASSOCIATES

Craig Arnold

Chairman & CEO
Eaton Corporation

Akram Boutros, MD., FACHE

President & CEO
The MetroHealth System

Rick Chiricosta

Chairman, President & CEO
Medical Mutual of Ohio

Paul Clark

Regional President of Northern Ohio
PNC Bank

Delos "Toby" Cosgrove, M.D.

President & CEO
Cleveland Clinic

Paul Dolan

Chairman & CEO
Cleveland Indians

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Jones Day

Robert C. Helmer

President
Baldwin Wallace University

Charles E. Jones

Sr. VP & President, FE Utilities
FirstEnergy Corp.

Len Komoroski

President
Quicken Loans Arena/Cleveland Cavaliers

Jeff Murphy

SVP & GM
Dominion East Ohio

Beth Mooney

Chairman & CEO
KeyCorp

Richard W. Pogue

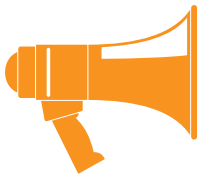
Advisor
Jones Day

Richard Stovsky

Managing Partner
PricewaterhouseCoopers LLP

Thomas F. Zenty III

President & CEO
University Hospitals



**You are only as good
as the people you surround
yourself with,** we are proud
to recognize the inspiring minds
that continue to think of amazing
ways to expand our organization.

BOARD

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Taylor Oswald, LLC

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Vice President and Director of Corporate Affairs
Dollar Bank

Montrie Rucker Adams (Secretary)

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- President's Office
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MVP Plastics, Inc.

Suzanne M. Miklos, PhD

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O.E. Strategies, Inc.

Steve Millard

President and Executive Director
Council of Smaller Enterprises (COSE)

N. Michael Obi (Immediate Past Chair)*

Chairman & CEO
Spectrum Global Solutions, LLC

Cheryl Perez

President & Managing Partner
Benefit Innovations Group

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Tom Waltermire

Chairman
Vadxx Energy

Mark Williams

Managing Partner
Manchester Partners, LLC

**Indicates LLC Members*

STAFF

Erica C. Penick

Executive Director

Brianna Johnson

Administrative Assistant

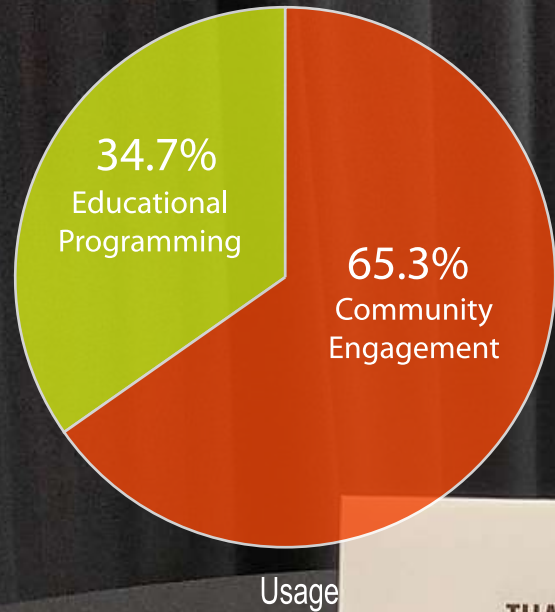
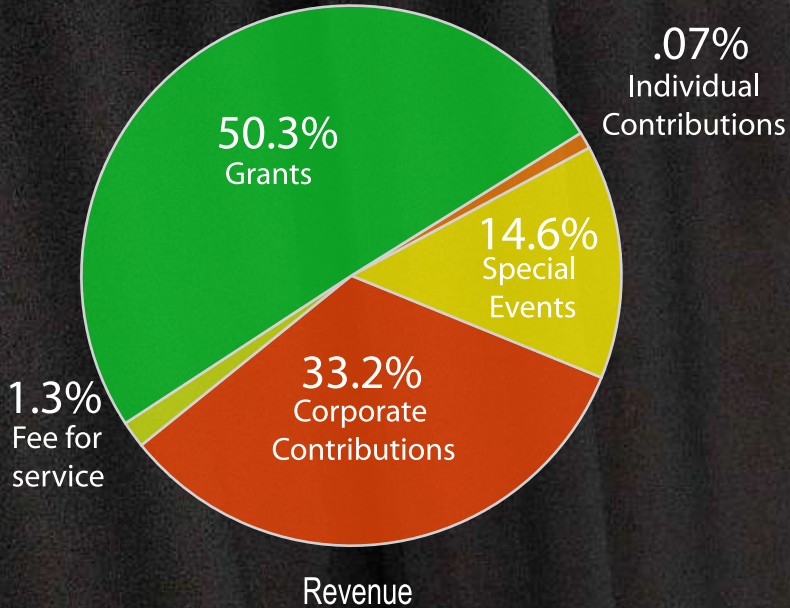
Victoria Webster

