

***CelebrAsian* Procurement Conference 2017: A Wellspring of Success Stories for Minority Suppliers**

Country's Largest National Pan Asian American Business Conference Provides Effective Platform for Business-to-Business Growth Prospects

Procurement opportunities for minority suppliers were plentiful in established and fast-growing industries at the *CelebrAsian* Procurement Conference – the annual flagship national event designed for Asian American suppliers – presented by the US Pan Asian American Chamber of Commerce Education Foundation (USPAACC), May 31 to June 2, 2017 at the Hilton San Diego Bayfront in San Diego California.

Hundreds of top-caliber suppliers connected with serious buyers, industry leaders and visionaries at *CelebrAsian* – the country's largest business-to-business event convened by Pan Asian Americans to bring together large, medium and small enterprises, governments and nonprofits.

After 3 days, *CelebrAsian* hosted over 650 corporations, Asian American entrepreneurs, Government Agencies, Non-Governmental Organizations, and media partners.

Conference Co-Chairs and Platinum Sponsor Ampcus, Nissan, PepsiCo, Prudential, Southern California Edison, Technology Integration Group

(TIG), Wells Fargo, and JPMorgan Chase led the way.

The Conference theme “*Collaborate – Innovate – Connect on the West Coast: San Diego*” spoke to the power and promise of an impressive gathering of executives from Fortune powerhouses, officers from government agencies, visionaries, community and business leaders, and industry disruptors – all came in full force from across the country to positively impact business growth, spur innovation, and create jobs.

Highlights of the conference programs included the 2-part *CPO Forum* (in Services and Manufacturing Industries) that featured 13 Chief Procurement Officers from Fortune companies and large nonprofits, who shared big-picture market intelligence on current issues, trends and outlook to help minority suppliers to prepare for the multi-billion-dollar supply chain. This was especially designed to inform, educate, create procurement opportunities, propel job growth, and recognize outstanding achievements.

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At the *CelebrAsian* Procurement Conference 2017 ribbon-cutting ceremony: An auspicious tradition with corporate and Asian American co-chairs and sponsors, to officially open the Guanxi* Business Opportunity Fair and USPAACC's signature one-on-one business matchmaking meetings on June 2, 2017 in San Diego, California. *A common business term meaning “connections” or “relationship.”

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 procurement, 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 communities in the U.S., Asia and the Indian Subcontinent.

UPCOMING EVENTS

Chamber Training Institute
Las Vegas, Nevada — Jul 31 - Aug 1, 2017

Northeast Chapter: EXIM Bank Symposium
and Networking Event
Jersey City, New Jersey — Aug 1, 2017

Business Express: ReadySetGrow®
Jersey City, New Jersey — Aug 2 - 3, 2017

AARP / USPAACC Supplier Diversity
Brown Bag Luncheon
Washington, DC — Aug 8, 2017

Southwest Chapter: 16th Annual Asian
American Business Expo
Arlington, Texas — Aug 11, 2017

Southeast Chapter: Asian Business Summit
and Top Ten Asian American Businesses
Atlanta, Georgia — Sept 15, 2017

Visit www.uspaacc.com for details

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CEO's Message



Dear Friends,

The verdict is in: We hit it out of the ballpark for a solid grand slam with our 32nd Anniversary CelebrAsian Procurement Conference 2017!

Thanks to you, CelebrAsian – the country's most established and largest business-to-business conference convened by Pan Asian Americans – held May 31 to June 2, 2017 at the Hilton San Diego Bayfront in San Diego, California, proved yet again to be a success beyond measure.

Our theme "Collaborate – Innovate – Connect on the West Coast: San Diego" reflects how we must do business locally, regionally, and globally to be competitive and succeed.

CelebrAsian is the country's largest B2B event convened by Pan Asian Americans to connect with large, medium and small enterprises, procurement professionals from federal, state and local governments, and large nonprofits. And thanks to so many of you, the superlative accolades and high praises we received validate the conference's high mark performance.

We opened new doors to procurement opportunities for Asian American and other minority suppliers through high-level networking events, forums with precious information, and of course, our 19-year old signature one-on-one prescheduled business matchmaking meetings, among other business events that propel growth.

Once again, we assembled a stellar line-up of speakers and participants – 11 Chief Procurement Officers, 10 CTOs and CIOs, over 650 Asian American businesses, Fortune powerhouses, government agencies – and over 500 pre-scheduled one-on-one business matchmaking meetings between buyers and suppliers, across various industries targeting specific commodities for purchase.

Our panelists were industry experts, inspirational and motivational as they shared their knowledge on how suppliers could become part of the supply chain, and how to disrupt and innovate.

