



2006 Annual Report

## **Economic Empowerment**

*Empowering Communities...Changing Lives*



**National  
Urban League**  
[www.nul.org](http://www.nul.org)

# Economic Empowerment

56%

*“When we measure employment, wages, home and business ownership rates and net worth, the average black family’s overall economic status is just 56% that of the average white family in America today.*

*“By improving the economic status of African American families through job training and employment, home-ownership and its preservation, entrepreneurship and financial education programs, we can close that gap.*

*“Economic empowerment—it’s the work of the National Urban League and its over 100 affiliates. It’s the remaining work of the civil rights movement in the 21st century.”*

*Marc H. Morial, President and CEO  
National Urban League*



*\*According to the National Urban League’s report on The State of Black America 2006*

Michael J. Critelli  
*Chairman of the Board*



Marc H. Morial  
*President and CEO*



### *Message from the Chairman of the Board and President and CEO*

2006 brought major achievements for the National Urban League and its 102 Urban League affiliates in our efforts to close the equality gaps that still exist in America more than four decades after the enactment of major civil rights laws.

Over the course of 97 years, our movement has changed the lives of millions of people nationwide, serving 800,020 people in 2006 alone. This year's annual report chronicles our program, advocacy and research efforts that combat inequality and provide opportunity everyday, especially in economics, education, health and quality of life.

Our economic programs helped nearly 270,000 people to find jobs, buy homes, expand their own businesses and save for retirement. The Urban Youth Empowerment Program (UYEP), supported by the U.S. Department of Labor, assisted over 1,100 at-risk, young men and women to attain GEDs, training and employment. In 2006, UYEP expanded to 27 Urban League affiliates, including six cities in the Gulf Coast region affected by Hurricane Katrina.

Urban Leagues placed over 1,200 low-income seniors on the path to full-time employment through the Senior Community Service Employment Program. Through our AT&T Digital Career Academies, we prepared individuals for technology careers and expanded to 16 communities.

Much of what we accomplished was through partnerships.

We partnered with the Homeownership Preservation Foundation to beef up foreclosure prevention counseling services. In three affiliate cities, the program prevented 417 families from losing their homes through foreclosure.

Financial Connections, our partnership with Citigroup Foundation, helped 1,200 people better understand their finances, and 300 people were educated through

Know Your Money, an advanced financial education program sponsored by Honda Financial Services.

A new partnership was formed with Nationwide to help identify qualified minorities and assist them in owning their own insurance agencies, and we continued financing more minority-owned businesses through our a new markets tax credit program.

From Head Start to college prep, our education programs and publications touched nearly 300,000 children and parents. Project Ready, a new college preparatory program funded by Time Warner, was launched, while our teen leadership initiative, NULITES, continued going strong.

Our advocacy efforts scored a major victory as we helped get the Voting Rights Act Reauthorization law passed after three years of tireless work. At our Legislative Policy Conference, over 200 Urban Leaguers met with key congressional leaders to advocate for job creation and educational funding for cities.

As we continue to confront the challenges of the 21st century, we must thank our generous supporters whose commitment and contributions allow us to do our work. Today, we are the driving force behind community change, a provider of direct services to millions and an advocate for the voiceless.

But our work is far from done. According to our *State of Black America 2006* report, the economic equality gap actually widened. That is why we must continue to be steadfast in our efforts to improve the economic conditions of African American families and the disadvantaged we serve, to create true equity, power and civil rights in America.

Sincerely,

A handwritten signature in black ink that reads "Michael J. Critelli".

Michael J. Critelli  
*Chairman of the Board*

A handwritten signature in black ink that reads "Marc H. Morial".

Marc H. Morial  
*President and CEO*



**80%** of at-risk participants stayed with the  
*Urban Youth Empowerment Program.*

## Programs with Impact

### *Closing the Economic Gap*

#### **Better Jobs, Entrepreneurship, Homeownership and Financial Literacy**

The National Urban League's Economic Empowerment agenda is focused on closing the significant economic gap that exists between blacks and whites in America. According to *The State of Black America 2006* report's Equality Index, when comparing factors like employment, wages, home and business ownership rates and net worth, the overall economic status of average black families is 56% that of white families in America. In fact, the net worth is \$67,000 for the average white family versus just \$6,100 for the average black family—*ten times* greater!

As a result, the National Urban League believes the best way to close the economic gap is to improve economic conditions for African Americans and urban constituents by focusing programs in four key areas: job training/employment, entrepreneurship, homeownership and financial literacy. In 2006, the National Urban League and its affiliates' economic programs served nearly 270,000 people. Our job training, employment assistance services helped over 100,000 people from at-risk urban teens to senior citizens.

**Job Training for Those Most in Need** In 2006, the National Urban League's premier program to help 18–24-year-olds who were both out of work and out of school

*Columbus Urban League's UYEP helped Syniqua Bell and Lorenzo Mason earn GEDs. Syniqua Bell entered the Urban Youth Empowerment Program (UYEP) as a high school dropout with a 10th grade education. While working a seasonal job and overcoming personal struggles, the Columbus UYEP helped her pass her GED exam. She is now working as a home health aid and plans to take classes at Columbus State Community College. Lorenzo Mason enrolled in Columbus' UYEP program as a high school dropout with misdemeanor charges. He'd only completed the 11th grade, but through UYEP, he earned his GED and is now enrolling for HVAC certification.*

**Urban Youth Empowerment Program** *Dominique McGee is a participant in the Urban Youth Empowerment Program (UYEP) at the Columbus Urban League. At 20 years old, she enrolled in UYEP with a misdemeanor on her record. The program's work internship at the office of Byron L. Potts and Company law firm led her to employment as a receptionist at Premier Mortgage in Worthington, Ohio. Dominique is now taking classes at Columbus State Community College and will graduate this fall with an Associate's Degree in Paralegal Studies.*



continued to produce major results. With a three-year commitment of \$29.3 million from the U.S. Department of Labor (DOL), the Urban Youth Empowerment Program (UYEP) operated in 27 affiliates including six in the Gulf Coast region affected by Hurricane Katrina. UYEP provided educational assistance, skills training, community service and job placements to an additional 1,000 young adults, bringing the total served to 2,244 people, including dropouts, ex-offenders and homeless young adults. This highly successful program has produced the following results to date:

- 80% of at-risk participants stayed with the program.
- 30% of those without high school diplomas earned their GEDs and/or diplomas.
- 45% of the participants increased their reading and math scores.
- Average earnings increased by 12% over the targeted goal of \$7.00 per hour.
- Recidivism rate for participants was 50% less than anticipated.

**Jobs for Seniors** The League won a national competitively bid grant from DOL in 2006 to reimplement its Senior Community Service Employment Program (SCSEP). Funded at \$8.7 million annualized, SCSEP served 1,220 low-income people in six affiliate sites who were 55 years of age and older, and had poor employment prospects. The program placed low-income participants in part-time community service positions to assist their transition to unsubsidized employment in the public and private sectors, thereby providing living wage positions and benefits that lead to economic independence.

**Technology Training** The AT&T Foundation grant was increased to \$1.6 million to expand the number of

Urban League affiliates operating digital academies from 11 to 16 in 2006. Participating youth received career information and technology training in video game programming, 3D animation and Internet radio programming. Adults received computer training and IT Administration training and certification.

**The Workforce Investment Demonstration Project (WIDP)**, funded by the Wal-Mart Foundation, supports 10 affiliates in creating and enhancing employment opportunities for local residents through one stop career centers, job training, employment and procurement efforts through local Wal-Mart stores. In the first six months, 438 people were hired through Urban League affiliates in Greater Dallas and North Central Texas, Greater Washington, DC and Broward County, FL while 98 participants received job readiness and/or apprenticeships in San Diego and Greater Cleveland.

