

# DETROIT

NOV/DEC 2019

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**B U S I N E S S - P O L I T I C S - C O M M U N I T Y**

**“Building Business to Business and Business to Community Relationships”**

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“Detroit’s small businesses provide jobs, stabilize communities and energize neighborhoods. They also offer the most unique products and services in the region. It’s where I’ll do my Christmas shopping.” pg. 3 Kevin Johnson, President and CEO, DEGC

## Shop Detroit on Small Business Saturday

Visit our online guide for great deals and local activities.

November 30th, 2019

[degc.org/small-business-saturday-detroit](http://degc.org/small-business-saturday-detroit)



[www.detroitmartpages.com](http://www.detroitmartpages.com)



# Brush Street Stadium Deli- A Taste of “Nawlins”

By Beverly Smith

**M**ona Ross Gardner wears many hats including business owner, developer, carpenter, chair, cook, caterer and now Executive Chef. As owner of 234 Winder St. Inn, a Bed and Breakfast located in the heart of Brush Park and Chair of the Brush Park Development

**Mona invites all of you to visit the Deli. You know how we do it in Louisiana which is my home as well; you can't visit without eating. There is always something cooking in the kitchen.**

Corporation, Mona is now owner and Executive Chef of her latest business venture, Brush Street Stadium Deli.

Mona and her supportive family opened Brush Street Stadium Deli in September of this year. Mona is no stranger to superb hospitality, good food and a warm and friendly atmosphere.



Don't let the name fool you, Brush Street Stadium Deli is more than a sandwich shop. It is a sophisticated upscale restaurant and sports bar serving up creative cocktails and Cajun food offerings with a New Orleans (Nawlins) flair.

Mona hails from New Orleans and she is personally preparing those family recipes as Executive Chef. Mona invites all of you to visit the Deli. You know how we do it in Louisiana which is my home as well; you can't visit without eating. There is always something cooking in the kitchen.



You must try the Gumbo, Shrimp and Catfish Po Boys, Gator Bites, Red Beans and Rice and the mouthwatering Bread Pudding. Brush Street Stadium Deli is located at 2458 Brush Street, Detroit, MI. 48201. Happy Hour Specials from 4:00 p.m. - 6:00 p.m. Hours are Tuesday-Saturday 4:00 pm- 10 pm. Dining and lounge Sunday 12 noon -7:00 pm. Carryout and Grub-Hub delivery service only. Tuesday-Saturday before 4 pm. Corporate lunches by reservation, 6 or more. Visit the website at [www.brushstreetstadiumdeli.com](http://www.brushstreetstadiumdeli.com). Call 313-656-4640.



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# Support Detroit's shops and restaurants on Small Business Saturday #shopsmallDetroit on November 30

## Shop Detroit on Small Business Saturday

Visit our online guide for great deals and local activities.

[degc.org/small-business-saturday-detroit](http://degc.org/small-business-saturday-detroit)  
November 30th, 2019



The DEGC is working with business owners, neighborhood business associations and citywide partners to help make Detroit's Small Business Saturday even bigger and better. Commercial corridors throughout the City will be hosting family-friendly events encouraging shoppers to start their holiday buying with Detroit's small businesses and restaurants.

Small Business Saturday began nationally in 2010 to encourage customers to shop locally rather than at malls and big-box stores. Since then, Small Business Saturday has taken its place between Black Friday and Cyber Monday as one of the holidays' most important shopping days. The Shop Small movement has gained momentum in Detroit year-round.

"Those of us who live, work and play in the City also need to buy in the City," said Kevin Johnson, president and CEO, DEGC. "Detroit's small businesses provide jobs, stabilize communities and energize neighborhoods. They also offer the most unique products and services in the region. It's where I'll do my Christmas shopping."

DEGC's entire Small Business Team is working with retailers and restaurants throughout the city to ensure every com-

mercial corridor is brimming with shopping opportunities and family-oriented festivities throughout the holiday season – not just on Nov. 30. DEGC's District Business Liaisons are partnering with small business service organizations like Tech Town, Grand Innovation, Build Institute, the Detroit Experience Factory, and ProsperUs to raise awareness of Small Business Saturday, and help business owners maximize the opportunity.

The Grandmont-Rosedale neighborhood is holding its fifth "Shop Small in GRANDmont-Rosedale" event, which features food trucks, vendors and unique products – many of which are locally made and sourced, including festive food items. Similar activities are happening in every district, including Southwest, where District 6 businesses are hosting a holiday shopping raffle.

DEGC has added a link on its website to post all of the Small Business Saturday-related information. Visit <http://www.degc.org/small-business-saturday-detroit/> for information on all activities and events, a complete list of participating businesses and specific retailer offerings.

**For more information on the DEGC, visit [www.degc.org](http://www.degc.org).**



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# Small Business is our Bread and Butter- Literally!

What would we do without them? They provide us with all we need to survive and live comfortably from day to day. We depend on every service and product small businesses offer from the clothes we wear, the food on our tables, the cars we drive, the water we drink, the toys for our children, the medicine for our illnesses and I can go on and on. I realize we can't help but support them every day, but sometimes our neighborhood small businesses need an extra boost to stay in business so we could have the necessities for a good quality of life.



BEVERLY SMITH

Many times the small businesses close to us in our communities are overlooked when we shop at the big box stores, internet shopping, TV shopping and catalog shopping. Small Business Saturday is a day set aside each year to pay extra attention to the small businesses in our communities.

American Express, a U.S. corporation with \$37 billion in revenue last year, started Small Business Saturday (SBS) in 2010. The U.S. Small Business Administration (SBA) joined as a cosponsor five years later. SBS has become an important part of how many small businesses launch their busiest shopping season on Small Business Saturday.

This year, Small Business Saturday falls on the Saturday after Thanksgiving, November 30th. In the age of Black Friday and Cyber Monday, it's easy to skip over the mom-and-pop shops in our neighborhoods. So, please shop at your neighborhood small businesses on November 30th.

According to the 2018 SBS Consumer Insights Survey, total reported spending among U.S. consumers who said they shopped at independent retailers and restaurants on that day, reached a record high of approximately \$17.8 billion. The same survey reported that more than 70% of consumers are now aware of the Small Business Saturday initiative. Based on an annual survey over the years, SBS spending has now reached a reported estimate of \$103 billion since the day began.