Our honorees – from the Fast 100 Asian American Businesses, to our Most Valued Corporation and Most Valued Asian American Business, to the college-bound scholars – have all made this conference memorable.

Without question, we could not have done all this without you. Thank you for your commitment, and for helping to make our Conference another one for the books.

Rest assured, we will continue to develop new solutions, uncover new opportunities for today's suppliers and build the trusted supplier pipeline of tomorrow.

In the meantime, I look forward to seeing you soon at one of our events throughout the country.

In friendship,

Susan Au Allen

National President & CEO



Asian American Businesses Recognized for Impressive Business Growth, Innovation, and Job Creation

Over \$10 billion in collective revenue – with up to 261% growth rate – generated by companies across industries

The spotlight was on USPAACC's 2017 "Fast 100 Asian American Businesses," universally admired and celebrated for their ability to innovate and adapt with the indefatigable drive to succeed, despite the uncertain economic landscape.

USPAACC's *Fast 100* winners posted collective annual sales of over \$10 Billion last year, with companies recording up to 261% growth rate.

The Founders, CEOs, COOs, Presidents and top-level executives of the *Fast 100* flew in from across the country to participate in the Conference. They are of Asian Indian, Chinese, Korean, Filipino, Vietnamese, Japanese, Laotian, Myanmar, Pakistani, and Taiwanese heritage.

The Networking Reception held in their honor at the Hilton San Diego Bayfront provided the perfect platform for buyer organizations to meet USPAACC's best-performing suppliers in diverse industries.

Five *Fast 100* winners spoke on behalf of the 2017 winners: Edwin Gomez, President, inRange Solutions II, LLC; Earl Wong, President & CEO, Spirit Investment Advisors; Karen Lawton, Founder & CEO, SJ Technologies; Karen Park, President & CEO, TEN Advertising, LLC; and Amit Arya, CEO, Stratacent.

The *Fast 100* came from IT (software and hardware), to staffing and professional services, advertising and marketing, construction, food and beverage, hospitality, relocation, telecommunications, energy, manufacturing, e-commerce, and more.

"Our *Fast 100 Asian American Businesses* are shining examples of what hard work, innovation and perseverance could achieve,"

said Susan Au Allen, USPAACC National President & CEO. "We salute their remarkable achievements — they truly exemplify the best and brightest in our community, a source of pride, and the resilient backbone of our national economy."

"Our Fast 100 Asian American Businesses are shining examples of what hard work, innovation and perseverance could achieve. We salute their remarkable achievements — they truly exemplify the best and brightest in our community, a source of pride, and the resilient backbone of our national economy."

— Susan Au Allen, USPAACC National President & CEO

To qualify, companies must be at least 51 percent owned, controlled and managed by one or more Asian Americans (U.S. citizens or permanent residents), and with at least \$1 million in annual revenue in the immediate past two fiscal years of operation. Each applicant or nominee company was ranked according to percentage revenue growth over the two-year period. ●

"I understand all the hard work it takes to put on a 3-day event. I wanted you to know that you and your team are well appreciated. Excellent job. I look forward to participating again next year."

— Renee Sandford, ZILLION TECHNOLOGIES, INC.



Speaking on behalf of the Fast 100 Class of 2017 (from above left): Amit Arya, CEO, Stratacent; Edwin Gomez, President, inRange Solutions II, LLC; Karen Park, President & CEO, TEN Advertising, LLC; Earl Wong, President & CEO, Spirit Investment Advisors; and Karen Lawton, Founder & CEO, SJ Technologies.

CPOs, CTOs and CIOs of Fortune Powerhouses Share Big-Picture Market Intelligence and Roadmap to Procurement Opportunities for Minority Suppliers

Minority suppliers from across industries gathered at the filled-to-capacity two-part *Chief Procurement Officers (CPO) Forum* (Services and Manufacturing Industries), and the *CTO & CIO Forum* for big-picture market intelligence on procurement and information technology, new trends, opportunities, outlook and how to become a part of the billion-dollar supply chain.

Eleven (11) CPOs from national and major global brands – who together buy hundreds of billions of products and services – spoke at the two-part Forum (Services and Manufacturing Industries).

Gun Shim, Chief Procurement Officer, PG&E, moderated both CPO panels, consisting of AARP, Caesars Entertainment, Charter Communications, Ingersoll Rand, Nationwide Insurance, Schneider Electric, Sempra Energy Utility (San Diego Gas & Electric and SoCalGas), Southern California Edison, UPS, U.S. Bank, and The Walt Disney Company.

