



May is Asian Pacific Heritage Month



AABAC ProcureCon 2005

AABAC ProcureCon 2005 is an executive-level procurement forum focused on direct strategic sourcing for corporate buyers wishing to increase their diversity supply base and meet with new, small multi-ethnic suppliers or contractors.

Small Asian suppliers will learn how to make their way through the procurement process for prime contracts and subcontracts with selected large and medium size contractors.

AABAC ProcureCon 2005 is AABAC's first annual procurement event organized by Asian community volunteers on behalf of the small Asian business communities and other multi-ethnic businesses from Central/Northern Virginia, and the Hampton Roads. **AABAC ProcureCon 2005 bridges the gap between medium and large corporate buyers and the small Asian supplier base.** Selected organizations cited among the *Top 50 Area Employers 13th Annual List* by the *Richmond Times-Dispatch* will be invited to participate. Companies are from industry sectors such as manufacturing, financial, medical services, professional services, transportation, communications, utilities, and others.

Thursday May 19 2005

DURING VIRGINIA "BUSINESS APPRECIATION WEEK"

11 AM UNTIL 2 PM AT NANKING RESTAURANT 1500 E RIDGE RD, RICHMOND, VA 23229
Directions: Call Nanking at Tel (804) 282-5338 or consult: www.mapquest.com

Open to the public and corporate buyers and AABAC members/friends

COST: \$100 Sponsorship - \$30 Partnership - \$20 Event Attendance



AABAC Celebrates Asian Pacific Heritage Month in May

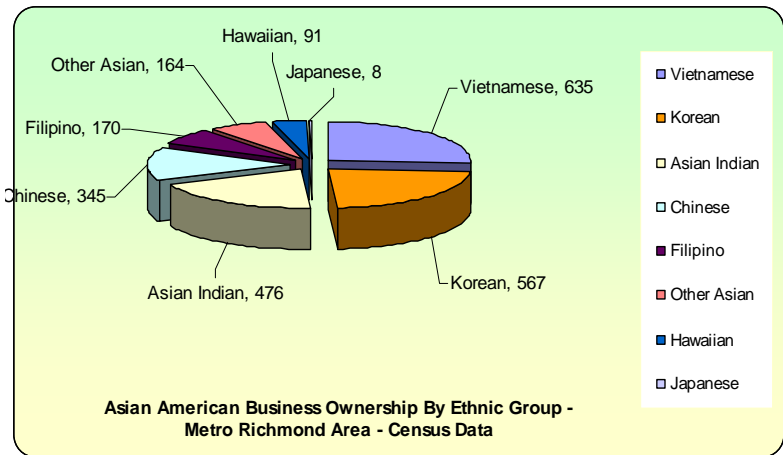
VIRGINIA ASIAN AMERICAN SUPPLIER BASE FAST FACTS

VIRGINIA ASIAN AMERICAN SUPPLIER BASE FAST FACTS



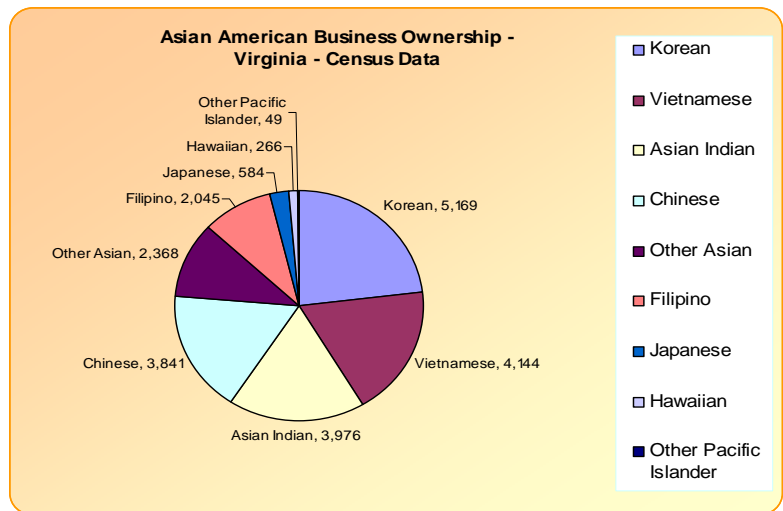
ASIAN OWNED FIRMS IN THE METRO RICHMOND AREA

<u>Ethnic groups</u>	<u>Metro Area Firms</u>
Vietnamese	635
Korean	567
Asian Indian	476
Chinese	345
Filipino	170
Other Asian	164
Hawaiian	91
Japanese	8
Total	2,456



ASIAN-OWNED FIRMS IN THE STATE OF VIRGINIA

<u>Ethnic groups</u>	<u>VA Firms</u>
Korean	5,169
Vietnamese	4,144
Asian Indian	3,976
Chinese	3,841
Other Asian	2,368
Filipino	2,045
Japanese	584
Hawaiian	266
Other Pacific Islander	49
Total	22,441



Report prepared by AABAC Economic Research Center * Data source: Census 2000 * Visit us: www.aabac.org



April 25, 2005

Dear Virginia business executive:



The Asian American business Assistance Center (AABAC) proudly joins the nation and the Commonwealth of Virginia / Department of Business Assistance in celebrating **Asian American Pacific Heritage Month during Business Celebration week on Thursday May 19, 2005 from 11 am until 2 pm at NANKING Chinese restaurant**, located at 1500 E. Ridge Rd, Richmond, with AABAC ProcureCon 2005.

