

***National Association of Black Accountants, Incorporated  
Metropolitan Washington, DC Chapter***



***“Lifting As We Climb”***

***Fiscal Year 2017 Corporate Prospective***

---

***Fiscal Year 2016 Corporate Partners***

**THE CARLYLE GROUP**

**KEARNEY &  
COMPANY**

**KPMG**



**DHG**  
DIXON HUGHES GOODMAN LLP

**FannieMae**

**Grant Thornton**

**MetLife®**

**Deloitte.**

**pwc**

**BAKER TILLY**

**RSM**

**Freddie  
Mac**  
We make home possible™

***Fiscal Year 2016 Corporate Patrons***

**BECKER™**  
PROFESSIONAL EDUCATION

**GWSCPA**  
GREATER WASHINGTON SOCIETY OF CPAs

**BERT SMITH  
& Co.**

**EY**

**CareFirst.**   
BlueCross BlueShield

# Table of Contents

<i>NABA National History</i> .....	3
<i>NABA Metropolitan Washington, DC Chapter History</i> .....	3
<i>National, Regional and Local Programs</i> .....	3
<i>NABA Metropolitan Washington, DC Professional Membership</i> .....	4
<i>NABA Metropolitan Washington, DC Student Chapters</i> .....	5
<i>NABA Metropolitan Washington, DC Chapter Programs</i> .....	6
<i>Corporate Partnership</i> .....	7
<i>Corporate Partnership Levels</i> .....	7
<i>Contact Information</i> .....	9

## *NABA National History*

In December 1969, nine African-Americans met in New York City to discuss the unique challenges and limited opportunities they faced in the accounting profession. In that year, there were only 136 African-American Certified Public Accountants (CPA) out of a total of 100,000 in the United States.

This group wanted to establish an organization to address the concerns of minorities entering the accounting profession and make a commitment to professional and academic excellence. The following nine individuals who met that month were determined to "make a difference" and let their voices be heard.

Ronald Benjamin  
Frank Ross  
Kenneth Drummond

Earl Biggett  
Richard McNamee  
George Wallace

Bertram Gibson  
Michael Winston  
Donald Bristow

In 1970, the National Association of Black Accountants, Incorporated (NABA) chartered its first professional chapter, located in New York City. From these humble beginnings, NABA has become a nationwide membership organization.

The goals of the Association include, but are not limited to the following:

- To represent the interests of current and prospective minority accounting professionals;
- To encourage and assist minority students in entering the accounting profession;
- To provide and develop the professional skills of our members; and
- To ensure long-term financial stability and provide adequate resources to implement chapter, regional, and national programs.

The national and local programs offered are designed to support the overall goals and objectives of the NABA. These programs provide support to, and create opportunities for, professionals and students seeking levels of accomplishment in the fields of accounting and finance.

Today, through the effort of NABA and other interested groups, there are now over 200,000 African-Americans participating in the field of accounting, of which over 5,000 CPAs. As a leader in the business community, NABA continues to create opportunities for the purpose of enlarging the pipeline of African-Americans into every level of accounting and finance.

## *NABA Metropolitan Washington, DC Chapter History*

The NABA Metropolitan Washington, DC chapter, founded in August 1972, the first chapter of NABA established outside of New York. Marion Holmes, who led the founding group, was elected the first chapter president.

Programs in the first year included the co-sponsoring of the Education Symposium for Accounting Instructors for Predominantly Black Colleges in Conjunction with the Virginia Society of CPAs. The chapter members also participated in a career day activity sponsored by the National Negro Women's Business and Professional Club.

## *National, Regional and Local Programs*

NABA has developed national, regional and local programs to help implement its goals and satisfy the needs of its membership. Significant portions of NABA's programs are devoted to the development of its student membership. The NABA's network of around 50 professional chapters is complemented by over 150 student chapters, which exist on college campuses and in various metropolitan areas throughout the United States. Throughout the country, NABA chapters are recognized for their commitment to professional development and community service. Programs sponsored by local chapters include the Volunteer Income Tax Assistance, career development seminars, technical seminars (eligible for CPEs), student scholarships, student and professional employment programs, student mentorship program and annual awards banquets.