#### **Urban Entrepreneurship**

The Urban Entrepreneur Partnership (UEP) combines private, public and nonprofit sector resources and financing to assist minority and urban business owners through five "economic empowerment centers." Funded with the support of the Ewing Marion Kauffman Foundation, the Business Roundtable, the National Economic Council, the U.S. Small Business Administration (SBA) and the Minority Business Development Agency (MBDA) of the U.S. Department of Commerce, these centers provide management and technical assistance, business training, mentoring and coaching, access to financing and private and government contract opportunities. These centers, which are located in Atlanta, GA; Cincinnati, OH; Cleveland, OH; Jacksonville, FL and Kansas City, MO, provided business services to over 1,500 clients who were either starting or expanding their operations.

**95%** of homeowners who were assisted by the Urban League's intensive face-to-face counseling efforts were able to prevent foreclosure.

**New Market Tax Credit Program** The Stonehenge Capital/National Urban League Empowerment Fund encourages private investment in minority entrepreneurship and business development nationwide, thereby increasing access to capital in historically neglected and economically underserved communities. To date, entrepreneurs received \$73 million in new financing for projects that provided business facility expansion, new machinery and equipment and working capital geared toward business growth and increased employment opportunities.

**Franchising/Ownership** ExxonMobil and the National Urban League continued its multiyear collaboration that focuses on increasing the number of minority-owned and operated ExxonMobil service stations.

**Nationwide** In 2006, the National Urban League and Nationwide Insurance partnered to source qualified minority candidates to become Nationwide-affiliated independent insurance agents.

**Social Entrepreneurship** The National Urban League's Economic Opportunity Institute (EOI) empowers communities by promoting social entrepreneurship among nonprofit organizations as a strategy to achieve sustainable social change. In 2006, with continued support from the Prudential Foundation, EOI doubled the number of Urban League affiliates served and expanded its client base to include nonprofit executives outside of the Urban League. To date, more than 75 Urban League and other nonprofit executives have received training and technical assistance and have integrated entrepreneurial values into their operations to increase the reach and scope of their impact.

#### **Homeownership and Financial Literacy**

Homeownership is the most significant source for asset building and wealth in low-income and minority communities as well as being a family's source of stability and security. The League's housing counseling, homeownership and foreclosure prevention programs assisted over 31,268 in 2006.

#### **HUD Comprehensive Housing Counseling Program**

For nine years, the U.S. Department of Housing and Urban Development (HUD) has supported Urban League affiliates' comprehensive housing counseling. Affiliates in 32 cities provide education and individual counseling on financial literacy and money management, credit management and repair, homeownership preparation, mortgage default and foreclosure prevention, reverse mortgages for seniors, fair housing issues and rental housing to approximately 40,000–50,000 clients each year.

*Results for October 2005–September 30, 2006 included:*

- 48,000 clients in 32 affiliates received intensive individual counseling and housing educational services.
- 4,500 households counseled for first-time homeownership. Almost 1,000 new homeowners and another 3,000 people will be ready to buy a home within a year.
- More than \$161.9 million in new mortgage investment.
- 2,100 homeowners counseled in mortgage default/foreclosure prevention, approximately 1,000 home foreclosures prevented by year-end 2006 with another 1,000 in counseling.

*Let's Party Discount Store is an African American-owned discount retailer of party supplies and related products. Founded by Wynn and Marissa Weaver of Milwaukee, the business received \$2.3 million to expand with the acquisition of a 28,000-square-foot building. A new retail store will now be more than a "boutique" store and place it on par with national party store chains. In addition to acquiring and renovating an existing commercial building, project proceeds will be used to procure additional inventory and fixtures, and provide operating capital. The project's senior debt of \$1,783,809 and the NMTC equity were provided by Legacy Bank, an African American female-owned Milwaukee based bank.*



*Two months behind on her mortgage, Carolyn Burns contacted the Houston Area Urban League for help. As a single mother of two, she'd become unable to pay her mortgage. League counselors worked directly with her lender to secure a partial claim via HUD's FHA Insurance Fund.*

***"The thought of losing my family's home was too much to conceive. The Urban League saved my home."***



**Homeownership Preservation** NUL/HPF Foreclosure Prevention Program: With home mortgage foreclosures on the rise nationwide, especially in the African American and minority communities, NUL placed new focus on preventing foreclosures and reducing the number of delinquencies across the country in 2006 because it is critical to protecting a family's major economic asset. In partnership with the Homeownership Preservation Foundation (HPF), NUL began a three-year pilot program in three affiliates where foreclosures are significant and on the rise—Houston, St. Louis and Philadelphia. The program promoted HPF's free national Homeowner Hotline (1-888-995-HOPE) to reach more people and increase the capacity of affiliates to address this issue, help people get back on their feet and increase rather than decrease their net worth.

**Results for 2006 included:**

- 2,200 people were reached through the toll-free hotline and Urban League affiliates.
- Of the 2,046 calls to the hotline, 817 were counseled and 416 foreclosures were successfully prevented or stopped.
- Another 50% of these callers continued counseling or were referred for assistance.
- 106 foreclosures were prevented through intensive face-to-face counseling at two affiliates, and 100 more households were in ongoing counseling.
- The Urban League's intensive face-to-face counseling efforts resulted in a 95% foreclosure prevention rate.

**Financial Literacy**

Through a strong partnership with the Citigroup Foundation, Financial Connections was launched as a financial literacy education program in seven affiliates in 2004. Since that time, the program has added six additional affiliates for a total of 13, educating 3,200 people in the basics of banking, credit and money management.

- 1,142 educated through this program in 2006.
- Approximately 90% of participants increased their knowledge and confidence in understanding financial institutions and credit and managing their money. 50% began making changes in their money management practices.
- 100 Citigroup volunteers assisted the program, providing information and instruction.

**Know Your Money (KYM)** A more advanced level of financial education aimed at helping African American and Latino young professionals better manage their finances, Know Your Money is a highly successful program in its fifth year. Currently operating through 11 affiliates and implemented by the National Urban League Young Professionals auxiliary group, the program is supported by American Honda Finance Corporation (dba Honda Financial Services). In 2006, KYM was expanded to three additional cities including Birmingham, AL; Columbus, OH and Tucson, AZ.

**Results for 2006:**

- Since its inception, over 2,000 young adults have learned to understand their relationship to money, identify personal financial goals and modify their behaviors to increase their ability to build lasting wealth.
- In 2006, the program educated 300 people in six cities.
- Of the current participants surveyed, 97% reported that the KYM program helped them better identify their financial strengths and weaknesses and can significantly improve their money management skills; 100% stated they would highly recommend the course to others.
- 90% of participants reported starting to make positive changes in their personal money management as a result of the course.

**Credit Smart** NUL has continued its partnership with Freddie Mac to provide financial literacy, utilizing their award-winning curriculum in three new affiliates each year over a three-year period.



**80,000** books were donated to schoolchildren  
as part of the Read and Rise program.

## Education and Health

Improving educational achievement and the health and quality of life of African American families is essential to true economic empowerment. Increasing the level of educational attainment is directly related to higher earning power and employment opportunities. In addition, we know that improving the health and quality of lives of African American families results in greater worker productivity and financial stability.

In 2006, National Urban League and its affiliates' education programs touched more than 300,000 parents and students, from toddlers to teenagers, conducting Head Start, book distribution, childhood literacy, parental involvement, cultural enrichment, supplemental education services, and after-school and college preparatory programs. More than 80,000 books were distributed in 2006 through our partnership with Scholastic Inc., and more than 200,000 children participated in over 100 Read and Rise events, the League's early literacy initiative supported by UPS.

**"Project Ready,"** a college access program funded by Time Warner and Goldman Sachs, operated in four Urban League affiliates: Rochester, NY; Cleveland, OH; Minneapolis, MN and Aurora, IL. During the past academic year, the League implemented and delivered a comprehensive curriculum to more than 150 students. The Project Ready College Preparation Curriculum is a unique and comprehensive approach to addressing the academic, personal and social needs of African American teens. The curriculum integrates academic preparation along with life-skills development and personal, global and cultural awareness to transition into post-secondary education.