At the *CTO & CIO Forum*, 8 Chief Technology Officers and Chief Information Officers discussed the current IT landscape and its impact on large corporations and small and minority businesses, and the outlook for various industries. For the global supply chain market, they addressed the challenges, opportunities, and how the small and minority businesses could become an integral part of the equation.

The *CTO & CIO Forum* panelists consisted of Enterprise Holdings, Inc., General Motors Company, Ingersoll Rand, MGM Resorts International, Nationwide Insurance, Walgreens Boots Alliance, Wells Fargo, and Ampcus.

Kishore Khandavalli, Chief Executive Officer, SevenTablets Inc. and Jin Zhang, Vice President of Products, CA Technologies, served ably as the Moderators.

An extended, 2-hour networking session with the CPOs followed the Forum, gave suppliers ample time to connect with the panelists. Suppliers welcomed this coveted networking period for the rare opportunity to discuss issues with the CPOs, a program that is not seen elsewhere. 🌐



▲ **HIGH-LEVEL SPEAKERS** (From left): Scott Dillon, EVP, Head of Enterprise, Information Technology, WELLS FARGO; Joshua Soliz, VP & CTO, MGM RESORTS INTERNATIONAL; and Steve Hagood, SVP & CIO, INGERSOLL RAND.

"The conference was outstanding!"
— Scott Dillon, CTO, WELLS FARGO



▲ **HIGH-LEVEL NETWORKING** (From left): Suppliers connect with CPOs of Fortune corporations following the CPO Forum; The esteemed panel share their industry insights to a capacity audience hungry for precious information and opportunities, and best practices at the CTO/CIO Forum.



▲ **CPO FORUM:** Distinguished panelists from Fortune powerhouses gathered at the CPO Forum and talked about the procurement landscape, their needs and requirements, and opportunities available to small and minority businesses in the local and global supply chain.

CelebrAsian 2016: Top-Level Networking with CPOs, CTOs & CIOs of Fortune 500 Corporations



▲ **CTO & CIO FORUM** (From left): Joshua Soliz, VP & CTO, MGM RESORTS INTERNATIONAL; Chintan Mehta, CTO, WALGREENS BOOTS ALLIANCE; Krish Krishnan, CTO, AMPCUS; Ralf Nickel, Global Director & Chief Contracting Officer IT, GENERAL MOTORS COMPANY; Scott Dillon, EVP, Head of Enterprise, Information Technology, WELLS FARGO; Susan Au Allen, USPAACC National President & CEO; Jim Tussing, VP, Enterprise Chief Architect, NATIONWIDE INSURANCE; Steve Hagood, SVP & CIO, INGERSOLL RAND; Jin Zhang, VP of Products, CA TECHNOLOGIES (Moderator); Michael D. Nolfo, SVP, Information Technology, ENTERPRISE HOLDINGS, INC.; and Kishore Khandavalli, CEO, SEVENTABLETS INC. (Moderator).



▲ **DISCUSSING BIG-PICTURE MARKET INTELLIGENCE AND OPENING UP PROCUREMENT OPPORTUNITIES** (From left): An attentive audience during the CTO & CIO Forum; Denita Willoughby, VP, Supply Mgt., SEMPR ENERGY UTILITY (SAN DIEGO GAS & ELECTRIC AND SOCALGAS); Jin Zhang, VP of Products, CA TECHNOLOGIES (Moderator); Christina Najjar, Director of Procurement, AARP; Suppliers asked the panel questions and were given a rare opportunity to network with CPOs, CTOs and CIOs.

"CelebrAsian was well-organized and every event started on time."

— Mahesh Cheruku, CNET GLOBAL SOLUTIONS



▲ **A STELLAR LINE-UP OF SPEAKERS** (From left): DK Singh, CPO, SCHNEIDER ELECTRIC; Michael Cooper, Director, Sourcing and Procurement, THE WALT DISNEY COMPANY; Michael D. Nolfo, SVP, Information Technology, ENTERPRISE HOLDINGS, INC.; Ralf Nickel, Global Director & Chief Contracting Officer IT, GENERAL MOTORS COMPANY; and Mike Fath, VP & CPO, CAESARS ENTERTAINMENT.

"Very impressed by the event and what you all have accomplished!"

— Chintan Mehta, WALGREENS



▲ (From left): Jim Tussing, VP, Enterprise Chief Architect, NATIONWIDE INSURANCE, making a point during the CTO & CIO Forum; and Michelle Hawkins, Group VP Strategic Procurement, CHARTER COMMUNICATIONS at the CPO Forum.

"Thank you for the great partnership. We truly appreciate all that you do for the community. Once again congratulations on a successful conference."