Among those programs is a following snapshot:

- **Annual National Convention & Expo** – The annual meeting of the membership provides a forum for joining NABA’s membership with the corporate community, academicians and other individuals interested in promoting the goals and objectives of NABA.
- **Regional Student Conferences** – Hosted by each of NABA’s four regions, these conferences provide NABA student members with the opportunity of interviewing with employers from around the country, as well as to networking with other students.
- **Continuing Professional Education Series** – The CPE Series offers formal education seminars in seven fields of study; accounting and auditing, information technology, consulting, management, personal development, specialized knowledge and applications and taxation. Sessions are held during the Annual National Convention and at various meetings of chapters throughout the country.
- **Women of NABA Brunch** – The NABA Metropolitan Washington, DC Chapter brings together women in the accounting/finance fields to fellowship, network, and enhance their skills. Our goal is to enlighten, encourage, and empower women to achieve success professionally and personally.
- **Corporate Breakfast Forum** – The NABA Metropolitan Washington, DC Chapter invites its’ corporate partners, top professionals, and executives within the Washington, DC area to have candid dialogue to strategize, collectively work together to exceed diversity initiatives, and collectively overcome diversity difficulties.
- **Evening with NABA Scholarship and Awards Banquet** - For the scholarship year ended fiscal year 2016, the NABA Metropolitan Washington, DC Chapter has awarded over \$600,000 in scholarships to deserving students preparing to enter the accounting profession.

## *NABA Metropolitan Washington, DC Professional Membership*

As the third largest chapter of around 50 professional NABA chapters across the United States, the Metro DC Chapter has a long-standing rich tradition. From a NABA membership growth perspective, we are continuing to grow the overall NABA membership from a local level with fiscal year end average of just over 250 professional members for Fiscal Years 2014, 2015, and 2016. The majority of these professional members reside in the District of Columbia, Maryland, and Virginia and the NABA Metropolitan Washington, DC Chapter strives to provide programming that enhances their professional and personal development. The professional members of the NABA Metropolitan Washington, DC Chapter range in experience from new hires who have recently graduated from college to officers and executives in the C-Suite. These professionals are performing at the highest levels in audit, tax, advisory, information technology, financial services, not for profit, education, healthcare, entertainment and media, hospitality, and numerous other disciplines.

The professional development for NABA Metropolitan Washington, DC Chapter professional members is delivered by co-hosting monthly meetings with corporate partners, with topics ranging from teaching technical skills that can be applied in the workplace to providing soft skill insight for how one can continue to professionally climb in their career. Among those meetings is the following snapshot:

- **Deloitte** presents *“The What, Why, and How of White Papers”*: An understanding of white papers will enhance your ability to research upcoming circumstances and properly market your ability to handle those circumstances during face time with the client.
- **MetLife** presents *“Estate Planning: It’s Never Too Early to Plan”*: Successful estate planning can help transfer your assets to your beneficiaries efficiently and with minimal tax consequences.
- **Freddie Mac** presents *“Are you #TeamInternalAudit or #TeamExternalAudit”*: A panel discussion about (1) the impact and contributions of both sectors on the accounting profession; (2) the desired certifications and career advancement of both sectors; and (3) existing myths regarding the world of audit.

The personal development for NABA Metropolitan Washington, DC Chapter professional members is delivered by co-hosting seasonal signature events, such as the Women of NABA Brunch in the fall, the Holiday Soiree in the winter, the March Madness Social in the spring, and the NABA-Que in the summer. These events allow attendees to interact across firms, disciplines, and levels of experience, naturally leading to meaningful conversations and relationships that reflect NABA’s motto: *“Lifting As We Climb.”*

