

DEPARTMENT OF COMMERCE

BUREAU OF FOREIGN AND DOMESTIC COMMERCE

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NEGRO CHAMBERS OF COMMERCE



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August 1936

**UNITED STATES DEPARTMENT OF COMMERCE**  
DANIEL C. ROPER, SECRETARY

**BUREAU OF FOREIGN AND DOMESTIC COMMERCE**  
ALEXANDER V. DYE, DIRECTOR

**NEGRO CHAMBERS OF COMMERCE**

A STUDY BY

JOSEPH R. HOCHINS,  
ASSISTANT BUSINESS SPECIALIST  
NEGRO AFFAIRS DIVISION

THE BUREAU OF FOREIGN AND DOMESTIC COMMERCE

In foreign countries the Bureau maintains 34 offices where information is being constantly sought relative to marketing conditions throughout the world. This information is sent back to the Washington office and there fitted into the economic picture which is continuously being constructed by the staff of business experts. To keep abreast of the swift changes taking place in our business life; to maintain intensive study of special phases of economic effort and to guarantee the closest possible contact with American business the Bureau maintains the specialized service divisions, and offices, listed below:

INDUSTRIAL DIVISIONS - WASHINGTON OFFICE

Automotive-	Minerals	Machinery
Aeronautics Trade	Iron and Steel	Forest Products
Chemicals	Textiles	Specialties-
Electrical Equipment	Tobacco	Motion Picture
Foodstuffs		Leather-Rubber-Shoe

TECHNICAL DIVISIONS - WASHINGTON OFFICE

Commercial Intelligence	Transportation	Regional Information
Foreign Trade Statistics	Negro Affairs	Commercial Laws
Economic Research	Finance	Foreign Tariffs
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DISTRICT OFFICES

ATLANTA, Ga. ....	325 New Post Office Bldg.
BIRMINGHAM, Ala. ....	242 Federal Bldg.
BOSTON, Mass. ....	1800 Customhouse.
BUFFALO, N. Y. ....	Chamber of Commerce Bldg.
CHARLESTON, S. C. ....	Chamber of Commerce Bldg.
CHICAGO, Ill. ....	Suite 1028 - 333 No. Michigan Ave.
CLEVELAND, Ohio ....	1704 Terminal Tower Bldg.
DALLAS, Texas ....	Chamber of Commerce Bldg.
DETROIT, Mich. ....	371 New Federal Bldg.
HOUSTON, Texas ....	Chamber of Commerce Bldg.
JACKSONVILLE, Fla. ....	United States Federal Bldg.
KANSAS CITY, Mo. ....	Chamber of Commerce Bldg., 1028 Balto. Ave.
LOS ANGELES, Calif. ....	206 Chamber of Commerce Bldg.
LOUISVILLE, Ky. ....	417 Federal Bldg.
MEMPHIS, Tenn. ....	229 Federal Bldg.
MINNEAPOLIS, Minn. ....	213 Federal Bldg.
NEW ORLEANS, La. ....	304 Customhouse.
NEW YORK, N. Y. ....	734 Customhouse.
NORFOLK, Va. ....	409 Federal Bldg.
PHILADELPHIA, Pa. ....	422 Commercial Trust Bldg.
PITTSBURGH, Pa. ....	1013 New Federal Bldg.
PORTLAND, Oreg. ....	215 New Post Office Bldg.
ST. LOUIS, Mo. ....	635 New Federal Bldg.
SAN FRANCISCO, Calif. ....	311 Customhouse.
SEATTLE, Wash. ....	809 Federal Office Bldg.

There are cooperative offices (usually in connection with a chamber of commerce or board of trade) in 54 other cities.

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FOREWORD

This report consists of an analysis of twenty-one questionnaires which were received from Negro chambers of commerce. Although thirty of fifty-one groups did not return our questionnaire, the chief purpose of this study -- to indicate the nature and the extent of organization existing among Negro business men in local communities -- has been realized.

It is hoped that some of the chambers will profit from the experiences of other groups and that some new chambers will be formed. Manufacturers, distributors, and other business groups should find the appended list of Negro chambers of commerce useful.

This study has been prepared in the Negro Affairs Division of this Bureau under the general supervision of Eugene Kinckle Jones, Chief, of the Division.



Alexander V. Dye, Director,  
Bureau of Foreign and Domestic Commerce.