SBA, Women Impacting Public Policy (WIPPP), and American Express hope to drive traffic and revenue to America's 30 million independent businesses through Small Business Saturday events.

The U.S. Small Business Administration, created in 1953, helps Americans

start, build, and grow businesses. It's an independent agency of the federal government built to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation.

**This year, Small Business Saturday falls on the Saturday after Thanksgiving, November 30th. In the age of Black Friday and Cyber Monday, it's easy to skip over the mom-and-pop shops in our neighborhoods. So, please shop at your neighborhood small businesses on November 30th.**

Among other things, the SBA provides small businesses with access to capital, entrepreneurial development, government contracting, and advocacy. Perhaps most importantly, the SBA offers free counseling and low-cost training to new entrepreneurs and established small businesses in over 1,800 locations.

## How to Prepare your Business for Small Business Saturday

- Enhance a blog about your business or the benefits of shopping locally
- Create captivating online shopping and gift guides
- Design an eye-catching banner that

reminds people to shop small

- Use customers' interest in Small Business Saturday as an invitation for them to share their contact info with you

## Elevate mailing campaigns

- Create a professional-looking invitation for your Small Business Saturday sale or event
- Promote #SmallBizSat deals with visual appeal
- Send a memorable thank-you to customers who supported you last year on Small Business Saturday

## Spruce up Social Media

- Create a special cover photo for your Facebook page to increase awareness for

## Small Business Saturday

- Add pizzazz to a post about a #ShopSmall or #DineSmall giveaway or contest
- Run an attention-getting promotional ad with the Small Business Saturday hashtag.

Go to: <https://www.deluxe.com/sbrc/email-marketing/stand-out-on-small-business-saturday-with-free-downloadable-graphics>.

## Contact information:

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## INSPIRATIONAL CORNER

# Forgiveness

It's not easy to rid your heart of pain and bitterness. Sometimes it takes years to overcome the trials of the distress you have experienced. Scars cannot be washed away; they must be healed from within. Deciding to forgive is the first step towards healing. The operation of healing is invisible. It takes place on the



BARBARA BRAZILE

inside of us before it becomes apparent to yourself and others. The state and conditions of our hearts and minds cannot be healed by man's dreams, potions, or spells of magic. We cannot be healed from such methods as, astrology, theories, cosmic karma, or by the laying on physical hands, as some may think. To eradicate any kind of mental or physical pain from our hearts, we need Divine intervention. It is a spiritual process. It can only be performed and accomplished by the one who created all things.

An unforgiving heart breeds contention and strife. They are like bad seeds taking root within us, growing like weeds and consuming our hearts with bitterness, and the desire to make that person or persons pay for how they made us feel. However, keep in mind, that with this attitude you

**Forgiveness is like a soothing balm, designed to heal our pain, liberating our hearts and minds from emotional stress and torment, allowing us to breathe, and be free.**

are paying as well. You are the one who is carrying the burden of this bitterness. You are the one losing sleep at night, taking tranquilizers, drinking, and being stressed out over something that happened in the past. The past is anything that has already happened; whether it be a minute ago or 20 years ago. The pages turn every day, and new chapters begin. You are unconsciously restricting yourself from enjoying your own life, smelling the roses, and having peace of mind, all because

you just cannot let go... and forgive.

The trials of life will give us perspectives. Instead of you trying to get justice or revenge because a life situation did not turn out as you expected, you need to just "Forgive". Forgiving means to pardon that person; and to cease

feeling resentment against someone. It is an act of humility that you cannot accomplish alone. You must be sincere and honest with yourself, and ask our Heavenly Father to remove the feelings of resentment and blame in your heart against this person(s). You must surrender, and be patient. Yield to the only power there is, which is our Heavenly Father. In Him, is the only Divine intervention we will ever receive. To live is to sacrifice. This is what life is all about.

Let's look at the big picture. Our Heavenly Father was crucified for being a good man, and for telling the truth, yet, they still crucified him. He forgave the entire world because He is Forgiveness. His pain and suffering superseded anything we can ever imagine. If He is Forgiveness, then it is Him in US that will extend the grace of forgiveness in our hearts towards someone who has wronged us, rather than hardening our hearts with the intent of Revenge. Revenge is not ours.

Forgiveness is like a soothing balm, designed to heal our pain, liberating our hearts and minds from emotional stress and torment, allowing us to breathe, and be free. You must be willing to forgive someone, even yourself. Only then, can we look the person in the eyes and say, "I Forgive You", and mean it. We should pray to have a forgiving heart as our Heavenly Father. It's a wonderful, liberating feeling!

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# When and How to Use a Pop-Up

To a Retail Start-Up, a Pop-Up is a tremendous opportunity to connect with your potential market, but you



LAURA SIGMON

must be strategic about your location, product display, pricing, frequency and most important; your customer follow-up. The Pop-up I'm referring

to here is not a short-term lease at a physical location, but more like a single day, or weekend showplace.

## What are the benefits to doing a pop-up?

Well the first thing you hope to determine is market relevance or need. The Pop-Up should allow you to learn how the market responds to your product. This is invaluable information that can and will help you to determine next steps. The following can be measured as a result of the Pop-Up participation.

### 1. Test a New Revenue Stream

If you can captivate an audience and develop a brand that resonates throughout the community, then we have proof of concept and an ideal understanding of the potential revenue stream. Selling out or securing back orders of your product is truly the goal. If you participate in a Pop-Up and it does not yield significant sales, you must determine what was the disconnect. Was it due to the location? Did the customers question the price, quality, or simply not express interest in your product? Once you have answers to these questions, you can move on to the next step.

### 2. Identify Capacity Related Issues

Selling out is truly a good thing, but capacity to participate is a righteous goal to measure. There's nothing like not having enough inventory. This can cause your patrons to question management and management's ability to plan. Do your best

to question the hosting facility about the anticipated foot traffic, plan to meet demand. Consider selling limited quantities when your goal is to reach many potential patrons.

### 3. Use Social Media to Drive the Online Presence

If you want to stay connected to the market before, during and after, consider your e-commerce strategy. Using the Pop-up to remind your patrons to follow you on various social media platforms will allow you to create multiple touch points. This is a great first step to creating a Customer Relationship Management tool.

### 4. Educate New Customers

A Pop-up allows you, the entrepreneur to explain your mission, to engage your customers and to learn whether the product serves the population as intended. Customers can see live demos of your products and you can conduct real-time surveillance to gauge tolerance and market demand.