## *NABA Metropolitan Washington, DC Student Chapters*

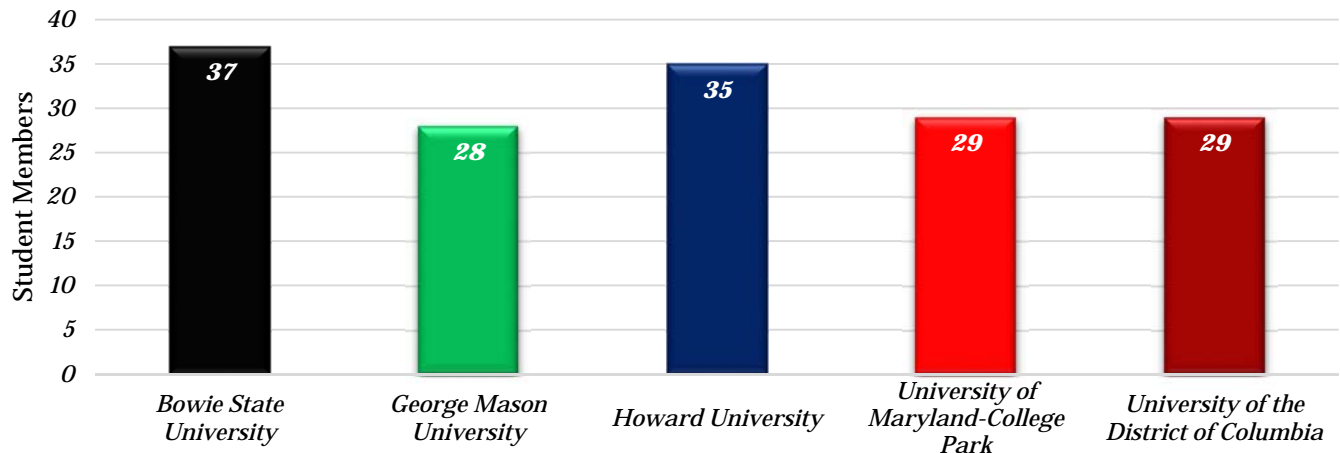
The NABA Metropolitan Washington, DC Chapter has oversight of five local NABA Student Chapters. The number of students double majoring in accounting/finance or information technology is increasing significantly. During the 37<sup>th</sup> Annual Evening with NABA Scholarship & Awards Dinner, the chapter awarded 17 scholarships totaling \$27,686 to students with an average grade point average of 3.52.

There are several key programs and services designed to address the needs of students majoring in the fields of accounting, finance, or accounting information systems. These programs are intended to provide opportunities for students to obtain the grooming necessary to begin a successful career in business and to obtain competencies that are not taught in the classroom, such as Business Etiquette, Networking, Professional Development and Money Management. Some programs that the Committee is responsible for include:

- Student Officer Workshop Training
- Pre-Eastern Region Student Conference Workshop
- SCREP Workshops
- Scholarship Program
- Spring Day with NABA
- IRS Volunteer Income Tax Assistance Program

Our students are the foundation and direct pipeline to continue to grow not only the Metro DC Chapter, but the overall profession with future leaders. Our students are also being recognized and awarded local and international internships from public accounting firms and Fortune 500 corporations. As part of the fiscal year corporate partnership, each corporate will have the opportunity to host an office visit.

### *NABA Metropolitan Washington, DC Student Chapter Members at June 30, 2016*



## *NABA Metropolitan Washington, DC Chapter Programs Fiscal Year 2016*

- August 2015 – *Annual Membership Reception*
- September 2015 – *Fall Student Officers' Workshop* (Hosted by Freddie Mac)
- September 2015 – *Pre-Eastern Region Student Conference Workshop* (Hosted by KPMG)
- October 2015 – *40<sup>th</sup> Annual NABA Eastern Region Student Conference* (Pittsburgh, Pennsylvania)
- October 2015 – *5<sup>th</sup> Annual Women of NABA Power Brunch* (Hosted by Freddie Mac)
- November 2015 – *Maryland Association of CPAs Swearing-In Ceremony*
- November 2015 – *Fall Weekend CPE Event* (Hosted by MetLife and SB & Company)
- December 2015 – *Estate Planning: It's Never Too Early to Plan* (Hosted by MetLife and PwC)
- December 2015 – *Holiday Professional Soiree* (Hosted by the NABA Metropolitan Washington, DC Chapter, National Black MBA Association, National Sales Network, and Black Public Relations Society, Washington, DC Chapter)
- January 2015 – *Spring Student Officers' Workshop*
- February 2016 – *Professional Diversity Career Fair* (Hosted by Professional Diversity Network)
- March 2016 – *Technical Public Accounting Practice Update* (Hosted by KPMG)
- March 2016 – *4<sup>th</sup> Annual Corporate Breakfast Forum* (Hosted by The Carlyle Group)
- April 2016 – *Spring Day with NABA* (Hosted by Arabella Advisors)
- April 2016 – *Navigating a Successful Career and State of the Chapter* (Hosted by EY)
- April 2016 – *37<sup>th</sup> Annual Evening with NABA Scholarship & Awards Banquet: Positioned for Purpose*
- May 2016 – *Demystifying Non-profit Accounting: How Your Career Can Have Impact* (Hosted by Arabella Advisors)
- June 2016 – *45<sup>th</sup> Annual NABA National Convention & Expo* (Hollywood, Florida)
- June 2016 – *13<sup>th</sup> Annual Howard University Center for Accounting Excellence Conference* (Howard University)

# *Corporate Partnership*

## *History*

The NABA Metropolitan Washington, DC Chapter launched its Corporate Partnership Program in 1985 to fulfil the mission of The NABA Metropolitan Washington, DC Chapter by creating a WIN/WIN relationship between our professional chapter, student chapters, and corporate partners. It is through our corporate partnership program that our chapter has awarded over \$600,000 in scholarships to students attending local area colleges and universities and provided career and professional development opportunities for our professional partners. The NABA Metropolitan Washington, DC Chapter awarded \$27,686 in scholarships in fiscal year 2016.