**National Urban League Incentive to Excel and Succeed (NULITES) Youth Leadership Initiative** Serving more than 5,000 students in 62 cities each year, NULITES hosts a Youth Leadership Summit. The summit prepares students for college and the "world of work," through workshops, seminars, motivational speakers, talent camps and behind-the-business tours.

**Black Male Commission** A commission of internal and external working groups of community-based social services practitioners, policy workers, educators and creative thinkers works to improve the status, hopes and prospects of black men and boys and their families at every level in society. This year, the Commission partnered with the National Fatherhood Initiative to develop and implement the Inside/Out Dads Curriculum to serve incarcerated men and their children.

**Health and Quality of Life** The Health Division provides education and advocacy to close the disparities that exist in the health care system providing health related services to over 125,000 persons each year. Current key health initiatives include:

**Remarkable That's You** A national education program funded by the Eli Lilly Foundation, geared towards women. Through a series of workshops, women learn about preventing obesity and diabetes as well as chronic disease and stress. Participants become "health care champions" to pass along what they learn to their families and become advocates for themselves and the communities in which they live.

**Walgreen's Wellness Tour** Through the generosity of Walgreens, the health van tours across the country, providing on-site free screenings for obesity, diabetes, hypertension and osteoporosis.

**Healthy Steps** A health education and wellness program focused on decreasing one's caloric intake and increasing one's steps by 2000 per day. Funded by the PepsiCo Foundation, in partnership with American on The Move, this program has recorded over 80 million steps with 40 community partners in four Urban League communities.

*Our education programs nationwide touched over 300,000 parents and students, from toddlers to teenagers, conducting Head Start, book distribution, childhood literacy, parental involvement, cultural enrichment, supplemental education services, and after-school and college preparatory programs.*







# Community Outreach

**Community and Organizational Outreach** The National Urban League hosts a variety of exciting conferences and events each year featuring America's most influential speakers from the worlds of business, academia, government and nonprofit sectors, including:

- NUL Annual Conference hosts 10,000 attendees, 80 sessions, a career fair and exhibit hall with over 300 companies.
- Equal Opportunity Day Dinner (EOD)—NUL's premiere fundraiser held annually in New York celebrated its 50th anniversary in 2006.
- Legislative Policy Conference (LPC)—Urban Leaguers meet with Congressional members for three advocacy days on Capitol Hill (see page 8).
- Black Executive Exchange Program (BEEP) Conference—Nearly 600 corporate leaders from across all industries and HBCU's students share experiences and training.
- Whitney M. Young, Jr. Urban Leadership Development Conference—Attended by Urban League affiliate staff, CEOs and other nonprofit leaders, this 500 person event includes workshops on strategic planning, leadership, fiscal management and resource development.

**Volunteers** We are indebted to the over 15,000 people who volunteer their time and money to the National Urban League and its 102 Urban League affiliates. Each group plays an essential part in the Urban League Movement:

- National Council of Urban League Guilds includes 4,000 members in 85 chapters who organize community service initiatives and fundraisers and is the League's first volunteer group.
- National Council of Board Chairs includes corporate and community leaders serving on affiliate boards who often secure public and private sector resources to assist local Urban Leagues.
- National Urban League Young Professionals (NULYP) includes 9,000 members in 58 chapters who donate their time to corporate, social and community activism.

**Supporting Our Affiliates** Through extensive training and compliance standards, our Affiliate Services Department supports the backbone of the Urban League movement: 102 Urban League affiliates. In 2006 alone, the department certified 12 new CEOs, saw improvement in 16 of 18 performance assessments, dispatched technical assistance and welcomed a new affiliate, the Anchorage Urban League (Anchorage, Alaska), into the movement.

In 2006, affiliate staff members received leadership, fundraising, marketing, fiscal management and social entrepreneurship training at the Whitney M. Young, Jr. Center for Urban Leadership. WMYCUL is a nonprofit educational institute that exists to foster positive social and economic change through effective leadership development and is a division of the Affiliate Services Department.

*The Black Executive Exchange Program (BEEP) is the National Urban League's oldest signature program. Established in 1969 through a grant from the Ford Foundation, BEEP was developed to expose black college students to role models in business and government, and enhance the curricula at Historically Black Colleges and Universities (HBCUs) by relating them more closely to the world of work. The program has served over 750,000 students since its inception.*

*In 2006, over 465 African American professionals shared knowledge, experience and expertise with students at 54 colleges and universities nationwide.*

# 200

*Urban Leaguers from across the country met with Congressional leaders to advocate for the reauthorization of the Voting Rights Reauthorization and Amendments Act in 2006.*

## Advocacy Efforts, Legislative Successes

*National Urban League Policy Institute on the Forefront*

Located in the nation's capital, the National Urban League Policy Institute (NULPI) is the research, policy and advocacy arm of the National Urban League. The Institute builds on the League's history of excellence in research, its prominence as an advocate and its record as a leading and respected voice on issues of importance to the African American community. The Institute's research and policy analysis efforts provide a solid foundation from which to advocate on behalf of African Americans and urban communities. Through interactions with Members of Congress and the Executive Branch, creation of public forums, development of influential coalitions and publication of relevant policy analysis and research studies, the Institute fosters dialogue and raises the profile of the National Urban League's initiatives and priorities in Washington and beyond.

**2006 National Urban League Legislative Policy Conference (LPC)** NULPI held its third annual Legislative Policy Conference on March 29–30, 2006 in Washington, DC. Over 200 members of the Urban League Movement participated with delegations that were led by Urban League affiliate presidents and comprised of affiliate Board Chairs and Board Members, Guild Presidents and members, Young Professional Chapter Presidents and members, NUL Trustees and NUL staff.

The two-day agenda opened with a press conference to release NUL's report on *The State of Black America 2006* at the National Press Club. The event was carried

(10)

National Urban League 2006



*Through local and national community mobilization efforts, policy briefings, Congressional testimony, legislative bulletins, research, policy recommendations, as well as face-to-face meetings with Congressional leaders, the National Urban League not only advocated, but proposed key solutions to the critical issues facing urban constituencies across America.*

*Urban League delegations comprised of affiliate CEOs, local Board Chairs, Guild members, Young Professional members and NUL staff, met with their respective members of Congress in 157 meetings coordinated by the National Urban League Policy Institute. Bipartisan briefings were held with leaders of both the House and Senate, including Dennis Hastert (R-IL), Nancy Pelosi (D-CA), Chairman James Clyburn (D-SC), Rick Santorum (R-PA) and Richard Durbin (D-IL).*



live on C-SPAN. As in the past two years, the Urban League delegations met with their respective members of Congress to address four key national policy issues: (1) the FY2007 Federal Budget, (2) extension and strengthening of the Voting Rights Act, (3) the Katrina Bill of Rights and (4) judicial nominations. NULPI staff scheduled a total of 157 congressional meetings, of which 102 were with Representatives and/or key staff, and 55 with Senators and/or key staff. NULPI staff prepared talking points on each of the four issue areas.

The LPC agenda included bipartisan briefings from leaders of both the House and Senate. Speaker of the House Dennis Hastert (R-IL) provided the Republican perspective, and House Minority Leader Nancy Pelosi (D-CA) and House Democratic Caucus Chairman James Clyburn (D-SC) provided the Democratic views. On the Senate side, Republican Conference Chair Rick Santorum (R-PA) outlined the GOP agenda, and Senate Minority Whip Richard Durbin (D-IL) provided the Democratic agenda. Throughout the two days, delegates could attend various forums between their congressional meetings, such as The 2006 Mid-Term Elections: What's in it for African Americans?; Domestic Spying: COINTELPRO Revisited?; Katrina, Race and Poverty; and Strengthening and Renewing the Voting Rights Act: What It Means and Why It Matters.