When you have a complicated or unfamiliar product to bring to market, Pop-Ups are a great method to walk perspective customers through how your product works.

Remember the location of the Pop-Up has a lot to do with your success. Is the location you are considering well known as a quality venue for superior products? Is the location known as a "Vendor Swap," meaning there is likely to be more vendors than customers? Make sure you have the answers to these questions and from here you'll know what to do next!

As always, should you have questions about making a selection or how to participate, don't hesitate to reach out to me at 313-265-3062.

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## COLE'S CORNER

# We Can and Do Work Together

The story has always been told that the Black community can't work together. The "Crabs in a Barrel" analogy is now being turned on its head. I know it not to be true as I'm part of several groups that are doing just that; Working Together!!!

## Detroit Black Association Affinity Group (DBAAG)

December 5th 6:30 p.m. - 9:30 p.m. will be the 9th Annual Black Holiday Party at the Whittier, 425 Burns Drive, Detroit Michigan 48214 www.detroitholiday-mixer.com



JASON COLE

Groups included are; Black Young Professionals, Association of Black Psychologists, Michigan Minority Contractor

Association, the National Association of Black Accountants, National Association of Black Women in Construction, the National Association of Minority Consulting

Engineers, the National Black Data Processing Association, the National African American insurance Association, the National Black MBA Association, the National Organization of Minority Architects, the National Society of Black Engineers and the National Sales Network

## Detroit Coalition for Economic Inclusion (DCEI)

The Detroit Coalition is working to fix two distinct problems:

### 1. The strike down of the Sheltered Market Program Ordinance 559-h in 1993

### 2. The Civil Rights ballot initiative (proposal 2) of 2006.

The work could not have been done without the collective participation of the National Business League, National Organization of Minority Architects, the national Association of Minority Consulting Engineers, the National Association of Black Women in Construction, the National Association Real Estate Brokers, Real Estate Association of Developers and National Minority Contractors Association.

Future goals are to add additional groups like: Black Accountants, Black Lawyers, Black Bankers, Black Security Professionals and Black Public Relations.

## Day of Development

The goal of Day of Development meetings was to build a community of groups that would rebuild the neighborhoods. Since the riots of 1967 it took nearly 50 years for large scale community development. Michigan Minority Contractors Association (MMCA) led the way with hosting the first meeting in 2010 inviting; Real Estate Investor Association (REIA) and the National Organization Minority Architects (NOMA). Through the years, new associations have been launched and brought into the conversation.

Invited Associations include: The National Organization Minority Architects (NOMA), The National Association Minority Consulting Engineers (NAMCE), The National Association Real Estate Brokers (NAREB), the Real Estate Investors Association (REIA), Real Estate Association Developers (READ), The National Mi-

nority Contractors Association (NMCA), Detroit Association of Realtors (DAR), the Detroit Association of Planners (DAP), National Association Black Women in Construction (NABWIC), and the National Association Black Hotel Owners Operators Developers (NABHOOD).

The Day of Development talks started in 2010, the talking led to a Developers' Toolkit in 2014. The Toolkit has led to actual deals that included participants in the meetings. All of the deals that are happening at the neighborhood level are supported by one of the following funding programs; Detroit Home Mortgage Fund, Detroit Strategic Neighborhood Fund, Detroit Affordable Leverage Fund and the Motor City Match Fund.

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# 2020 Healthcare Services... A Great Area to Invest In

**W**hen investing in real estate particularly commercial real estate in order to be successful, it is better to have a niche; an area where you're either the expert, or surrounded by experts in a specialized sector such as Multi-Family housing, Office, Industrial, Retail, Self-Storage, or Shopping Centers.



GARY L. SMITH

The latter position is best, because you can't possibly be smarter than everyone else around you. If you're the smartest person in your group, then you're in the wrong group.

In commercial real estate, you have to look further than the property itself, you must take under serious consideration, the industry your tenant is in. After all, if they are going to fulfil their commitments in the lease you want to sleep well at night knowing your tenant is either

well by referring patients to follow-up appointments or ERs. Though they should not be used for life-threatening emergencies, urgent care clinics provide easy access to quality healthcare for times when your primary care doctor is unavailable. OK, I like this thing so far, because none of the services mentioned can be obtained online. However, what is the market for these services? What is the business model and more important to me as an investor... is it profitable?

According to Consumer Reports, the number of urgent care facilities increased from 6,400 in 2014 to 8,100 in 2018, with another 500 to 600 expected to open. Some 24/7 urgent care centers function like satellite emergency rooms, and incur similar costs, while other centers simply charge copays.

Generally speaking, an urgent care visit is a money-saver for patients. A 2016 study in the Annals of Emergency Medicine found that

**Here are some interesting Industry trends.**

According to the Urgent Care Association (UCA), the total number of urgent care centers in the U.S. reached 8,774 in November 2018 — up eight percent from 8,125 in 2017. That means there are over eight thousand, seven hundred and seventy four investors (Landlords) receiving a monthly check for the next ten years, which averages about \$170,000 per year. It also spells out the demand for more Urgent Care Centers.

Every day about 10,000 Americans turn the age of 65. The market for medical services can only get bigger. Urgent care clinics handle about 89 million patients each year, which includes more than 29% of all primary care visits in the US, and nearly 15% of all outpatient physician visits. And nearly all of those visits are more convenient and affordable than a trip to the ER.

Urgent care centers play an increasingly vital role in the continuum of care, providing services for a wide array of patients who may be un-

able to see a primary care physician for various reasons, including simply not yet affiliating with one.

This is especially true of millennials, who are leading the way in driving demand and increased utilization of urgent care centers. Business Insider Intelligence research shows that nearly half of millennials (45%) do not have a primary care physician — largely due to providers' failure to create a consumer-oriented healthcare experience. What this also means is an opportunity for us to make money owning medical office properties.

The next time you're driving down the street and you see an Urgent Care Center, you're going to remember this column. Merry Christmas and A Happy New Year To All!!!