## *Purpose*

The NABA Metropolitan Washington, DC Chapter endeavours to create long-term and two-way mutual beneficial partnerships with each of our partners. Corporations are given the opportunity to sponsor many of our national, regional, and local career development programs while gaining many value-added benefits and return on investments. Our goal and corporate mission is to support and assist our partner's diversity and professional goals to the best of our ability.

## *Return on Investment*

The corporate partnership with The Metropolitan Washington, DC Chapter of NABA presents an excellent opportunity to gain exposure to an informed and affluent consumer base, attend dynamic technical sessions that develop core competencies, advertisement of open positions, and network of qualified professionals and potential that can enhance performance and global growth. Our corporate partners are recognized for their support of The NABA Metropolitan Washington, DC Chapter through strategic branding and marketing, monthly meetings, social media, and our Annual Evening with NABA Scholarship and Awards Reception. Indeed partnering with The Metropolitan Washington, DC Chapter of NABA positions your company as a responsible corporate leader and provides brand positioning with an affluent, informed segment in a diverse and inclusive community.

## *Corporate Partnership Levels*

Corporate Partnership with the NABA DC Chapter presents an excellent opportunity to gain exposure to an informed and affluent consumer base, attend dynamic technical sessions that develop core competencies, and interview diversified candidates that can enhance performance and future growth.

With the inclusion of new programs and initiatives, each corporate partner has the opportunity to sponsor/co-sponsor a NABA Metropolitan Washington, DC Chapter program and newly created quarterly speaker series. Each sponsored event will give the respective corporate partner(s) exclusive marketing and branding opportunities.

**Note:** NABA's fiscal year runs from July 1st through June 30th.



## ***Fiscal Year 2017 Corporate Levels and Benefits***

<b><i>Corporate Benefit</i></b>	<b><i>Diamond \$7,000</i></b>	<b><i>Platinum \$6,000</i></b>	<b><i>Gold \$5,000</i></b>	<b><i>Silver \$4,000</i></b>	<b><i>Bronze \$3,000</i></b>
<b>Branding</b> ■ Annual Evening with NABA Scholarship & Awards Banquet ■ Communications and Website ■ Social Media	✓	✓	✓	✓	✓
NABA Student Chapter Office Visit	✓	✓	✓	✓	<b>N/A</b>
Co-Host a Monthly Professional Meeting	✓	✓	✓	✓	<b>N/A</b>
Tickets to Evening with NABA Scholarship & Awards Banquet ( <i>tables seat 10</i> )	<b>10</b>	<b>10</b>	<b>5</b>	<b>4</b>	<b>3</b>
Annual Evening with NABA Scholarship & Awards Reception Scholarship	<b>\$3,000</b>	<b>\$2,500</b>	<b>\$2,000</b>	<b>\$1,500</b>	<b>\$1,000</b>
Chapter Website Job Posting Updates	<b>Monthly</b>	<b>Monthly</b>	<b>Monthly</b>	<b>Quarterly</b>	<b>N/A</b>
Communicate Full-Time and Internship Positions to NABA Student Chapters	<b>Monthly</b>	<b>Monthly</b>	<b>Monthly</b>	<b>Quarterly</b>	<b>N/A</b>