## NEGRO CHAMBERS OF COMMERCE

### LOCATION and ESTABLISHMENT

Negro chambers of commerce are located in the states of Alabama, Arkansas, Colorado, Florida, Georgia, Indiana, Louisiana, Maryland, Michigan, Mississippi, New Jersey, New York, North Carolina, Ohio, Oklahoma, Pennsylvania, Tennessee, Texas, and the District of Columbia and in the important commercial and industrial centers of Birmingham, Atlanta, Indianapolis, Chicago, Baltimore, Detroit, Cincinnati, Cleveland, New York, Oklahoma City, Philadelphia, Pittsburgh, Memphis, Nashville, Dallas, and Houston. All of these states, excepting Colorado, and all of these cities have large Negro populations. Negro chambers of commerce which are not located in the larger and more important industrial and commercial centers are located either in or near cities which have an appreciable Negro population. These cities are: Pine Bluff, Arkansas; Tampa and Palatka, Florida; Americus, Macon, and Savannah, Georgia; Shreveport, Louisiana; Greenville, Mississippi; East Orange, New Jersey; Charlotte, North Carolina; Boley, Oklahoma; Austin, Marshall, and Texarkana, Texas.

### Period of Establishment

Data from seventeen Negro chambers of commerce indicated that they have been established for an average period of five years and four months. The oldest group was organized twenty-four years ago; the most recently established group is scarcely a year old.

### Objects

Although the majority of the replies received from eighteen organizations merely indicated that Negro chambers of commerce were interested in promoting the economic and civic welfare of the Negro and the advancement of the Negro business group, some replies indicated more definite objects:

A Texas group wished, "to assist young people to be trained in business."

An organization of Mississippians stated that their objects are, "to lend support to business men through organization, to provide recreation of the wholesome sort, and to generally raise the standards of living in this territory."

A chamber of commerce located in Michigan wanted, "to obtain greater patronage, more efficient help, and the establishment of new Negro enterprises."

"To enable its members to become acquainted with business and social problems, both national and international, and to encourage more women to enter business" was given as the objects of a group of professional and business women.

A group of Pennsylvanians stated their objects to be:

- a. the creation of a trade emblem,
- b. the establishment of a labor exchange,
- c. the publication of a monthly bulletin,
- d. encouraging members to engage in cooperative advertising,
- e. the establishment of a credit investigation service,
- f. the maintenance of a staff of legal advisers,
- g. fostering a series of educational meetings,
- h. the maintenance of a bill collection service,
- i. the maintenance of a permanent office.

A group of Georgians stated their objects to be:

- a. the improvement of business to the point that waste and inefficiency may, in so far as possible, be eliminated,
- b. the promotion of organizations among business men operating in particular fields,
- c. the stimulation of cooperation between associations of business men in various fields,
- d. the coordination of all business units in Atlanta operated by colored people with each other, and with business concerns operated by white people,
- e. the stimulation of cooperation between business men and the educational and religious institutions of the city,
- f. the conducting of researches and studies into business and market conditions in order to determine the facts concerning them, and to determine when, where, and by whom a new business venture would be profitable.

#### Administrative Officers

The administration of twenty-one reporting Negro chambers of commerce is usually left to the secretary or the secretary and president. Secretaries of three chambers of commerce are paid salaries and one has a paid assistant.

#### MEMBERSHIP

##### Qualifications

In addition to requirements of age, character, citizenship, race, residence, and the payment of dues, which are requirements made by practically all of the twenty-one reporting groups, some organizations have required their members to modernize their businesses, to employ Negro help when business permits, or to be home owners.

Types of Business Engaged in by Members

Reports from twenty-one Negro chambers of commerce indicate that the memberships of Negro business associations are composed of professional men and the operators and owners of small businesses.

Practically all of the Negro chambers reported the membership of dentists, doctors, lawyers, ministers, teachers; and the owners and operators of barber shops, beauty parlors, drug stores, laundries, printing and engraving establishments, tailoring shops, retail and wholesale merchants, and the executives of insurance companies and newspapers.

More than half of the Negro chambers of commerce reported that the owners and operators of automobile sales and repair shops, confectioneries, news stands, shoe repair shops, and taxicab and bus lines were included in their membership.

One-fourth of the Negro chambers of commerce reported the membership of owners and operators of amusement parks, bakeries, banks and bonding houses, business schools, commercial employment agencies, construction companies, and theaters.

Some Negro chambers of commerce reported that owners and operators of cemeteries, dancing schools, farms, hospitals, liquor stores, certified public accountants, nurses, and stenographers were members of their organization.

Size

There was the widest variation in the sizes of Negro chambers of commerce. Two of them had less than twenty-five members, four had less than fifty members, and three had between seventy and a hundred members. One chamber of commerce had, however, 150 members, one had 200 members, one had 238 members, one had 365 members, and one, the largest, had 550 members.

Problems of Non-membership

Although ten of the twenty-one reporting organizations stated that their membership included more than one-half of the total available membership, data indicate that the problem of non-membership is faced by the remaining organizations. One organization of twenty-six reported 300 non-members, one organization of fourteen reported "several hundreds" of non-members, one of forty-two members reported 1500 non-members, one of fifty and one of fifty-five reported that each community had 300 available members. In some cases Negro business men were members of some other local business organization. Data, however, do not indicate that competition from other organizations accounted for non-membership in Negro chambers of commerce.