For more information on real estate investing visit my website [www.swanmoney.com](http://www.swanmoney.com) or send us an email at [info@swanmoney.com](mailto:info@swanmoney.com) or contact us at **Black Swan Capital P.O. Box 316, Southfield, MI 48037-(248)579-8320.**

**According to the Urgent Care Association (UCA), the total number of urgent care centers in the U.S. reached 8,774 in November 2018 — up eight percent from 8,125 in 2017. That means there are over eight thousand, seven hundred and seventy four investors (Landlords) receiving a monthly check for the next ten years, which averages about \$170,000 per year. It also spells out the demand for more Urgent Care Centers.**

in an industry that is sustainable, in demand and is growing.

I've noticed over the past year a lot of Dialysis Centers, Urgent Care Centers and Physical Therapy Centers sprouting up all around the Metro Detroit area. Each of these three tenants provides a different kind of medical service.

## Let's take Urgent Care Clinics.

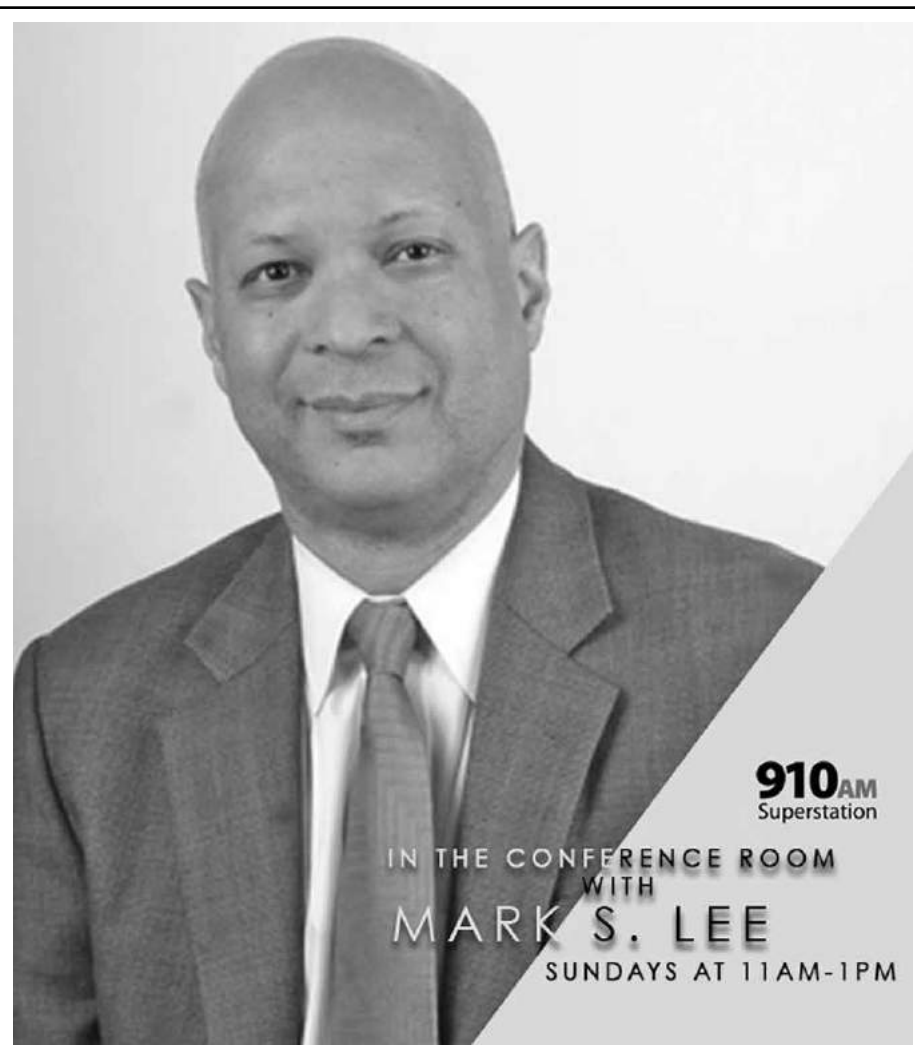
Urgent care centers are convenient, on-demand care outlets similar to walk-in retail clinics, but rather than treating low-acuity conditions such as bronchitis and minor infections, urgent care clinics are equipped to treat more serious ailments, including fractures, sprains, and wounds. They also offer services like blood tests, stitching, and X-rays.

Urgent care centers can serve as a first step in the patient journey as

ER treatment costs were about 10 times more (an average of about \$2,200) than in an urgent care center (about \$168) — even for patients with the same diagnosis.

Because of the overlap urgent care centers have with family medicine and emergency medicine, they are typically staffed accordingly with at least one medical physician or specialist, as well as a physician assistant, nurse practitioner, or radiologist available to see patients any time the facility is open.

I can sleep well at night knowing that a tenant like this is not going away any time soon and they thought out all the logical details and asked all the important questions prior to deciding to spend the millions of dollars to hire a developer to develop the site, where they chose to be located.



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SUNDAYS AT 11AM-1PM

# Procrastination: The Tool Everyone Misuses

**M**ost people procrastinate from time to time, but it's when it becomes a regular thing, it becomes a problem and makes getting things done beyond difficult. That's when it's time to start looking beneath the surface for the root cause.



**SHEILA HAWKINS**

But that's a road I'll take you down some other time.

Typically, people think of procrastination as destructive because it really does cause upheaval. What most don't know about procrastination is that it can be used to support you; as a tool, to help you get things off that arm's length to-do list.

Now, hear me when I say that I'm not telling you that you should procrastinate in a destructive manner; I'm not saying that's okay. What I'm talking about here is a

conscious choice in a specific situation where you can put something off to actually help you get it done. There are a few ways to use procrastination to your advantage to feed your flow of productivity.

I'm going to share two ways to use procrastination as a tool to help you get things done.

Your tendency is to push yourself and to push hard. This means you don't slow down, but what if you did choose to do nothing about the task that's haunting you. It might seem counterproductive, but it's an opportunity to be clear about what you want to accomplish and the strategy for doing so.

To get and keep that clarity, you have to have down time. That could be a few minutes at a time; a few hours or you might need a weekend. Whatever the length of time, take it and then go back to the task at hand. Allow for the possibility of harmony. Be careful since this is something that you are not used to

doing, but something that will support and can increase productivity.

It's possible that you may not have what you need to get a task done, so another choice is to gather additional information. Take the steps necessary to consult the appropriate resources for what's needed. Make sure you have a complete view of the big picture. If it doesn't come together for you, try journaling, mind mapping or even creating a vision board. While you're working on what you need, focus on other goals and activities; there's always plenty to do. Focusing on what you need can lead you to just the right solution.