AABAC ProcureCon 2005 is the AABAC continuing effort to help the Asian American supplier community to obtain maximum exposure to the Virginia corporate buyers so they will meet major purchasers, win new contracts, and grow their enterprises. Either as sponsor, partner, or event guest, your firm will have the unique opportunity to be part of **the only and first Asian American procurement event organized by the Asian business communities on behalf of the Asian business communities and other multi-ethnic businesses from Central Virginia**. AABAC ProcureCon 2005 offers its sponsors/partners a unique opportunity to tap into a new growing pool of emerging suppliers of products and services from all over the Commonwealth of Virginia. The turnkey package for our valued sponsors, partners, and event guests includes:

OPTION 1 (FOR CORPORATE BUYERS)

AABAC SPONSORSHIP Package (\$100.00 per company) which includes:

1. **Letter of appreciation from Virginia Governor Mark Warner** expressing his appreciation for your participation at our event
2. **Company logo** to be showcased in three (3) event newsletters and on AABAC website
3. **Brand name and sponsorship recognition** throughout the event and during luncheon
4. An **exhibit table** with white table cloth at the event
5. An opportunity to be one of the six selected **panel guest speakers** at the podium speaking about your company (A 15 minute presentation) and your firm's procurement opportunities for the small and multi ethnic suppliers
6. **An event catalog** listing showcasing the Sponsor's logo and appreciation
7. **Opportunity to meet and do business** meet with a dynamic cadre of Asian and other multi-ethnic buyers/suppliers
8. **One (1) Buffet Lunch for one (1) exhibitor**

OPTION 2 (FOR ALL INTERESTED BUYERS AND SUPPLIERS –FOR PRIVATE SECTOR)

AABAC FRIEND Package (\$30.00) which includes:

1. **Letter of appreciation from Virginia Governor Mark Warner** expressing his appreciation for your participation at our event
2. **Company logo** to be showcased in three (3) event newsletters and on AABAC website
3. **An event catalog** listing showcasing the Partner's logo and appreciation
4. **Opportunity to meet and do business** with a dynamic cadre of Asian and other multi-ethnic buyers/suppliers
5. **One (1) Buffet Lunch for one (1) exhibitor**

OPTION 3 (FOR ALL INTERESTED BUYERS AND SUPPLIERS – PUBLIC AND PRIVATE SECTORS)

AABAC EVENT GUEST Package (\$20.00) which includes:

1. **An event catalog** listing showcasing the event's Guest contact information for event distribution
2. **One (1) Buffet Lunch per (1) guest**
3. **Opportunity to meet and potentially do business** with a dynamic cadre of Asian and other multi-ethnic buyers/suppliers

If you are interested in attending, being a sponsor, and/or being a partner with AABAC at this event, please contact us before May 13 to be registered. Only 6 booths are available for interested corporate "Sponsors" but there is no limit to AABAC ProcureCon 2005 "Partnership" opportunities.

Sincerely yours,
Tinh Phan, Chairman

FOR PROSPECTIVE SPONSORS AND PARTNERS

Here are 3 additional reasons why you should launch your brand at AABAC ProcureCon 2005

1. Direct advertisement to Asian business communities from Northern & Central Virginia & the Hampton Roads
2. Event will be widely promoted in mainstream, Asian, and multi ethnic media calendars
3. Event will be posted on major public agency/government websites



EMAIL REGISTRATION FORM - PLEASE PRINT - ONLY ELIGIBLE INFORMATION WILL GO INTO EVENT CATALOG

NAME: _____ TITLE: _____

COMPANY NAME: _____

COMPLETE ADDRESS: _____

TEL: _____ EMAIL: _____ WEBSITE: _____

PRODUCTS/SERVICES DESCRIPTION: _____

1. YES! **MY COMPANY WILL BE HAPPY TO SPONSOR YOUR EVENT.** _____. I AM SENDING AABAC AN ELECTRONIC VERSION OF OUR LOGO/CHECK (ONLY,) OF \$100. **THE REGISTRATION/PAYMENT DEADLINE IS: MAY 13.** CONTACT ME FOR SPEAKER - EXHIBIT PROGRAM AND PAYMENT ADDRESS DETAILS.

2. YES! **MY COMPANY IS INTERESTED TO BE LISTED AS A PARTNER AT THE EVENT:** _____. I AM SENDING AABAC AN ELECTRONIC VERSION OF OUR LOGO/A CHECK (ONLY) OF \$30. **THE REGISTRATION/ PAYMENT DEADLINE IS: MAY 13.** CONTACT ME FOR PAYMENT ADDRESS DETAILS.

3. YES! **PLEASE REGISTER ME AS A GUEST AND RESERVE ME A SEAT.** _____. I WILL PAY \$20 (BY CHECK OR CASH ONLY) **AT THE DOOR.** **THE PRE-REGISTRATION DEADLINE IS: MAY 13.** A 48 HOUR CANCELLATION APPLIES. I UNDERSTAND THAT A RESERVATION IS A COMMITMENT TO PAY. I UNDERSTAND THAT IF I (OR A COLLEAGUE) CAN NOT ATTEND I WILL BE BILLED.

AABAC INVITES YOU TO REGISTER WITH:

1. MR. TINH PHAN - Email: aabac@comcast.net or Tel: 804-798-3975 (or)
2. MS. ANGELA CHIANG - Email: Angela.Chiang@dmbe.virginia.gov at Tel: 804-786-1087

THANK YOU FOR YOUR BUSINESS