The LPC also included its annual bipartisan/bicameral NUL Congressional Leadership Awards Reception sponsored by Altria Group, Inc. The 2006 awardees were Senator Barack Obama (D-IL), Senator Susan Collins (R-ME), Representative Richard Baker (R-LA) and Representative Gregory Meeks (D-NY). Our annual Congressional Black Caucus (CBC) breakfast, honoring the work of the CBC, featured remarks by CBC Chairman Melvin Watt (D-NC), Representative William Jefferson (D-LA) and Delegate Donna Christensen (D-VI).

**The Legislative Bulletin** NULPI issued two editions of *The Legislative Bulletin*, a policy newsletter that provides Capitol Hill updates on various legislation of concern to the National Urban League and its affiliates, such as the federal budget, affordable housing, civil rights enforcement through the EEOC, the reauthorization of the Workforce Investment Act, Head Start and the Children's Health Insurance program, among others.

## *Legislative Initiatives*

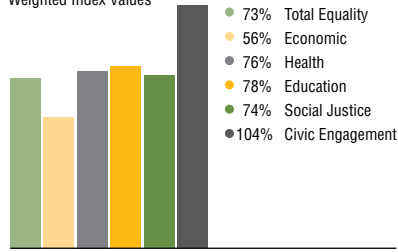
**Enactment of the Voting Rights Act Reauthorization and Amendments Act of 2006** Through mobilization of local Urban League affiliates, legislative action alerts, letters to Congress, coordinating the civil rights community and even a candlelight vigil on Capitol Hill, the National Urban League was on the forefront in the fight to reauthorize the Voting Rights Act. Extensive advocacy culminated in congressional enactment of the Voting Rights Act reauthorization that was signed into law by President Bush on July 27, 2006.

**Continuing the Fight to Raise the Minimum Wage** Working with the Campaign for a Fair Minimum Wage and Senator Edward Kennedy (D-MA)—a long-standing champion for raising the minimum wage—the National Urban League Policy Institute played a major advocacy role in advocating for the Fair Minimum Wage Act. The bill was eventually passed in early 2007.

**Working to Secure Voting Rights for Residents of the District of Columbia** NULPI worked with the DC Vote coalition in advocating for the DC Voting Rights Act that would give DC residents a voting Representative in the U.S. House for the first time. Staff participated in a special Capitol Hill Day by leading a delegation of DC residents on visits with congressional members.



Weighted Index Values



The *State of Black America 2006 report's Equality Index* is a statistical measurement of the disparities that exist between blacks and whites in economics, housing, education, health, social justice and civic engagement. Over 200 years ago, the authors of the U.S. Constitution counted African Americans as 3/5 or 60% of a white person for tax purposes. According to the overall *Equality Index*, the status of African Americans in 2006 was only 73% when compared to the conditions of their white counterparts.

# Insightful Research, Stellar Publications

## *Measuring and Documenting the Challenges*

In 2006, the National Urban League Policy Institute (NULPI) revived its research activities with the additions of a Senior Resident Scholar, a Research Analyst and an Emerging Scholar. A research agenda was developed to serve as a roadmap for guiding the work of NULPI research activities, identifying key focus areas for the National Urban League and the relevant issues within each area to be analyzed and reported. In 2006, NULPI prepared seven monthly employment reports (May through December), summarizing the latest data from the Bureau of Labor Statistics on job creation and unemployment, both nationally and locally. NULPI staff also completed three research reports:

- *Sunday Morning Apartheid* (published in *The State of Black America 2006*)
- *Affirmative Action Under Attack: Myth v. Fact*
- *Katrina: One Year Later*

In addition, NULPI produced seven fact sheets that summarized key data releases and programs of interest to the African American community, including two on poverty, income, mortgage data, minority-owned businesses, incarceration rates and the Earned Income Tax Credit.



Opportunity Journal and Urban Influence are official magazines of the National Urban League. These publications reach a combined audience of 175,000 readers per issue. Stories feature the works of leading scholars and journalists as well as profiles on artists, business leaders, community activists and the Urban League, tackling contemporary issues both here and around the globe.



## Publications

**The State of Black America 2006** The Opportunity Compact was released in March 2006 at the National Press Club. The report focused on the National Urban League's Opportunity Compact, a prescription for addressing economic inequality. The Opportunity Compact lays the groundwork for the economic empowerment of African Americans in four areas: homeownership, jobs, entrepreneurship and our children.

**Opportunity Journal Magazine (OJM)** is the National Urban League's oldest official publication. First published in 1923, *Opportunity Journal Magazine* captured the thoughts and opinions of the leading artists, scholars, activists, historians and opinion makers of the day. Today, the magazine continues as one of the most highly anticipated publications in the civil rights movement, offering in-depth and scholarly analysis of the issues of the day. Two issues were published in 2006 and included 1) "Dying In Darfur" which focused on the crisis in Darfur and featured articles on blacks and immigration, expanding the black middle class and memories of Katrina and 2) "Politics and Beyond," a story on

the mid-term elections and the new black political leadership. The issue also discussed voting irregularities, economic empowerment and gentrification in the inner city and consumer debt.

**Urban Influence Magazine** Launched in July of 2004, *Urban Influence Magazine* (UIM) is also an official publication of the National Urban League and speaks to the needs of the young, professional, urban audience. *Urban Influence Magazine* links individual and community wealth with social responsibility, using a stylish and appealing format that is vibrant, uplifting and current. The editorial agenda of each bi-monthly issue includes business, lifestyle and community, providing practical tools, tips and trends as well as key information for creating social change in communities nationwide through the work of the National Urban League. In 2006, the magazine published six issues across a wide range of topics from health, economics, diversity and entertainment to men and women of influence. Those gracing the cover of UIM in 2006 included newsmakers Tavis Smiley, Rosa Parks, Mayor Cory Booker, Morgan Freeman, Queen Latifah, Dr. Dorothy Height, Cathy Hughes and Tara Banks among others.



**The National Urban League's report on The State of Black America is one of America's most used and respected research publications chronicling the status and issues facing African Americans and urban communities nationwide. The report's Equality Index, a statistical measurement of disparities or equality gaps between blacks and whites, revealed that the economic status of African Americans is 56 percent that of white Americans, one percent worse than in 2005.**

# Donor Category Report

2006 Annual Report Listing (\$2,500 and Over)

## \$1,000,000 (\$1,000,000+)

AT&T  
BP Foundation, Inc.  
Citigroup  
Prudential Foundation  
Shell Oil Company  
The Taylor Family and  
Enterprise Rent-A-Car  
Wal-Mart Stores, Inc.

## \$500,000–\$999,999 (\$500,000+)

Eli Lilly and Company  
Nationwide Mutual Insurance  
Company  
PepsiCo, Inc.  
The UPS Foundation  
Wachovia Corporation

## \$250,000–\$499,999 (\$250,000+)

Altria Group, Inc.  
American Legacy Foundation  
Bank of America Corporation  
Denny's Corporation  
Fannie Mae Foundation  
The Ford Foundation  
GMAC Insurance  
MetLife Foundation  
Microsoft Corporation  
Pitney Bowes, Inc.  
Verizon Foundation

## \$100,000–\$249,999 (\$100,000+)

BP America Inc.  
Business Roundtable  
The Annie E. Casey Foundation  
The Coca-Cola Company  
Dell Computer Corporation  
Eastman Kodak Company  
Enterprise Rent-A-Car Company  
Executive Leadership Council and  
Foundation  
Ford Motor Company Fund  
General Motors Corporation  
Google Foundation  
Heineken, U.S.A.  
John D. and Catherine T.  
MacArthur Foundation  
The J. Willard and Alice S. Marriott  
Foundation  
Marriott International, Inc.  
Nissan North America, Inc.  
Office Depot, Inc.  
Pfizer, Inc.  
Residential Capital Corporation  
Sodexo, Inc.  
Sprint Nextel Corporation  
State Farm Insurance Companies  
Stonehenge Capital Company, Inc.  
Time Warner Inc.  
Toyota Motor Sales, U.S.A., Inc.