The lack of interest on the part of Negro business men and the inactivity of Negro chambers of commerce are the causes given by Negro chambers of commerce for their small membership. Five chambers cited both of these causes, eight chambers cited the lack of interest, and three chambers cited the inactivity of their groups. One chamber cited, in addition to its inactivity, the desire of Negro business men to belong to a local white business organization. Four chambers made no reply.

Answers indicative of the foregoing conclusions are set forth as follows:

"Some have no confidence in the value of organization. Also, we should admit that if we had a paid staff of workers we believe that we could get every Negro business man in this community in our membership."

"Neglect solely. An aggressive plan could enroll 70 per cent of the business people in this city. A paid executive could create in a city like this a powerful service organization."

"Disinterestedness"

"Failure to fully appreciate the value of organization and its possibilities for mutual assistance."

"They (non-members) do not understand or appreciate the value of business people banding together."

"Lack of the ability of this organization to sell itself properly to our group."

"Ignorance, lack of vision, and failure of this organization to go out and convince the persons (man to man) of the need for organization are the causes of our small size."

#### SERVICES

##### Ordinary

Negro chambers of commerce have helped their members by their efforts to stimulate trade and their endeavor to improve business methods. At the same time, they have sought to benefit their communities. Business has been stimulated through the mediums of directories, public gatherings, trade week campaigns, and the dissemination of information relative to the services of the several governmental agencies. Improvement of business methods has been sought by motivating cooperative advertising campaigns, cooperative buying associations, and by imparting, either by lectures or bulletins, information relative to the proper methods of accounting, advertising, credit extension, and marketing.

##### Significant

In reply to our request to state any significant accomplishments, the following, of a commercial and industrial character were cited:

"Sent speaker to fifty churches, distributed 20,000 business builders' guides (small business directories). Members reported tremendous increases in sales and services."

"We established a cannery."

"Organized a farmers' cooperative, hucksters' association, and colored merchants' association."

"In 1927-28 we staged better business show, attracting thousands to exhibits of 200 Negro business people. Many nationally known business men on program."

"Annual trade exhibits, weekly radio programs, house-to-house boosting campaigns, and weekly business bulletins. Results: definite increase in business."

"Observed Negro business week. Sponsored cooking school at which prizes were given nightly. Climaxed the affair with a big parade."

The following of a civic nature were given:

"We have been successful in placing Negroes in positions of trust."

"We have procured a twenty bed Negro hospital and a vote on a thirty thousand dollar bond issue for Negro schools."

"We established a day nursery and park facilities."

"We have presented Negro orchestras, put Negro books by Negro authors in the libraries, and contributed to the welfare bureau."

"Obtained a more equal distribution of the relief work, improvement in the high school situation, better treatment at the hands of peace officers, and a comfort station for our group."

#### CHAMBERS OF COMMERCE AND OTHER BUSINESS ORGANIZATIONS

##### Local Bodies of Negroes

Fifteen of the twenty-one Negro chambers of commerce reported that they have cooperated with other local associations of Negro business men, and five Negro chambers of commerce reported that no other association of Negro business men existed in their communities. One chamber was not a year old. Although information relative to the nature of cooperation was not requested, one association stated that its cooperation had consisted of financial aid, and another stated that it had helped to bring lecturers to the local platform. Two associations had taken an active part in the organizing of local Negro business men along trade lines. In one case the newly organized local body is cooperating with the parent body.

National Bodies

Thirteen of the Negro chambers of commerce were not affiliated with any national association. Six of the groups, one of which was also affiliated with the United States Chamber of Commerce, were affiliated with a national organization of Negro business men, and one chamber was affiliated with a national social agency.

Four of the chambers which were affiliated with the national organization of colored men had not found the affiliation worth while; two of the chambers thought this affiliation to be of value. Both of the chambers affiliated with the national organization of whites and the chamber affiliated with the national social agency had found their association to be of value.

Relationship to White Business Men

Three Negro chambers of commerce were affiliated with local white chambers of commerce and eighteen were not so affiliated. Twelve of the eighteen had cooperated with the local white chambers of commerce either in projects which affected the general community or in projects which affected only the Negroes of the community. Some of the replies received from these Negro associations are set out below:

"Meetings are held at white chamber of commerce rooms with its secretary on matters affecting the community."

"There is a mutual exchange of information and good will. We are now cooperating on a clean-up and paint-up campaign."

"We are called upon when matters of importance are up for settlement."

"Our chamber of commerce acts as a channel of communication between the races on any project where both races are concerned."

"The white chamber of commerce sends to us representatives and our committees meet with its various branches depending upon the subject to be discussed."

"Our organization has a working agreement that all matters pertaining to Negroes are referred to Negroes and they cooperate in the solution."