— Magaly Munoz-Mejorado, MGM RESORTS INTERNATIONAL



▲ **CPO FORUM ON SERVICES INDUSTRY** (From left): Douglas Bauder, VP, Operational Services & CPO, SOUTHERN CALIFORNIA EDISON; Mike Fath, VP & CPO, CAESARS ENTERTAINMENT; Gun Shim, CPO, PG&E (Moderator); Gary Kallenbach, CPO (Emeritus), UPS; Angie Klett, Senior VP, IT, Chief Financial Officer and CPO, NATIONWIDE INSURANCE; and Tom Lutz, CPO, U.S. Bank.



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CelebrAsian 2017: Stellar Line-Up of Speakers / High-Caliber Participants



▲ **Excellence Awards Ceremony** (from left): Susan Au Allen, USPAACC National President & CEO; Recipients of the “Most Valued Asian American Business” Awards were Anjali “Ann” Ramakumaran, CEO, AMPCUS, and Asian American Business Co-Chair; Chester Tong, President, MSL Express; and Kurt Nguyen, President & CEO, Qnexis; with Fiona Ma, Chair of the California State Board of Equalization; and Regina Heyward, SVP, Head of Supplier Diversity, WELLS FARGO.



▲ **Excellence Awards** (from left): Susan Au Allen, USPAACC National President & CEO; Recipients of the “Most Valued Corporation” Awards were UPS, Hilton and Ingersoll Rand; Accepting the awards on behalf of their companies were Estrella Cramer, Director, Supplier Diversity, UPS; Fred Lona, Senior Director, Supplier Diversity, Supply Management, HILTON; and John Evans, VP, Global Procurement, INGERSOLL RAND; with Fiona Ma, Chair of the California State Board of Equalization.



▲ Top photo: Gary Kallenbach, CPO, UPS, accepts the “Chairman Emeritus” distinction for his guidance in the foundation of the CPO Forum which began in 2012; Above: Jeanette Lee, aka “Black Widow,” Top American Billiard Player, was the Gala’s Mistress of Ceremonies with Ravi Kapur, News Anchor and Founder and CEO of DiyaTV, who was the Master of Ceremonies.

“It was a great conference and I am now in touch with the suppliers whom I met at the one-on-one business matchmaking meeting. I will try to place it in front of our internal decision makers.”

— Sudha Bala, WALMART



▲ **IT TAKES A VILLAGE TO HOST A NATIONAL CONFERENCE:** The USPAACC Team with Conference Co-Chairs, Brain Trust Members, Board Members, Sponsors and more.

CelebrAsian 2017: Celebrating Excellence and Outstanding Achievements



▲ John Evans, VP, Global Procurement, INGERSOLL RAND; Fast 100 Winner, Jai Gulati, CEO, SYSTEL, INC. with Susan Au Allen, USPAACC National President & CEO; and long-time USPAACC Member, Chester Tong, President, MSL Express; At right: Conference Co-Chair, Marcella McCullough, Senior Supplier Diversity Manager, NISSAN NORTH AMERICA.



▲ Greg Sizemore, Vice President, HS&E and Workforce Development, ASSOCIATED BUILDERS & CONTRACTORS (ABC); Cathleen Cher Chen, Founder STRITA; Left: Christy Jackiewicz, Acting Director, Office of Small and Disadvantaged Business Utilization, U.S. DEPARTMENT OF ENERGY.

▲ Mammen Verghis, VP, Multicultural Marketing, PRUDENTIAL

"I really enjoyed participating in the USPAACC event and am looking forward to USDA's participation next year."

— Michelle E. Warren, U.S. DEPARTMENT OF AGRICULTURE

"We are looking forward to working with the connections we made at the conference and nurturing them into long-term mutually beneficial relationships."

— Sam Sharma, SAITECH INC.

"CelebrAsian Procurement Conference was a huge success!"

— Marian Liang, MCV-MICROWAVE



◀ **Sharing Co-Emceeing Duties at the Wells Fargo Luncheon:** Sushumna Roy, CEO, SOFT-PATH SYSTEM LLC with Susan Au Allen, National President & CEO, USPAACC.



CelebrAsian 2017: Access to Procurement Opportunities



▲ **More networking:** Kurt Nguyen, President of Qnexis and USPAACC Board Member, and Kirby Wu, President of Wu & Associates and USPAACC Northeast Chapter President, connect with conference participants during the networking reception.

▲ **At the Ribbon-Cutting Ceremony:** Sponsors and Chapter Presidents gather at the opening of the Supplier Trade Fair and USPAACC's signature One-on-One Business Matchmaking Meetings.



◀ **Capacity Building:** Wells Fargo donates \$75,000 for Micro-Grants to help Asian American Chambers with their programs.