PC Scholars Program Coordinator

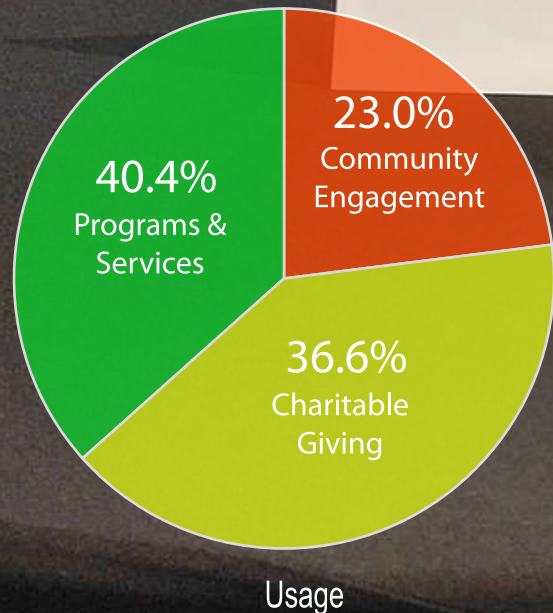
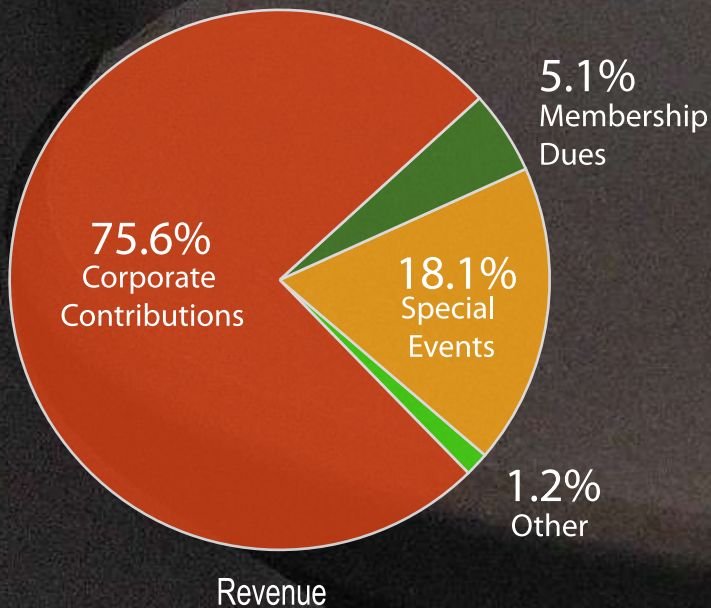
The Presidents' Council is Proud to have Hosted **8 Interns** from the following Institutions of Learning

- Cleveland State University
- Cuyahoga Community College
- St. Martin De Porres

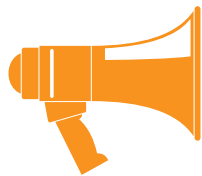
THE PRESIDENTS' COUNCIL FOUNDATION



THE PRESIDENTS' COUNCIL BUSINESS CHAMBER



THANK YOU
 THE PRESIDENTS' COUNCIL
 BUSINESS CHAMBER
for sponsoring the pre-show reception