### ***Additional Sponsorship Opportunities***

<i>Annual Women of NABA Brunch</i>	<b>\$1,500</b>	<ul style="list-style-type: none"> <li>• <i>Event Distribution (weekly) Demographic: 500+ Professionals</i></li> <li>• <i>Social Media (Facebook, Twitter, Instagram, LinkedIn)</i></li> <li>• <i>Complimentary Table (pending venue set-up)</i></li> </ul>
<i>Weekend CPE Event</i>	<b>\$1,000</b>	<ul style="list-style-type: none"> <li>• <i>Event Distribution (weekly) Demographic: 500+ Professionals</i></li> <li>• <i>Social Media (Facebook, Twitter, Instagram, LinkedIn)</i></li> <li>• <i>Direct Access to NABA Metro DC Professionals and Professionals within Maryland, Virginia, and Washington, DC</i></li> <li>• <i>Company Booth to Market Company and Open Positions</i></li> </ul>
<i>Fall Professional Membership Reception</i>	<b>\$750</b>	<ul style="list-style-type: none"> <li>• <i>Event Distribution (weekly) Demographic: 500+ Professionals</i></li> <li>• <i>Social Media (Facebook, Twitter, Instagram, LinkedIn)</i></li> <li>• <i>Direct Access to NABA Metro DC Professionals</i></li> <li>• <i>Company Booth to Market Company and Open Positions</i></li> </ul>
<i>Spring Professional Membership Reception</i>	<b>\$750</b>	<ul style="list-style-type: none"> <li>• <i>Event Distribution (weekly) Demographic: 500+ Professionals</i></li> <li>• <i>Social Media (Facebook, Twitter, Instagram, LinkedIn)</i></li> <li>• <i>Company Presentation Booth to Market Company and Open Positions</i></li> </ul>
<i>Pre-Eastern Region Student Workshop</i>	<b>\$500</b>	<ul style="list-style-type: none"> <li>• <i>Event Distribution (weekly) Demographic: 250+ Students</i></li> <li>• <i>Social Media (Facebook, Twitter, Instagram, LinkedIn)</i></li> <li>• <i>Direct Access to NABA Metro DC Students</i></li> </ul>



## Additional Sponsorship Opportunities

<i>Spring Day with NABA Student Workshop</i>	<b>\$500</b>	<ul style="list-style-type: none"> <li>• <i>Event Distribution (weekly) Demographic: 250+ Students</i></li> <li>• <i>Social Media (Facebook, Twitter, Instagram, LinkedIn)</i></li> <li>• <i>Direct Access to NABA Metro DC Students</i></li> </ul>
<i>Annual Corporate Breakfast Forum</i>	<b>\$500</b>	<ul style="list-style-type: none"> <li>• <i>Invitation Only Event Distribution and Direct Marketing</i></li> <li>• <i>Direct Access to Corporate Executives, Management, Recruiters, Human Resource Representativeness</i></li> <li>• <i>Direct Access to NABA Local and National Leadership</i></li> </ul>
<i>Fall Student Chapter Leadership Workshop</i>	<b>\$200</b>	<ul style="list-style-type: none"> <li>• <i>Event Distribution (weekly) Demographic: 500+ Professionals</i></li> <li>• <i>Social Media (Facebook, Twitter, Instagram, LinkedIn)</i></li> <li>• <i>Direct Access to NABA Metro DC Student Chapter Leaders</i></li> <li>• <i>Company Presentation to Market Company and Open Positions</i></li> </ul>
<i>Spring Student Chapter Leadership Workshop</i>	<b>\$200</b>	<ul style="list-style-type: none"> <li>• <i>Event Distribution (weekly) Demographic: 500+ Professionals</i></li> <li>• <i>Social Media (Facebook, Twitter, Instagram, LinkedIn)</i></li> <li>• <i>Direct Access to NABA Metro DC Student Chapter Leaders</i></li> <li>• <i>Company Presentation to Market Company and Open Positions</i></li> </ul>
<i>Job Postings (for non-corporate partners)</i>	<b>\$200</b>	<ul style="list-style-type: none"> <li>• <i>Event Distribution (monthly) Demographic: 500+ Professionals</i></li> <li>• <i>Social Media (Facebook, Twitter, Instagram, LinkedIn)</i></li> <li>• <i>Chapter Website</i></li> </ul>
<i>Annual Evening with Table Scholarship &amp; Awards Dinner Ticket</i>	<b>\$100</b>	<ul style="list-style-type: none"> <li>• <i>Individual Ticket</i></li> </ul>
<i>Accounting Career Awareness Program</i>	<b>\$100</b>	<ul style="list-style-type: none"> <li>• <i>Direct Access to Selected Washington, DC High School Students</i></li> <li>• <i>Presentation of an Industry/Soft Skill Topic</i></li> </ul>

## Contact Information

<b>Title</b>	<b>Contact</b>	<b>Email</b>	<b>Phone</b>
President	Rudolph Graham	president@nabametrodc.org	(301) 938-3489
Director of Corporate Partnership	Bobby Chungong	corporate@nabametrodc.org	(301) 633-6547



*Twitter: @NABAMetroDC / Instagram: NABAMETRODC / LinkedIn: NABA Metro DC Chapter*

*Facebook: NABA, Inc. – Metropolitan Washington, DC Chapter*