"You could not have organized a more valuable conference for minority suppliers."

— Karen Lawton, SJ TECHNOLOGIES



"This was my 4th USPAACC national conference; each was exponentially better than the preceding one. My barometer for success is the feedback from my two executives who attended. Both were thoroughly satisfied with the logistics, content, energy and above all the business value we got out of it — a very successful experience."

— Anekwe Okwudili, NATIONWIDE INSURANCE



Spotlight on the Prodigious & Fearless Game Changers

Innovators Share Insight into Disruptive Business Models that Create New Markets

For the more seasoned innovators, USPAACC's popular session on "Meet the Disrupters: How They Transform Industries" featured CEOs, Founders, and policy leaders who are game changers – Catalyte, FiscalNote, Hobo Labs (Creator of Rotten Tomato), Kiip, Leeding Media, RedOctane (Co-Creator of Guitar Hero); and Facebook/Oculus. They shared their personal stories on how they created disruptive business models with innovative ideas that shifted the paradigm to create new markets. ●



▲ **Agents of Change** (From left): Patrick Lee, Co-Founder, HOBO LABS; David U. Lee, CEO & Founder, LEEDING MEDIA; Brian Wong, Founder and CEO, KIIP; Susan Au Allen, USPAACC National President & CEO; Tim Hwang, CEO, FISCALNOTE; Charles Huang, Co-Founder, REDOCTANE; Ashley Woolheater, Policy Associate, FACEBOOK / OCULUS; and Jacob Hsu, CEO, CATALYTE (Moderator).



▲ Founders of LEEDING MEDIA, REDOCTANE, CATALYTE, and KIIP share their experiences and insights into their game-changing business models.



▲ **Discovering the Next Generation of Innovative Entrepreneurs:** For the third year in a row, USPAACC provided a platform for startups in the instant-hit "What's Your Pitch: Innovations Meet the Market" national competition. Eight (8) businesses from across the country pitched their innovations to a panel of judges composed of investors and corporate procurement executives to compete for cash prizes and opportunities to meet one-on-one with the judges to promote, market or receive a hand up.



▲ **Micro-Grant Recipients:** 5 Asian American Chambers from across the country were awarded the Wells Fargo micro-grant to build capacity and expand their existing programs.

USPAACC and Wells Fargo Award Micro-Grants to Help Expand Capacity of Asian American Chambers

USPAACC and Wells Fargo awarded \$75,000 grants for regional/local chambers to build capacity and expand their existing program that serves their members during the Wells Fargo luncheon.

The 2017 winners were: Greater Austin Asian Chamber of Commerce; USPAACC-Southwest; USPAACC-West; USPAACC-Northeast; and USPAACC-Southeast.

“We are pleased to once again join forces with Wells Fargo to provide yet another platform for learning to propel business and job growth on the local, state, and regional levels through our local

and regional affiliates,” said Susan Au Allen, USPAACC National President & CEO.

“USPAACC and Wells Fargo have been collaborating partners since 2002. Each year and together, we organize and present programs that add value to our members. Wells Fargo’s support of and commitment to our mission, underscores the mutually beneficial relationship we have developed over these years. It has been a win-win-win situation for Wells Fargo, USPAACC and our constituents,” Allen added.

Learn more at <http://uspaacc.com/programs/microgrants> ●

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Business News

Quitting, Never an Option for Vernestine Davis, President of Strategic Advantages, LLC

By Sharon Moore Jackson



Vernestine Davis, President and Founder of Strategic Advantages, LLC



Vernestine Davis, President and Founder of Strategic Advantages, LLC, is not one to give up. She has been in the business for over 20 years, and she has never given up on her dream of being a successful business owner. She is a woman of many talents, and she has built a successful business from the ground up. She is a woman of many talents, and she has built a successful business from the ground up.

the next challenge. Vernestine wanted to do more, and she wanted to be a part of the solution. She wanted to be a part of the solution. She wanted to be a part of the solution. She wanted to be a part of the solution.

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Congratulations to Vernestine Davis, USPAACC Certification Chair, on a well-deserved award, "Woman of Power and Leadership," presented by the Minority Enterprise Advocate magazine.

"Excellent customer service is paramount to the survival of your business."

— Vernestine Davis, Strategic Advantages LLC



(Continued from Page 1)

At the CTO & CIO Forum: Navigating the New World of IT, 10 Chief Technology Officers and Chief Information Officers from leading global brands, financial institutions, and Asian American businesses discussed the latest information technology landscape, transformational ideas for the future, and how they impact the future of large corporations, medium and small businesses.