"Not directly affiliated but the board of commerce cooperates in any way desired."

"We cooperate with the chamber of commerce in all matters of a general nature and which are of mutual interest."

Two of the three affiliated Negro chambers of commerce reported that the affiliation had been helpful. One of these bodies stated that the affiliation had "served to avert selfish leadership which preys upon white sympathy at the expense of Negro organizations and to lend immediate support to worth while projects."

Seven of the eight Negro chambers of commerce which were not affiliated with the white chambers of commerce but were cooperating with the white chambers reported that they had found the practice beneficial. In five of these cases the benefit had been either in the form of speakers or information. In one instance the white chamber of commerce had helped the Negro group to establish a park for the town's colored citizens.

#### NEGRO CHAMBERS OF COMMERCE AND FEDERAL AGENCIES

Only four of the twenty-one Negro chambers of commerce had made use of a District or Cooperative Office of the Bureau of Foreign and Domestic Commerce and only three had made use of the Division of Negro Affairs in the Bureau.

#### SUMMARY

The Negro chambers of commerce, located either in or near a city which possesses a large Negro population and composed of professional men and the owners and operators of small businesses, have programs which should enlist the support of their communities. In some instances however, Negro business men have failed (either because of a lack of interest or the inactivity of the chambers) to support these associations. In spite of this difficulty, however, the Negro chambers have rendered to their membership and to their communities services of value. These services may be classified as commercial, industrial, and civic. In the past Negro chambers have cooperated with neighboring groups of white and colored business men. This cooperation has not been without benefit. In some instances Negro chambers of commerce are affiliated with a national group of colored business men and in a few cases with a national association of white business men. A difference of opinion exists as to the value of these affiliations. Data indicate that Negro chambers make very little use of governmental agencies.

#### RECOMMENDATIONS AND SUGGESTIONS

##### Location and Establishment

Although Negro chambers of commerce have been established in many centers of the Negro population, it seems that these institutions ought to be set up in other centers. The Division of Negro Affairs has no information which indicates that chambers of commerce have been established in the following cities: New Orleans, St. Louis, Richmond, Louisville, Norfolk, Los Angeles, Newark, Kansas City, Mo., Chattanooga, Winston-Salem, Montgomery, Charleston, Miami, Mobile, Augusta, Fort Worth, Boston, Kansas City, Kans., Little Rock, Columbia, S. C., Portsmouth, Va., Durham, N. C., Beaumont, Tex., San Antonio, Tex., Gary, Ind., and Knoxville, Tenn. All of the foregoing cities are found among the fifty cities which have the largest Negro populations.

#### Objects

The objects of the program of a chamber of commerce ought to be short, practical, and definite.

Programs of these bodies ought to bear some relation to the resources at the disposal of the group. Unless this relationship exists, their programs are doomed to failure. The program of one of the groups studied appears to be too extended.

Many of the programs studied appear to be mere generalizations. They do not give a clear idea of what the Negro chambers are trying to do for their communities. If these groups have failed to make their programs clearer to their communities, their omission explains, in part, why the several communities have not supported Negro chambers of commerce.

Most of the programs set forth by the chambers appear to be practical, that is, they may be realized as a result of a reasonably intelligent effort.

Yet, one may question the practicality of attempting to establish a staff of legal advisers or the establishment of a bill collection service.

#### Administrative Officers

The administrative officers of Negro business associations have been, with few exceptions, unsalaried persons. It is clear that administrative officers of this type have had interests which were in most instances paramount to those connected with the association. It is equally clear that membership drives and other elements of the organization's programs must have suffered as a result of divided attention. To remedy this defect, it is suggested that chambers of commerce which are located in the larger Negro communities might employ a trained person for this office and that chambers of commerce which are located in the smaller centers might employ a clerical helper to relieve their unsalaried administrative officers of routine matters. In the first case, research necessary to the formulation of programs and the execution of formulated programs could be shifted to such trained persons, and, in the second case, the employment of a clerical helper would relieve the unsalaried administrative officers of routine matters so that they could devote more of their time to the execution of their association's programs.

#### Membership

Lack of interest on the part of Negro business men and the inactivity of Negro chambers of commerce were cited by Negro chambers of commerce as causes for their small membership. The best remedy for these difficulties appears to be the trained secretary, one capable of organizing continuous membership drives. In the cases where it would be impossible to employ such a person, the preparation of sales prospectuses and of lists of prospective members, the formulation of programs, the selection of chairmen of membership drive committees, and arranging for publicity, will have to be done by volunteers. Whether these several duties are performed by volunteers or by an employed secretary of the chamber, their performance is necessary and will bring dividends.

Negro Chambers of Commerce and Other Bodies

Data indicate that when Negro chambers of commerce have related themselves to white chambers of commerce the relationship has proved profitable.