## \$50,000–\$99,999 (\$50,000)

American Express Foundation

Anheuser-Busch, Inc.  
Black Enterprise Magazine  
Chevron Corporation  
Michael J. Critelli  
DaimlerChrysler Corporation Fund  
Federated Department Stores  
GEICO Corporation  
General Mills, Inc.  
Intel Corporation  
Johnson & Johnson  
JPMorgan Chase Foundation  
Major League Baseball  
MGM Mirage  
Miller Brewing Company  
Philip Morris USA  
U.S. Department of Justice  
The Walt Disney Company  
The Xerox Foundation

## \$25,000–\$49,999 (\$25,000+)

Aetna ING  
The Alcoa Foundation  
The Allstate Foundation  
Alzheimer's Association  
American Honda Foundation  
ARAMARK Corporation  
AstraZeneca Pharmaceuticals LP  
AutoNation, Inc.  
Bloomberg L.P.  
Central Intelligence Agency  
ChoicePoint Inc.  
The Comcast Corporation  
ConAgra Foods, Inc.  
Congressional Black Caucus  
Foundation, Inc.  
Darden Restaurants Foundation  
Freddie Mac  
Goldman Sachs Group, Inc.  
Goodyear Tire & Rubber Company  
Harrah's Inc.  
HSBC—North America  
JC Penney Company, Inc.  
Theodore W. Kheel  
Lowe's Companies Inc.  
Macy's East  
McDonald's Corporation  
Merrill Lynch & Co., Inc.  
National Association for the  
Advancement of Colored People  
National Association of  
Neighborhood/American Legacy  
National Conference of Black  
Mayors, Inc.  
National Newspaper Publishers  
Association Foundation  
New York Life Insurance Company  
Unilever United States, Inc.  
Washington Mutual Financial Group

## \$10,000–\$24,999 (\$10,000+)

Adecco  
Alpha Kappa Alpha Sorority,  
Incorporated  
Alma Arrington Brown  
Bowne & Co., Inc.  
Bristol-Myers Squibb Foundation

Willard W. Brittain  
Philip J. Carroll  
Caterpillar, Inc.  
DSW, Inc.  
Epstein Becker Green Wickliff &  
Hall, P.C.  
Estate of Ruth B. Jaynes  
GE Foundation  
GlaxoSmithKline  
Harold R. Henderson  
The Home Depot, Inc.  
Hyatt Hotels Corporation  
Thomas D. Hyde  
ING Foundation  
International Business Machines  
Corporation  
The Leibowitz and Greenway Family  
Charitable Foundation  
The Limited, Inc.  
Lockheed Martin  
Marathon Oil Company  
Liam E. McGee  
Henry and Lucy Moses Fund  
National Association for Stock Car  
Auto Racing, Inc.  
Northrop Grumman Corporation  
Panasonic Corporation of North  
America (PNA)  
Paul, Hastings, Janofsky &  
Walker LLP  
William F. Pickard  
Stephen S. Rasmussen  
Retail Ventures Services, Inc.  
Sears, Roebuck and Co.  
Steptoe & Johnson  
Turner Construction Company  
United Way of America  
Walls Communications  
Weyerhaeuser Company

## \$5,000–\$9,999 (\$5,000+)

The Allwin Family Foundation  
The Annenberg Foundation  
BBDO  
BellSouth Corporation  
Bridgestone/Firestone Trust Fund  
Robert J. Brown  
CIGNA Corporation  
Citizens Bank  
Colgate-Palmolive Company  
Continental Airlines Holdings  
Deloitte & Touche LLP  
Jack C. Ebenreiter  
The Estate of Richard F. Neblett  
Executive Audio Visual Services, Inc.  
The Ferriday Fund  
Folger Levin & Kahn LLP  
Earl G. Graves  
GVC Networks  
Hallmark Cards, Inc.  
Mary W. Harriman Foundation  
H.J. Heinz Company Foundation  
John Hofmeister  
The Interpublic Group of Companies  
Gregory W. Jones  
Vernon E. Jordan, Jr.  
The Kroger Co.

MasterCard International  
The May Department Stores  
Company  
Paul McKinnon  
Mercedes-Benz USA, Inc.  
MGIC Investment Corporation  
Marc H. Morial  
James C. Morton  
National Football League  
National Urban League Council of  
Affiliate Board Chairs  
The New York Stock Exchange  
Foundation  
New York Yankees  
The Nurture Nature Foundation  
Hugh B. Price  
PricewaterhouseCoopers LLP  
Scholastic Inc.  
Sony Electronics Inc.  
Stryker Orthopaedics  
Suntrust Banks, Inc.  
The United Supreme Council,  
A.A.S.R. (P.H.A.)  
United Way of the National  
Capital Area  
The Unitrin Agency Companies  
Jim Winestock  
Andrea Zopp

## \$2,500–\$4,999 (\$2,500+)

Abbott Laboratories  
Albertson's Inc.  
American Federation of State &  
Municipal Employees, AFL-CIO  
Anonymous  
Ariel Capital Management Co., L.L.C.  
Mark A. Boles  
Citizens Charitable Foundation  
Tanya Clemons  
Robert H. Dreher  
Russell W. Hawkins  
Lauraine A. Hoensheid  
Hoffmann-La Roche Inc.  
John F. Killian  
Dale LeFebvre  
Moët Hennessy U.S.A.  
Anne Nobles  
Nordicom, Inc.  
Mr. and Mrs. Daniel Steiner  
The Procter & Gamble Company  
Loretta S. Rhyan  
David Rockefeller  
Rooms To Go  
Rodney E. Slater  
Gina Stikes  
Sumitomo Corporation of America  
Foundation  
Wyeth  
Young & Rubicam, Inc.

**Statement of Financial Position**

December 31, 2006

	<b>Unrestricted</b>	<b>Temporarily Restricted</b>	<b>Permanently Restricted</b>	<b>2006 Total</b>
<b>Assets</b>				
Cash and cash equivalents	\$ —	\$ 6,498,593	\$ 1,023,038	\$ 7,521,631
Investments	—	99,638	18,907,402	19,007,040
Interest receivable	63,650	665	—	64,315
Grants and pledges receivable, net	1,951,125	10,969,766	32,000	12,952,891
Affiliate dues receivable, net	535,344	—	—	535,344
Interfund (payable) receivable	(463,570)	463,570	—	—
Other receivables	1,922,485	—	—	1,922,485
Prepaid expenses and other assets	492,514	—	—	492,514
Property and equipment—net of accumulated depreciation/amortization	1,961,198	—	—	1,961,198
<b>Total assets</b>	<b>\$ 6,462,746</b>	<b>\$18,032,232</b>	<b>\$19,962,440</b>	<b>\$44,457,418</b>
<b>Liabilities and Net Assets</b>				
<b>Liabilities</b>				
Accounts payable and accrued expenses	\$ 2,349,375	\$ —	\$ —	\$ 2,349,375
Accrued payroll and vacation benefits	413,847	—	—	413,847
Accrued pension benefit cost	2,528,192	—	—	2,528,192
Deferred rent credit	623,734	—	—	623,734
Contract advances and other deposits	1,224,530	—	—	1,224,530
<b>Total liabilities</b>	<b>7,139,678</b>	<b>—</b>	<b>—</b>	<b>7,139,678</b>
<b>Net Assets</b>				
Unrestricted	3,041,048	—	—	3,041,048
Temporarily restricted	—	18,032,232	—	18,032,232
Permanently restricted	—	—	19,962,440	19,962,440
	3,041,048	18,032,232	19,962,440	41,035,720
Deferred pension cost in excess of unrecognized prior service cost	(3,717,980)	—	—	(3,717,980)
<b>Total net assets</b>	<b>(676,932)</b>	<b>18,032,232</b>	<b>19,962,440</b>	<b>37,317,740</b>
<b>Total liabilities and net assets</b>	<b>\$ 6,462,746</b>	<b>\$18,032,232</b>	<b>\$19,962,440</b>	<b>\$44,457,418</b>