As you look at the things that you've been putting off, you might see things that aren't related to your values or intentions. There might be a better way for you to reach your intention. In this case, it's time to stop and think about other ways to get there. This would be more productive than having something on your list that you are continually putting off. Again,

you're making a conscious choice to put something off to find a more suitable goal method, which boosts your level of productivity.

The key here is to remember what you are doing and why. You're aware of the choice you're making and intentionally impacting the outcome. You're not giving into your procrastination; you're using it as a stepping stone and moving toward getting things that have been on your list for too long done. That will get you much farther than continuing to put it off with the usual excuses.

If you're a procrastinator or putting off a particular thing right now; try one of these solutions and get it done.

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## ASK THE TECH GUY

# Prepare For An Upgrade Now! If Your Computer Is Still Running Windows 7



ALL  
ABOUT  
TECHNOLOGY

**A**fter the disaster that was also known as Windows Vista, Microsoft overhauled its operating systems and created the foundation of a new era in Windows history. The first product was Windows 7, and it was released to the public on October 22, 2009. Unlike Windows Vista which was released three years prior, Microsoft stuck to the basics while developing for Windows 7.



**WILLIE BRAKE**

As a result, we were delivered an OS that had fewer compatibility issues, multi-touch support, redesigned Windows shell and a new networking system. Most importantly, the program was fast and responsive. Windows 7 received the critical acclaim that Vista missed in its run. It was regarded as the "big improvement" in the Windows platform.

It has been close to 10 years since the release of the Windows 7 platform

and in that same year, Apple gave us the iPhone 3GS and Google shipped Android 2.0. Let that sink in for a minute. Furthermore, Microsoft has decided to retire its beloved operating system so that it can focus on supporting newer technologies and creating great experiences.

While you may have received notifications that support is going to end

**While you may have received notifications that support is going to end soon, it will be retired entirely on January 14, 2020 and technical assistance and software updates from Windows Update that help protect your computer will no longer be available.**

soon, it will be retired entirely on January 14, 2020 and technical assistance and software updates from Windows Update that help protect your computer will no longer be available. You can technically still continue to use your computer with Windows 7 without continued software and security updates, but it will be at a greater risk for viruses and malware.

We know change can be difficult but I strongly recommend that you move to the latest Windows 10 as soon as possible to avoid a situation where

you need service or support for a product that is no longer available.

It's no secret that Windows 8, to put it kindly, was not well-received by industry experts, businesses and the average user. One could reasonably hypothesize that many people have remained loyal to Windows 7 because they continue to be haunted by the Windows 8 nightmare. Microsoft seems to have learned its lesson. Windows 10 much more closely resembles Windows 7 than Windows 8 in terms of the user experience.

In fact, some critics have suggested that Microsoft skipped a version 9 to put as much distance as possible between Windows 8 and 10. Windows 10 is not only more secure, but it also boots faster and delivers faster performance. Upgrading to a new operating system is a bit more complicated than updating most software.

Businesses will need to review licensing agreements and train employees. Most importantly, you will need to test legacy business applications for compatibility. You may need to invest in new computers with Windows 10 pre-installed, and it's a good idea to customize settings to align with business goals and processes.

Developing a migration path involves taking stock of your current computing habits and answering questions such as:

1. What purposes do I primarily use my computer for?
2. What applications do I run most frequently?
3. What applications are critical in my environment?
4. Which of my most used applications are available for other operating systems?
5. When was the last time my essential user data had been backed up?

Needless to say, shifting from Windows 7 to Windows 10 can't happen with a tap of a button or a flip of a switch. Careful planning is required, and that takes time. Without a strategic plan, you risk frustrating your team and sapping productivity.

**CONTACT INFO:**  
Willie E. Brake is a Computer Expert and Industry Analyst at All About Technology, a Certified Minority Business Enterprise and Microsoft Authorized Refurbisher, located at 6450 Michigan Avenue in Detroit, Michigan.



# Olive Seed Is Bringing the Natural Good Life to Detroit

Most of us know that chronic diseases are a national epidemic, but until it touches your life or the life of a loved one, it's a hard truth



LATRICIA WRIGHT

that's often easier to overlook. As the founder of Olive Seed, chronic disease is a deeply personal issue for me.

After the passing of my father from a brain aneurysm and grandmother from diabetes, I took matters into my own hands when my husband began suffering from symptoms similar to my father's. I began studying nutrition, and in 2009, founded Olive Seed with the goal of educating people about the transformational power of nutrition.

Many of us can find a piece of ourselves or our family in my story. Chronic diseases — like heart disease, stroke, diabetes, and cancer — touch nearly every American family. Chronic disease is the leading cause of death and disability, and 70% of deaths every year are due to chronic diseases. Not only that, but 75% of our healthcare dollars go to the treatment of chronic diseases.

But when communities come together, positive change can happen. Many chronic diseases are directly linked to poor diet and lifestyle choices, and could be prevented with an integrated approach to nutrition. With the right relationships, structures, spaces and practices in place; optimal well-being is possible. Olive Seed is coming to Detroit as the city's first fully inte-

grative community wellness center.

**Here's what to expect from Olive Seed's flagship store — and what Olive Seed can do for your own health and wellness.**

## Olive Seed's Kitchen & Classes

Like the heart of a loving home, the kitchen is the anchor of Olive Seed's space. Here, all are welcome to walk through the doors and find fortifying foods, supportive relationships, and a spirit of togetherness that serves the mind, body, and spirit.

Olive Seed's Kitchen is a reflection of our values, and it's an important part of how we serve and nourish our community. When our doors open in 2020, stop in and try something off of our café menu, including healthy soups and sandwiches, nutrient-packed snack options, tea beverages, and fresh smoothies. We're here for you and your family Tuesday through Saturday from 10am - 7pm, and Sundays 12pm - 5pm.

But our café is about more than just serving healthy, delicious food and drink — we're also using our space to educate others on nutrition and cooking. Our vision for Olive Seed is to be a community gathering space that empowers members of the community. That's why we're so excited for our cooking series that will provide education and hands-on cooking and preparation demonstrations. Our classes are designed to make delicious, nutritious cooking simple: you don't need to be an experienced cook or an expert on natural wellness. Our cooking classes create a pathway to make optimal wellness accessible to everyone.