Networking sessions immediately followed the CPO Forums and CTO & CIO Forum giving suppliers the rare opportunity and more time to connect with the speakers.

A special networking reception showcased the outstanding achievements of USPAACC's *Fast 100 Asian American Businesses*, whose collective revenue reached over \$10 Billion, with companies achieving up to 261% growth rate despite the tepid economy.

The forum on *Doing Business with Federal Government Under New Administration* featured Directors and Deputy Directors from 6

Federal Agencies who brought the latest procurement forecasts and procedure for marketing to the federal government.

The *Supplier Diversity Managers Caucus* continued its essential platform for important peer-to-peer discussions on best practices and strategies. This continues to be the one-of-a-kind program especially designed for USPAACC's most valued partners in supplier diversity.

Capping the Conference were USPAACC's signature *One-on-One Prescheduled Business Matchmaking Meetings* between serious buyers and top-caliber suppliers; and the *Guanxi* Business Opportunity Fair* featuring fast-growing and established global brands. **Guanxi is a common business term meaning "connections" or "relationship."*

To learn more about *CelebrAsian* or USPAACC programs, visit: celebrasianconference.com or uspaacc.com

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23 Scholarships Awarded to College-Bound Students at *CelebrAsian* 2017

Twenty-three (23) college scholarships — a 42% increase from last year — were awarded to students from across the country at the *Business Leaders and Scholarship Awards Luncheon*, held in their honor, during *CelebrAsian* Procurement Conference. Scholarship sponsors are: The Estate of Bruce Lee; Akrya Inc.; Ampcus, Inc. (3 scholarships); Comcast; Denny's Hungry for Education (2 scholarships); Savitri Gauba; GRMI; Hilton; Ingersoll Rand; National Capitol Contracting; Paramount Software;

PepsiCo Foundation (2 scholarships); Qnexis; SAI Systems International; Softpath System; System Soft Technologies; UPS Foundation (2 scholarships); and WinWin Product. "We continue to invest in our scholars and in the community because they are the future of our community and our country," said USPAACC National President & CEO Susan Au Allen. "We are proud of their accomplishments and we wish them all a bright future." 🌟

USPAACC and Associated Builders and Contractors (ABC) Sign Memorandum of Understanding



USPAACC and the 21,000-member national construction industry trade association, Associated Builders and Contractors (ABC), signed a Memorandum of Understanding where both organizations pledge to work jointly to ensure that all contractors have a fair and equal opportunity to compete for and win contracts to build federal, state and locally funded construction projects.

ABC 2017 Chair Chuck Goodrich, ABC CEO Mike Bellaman, and USPAACC National President & CEO Susan Au Allen, signed the MOU during ABC's board of directors meeting in Washington, DC on June 21, 2017.

A focus is to urge congressional action on the Fair and Open Competition Act (H.R. 1552/S. 622), which would prevent the federal government from requiring or encouraging project labor agreements (PLAs) on taxpayer-funded construction projects. Government-mandated PLAs steer construction contracts to unionized firms and prevents 86 percent of the U.S. private construction workforce that does not belong to a union from working on public works projects that drive up the cost of construction between 12 percent and 18 percent, according to a series of academic studies. Twenty-four states already have similar legislation ensuring fair and open competition in government contracting on the books.

"Associated Builders and Contractors and USPAACC share a commitment to promote political, legal, regulatory and legislative initiatives that foster open competition, create economic opportunities, train a competitive labor force and encourage open competition in construction contracting," said ABC President and CEO Mike Bellaman. "This will benefit both bodies of memberships and ensure that taxpayers get the best quality product at the best possible price for schools, hospitals, roads and other public construction projects."

"For America's construction industry to remain competitive, it must continue to diversify its supplier and workforce by attracting more Asian Americans to the industry," said Susan Au Allen, National President and CEO of

USPAACC. "Our country thrives when our increasingly diverse businesses and workforce operate in a free market environment, that is conducive to achieving the highest levels of personal and business performance. Asian American-owned firms bring a large variety of knowledge, skills and perspectives to the marketplace. They are not signatory to unions, and the vast majority of Asian American craft professionals do not belong to a union. Public policies that discourage competition from qualified firms and workers has a disproportionate impact on USPAACC members." 🌟

USPAACC and Denny's Partner on Academic Scholarship Program to Fight Childhood Hunger