(15)

National Urban League 2006

**Statement of Activities**

For the year ended December 31, 2006

	<b>Unrestricted</b>	<b>Temporarily Restricted</b>	<b>Permanently Restricted</b>	<b>2006 Total</b>
<b>Operating Activities</b>				
<b>Revenue, Gains and Other Support</b>				
Government grants and contracts	\$ 9,584,448	\$ —	\$ —	\$ 9,584,448
Donated materials and services	178,800	—	—	178,800
Contributions	4,213,413	17,102,173	4,000	21,319,586
Legacies and bequests	38,944	—	—	38,944
Special events, net of expenses	1,043,775	—	—	1,043,775
Federated fund-raising agencies	52,307	—	—	52,307
Program service fees	5,263,535	—	—	5,263,535
Affiliate dues	1,037,000	—	—	1,037,000
Investment return designated for current operations	1,238,944	—	—	1,238,944
Sale of publications	173,916	—	—	173,916
Other	893,451	—	—	893,451
Net assets released from restriction:				
Satisfaction of restrictions	12,505,578	(12,502,578)	(3,000)	—
<b>Total revenue, gains and other support</b>	<b>36,224,111</b>	<b>4,599,595</b>	<b>1,000</b>	<b>40,824,706</b>
<b>Expenses</b>				
<b>Program services</b>				
Economic Empowerment	16,567,506	—	—	16,567,506
Education and Youth Empowerment	3,486,627	—	—	3,486,627
Civic Engagement and Leadership Empowerment	6,474,591	—	—	6,474,591
Technical Assistance to Affiliates	1,169,477	—	—	1,169,477
Health and Quality of Life Empowerment	1,272,151	—	—	1,272,151
Civil Rights and Racial Justice Empowerment	226,540	—	—	226,540
<b>Total program services</b>	<b>29,196,892</b>	<b>—</b>	<b>—</b>	<b>29,196,892</b>
<b>Supporting services</b>				
Management and general	4,031,096	—	—	4,031,096
Fund raising	2,726,049	—	—	2,726,049
<b>Total expenses</b>	<b>35,954,037</b>	<b>—</b>	<b>—</b>	<b>35,954,037</b>
<b>Change in net assets from operations</b>	<b>270,074</b>	<b>4,599,595</b>	<b>1,000</b>	<b>4,870,669</b>
<b>Non-Operating Activities</b>				
Investment return net of amount designated for current operations	591,897	—	—	591,897
<b>Change in net assets</b>	<b>861,971</b>	<b>4,599,595</b>	<b>1,000</b>	<b>5,462,566</b>
<b>Net assets at beginning of year</b>	<b>2,179,077</b>	<b>13,432,637</b>	<b>19,961,440</b>	<b>35,573,154</b>
<b>Net assets at end of year before deferred pension cost</b>	<b>\$ 3,041,048</b>	<b>\$18,032,232</b>	<b>\$19,962,440</b>	<b>\$41,035,720</b>

# Affiliates

## **Akron, Ohio**

Bennett Williams  
President & CEO  
Akron Community Service Center  
and Urban League  
(330) 434-6995  
[www.akronnul.org](http://www.akronnul.org)

## **Alexandria, Virginia**

Lavern Chatman  
President & CEO  
Northern Virginia Urban League  
(703) 836-2858  
[www.nvul.org](http://www.nvul.org)

## **Anchorage, Alaska**

Vacant  
President & CEO  
Anchorage Urban League  
(907) 276-0390

## **Alton, Illinois**

Brenda Walker McCain  
President & CEO  
Madison County Urban League  
(618) 463-1906  
[bkwm51@aol.com](mailto:bkwm51@aol.com)

## **Anderson, Indiana**

William Raymore  
President & CEO  
Urban League of Madison County  
(765) 649-7126  
[wraymore@sbcglobal.net](mailto:wraymore@sbcglobal.net)

## **Atlanta, Georgia**

Dr. Clinton E. Dye, Jr.  
President & CEO  
Atlanta Urban League  
(404) 659-1150  
[www.atul.org](http://www.atul.org)

## **Aurora, Illinois**

Theodia Gillespie  
President & CEO  
Quad County Urban League  
(630) 851-2203  
[www.qucl.org](http://www.qucl.org)

## **Austin, Texas**

Jeffrey Richard  
President & CEO  
Austin Area Urban League  
(512) 478-7176  
[www.aaul.org](http://www.aaul.org)

## **Baltimore, Maryland**

J. Howard Henderson  
President & CEO  
Greater Baltimore Urban League  
(410) 523-8150  
[www.bul.org](http://www.bul.org)

## **Battle Creek, Michigan**

Carl Word  
Interim President & CEO  
Southwestern Michigan  
Urban League  
(269) 962-5553  
[www.ulbc.org](http://www.ulbc.org)

## **Binghamton, New York**

Jennifer Lesko  
President & CEO  
Broome County Urban League  
(607) 723-7303  
[www.bcul.org](http://www.bcul.org)

## **Birmingham, Alabama**

Elaine S. Jackson  
President & CEO  
Birmingham Urban League  
(205) 326-0162  
[www.birminghamurbanleague.net](http://www.birminghamurbanleague.net)

## **Boston, Massachusetts**

Darnell L. Williams  
President & CEO  
Urban League of Eastern  
Massachusetts  
(617) 442-4519  
[www.ulem.org](http://www.ulem.org)

## **Buffalo, New York**

Brenda McDuffie  
President & CEO  
Buffalo Urban League  
(716) 854-7625  
[www.buffalourbanleague.org](http://www.buffalourbanleague.org)

## **Canton, Ohio**

Steven Jenkins  
President & CEO  
Greater Stark County Urban  
League, Inc.  
(330) 456-3479  
[www.cantonul.org](http://www.cantonul.org)

## **Champaign, Illinois**

J. Tracy Parsons  
President & CEO  
Urban League of  
Champaign County  
(217) 363-3333  
[www.urbanleague.net](http://www.urbanleague.net)

## **Charleston, South Carolina**

Otha Meadows  
President & CEO  
Trident Urban League, Inc.  
(843) 965-4037  
[www.tuw.org](http://www.tuw.org)

## **Charlotte, North Carolina**

Eugene "Gene" Buccelli  
Interim President & CEO  
Urban League of Central  
Carolinas, Inc.  
(704) 373-2256  
[www.urbanleaguecc.org](http://www.urbanleaguecc.org)

## **Chattanooga, Tennessee**

Warren E. Logan, Jr.  
President & CEO  
Urban League Greater Chattanooga  
(423) 756-1762  
[www.ulchatt.org](http://www.ulchatt.org)

## **Chicago, Illinois**

Cheryle R. Jackson  
President & CEO  
Chicago Urban League  
(773) 285-5800  
[www.thechicagourbanleague.org](http://www.thechicagourbanleague.org)

## **Cincinnati, Ohio**

Donna Jones Baker  
President & CEO  
Urban League of Greater Cincinnati  
(513) 281-9955  
[www.gcul.org](http://www.gcul.org)

## **Cleveland, Ohio**

Myron F. Robinson  
President & CEO  
Urban League of Greater Cleveland  
(216) 622-0999  
[www.ulcleveland.org](http://www.ulcleveland.org)

## **Colorado Springs, Colorado**

Michael Walker  
President & CEO  
Urban League of Pikes  
Peak Region  
(719) 634-1525  
[www.ulcolospgs.org](http://www.ulcolospgs.org)