You'll learn how to prepare healthy and delicious meals for active families and

busy individuals. These classes are appropriate for all skill levels and highly-interactive: our educated staff members are committed to helping you meet you and your family's unique nutrition goals.

## Olive Seed's Wellness Services

It's a known fact that the transformational power of nutrition is often overlooked in traditional medicine. As

**When our doors open in 2020, stop in and try something off of our café menu, including healthy soups and sandwiches, nutrient-packed snack options, tea beverages, and fresh smoothies.**

a result, many of us find ourselves reacting to the negative consequences of poor nutrition. We believe that prevention is the best practice, and we take an individualized approach to your health.

Nutrition has a profound impact on our body chemistry, which ultimately determines our overall health in life. At Olive Seed, we are committed to supporting you to greater health, no matter where you are on your journey. Rooted in decades of learning as a nutritionist, registered herbalist, and diabetes prevention educator, my expertise informs a comprehensive approach to wellness promotion and prevention.

The strategies we teach are sustainable, approachable, and easy to main-

tain in your own life for lasting lifestyle changes. **Join us on Sundays for Community Days, where you can practice yoga and meditation and learn about other services for free, or for a donation of your choice. A few examples of our integrative, community-minded services for healing, prevention and holistic well-being are Yoga & Meditation, Blood Chemistry Analysis & Cognitive Function Testing, Acupuncture, Facials and Massage Therapy.**

## Olive Seed's Shop

The Shop at Olive Seed is a way for you to integrate natural health products and rituals into your home and daily lifestyle. Our trusted products are either handmade by us or carefully acquired by partners in our community. You can visit our storefront or shop online for loose leaf tea blends, herbal honeys, herbal soaps, tea accessories, and practitioner grade supplements.

After a decade of serving the community, it's a thrill and an honor to be opening our first storefront. As Olive Seed opens its doors to the community, we want you to know that we're here to serve you — we'd love to see you at our grand opening in 2020. There are plenty of exciting events coming up for the community, so please sign up for our email list at [www.olive-seed.com](http://www.olive-seed.com) to stay in touch.

## CONTACT INFO:

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Visit her website at  
[www.olive-seed.com/blogs/news](http://www.olive-seed.com/blogs/news)

## COMMUNITY NEWS

# Congratulations! Rory Gamble, Newly Elected President of UAW Ford

Rory Gamble made history when he was named acting President of UAW Ford. Gamble played an integral role in helping to end the UAW-Ford strike this year. Gamble, the first African American to hold this position, is focusing on the work ahead, and saying: "Together throughout the last few months, we've achieved substantial victories for UAW members and we know that we have more work to do. We want better health care coverage, better salaries and respect for our work. That will not change."

Rory Gamble is a longstanding union icon and was previously elected Vice President of the UAW at the 37th Constitutional Convention held in Detroit. Gamble joined the UAW in 1974 when he was hired as a welder fixture repairman, at the Ford Motor Co. Dear-



born (Mich.) Frame Plant. He immediately became active in UAW Local 600 and has since served in numerous elected and appointed positions. Gamble previously served three terms as director of UAW Region 1A.

In 1975 Local 600 members elected him to serve as a plant trustee. From 1976 to 1979 he was the local's alternate benefit representative. He served as bargaining committee chair in 1984. In 1988 he was appointed staff director and administrative assistant for Local

600's president, with responsibilities for third-stage grievance agendas for all Ford Rouge plants and as editor of UAW Facts, the local's newspaper. He was elected delegate to the UAW's 32nd Constitutional Convention and served on the Constitution Committee.

**"Together throughout the last few months, we've achieved substantial victories for UAW members and we know that we have more work to do. We want better health care coverage, better salaries and respect for our work. That will not change."**

Since 1987 Gamble's assignments have included local union health and safety coordinator, employee support services program, education director, civil rights coordinator, fitness center coordinator, and family services and learning center coordinator.

He has served as director of Local 600 Ford units, including Dearborn Engine and Fuel Tank, Dearborn Truck Plant, Milan, Industrial Athlete and Dearborn Frame. Other assignments have included retirees' liaison and coordinator of the Rouge Rehabil-

itation Center. In 1998 and 2003 Gamble served on the UAW-Ford National Negotiating Team. From 1993 to 2002 he was elected to three terms as the local's recording secretary. Gamble was elected first vice president of Local 600 in 2002 and re-elected in 2005.



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# The Detroit Health Department Offers Services For The Entire Family



In an effort to offer resources and education for mothers, fathers, extended family members and caregivers – the Detroit Health Department Family and Community Health Division will focus on offering family-centered services that not only engage moms, but also resonates with fathers and non-traditional family structures.

The Family Centered Model is a holistic approach to educating and providing all Detroit Health Department programs and services for the entire family.

**“The Detroit Health Department has been serving families in Detroit for over 100 years.”**



The Detroit Health Department’s Maternal Child Health division provides numerous services to address the health needs of families across the life-span through our various programs and 313.961.BABY resource hotline for families. Programs and services include:

**Infant Safe Sleep:** Infant Safe Sleep offers one on one or group education (classes) teaching the ABC’S of safe sleep. Support is also provided for families who demonstrate a need to establish a safe sleep environment for their newborn. Classes are held monthly. To reserve your spot call 313.961.BABY (2229)

**SisterFriends Detroit:** Focusing on the reduction of infant mortality SisterFriends Detroit is a mentoring program for pregnant women. Trained volunteers from the community are selected and matched to a pregnant women to provide support, linkages to resources and services during pregnancy and one year after the baby is born. For more information go to [www.sisterfriendsdetroit.com](http://www.sisterfriendsdetroit.com) Or call 313.961.BABY (2229)

**Resources for Fathers:** Provides linkages to resources, information, education and services for men/

fathers. We also provide support and technical assistance to traditional Maternal Child focused programs to integrate a family-centered approach.

**Immunizations:** Vaccines for infants, children and adults. Patients should bring their shot record, picture ID and insurance card.

Monday, Tuesday, Thursday and Friday the clinic hours are: 8am-5pm,

Wednesday clinic hours are 9 am- 6 pm and Saturday clinic hours are 10 am to 4 pm. For more information or to make an appointment call 313.410.8142.



**Vision and Hearing:** The vision and hearing program provides FREE vision and hearing screenings to all children in Detroit ages 3-18 years old. For more information please call 313.876.0134.