USPAACC's partnership with Denny's Hungry for Education (HFE) is stronger than ever. Together, we help high school and college students in a national campaign to fight childhood hunger. Denny's HFE program awards over \$50,000 in scholarships to high school and college students in various areas around the country. Denny's estimates that 22% of U.S. children under age 18 live in poverty and struggle every day with hunger, which holds them back from striving to do their best in school. This year, 2 students each received a \$3,000 HFE scholarship. Since 1989, USPAACC has given annual financial assistance totaling over \$1 million to outstanding college-bound high school seniors. The scholarships are funded by Asian Americans and Corporations under the aegis of USPAACC. Each scholarship recipient received an all-expense paid trip to attend USPAACC's 3-day *CelebrAsian* Conference and \$3,000 to \$5,000 cash toward their college tuition. 🌟



▲ **Denny's Hungry for Education Hallmark Scholarship:** 2017 recipients of the HFE Scholarships (from above left): Christy Tran, Arroyo High School, California; and Jenna Abigail Hernandez-Culas, Highland High School, Utah. April Kelly Drummond, Director, Corporate Diversity presented the scholarship on behalf of Denny's.

2017 Scholarship Recipients

Established in 1989, the Asian American Scholarship Fund provides financial assistance to outstanding Asian American students who want to pursue post-secondary education. These scholarships are presented to students who have demonstrated academic excellence, financial need and community service. Funded by Asian American and corporate sponsors, twenty-three (23) scholarships were awarded this year.



Bruce Lee Foundation Scholarship

Scarlett Blydenburgh - New Jersey

"I met people who overcame adversities, and I realized how similar we all were, because we persevered."



Akraya Inc. Scholarship

Becky Liang - California

"CelebrAsian was such a valuable experience for me. I met successful entrepreneurs and business professionals and received advice from them."



Ampcus Scholarship

Gurinder Singh - Virginia

"This has been the best experience in my life and the memories that I have will always remain close to my heart. It taught me the power of networking."



Ampcus Scholarship

Diem Cat Nguyen - Virginia

"Thank you so much for investing in our future and giving me a wonderful opportunity to meet all the wonderful people. CelebrAsian was incredible!"



Ampcus Scholarship

Syeda Badsha - New York

"I loved getting to know all the business people and the amazing exposure I got. Thank you to Ampcus, my scholarship sponsor!"



Comcast Scholarship

Mang Vang Chin - Wisconsin

"CelebrAsian gave me strength and support to continue my education and I thank you for that. I really enjoyed it and I hope to be able to attend in the future."



Denny's Hungry for Education Scholarship

Jenna Hernandez-Culas - Utah

"I got great advice and learned a lot more about the business world while networking, which gave me great insight."



Denny's Hungry for Education Scholarship

Christy Tran - California

"To be at a conference and be exposed to successful Asian Americans felt surreal. I felt empowered and inspired."



Savitri Gauba Scholarship

Cody Ramangkoun - Tennessee

"CelebrAsian was an unforgettable experience. It was invaluable, and I know it will benefit us for the rest of our lives, wherever our paths may lead."



GRMI Scholarship

Stephanie Maeda - Oregon

"Thank you for giving light on Asian American businesses that empower and encourage young minds like myself."



Hilton Scholarship

Ana Saechao - California

"CelebrAsian opened my eyes to the business world. Thank you for allowing us to have this once-in-a-lifetime experience!"



Ingersoll Rand Scholarship

Jessica Huang - California

"This opportunity has provided me with so many connections, and for that, I am truly grateful. I was able to gain an internship with one of the conference speakers."

2017 Scholarship Recipients

The 2017 Scholarship Committee consists of Anthony Yu, Embassy Travel, Washington, DC, (Co-Chair); Anjali "Ann" Ramakumaran, Ampcus Inc., Virginia; Leo Lawless, B Cube Ltd, Virginia; Fred Lona, Hilton, Virginia (Co-Chair); Chris Marquez, National Capitol Contracting LLC, Virginia; Kurt Nguyen, Qnexis, Inc., Virginia; and Tee Yang, US Bank, Minnesota; Tiffany Keaton-Jones, TIAA, Massachusetts



National Capitol Contracting Scholarship

Skyler Bala - California

"My conference experience was nothing short of amazing and after having the great fortune of attending, I was inspired."



Paramount Software Scholarship

Mengshi Huang - Illinois

"Thank you for giving me this wonderful opportunity to support and realize my dream."



PepsiCo Foundation Scholarship

Sophia Abbas Ali - Texas

"This conference has played a vital part in my life as it helped me make everlasting friends and unforgettable memories."



PepsiCo Foundation Scholarship

Cung Thang - Kansas

"CelebrAsian was an incredible experience for me – full of highlights from beginning to end and stimulating."