## **Columbia, South Carolina**

James T. McLawhorn, Jr.  
President & CEO  
Columbia Urban League  
(803) 799-8150  
[www.columbiaurbanleague.org](http://www.columbiaurbanleague.org)

## **Columbus, Georgia**

Reginald Pugh  
President & CEO  
Urban League of Greater  
Columbus, Inc.  
(706) 323-3687  
[www.columbusurbanleague.org](http://www.columbusurbanleague.org)

## **Columbus, Ohio**

William "Eddie" Harrell, Jr.  
President & CEO  
Columbus Urban League  
(614) 257-6300  
[www.cul.org](http://www.cul.org)

## **Dallas, Texas**

Beverly K. Mitchell-Brooks, Ph.D.  
President & CEO  
Urban League of Greater Dallas  
and North Central Texas  
(214) 915-4600  
[www.uldntx.org](http://www.uldntx.org)

## **Dayton, Ohio**

Willie F. Walker  
President & CEO  
Dayton Urban League  
(937) 220-6650  
[www.daytonurbanleague.org](http://www.daytonurbanleague.org)

## **Denver, Colorado**

Sharon Holt  
President & CEO  
Urban League of Metropolitan  
Denver  
(303) 388-5861  
[www.denverurbanleague.org](http://www.denverurbanleague.org)

## **Detroit, Michigan**

N. Charles Anderson  
President & CEO  
Detroit Urban League  
(313) 832-4600  
[www.deturbanleague.org](http://www.deturbanleague.org)

## **Elizabeth, New Jersey**

Ella S. Teal  
President & CEO  
Urban League of Union County  
(908) 351-7200  
[uluniocty@aol.com](mailto:uluniocty@aol.com)

## **Elyria, Ohio**

Fred Wright  
President & CEO  
Lorain County Urban League  
(440) 323-3364  
[www.lcul.org](http://www.lcul.org)

## **Englewood, New Jersey**

Vacant  
President & CEO  
Urban League for Bergen County  
(201) 568-4988  
[www.urbanleaguebc.org](http://www.urbanleaguebc.org)

## **Farrell, Pennsylvania**

Michael L. Wright  
President & CEO  
Urban League of Shenango Valley  
(724) 981-5310  
[mlwright@delphia.net](mailto:mlwright@delphia.net)

## **Flint, Michigan**

Paul Newman  
Interim President & CEO  
Urban League of Flint  
(810) 789-7611  
[www.ulflint.org](http://www.ulflint.org)

## **Fort Lauderdale, Florida**

Germaine Smith Baugh  
President & CEO  
Urban League of Broward County  
(954) 584-0777  
[www.ulbcfl.org](http://www.ulbcfl.org)

## **Fort Wayne, Indiana**

Jonathan Ray  
President & CEO  
Fort Wayne Urban League  
(260) 745-3100  
[www.ftwurbanleague.org](http://www.ftwurbanleague.org)



**Gary, Indiana**

Eloise Gentry  
President & CEO  
Urban League of Northwest  
Indiana, Inc.  
(219) 887-9621  
[www.ulnwi-careerlane.net](http://www.ulnwi-careerlane.net)

**Grand Rapids, Michigan**

Walter M. Brame, Ed.D.  
President & CEO  
Grand Rapids Urban League  
(616) 245-2207  
[wbrame@grurbanleague.org](mailto:wbrame@grurbanleague.org)

**Greenville, South Carolina**

Johnny Mickler, Sr.  
President & CEO  
The Urban League of the Upstate  
(864) 244-3862  
[www.urbanleagueoftheupstate.org](http://www.urbanleagueoftheupstate.org)

**Hartford, Connecticut**

James E. Willingham, Sr.  
President & CEO  
Urban League of Greater Hartford  
(860) 527-0147  
[www.ulgh.org](http://www.ulgh.org)

**Houston, Texas**

Sylvia K. Brooks  
President & CEO  
Houston Area Urban League  
(713) 393-8723  
[www.haul.org](http://www.haul.org)

**Indianapolis, Indiana**

Joseph Slash  
President & CEO  
Indianapolis Urban League  
(317) 693-7603  
[www.indplsul.org](http://www.indplsul.org)

**Jackson, Mississippi**

Willie Cole  
Interim President & CEO  
Urban League of Greater Jackson  
(601) 714-4600  
[www.willie.cole@gmail.com](mailto:www.willie.cole@gmail.com)

**Jacksonville, Florida**

Richard D. Danford, Jr., Ph.D.  
President & CEO  
Jacksonville Urban League  
(904) 356-8336  
[www.jaxul.org](http://www.jaxul.org)

**Jersey City, New Jersey**

Elnora Watson  
President & CEO  
Urban League of Hudson County  
(201) 451-8888  
[www.ulohc.org](http://www.ulohc.org)

**Kansas City, Missouri**

Gwen Grant  
President & CEO  
Urban League of Kansas City  
(816) 471-0550  
[www.ulkc.org](http://www.ulkc.org)

**Knoxville, Tennessee**

Phyllis Y. Nichols  
President & CEO  
Knoxville Area Urban League  
(865) 524-5511  
[www.thekaul.org](http://www.thekaul.org)

**Lancaster, Pennsylvania**

Phyllis L. Campbell  
President & CEO  
Urban League of Lancaster County  
(717) 394-1966  
[www.volunteersolutions.org/lancaster/org](http://www.volunteersolutions.org/lancaster/org)

**Las Vegas, Nevada**

Raymond Clarke  
President & CEO  
Las Vegas-Clark County  
Urban League  
(702) 636-3949  
[www.lvccul.org](http://www.lvccul.org)

**Lexington, Kentucky**

Porter G. Peebles  
President & CEO  
Urban League of  
Lexington-Fayette County  
(859) 233-1561  
[www.urbanleaguelexington.com](http://www.urbanleaguelexington.com)

**Long Island, New York**

Theresa Sanders  
President & CEO  
Urban League of Long Island  
(631) 232-2482  
[www.urbanleagueolongisland.org](http://www.urbanleagueolongisland.org)

**Los Angeles, California**

Blair Taylor  
President & CEO  
Los Angeles Urban League  
(323) 299-9660  
[www.laul.org](http://www.laul.org)

**Louisville, Kentucky**

Benjamin K. Richmond  
President & CEO  
Louisville Urban League  
(502) 585-4622  
[www.lul.org](http://www.lul.org)

**Madison, Wisconsin**

Scott Gray  
President & CEO  
Urban League of Greater Madison  
(608) 251-8550  
[www.ulgm.org](http://www.ulgm.org)

**Memphis, Tennessee**

Tomeka Hart  
President & CEO  
Memphis Urban League  
(901) 272-2491  
[www.mphsurbanleague.org](http://www.mphsurbanleague.org)

**Miami, Florida**

T. Willard Fair  
President & CEO  
Urban League of Greater Miami  
(305) 696-4450  
[www.ulmiami.org](http://www.ulmiami.org)

**Milwaukee, Wisconsin**

Ralph Hollmon  
President & CEO  
Milwaukee Urban League  
(414) 374-5850  
[www.tmul.org](http://www.tmul.org)

**Minneapolis, Minnesota**

Clarence Hightower  
President & CEO  
Minneapolis Urban League  
(612) 302-3101  
[www.mul.org](http://www.mul.org)

**Morristown, New Jersey**

William D. Primus  
President & CEO  
Morris County Urban League  
(973) 539-2121  
[www.ulmcnj.org](http://www.ulmcnj.org)

**Muskegon, Michigan**

Vacant  
President & CEO  
Urban League of Greater Muskegon  
(231) 726-6019

**Nashville, Tennessee**

Rosalyn Carpenter  
President & CEO  
Urban League of Middle Tennessee  
(615) 254-0525  
[www.urbanleagueofmidtn.org](http://www.urbanleagueofmidtn.org)