**Children’s Special Health Care Services (CSHCS):** Helps strengthen and support medically eligible children, youth and adults with special health care needs, to have improved health outcomes through our system of care that includes; case management, coordinating access to care, home visiting, assistance with co-pays and deductibles, coverage and referrals to specialty

care, lab, hospice, ambulance and pharmacy. To determine if you (or a family member) are eligible, or for more information, call 313.876.4223

**Reproductive Health:** iDecide Teen Health Center offers confidential reproductive health services, case management and referrals for males and females of all ages. Walk-ins are welcome. To make an appointment or for more information connect to [www.idecidedetroit.com](http://www.idecidedetroit.com) or call 833-9-DECIDE (1-833-933-2433).

**Women Infants and Children (WIC):** The Detroit Health Department WIC program provides access to nutritious foods, nutrition education and counseling for children up to 5 years old, breastfeeding support, and connection to resources. To enroll in WIC, make an appointment or for more information please call 313.876.4555.

**Lead Prevention:** Lead Safe Detroit Coalition provides health services and lead education, removes hazardous lead sources in homes, conducts school and home water testing improves compliance of rental owners and strengthens environmental standards for lead for more information go to [www.detroitmi.gov/LeadSafe](http://www.detroitmi.gov/LeadSafe) or call 313.876.0133



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TECHNOLOGY PROS





# Jit the Funk Up and Dance!

By Regeania Hunter

**D**etroiters have a long and rich history as pioneers in the world of Arts, Culture and Entertainment. Like the automobiles rolling off assembly lines, Detroit has manufactured many exceptional artists and gave the world a hosts of performers under the Motown sound umbrella, Techno music and unique forms of dance like "Urban" ballroom, "Jit" and "Funkateer." However, urban

DJ Maaco, and many more!

In 2003, the Unstoppables launched their 30-year history under various names such as Cosmic Dancers, Cosmic Crew, Main Attraction and Rare Appearance. Well versed in many street dances, their main style became a local one called Detroit Pop Locking by eastside dance groups such as the original Cosmic Dancers and Devo Dancers, which was based

called Funk or Funkateer to a high speed medley of complex yet fluid, upper & lower body movements - accentuated by "leg shakes." This is the style to be performed in an upcoming concert entitled Jit the Funk Up and Dance!

On November 23, 2019 at 6:00 pm, the Unstoppables are performing Jit the Funk Up and Dance! at the International Institute located at 111 E. Kirby in Detroit. Jit the Funk Up and Dance! is a FREE mini-concert and showcase that centers on Detroit's techno sounds and two of its original urban dances: Jit and Funkateer.

Hosted by QWNTYM (Quantum), this event is packed with original music performances, DJ sets, choreography and free-style solos. Jit the Funk Up and Dance! engages those who preserve, perform and protect Detroit's dance heritage by serving as a solution to the under-representation of urban dances.

In the spirit of preserving and celebrating Funkateer style of



dance, Ron Ford just won a Knights Foundation grant to have free workshops in Detroit metro high schools to foster more interest in the Funk style of dance, native to Detroit and part of our culture and history. To learn more, contact Ron Ford at (586) 899-5519 or visit the web site at [www.QWNTYM.COM](http://www.QWNTYM.COM)



dances like the Jit and Funkateer remain under-represented.

Funkateer style of dance is perhaps less well-known to those unfamiliar with the local dance circuit although many people, such as myself, have observed the Funkateer style of dance, but did not recognize it as its own genre with

on the original dance style by the Funkateer Dancers, they called Jamming (Jam). The Unstoppables' philosophy about dance is to simply do just that - Dance! They don't get into gimmicks, stunts, etc. They just dance!

So exactly what is the Funkateer dance style? Ron Ford, one

**On November 23, 2019 at 6:00 pm, the Unstoppables are performing Jit the Funk Up and Dance! at the International Institute located at 111 E. Kirby in Detroit. Jit the Funk Up and Dance! is a FREE mini-concert and showcase that centers on Detroit's techno sounds and two of its original urban dances: Jit and Funkateer.**

origins in the city of Detroit. This unique style of dance is being preserved and celebrated by a local dance troupe called the Unstoppables. The Unstoppables have performed with various Techno bands/artists, Run DMC, Afrika Bambaataa, AUX 88, Los Hermanos,

of the founding members of Unstoppables Dance Troupe explains it as follows: it's movement where the shoulders and hips move simultaneously in opposite directions and incorporate a popping effect. Ford's dance troupe, the Unstoppables, have evolved their dance

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# Congressman John Conyers, Jr. - A Legend Remembered

**D**etroiters and the world will always remember the life and legacy of Congressman John Conyers, Jr. Congressman Conyers was born in 1929 in Highland Park, Michigan. He attended Northwestern High School, then Wayne State University Law School. While in law school, Conyers took a job working for John Dingell, one of a handful of men who served in Congress longer than Conyers.

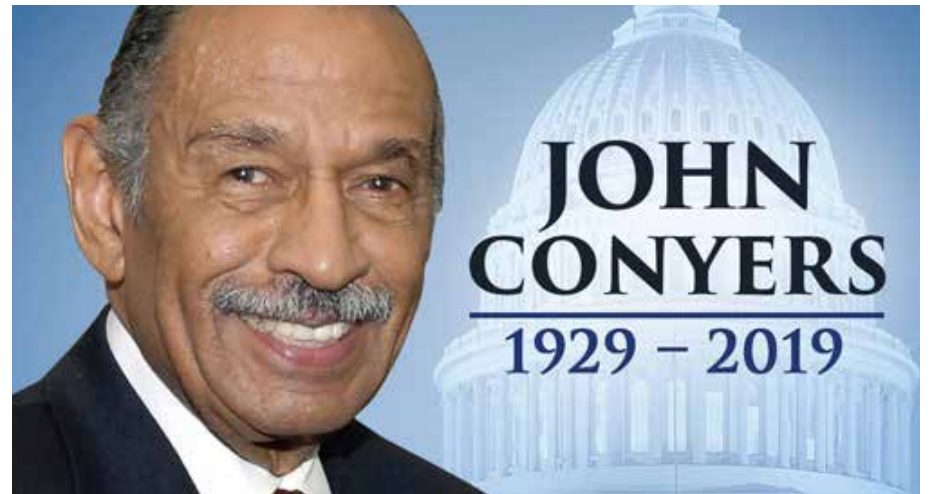
Conyers was elected for the first time in 1964 and would become the longest-serving black member of Congress in



nyers was a founding member of the Congressional Black Caucus, along with Shirley Chisholm and the third-longest serving member of Congress overall. He befriended Dr.