The inactivity of the present national Negro business organization makes it almost impossible for Negro chambers of commerce to interchange ideas and practices, and to coordinate their activities.

It may be added that Negro business associations will profit from the organization of a federated body with a central office and a corps of trained office and field workers. This last element is important, for the strengthening of Negro business groups will depend not only on obtaining more and better administered chambers but also on helping the individual business man to realize greater profits and civic usefulness. It should be kept in mind that the weakness of the present national organization is not in the lack of a proper program. As early as 1919 this body endorsed a program which, among other things, provided for the collection of useful data, market research, and the establishment of sound relations with the press. Save, however, for abortive attempts, little has been done to realize these objects. Consequently the organization has become dormant.

No national organization of business men will thrive unless it can prove its worth in dollars and cents, that is, perform those services which will result in greater profits to Negro business. Few will deny that Negro business needs a federated body which will: (1) create a closer and more profitable relationship between the Negro urban merchant and the Negro farmer, (2) improve the business practices of Negro manufacturers and distributors, (3) help Negro financial institutions and insurance companies to set up and to follow sound financial policies and practices, and (4) aid Negro business men in their efforts at civic betterment. Such a movement would promote Negro business generally.

Clearly, these objects will not be realized through a lone administrative officer. A closer and more profitable relationship between Negro business men and Negro agriculturists will be realized when data are made available which will tend to raise the status of the Negro agriculturist in trade areas and when cooperative programs are established. Negro distributors and manufacturers will be benefited when more reliable statistics are made available on distribution, manufacturing, and the cost of doing business; and when Negro distributors and manufacturers have been acquainted with adequate systems of bookkeeping, better methods of advertising, and practices which produce higher rates of turn-over. Negro banks, building loan associations, and finance companies will not reach their highest efficiency and productivity until persons familiar with sound financial policies and practices have undertaken the task of relating their services to the general flow of business and popularizing their services to prospective clients. Although Negro insurance companies have made progress under their own trade association's program, greater progress will be made when a national chamber of commerce enlightens Negro business men and other members of the race as to the nature and practices of insurance institutions and marshals the whole business group behind the insurance movement. The civic usefulness of the Negro business man will increase when he has more information relative to housing, migration, public health education, and recreational facilities. Negro business has never been properly promoted,

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and it will not be until a national organization acquires a trained personnel which will organize chambers of commerce and trade associations and give advice and counsel on the administration of these business associations. In addition to these services, this proposed body should serve as a liaison between the Negro business groups and the press, make available (either through a monthly journal or through special publications) to interested persons and groups the results of the federated body's researches, and keep its membership posted on pertinent legislation.

The acquisition of personnel (economist, business specialist, journalist, and research workers) to perform all of these services will necessitate a larger fund than has been at the disposal of the existing body in recent times. Nevertheless, the raising of this fund should not be an insurmountable difficulty. There were in 1930, 139,114 Negro farm owners and operators, 135,925 Negro professional men and women, 25,701 Negro retailers, and 1,046 Negro manufacturers. With the fifty-one existing Negro chambers of commerce as a nucleus, an appreciable number of manufacturers, professional men and women, and other business persons could be persuaded to organize and lend their support to a useful organization. Membership fees need not be exorbitant. To be adequate, however, a charge greater than that which is made by the existing national body will be necessary. One well organized and administered local chamber finds it possible to levy annual fees of ten, six, and three dollars on corporations, businesses, and individuals, respectively. These sums may indicate a possible range. In view of the present more favorable economic conditions, with proper leadership, adequate financial support should be obtainable.

#### Negro Chambers of Commerce and Federal Agencies

A study of the activities of Negro chambers of commerce and the enterprises conducted by their members indicates that there are many services performed by the Bureau of Foreign and Domestic Commerce which could be employed by Negro business men to an advantage. If Negro business men would make use of them, the Divisions - Automotive-Aeronautics, Chemical, Economic Research, Foodstuffs, Forest Products, Marketing Research, Metals and Minerals, Negro Affairs, and Specialties--Motion Picture, and the twenty-five District Offices of the Bureau, would be found helpful. All of these Divisions have made studies and are making studies which will aid the small business man in his effort at profit getting. Further, the aforementioned Divisions and others stand ready to give counsel and advice to all inquiring citizens.

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Appendix

DEPARTMENT OF COMMERCE  
Bureau of Foreign and Domestic Commerce  
Washington

IN REPLY REFER TO 26

As a step toward bringing local organizations of Negro business men into closer contact with each other and as a step toward placing the Division of Negro Affairs in a position to be of more benefit to these groups, the Division proposes to bring its file on Negro Chambers of Commerce and Boards of Trade down to date.