**New Orleans, Louisiana**

Nolan Rollins  
President & CEO  
Urban League of Greater  
New Orleans  
(504) 620-2332  
[www.urbanleagueeneworleans.org](http://www.urbanleagueeneworleans.org)

**New York, New York**

Darwin M. Davis  
President & CEO  
New York Urban League  
(212) 926-8000  
[www.nyul.org](http://www.nyul.org)

**Newark, New Jersey**

Vivian Cox Fraser  
President & CEO  
Urban League of Essex County  
(973) 624-9535  
[www.ulec.org](http://www.ulec.org)

**Norfolk, Virginia**

Edith G. White  
President & CEO  
Urban League of Hampton Roads  
(757) 627-0864  
[www.ulhr.org](http://www.ulhr.org)

**Oklahoma City, Oklahoma**

Valerie Thompson  
President & CEO  
Urban League of Oklahoma City  
(405) 424-5243  
[www.urbanleagueok.org](http://www.urbanleagueok.org)

**Omaha, Nebraska**

Marilyn McGary  
President & CEO  
Urban League of Nebraska  
(402) 453-9730  
[www.urbanleagueubeb.org](http://www.urbanleagueubeb.org)

**Orlando, Florida**

E. Lance McCarthy  
President & CEO  
Metropolitan Orlando Urban League  
(407) 841-7654  
[www.meteorlandoul.org](http://www.meteorlandoul.org)

**Peoria, Illinois**

Laraine E. Bryson  
President & CEO  
Tri-County Urban League  
(309) 673-7474  
[www.tcpul.com](http://www.tcpul.com)

**Philadelphia, Pennsylvania**

Patricia A. Coulter  
President & CEO  
Urban League of Philadelphia  
(215) 561-6070  
[www.urbanleaguephila.org](http://www.urbanleaguephila.org)

**Phoenix, Arizona**

George Dean  
President & CEO  
Phoenix Urban League  
(602) 254-5611  
[www.greaterphurbanleague.org](http://www.greaterphurbanleague.org)

**Pittsburgh, Pennsylvania**

Esther L. Bush  
President & CEO  
Urban League of Pittsburgh  
(412) 227-4802  
[www.ulpgh.org](http://www.ulpgh.org)

**Portland, Oregon**

Marcus Mundy  
Interim President & CEO  
Urban League of Portland  
(503) 280-2600  
[www.ulpdx.org](http://www.ulpdx.org)

**Providence, Rhode Island**

Dennis B. Langley  
President & CEO  
Urban League of Rhode Island  
(401) 351-5000  
[www.ulri.org](http://www.ulri.org)

**Racine, Wisconsin**

Yolando Santos Adams  
Interim President & CEO  
Urban League of Racine & Kenosha  
(262) 637-8532  
[yadams2006@yahoo.com](mailto:yadams2006@yahoo.com)

# Affiliates

## **Raleigh, North Carolina**

Keith Sutton  
President & CEO  
Triangle Urban League  
(919) 834-7252  
[www.triangleul.org](http://www.triangleul.org)

## **Richmond, Virginia**

Thomas A. Victory  
President & CEO  
Urban League of Greater  
Richmond, Inc.  
(804) 649-8407  
[www.urbanleaguerrichmond.org](http://www.urbanleaguerrichmond.org)

## **Rochester, New York**

William G. Clark  
President & CEO  
Urban League of Rochester  
(585) 325-6530  
[www.ulr.org](http://www.ulr.org)

## **Sacramento, California**

James C. Shelby  
President & CEO  
Sacramento Urban League  
(916) 286-8600  
[www.gsul.org](http://www.gsul.org)

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President & CEO  
Urban League Metropolitan  
St. Louis  
(314) 615-3600  
[www.urbanleague-stl.org](http://www.urbanleague-stl.org)

## **Saint Paul, Minnesota**

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President & CEO  
St. Paul Urban League  
(651) 224-5771  
[www.mul.org](http://www.mul.org)

## **Saint Petersburg, Florida**

James O. Simmons  
Interim President & CEO  
Pinellas County Urban League  
(727) 327-2081  
[www.pcul.org](http://www.pcul.org)

## **San Diego, California**

Cecil Steppe  
President & CEO  
Urban League of San Diego County  
(619) 263-3115  
[www.sdul.org](http://www.sdul.org)

## **Seattle, Washington**

James Kelly  
President & CEO  
Urban League of Metropolitan  
Seattle  
(206) 461-3799  
[www.urbanleague.org](http://www.urbanleague.org)

## **South Bend, Indiana**

Michael Patton  
COO  
Urban League of South Bend and  
St. Joseph County  
(574) 287-2800  
[sburbanleague@aol.com](mailto:sburbanleague@aol.com)

## **Springfield, Illinois**

Nina M. Harris  
President & CEO  
Springfield Urban League, Inc.  
(217) 789-0830  
[www.springfieldul.org](http://www.springfieldul.org)

## **Springfield, Massachusetts**

Henry M. Thomas III  
President & CEO  
Urban League of Springfield  
FAX# (413) 747-8668  
[ulspringfield.org](http://ulspringfield.org)

## **Stamford, Connecticut**

Valerie Shultz Wilson  
President & CEO  
Urban League of Greater Fairfield  
County Connecticut, Inc.  
(203) 327-5810  
[www.ulswc.org](http://www.ulswc.org)

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Dorothy Anderson, Ph.D  
President & CEO  
Tacoma Urban League  
(253) 383-2007  
[www.tacomaurbanleague.org](http://www.tacomaurbanleague.org)

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President & CEO  
Tallahassee Urban League  
(850) 222-6111  
[www.taulg.org](http://www.taulg.org)

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Interim President & CEO  
Greater Toledo Urban League  
(419) 243-3343  
[www.tul.org](http://www.tul.org)

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Kelly Langford  
President & CEO  
Tucson Urban League  
(520) 791-9522  
[www.tucsonurbanleague.net](http://www.tucsonurbanleague.net)

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Marla Mayberry  
Interim President & CEO  
Metropolitan Tulsa Urban League  
(918) 584-0001  
[www.mtul.org](http://www.mtul.org)

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Thomas S. Conley  
President & CEO  
Greater Warren-Youngstown  
Urban League  
(330) 394-4316  
[www.warrentrumbull@neo.rr.com](http://www.warrentrumbull@neo.rr.com)

## **Washington, D.C.**

Maudine R. Cooper  
President & CEO  
Greater Washington Urban League  
(202) 265-8200  
[www.gwul.org](http://www.gwul.org)

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Patrick J. Franklin  
President & CEO  
Urban League of Palm Beach  
County, Inc.  
(561) 833-1461  
[www.ulpbc.org](http://www.ulpbc.org)

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Ernest S. Prince  
President & CEO  
Urban League of  
Westchester County  
(914) 428-6300  
[www.ulwc.org](http://www.ulwc.org)

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Brian Black  
President & CEO  
Urban League of Kansas, Inc.  
(316) 262-2463  
[www.kansasul.org](http://www.kansasul.org)

## **Wilmington, Delaware**

Tyrone Jones  
Interim President & CEO  
Metropolitan Wilmington  
Urban League  
(302) 622-4300  
[www.muwul.org](http://www.muwul.org)

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Keith Grandberry  
President & CEO  
Winston-Salem Urban League  
(336) 725-5614  
[www.mwul.org](http://www.mwul.org)

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# National Urban League

[www.nul.org](http://www.nul.org)

- **National Urban League**

120 Wall Street

New York, New York 10005

Phone: (212) 558-5300

Fax: (212) 344-5332

[www.nul.org](http://www.nul.org)

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- **National Urban League Policy Institute (NULPI)**

1101 Connecticut Avenue, N.W., 8th Floor

Washington, D.C. 20036

Phone: (202) 898-1604

Fax: (202) 408-1965

E-mail: [sjones@nul.org](mailto:sjones@nul.org)