Qnexis Scholarship

Sahar Fattani - Texas

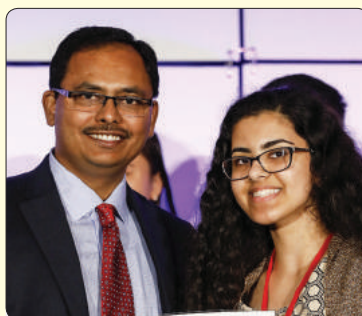
"It was a fantastic experience which words cannot describe. Thank you for giving me this wonderful opportunity and I will give back to my community."



SAI Systems International Scholarship

Ankitha Nalinkuma - Washington

"Thank you for giving me a wonderful opportunity to dip my toes into the world of corporate business!"



Softpath System Scholarship

Gladis Philip - New Jersey

"CelebrAsian was in every way an extraordinary, fortuitous experience that I am so blessed and fortunate to have been a part of — absolutely wonderful!"



System Soft Technologies Scholarship

Amanda Elbassiouny - New Jersey

"I got to meet executives of major corporations and fast-growing companies — a priceless experience! I was blown away!"



UPS Foundation Scholarship

Tiana Binns - California

"Apart for the life-changing friendships I made, the opportunity to network with large and small Asian American businesses was inspirational."



UPS Foundation Scholarship

Michael Abagon - Hawaii

"I have gained so much knowledge about success, business connections, and even things about myself. Thank you for giving me the opportunity of a lifetime."



WinWin Product Scholarship

Khanh Pham - Massachusetts

"It was a fantastic experience connecting with successful business leaders. Your investment in our future is a great asset for our world. Thank you!"



Anthony Yu, Scholarship Committee Co-Chair, and his wife Janice were the official chaperones of all 23 scholarship recipients during their stay at the Conference hotel in San Diego, California.



USPAACC

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USPAACC: YOUR CONNECTION TO BUSINESS OPPORTUNITY AND PROSPERITY

WHY GET 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 Federal lawmakers and discuss critical issues that impact your business.

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

PROCUREMENT CONNECTIONS — Increase business profits through high-level networking events held nationwide and develop business relationships with corporate America, government agencies, Asian American and other small/minority-owned businesses.

CELEBRASIAN PROCUREMENT CONFERENCE — Our flagship event is the country's largest annual national B2B procurement conference convened by Pan Asian Americans to connect with large, medium and small enterprises.

FAST 100 ASIAN AMERICAN BUSINESS AWARDS — Shines the spotlight on the achievements of Asian American-owned businesses and showcases continued robust growth through innovation, hard work and ingenuity.

EXCELLENCE AWARDS, ASIAN AMERICAN CORPORATE DIRECTORS AWARDS and MOST INFLUENTIAL ASIAN AMERICANS — Celebrating the best and brightest Asian Americans in various fields.

SUPPLIER TRADE FAIR — Acquire valuable contract opportunities in our signature one-on-one business matchmaking meetings with buyers from corporate America, government agencies, and nonprofits. Meet Asian American mid-size, small and other minority suppliers.

SUPPLIER DIVERSITY MANAGERS CAUCUS — Supplier diversity directors, managers and buyers share best practices in negotiating, doing business, and partnering with diverse Asian American suppliers.

BUSINESS EXPRESS: READYSETGROW® — Executive coaching program for small and minority businesses on the accelerated path to business growth.

BUSINESS LEADERSHIP SERIES (BLS) WEBINARS — Series of live webinars with meaningful discussions on business experiences in order to grow leadership skills and learn practical management tools for future success.

CHAMBER TRAINING INSTITUTE (CTI) — Jointly presented by USHCC, U.S. Black Chamber, NGLCC and USPAACC, CTI offers chamber leaders free, two-day, world-class learning experience to develop business and managerial skills across a wide range of topics.

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 — Members share success stories on how they did it, how they grew, pitfalls avoided, challenges faced, best practices, and more.

YOUNG ENTREPRENEURS: AGENTS OF CHANGE — 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.

ASIAN AMERICAN CEOs: LIVING THE AMERICAN DREAM — Seasoned industry leaders discuss their experiences on their road to success. **WOMAN PIONEERS SUMMIT** — Outstanding woman pathfinders in Fortune 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 markets in Asia and the Indian Subcontinent — 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 and joint venture opportunities in Asia and the Indian Subcontinent.

Reach out to Asian Americans in various professions through our eNEWS, and our newsletter, **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 (USPAACC).
- ☐ Enclosed is \$18,000 for annual Corporate Platinum membership
- ☐ Enclosed is \$15,000 for annual Corporate Gold membership
- ☐ Enclosed is \$8,000 for annual Corporate membership
- ☐ Enclosed is \$2,500 for Government/Non-profit membership
- ☐ Enclosed is \$330 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 to help college-bound high school students who have achieved academic excellence and have financial need. 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