Since you probably know of the organizations of Negro business men in your vicinity, we are asking you to favor our office with: (a) the official names of all organizations of Negro business men found in your locality and, if possible, (b) the name and address of the secretary of each group. Your cooperation in our endeavor will be greatly appreciated.

Respectfully yours,

Joseph R. Houchins  
Assistant Business Specialist  
Negro Affairs Division

jrh;p  
Enc.

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BUSINESS ORGANIZATIONS

Please use this blank in replying to the request contained in the accompanying letter. A self-addressed envelope which requires no postage, is enclosed for use in forwarding your reply to this Division.

-----

NAME OF ORGANIZATION.....

NAME OF SECRETARY.....

ADDRESS OF SECRETARY.....

Street and Number                      City                      State

NAME OF ORGANIZATION.....

NAME OF SECRETARY.....

ADDRESS OF SECRETARY.....

Street and Number                      City                      State

NAME OF ORGANIZATION.....

NAME OF SECRETARY.....

ADDRESS OF SECRETARY.....

Street and Number                      City                      State

NAME OF ORGANIZATION.....

NAME OF SECRETARY.....

ADDRESS OF SECRETARY.....

Street and Number                      City                      State

NAME OF ORGANIZATION.....

NAME OF SECRETARY.....

ADDRESS OF SECRETARY.....

Street and Number                      City                      State

Submitted by.....

13333 .....

NEGRO CHAMBERS OF COMMERCE AND BOARDS OF TRADE

<u>NAME OF ORGANIZATION</u>	<u>LOCATION</u>	<u>CONTACT</u>
Birmingham Better Business Builders	Birmingham, Ala.	Robert Durr, Secretary, 611 - 16th Street, North, Birmingham, Ala.
Progressive Grocers Ass'n.	Birmingham, Ala.	Wilson Gray, Secretary, Room 404, 1630-4th Ave., North, Birmingham, Ala.
Arkansas Negro Business League	Pine Bluff, Ark.	Dr. J. W. Parker, V. P., Pine Bluff, Ark.
Pine Bluff Branch of Negro Business Men's League	Pine Bluff, Ark.	E. E. Bright, Secretary, United Links Hospital, Pine Bluff, Ark.
Business and Professional League	Denver, Colo.	Mrs. Willow N. Page, Sec'y., 2256 Marion Street, Denver, Colo.
Business and Professional Women's League	Washington, D. C.	Mrs. Cynthia Belle Mitchell, Sec'y., 229 Florida Ave., N. W., Washington, D. C.
Palatka Negro Business League	Palatka, Fla.	B. W. Bonner, President, 626 Reid Street, Palatka, Fla.
Tampa Negro Chamber of Commerce	Tampa, Fla.	G. R. Williams, Secretary, 1514 Jefferson Street, Tampa, Fla.
The American Negro Business League	Americus, Ga.	S. M. Western, Secretary, Cotton Avenue, Americus, Ga.
Association of Hucksters and Produce Peddlers	Atlanta, Ga.	John Hope, Jr., President, Atlanta University, Atlanta, Ga.
Atlanta Colored Merchants Association	Atlanta, Ga.	J. T. Carlton, President, Commolene Building, Hunter St., Atlanta, Ga.

<u>NAME OF ORGANIZATION</u>	<u>LOCATION</u>	<u>CONTACT</u>
Atlanta Negro Chamber of Commerce	Atlanta, Ga.	T. M. Alexander, Secretary, 212 Auburn Avenue, N. E., Atlanta, Ga.
Homosophian Club	Macon, Ga.	Frank Hutchinson, Secretary, 518 New Street, Macon, Ga.
Negro Business League	Savannah, Ga.	W. W. Hill, Secretary, #1 Lathrop Avenue, Savannah, Ga.
Indianapolis Negro Business League	Indianapolis, Ind.	Martin Morgan, Secretary, 1359 Senate Street, Indianapolis, Ind.
National Negro Chamber of Commerce	Chicago, Ill.	Arthur Turner, President, 3668 Michigan Avenue, Chicago, Ill.
Negro Business League	Shreveport, La.	T. C. Wells, Secretary, 1854 Milam Street, Shreveport, La.
Association for Promotion of Negro Business	Baltimore, Md.	C. Henry Jenkins, Secretary, 1816 Madison Avenue, Baltimore, Md.
Booker T. Washington Trade Association	Detroit, Mich.	Carlton W. Gaines, Secretary, 457 East Warren Avenue, Detroit, Mich.
Co-operative Economic League	Greenville, Miss.	J. B. Anderson, Secretary, 1600 Ohea Street, Greenville, Miss.
Young Business and Professional Men's Clubs	Greenville, Miss.	C. L. Chambers, Secretary, c/o Universal Life Ins. Co., Greenville, Miss.
Jackson Negro Chamber of Commerce	Jackson, Miss.	Prof. O. B. Cobbins, Sec'y., 216 Fairbanks Street, Jackson, Miss.