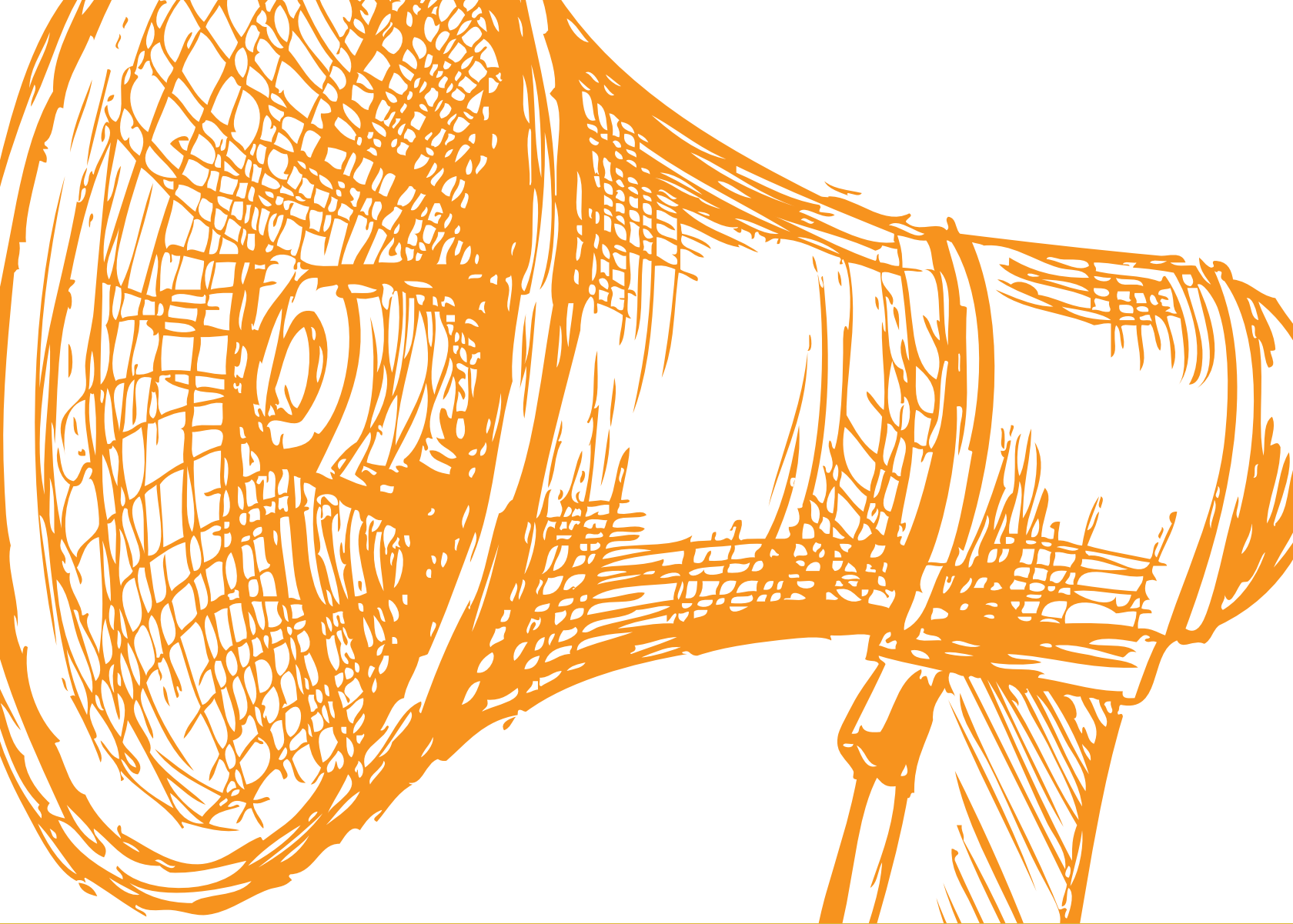
Thank You
for your Support, energy,
time and resources.

SUPPORT

Ames Family Foundation
Benefit Innovations Group
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City of Warrensville Heights
Cleveland State University Foundation
Coleman Spohn
Compass Consulting
Costco
Council of Smaller Enterprises (COSE)
Cuyahoga Community College
Dollar Bank Foundation
FirstEnergy Corp
FirstEnergy Foundation
Forest City Realty Trust
Global Cleveland
Innovative Dental

Innovative Edge Marketing
JDD, Inc.
Jones Day
Jumpstart
Key Foundation
Lucas Funeral Home
McGlinchey Stafford
Metaloy
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Ohio Space Institute
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US Black Chambers
Warren Anderson
ZIN Technologies



**The
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Building Economic Empowerment

c/o Reserve Square
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