<u>NAME OF ORGANIZATION</u>	<u>LOCATION</u>	<u>CONTACT</u>
Atlantic City Board of Trade	Atlantic City, N. J.	L. D. Wright, Secretary, 111 N. Indiana Avenue, Atlantic City, N. J.
Northside Business and Professional Women's Club	Atlantic City, N. J.	Secretary, Lexington Avenue, Atlantic City, N. J.
Essex County Negro Business League	East Orange, N. J.	Mrs. Helen Polk, Secretary, #2 Irving Street, East Orange, N. J.
Association of Trade and Commerce	New York, N. Y.	George Harris, President, 2370 Seventh Avenue, New York, N. Y.
Business Men's and Consumers' Co-operative Association	New York, N. Y.	J. J. Allen, President, 2370 Seventh Avenue, New York, N. Y.
National Business and Professional Women's Club, Inc.	New York, N. Y.	Mrs. Dorothy S. Pruitt, Sec'y., 210 W. 135th Street, c/o Western Union Tel. Co., New York, N. Y.
The Negro Pioneer Association	Charlotte, N. C.	Edward Brown, Secretary, 323 South Brevard Street, Charlotte, N. C.
Wilmington Colored Chamber of Commerce	Wilmington, N. C.	F. J. Rogers, Secretary, 710 Redcross Street, Wilmington, N. C.
Northside Business Men's Club	Cincinnati, Ohio	Eugene Young, Secretary, c/o Bert Crook, 4451 Ammon Avenue, N. S., Cincinnati, Ohio.
Cleveland Board of Trade	Cleveland, Ohio	Mrs. Naomi Morgan, Sec'y., 2319 East 55th Street, Cleveland, Ohio.
Negro Chamber of Commerce	Cleveland, Ohio	Dr. V. O. Beck, Secretary, 2304 East 55th Street, Cleveland, Ohio.

<u>NAME OF ORGANIZATION</u>	<u>LOCATION</u>	<u>CONTACT</u>
Business and Trades Ass'n.	Columbus, Ohio	Mrs. Brice, Secretary, 780 Grove Street, Columbus, Ohio.
Housewives League	Columbus, Ohio	Mrs. Bruce Johnson, Sec'y., 167 North 22nd Street, Columbus, Ohio.
Boley Chamber of Commerce	Boley, Okla.	Henry O. Mariott, Sec'y., Box 441, Boley, Okla.
The Oklahoma Council of Business Administration	Haskell, Okla.	N. J. Tucker, Secretary, Haskell, Okla.
The Commercial Club	Muskogee, Okla.	J. Bernard Smith, Secretary, Scofield Building, Muskogee, Okla.
Metropolitan Club	Muskogee, Okla.	J. Thomas Humphrey, Sec'y., 9th and Tamorua Street, Muskogee, Okla.
Oklahoma City Negro Business League	Oklahoma City, Okla.	H. McRowan, Secretary, 331½ East Second Street, Oklahoma City, Okla.
Business Building Ass'n.	Philadelphia, Pa.	W. A. Tooks, President, 716 South 19th Street, Philadelphia, Pa.
Philadelphia Association of Business and Professional Women	Philadelphia, Pa.	Miss Sara Monk, Secretary, 1638 Lombard Street, Philadelphia, Pa.
Progressive Business Ass'n.	Philadelphia, Pa.	Samuel H. Reading, Secretary, 24 North 59th Street, Philadelphia, Pa.
Business and Professional Association	Pittsburgh, Pa.	Mrs. Francis A. Scott, Sec'y., 6477 Frankstown Avenue, Pittsburgh, Pa.

Independent Business and Civic Association	Memphis, Tenn.	L. O. Swingler, Secretary, 234 Hernando Street, Memphis, Tenn.
Nashville Negro Board of Trade	Nashville, Tenn.	F. J. Myles, Secretary, 415½ Fourth Avenue, North, Nashville, Tenn.
Austin Colored Business League	Austin, Tex.	Lewis Lyons, Secretary, East 6th Street, Austin, Tex.
Dallas Negro Chamber of Commerce	Dallas, Tex.	A. Macoo Smith, Secretary, 3205½ Thomas Avenue, Dallas, Tex.
Houston Negro Chamber of Commerce	Houston, Tex.	Charles A. Shaw, Secretary, 222 West Dallas Avenue, Houston, Tex.
Marshall Negro Chamber of Commerce	Marshall, Tex.	Dr. G. T. Coleman, Secretary, Marshall, Tex.
Texarkana Negro Business League	Texarkana, Tex.	John J. Jones, Secretary, 328 Laurel Street, Texarkana, Tex.

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DEPARTMENT OF COMMERCE  
Bureau of Foreign and Domestic Commerce  
Washington

IN REPLY REFER TO 26

The Negro Affairs Division of the Bureau of Foreign and Domestic Commerce is deeply interested in the Negro business man. Its object is to be of service to this group. The enclosed questionnaire has been formulated from this point of view. By this means we seek to locate organizations of Negro business men and to note their practices in several definite situations.

It is hoped that from the assembled data some idea will be gained as to: (1) the nature and extent of organization existing among Negro business men, (2) the relationship which organizations of Negro business men have with organizations of white business men, (3) the services rendered to their membership, and (4) the extent to which Negro business men make use of Federal offices.

By filling out the enclosed questionnaire you will aid us in our efforts.

Sincerely yours,

EUGENE KINCKLE JONES  
Adviser on Negro Affairs

jrh:p  
Enclosure

13333

CHAMBER OF COMMERCE OR BOARD OF TRADE QUESTIONNAIRE

THE ORGANIZATION: ESTABLISHMENT, LOCATION, OBJECTS, ETC.

1. Name of Chamber of Commerce or Board of Trade \_\_\_\_\_
2. Year established \_\_\_\_\_
3. Address of your Chamber of Commerce or Board of Trade \_\_\_\_\_  
(street & number)  
\_\_\_\_\_ (county) \_\_\_\_\_ (state)
4. State the objects of your organization (If convenient, enclose a copy of your constitution) \_\_\_\_\_

5. What services are rendered by your organization to its membership? \_\_\_\_\_

6. State any significant past accomplishments of your organization \_\_\_\_\_

7. Give the present membership of your organization \_\_\_\_\_ 8. Check (X) below the several types of businesses represented in your organization:

- |                                     |  |
|-------------------------------------|--|
| Hotels and Restaurants.....( )      | Retail and Wholesale merchants.....( )     |
| Tailoring shops.....( )             | Shoe repairing shops.....( )               |
| Undertaking establishments.....( )  | Bakeries.....( )                           |
| Barber shops.....( )                | Commercial employment agencies.....( )     |
| Banks and Bonding companies.....( ) | Construction companies.....( )             |
| Photographers' studios.....( )      | Real Estate agencies.....( )               |
| Insurance Companies.....( )         | Amusement parks.....( )                    |
| Service stations.....( )            | Printing & Engraving companies.....( )     |
| Beauty shops.....( )                | Automobile sales & repair shops.....( )    |
| Laundries.....( )                   | Confectioneries.....( )                    |
| Drug stores.....( )                 | News stands.....( )                        |
| Newspapers.....( )                  | Cleaning and dyeing establishments.....( ) |
| Taxicab and Bus companies.....( )   | Business schools.....( )                   |
| Theaters.....( )                    | Dancing schools.....( )                    |
| _____ ( )                           | _____ ( )                                  |
| _____ ( )                           | _____ ( )                                  |
| _____ ( )                           | _____ ( )                                  |

9. Does your organization employ a salaried secretary or other salaried individual?\_\_\_\_\_

10. If so, what are his duties?\_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

RELATIONSHIP TO NON-MEMBERS, NATIONAL BODIES, BUSINESS ORGANIZATIONS OF WHITES, ETC.

11. What are the qualifications for membership in your organization?\_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

12. Approximately how many Negro business men in your community are not members of your organization?\_\_\_\_\_

13. Are they members of some other business group?\_\_\_\_\_

14. Give the names and addresses of any other organizations of Negro business men located in your city:

Name and Address	City	State
Name and Address	City	State
Name and Address	City	State

15. To what extent, if any, does your organization cooperate with other groups of Negro business men?\_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

16. To what do you attribute the non-membership of certain Negro business men in your organization?\_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

17. Is the colored chamber of commerce or board of trade affiliated with the white chamber of commerce? \_\_\_\_\_ 18. If the colored chamber of commerce is not affiliated with the white chamber of commerce, state the nature and extent of cooperation, if any, existing between the two bodies \_\_\_\_\_

19. If cooperating or affiliated, in what respects has this cooperation or affiliation proved beneficial? \_\_\_\_\_

20. With what national body, if any, is your chamber of commerce or board of trade affiliated? \_\_\_\_\_

21. In what respects has this membership proved beneficial? \_\_\_\_\_

22. Has your organization or its members made use of the nearest district or cooperative office of the Bureau of Foreign and Domestic Commerce? \_\_\_\_\_

23. Has your organization or its members requested the services of the Division of Negro Affairs of the Bureau of Foreign and Domestic Commerce? \_\_\_\_\_

24. In your judgment, what services can the Division of Negro Affairs in the Bureau of Foreign and Domestic Commerce render the Negro business man? (specify) \_\_\_\_\_

25. If convenient, give the names and addresses of any other chambers of commerce or boards of trade known to you:

Name and Address	City	State
_____	_____	_____
_____	_____	_____
_____	_____	_____

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