Martin Luther King Jr. and Rosa Parks.

Conyers introduced the 1965 Voting Rights Act under President Lyndon B. Johnson. Conyers later succeeded



**H.R. 40 did not specifically seek reparations but merely called for a commission to examine the impact of the nation's 250 years of slavery, and the discrimination that followed, on living African-Americans. The commission would then suggest remedies.**

history. Early in his career, Conyers found himself in the middle of the Civil Rights Movement. Conyers quickly developed a reputation as a warrior for civil rights. Co-

in establishing a national holiday for Dr. King's birthday. He believes getting that bill through Congress was one of his crowning achievements.

In January 1989, Conyers introduced H.R. 40, a bill concerning reparations for African-Americans. Conyers chose the number 40 as a reminder of an earlier reparations—the 40 acres of coastal land that General William T. Sherman ordered given per family of freed slaves in Georgia and South Carolina in January 1865.

H.R. 40 did not specifically seek reparations but merely called for a commission to examine the impact of the nation's 250 years of slavery, and the discrimination that followed, on liv-

ing African-Americans. The commission would then suggest remedies.

But even a discussion of reparations apparently was too much to ask for. The bill didn't get out of committee. Conyers tried again in 1990, 1991 and he tried every year since. The bill has never made it out of committee. Conyers was 59 when he first introduced H.R. 40.

Congressman John Conyers, Jr. will forever be Detroit's most admired and respected public servant. Conyers was laid to rest on Monday, November 4, 2019 at the age of 90 years young.

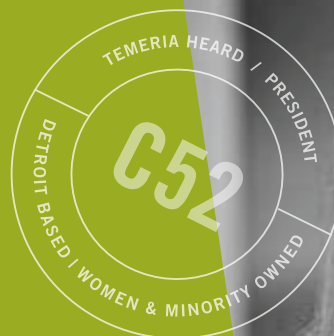
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# Business Mogul Don Barden Commemorated at Detroit Street Naming Ceremony

Don Barden's legacy will remain in Detroit's history with a street named in his honor. The historical event took place on Thursday,

contributions with a street named in his honor," said Montez Miller, who led the street name changing effort. "Don was my boss at Barden Cablevision,

**"I am honored to have my brother commemorated with this street sign," said his brother John Barden. "Don was dedicated to building a better Detroit. He created jobs and other opportunities for many people. This is a fitting tribute."**

November 14, 2019 at Comcast, 12775 Lyndon Street. The Street Sign was unveiled at 5:00 p. m. The ceremony featured brief tributes from Dignitaries and Barden Cablevision alumni.

Elected officials included Gov. Gretchen Whitmer, Mayor Mike Duggan, Detroit Council President Brenda Jones, Congresswoman Brenda Lawrence, Sen. Debbie Stabenow, and Wayne County Executive Warren Evans. Other speakers include John Graves, Wade Briggs, formerly of Barden Cablevision and a host of other supporters. Charlene Mitchell is the Mistress of Ceremony.

"This is a historic day for our city. Detroiters will always remember Don's

but he became a friend and mentor. I was among many he touched through his work and philanthropy."

## DON BARDEN—A POWERFUL LEGACY

Born into humble beginnings in Inkster, MI, Barden's decades-long business career in cable, casinos, real estate development and entertainment is a classic rags-to-riches tale. Barden built a cable system in Inkster, Romulus, Van Buren Township and Detroit. The Inkster and Detroit systems were sold to Comcast Cable in 1994 for more than \$100 million.

In entertainment circles, Barden partnered with Michael Jackson to lob-

by for his Detroit casino proposal and counted Aretha Franklin as a confidant. Barden was the owner, chairman and chief executive officer of Barden Companies Inc., the Majestic Star and Fitzgerald's Casinos and hotels, and Waycor Development Co. He led the companies from earnings of \$600,000 to annual revenues of more than \$519 million, making Barden Enterprises one of the largest African-American owned conglomerates in the country.

He bought a nightclub, a weekly newspaper and real estate development. Along the way, he became

the first black city council member in Lorain, bought an interest in a cable television station and formed Barden Communications in 1981.

"I am honored to have my brother commemorated with this street sign," said his brother John Barden. "Don was dedicated to building a better Detroit. He created jobs and other opportunities for many people. This is a fitting tribute."

Barden's legacy will last permanently through the secondary street naming approved by the Detroit City Council on October 8, 2019.



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## TALK SHOWS, AND THE FUTURE OF POWER ON STARZ

As broadcast TV and Cable continue to fight it out in the battle for ratings, there's a lot happening on the media scene. Networks are geared up for the 2020 Presidential election as coverage of the impending



Congressional impeachment hearings take center stage.

Reality shows are still gaining in popularity, while die-hard viewers of Law and Order SUV have propelled the crime show into its 21st season and is now the longest-running show live action police centered show on American Television.

## TYLER PERRY NEW ATLANTA STUDIOS – ATLANTA RIVALS HOLLYWOOD

Everybody's talking about the massive 330-acre lot located in the heart of Atlanta



on the grounds of the historic former Fort McPherson army base. With 12 state-of-the-art

# Tyler Perry Builds Massive Production Studio, Women Rule Daytime

sound stages equipped with 21st century technology, Tyler Perry (AKA Madea) won't have to rely on Hollywood big wigs to give him the go ahead for his production ideas.

220 acres of green space provide a foundation for the creation of various sets. Productions include The Walking Dead, Marvel's Black Panther, the Neil Armstrong biopic First Man, and his hit TV series The Haves and the Have Nots. It is expected that public studio tours will make this a major tourist attraction.

## SMARTEST MOVE IN LOCAL TV – WXYZ TV, CHANNEL 7

ABC's "The View" is one of the hottest shows on daytime TV. It airs at 11am weekdays on WXYZ with host Whoopi Goldberg and co-hosts



Joy Behar, Sunny Hostin, Abby Huntsman and Meghan McCain. In its 21 years on the air, a lot of hosts have come and gone but the show remains a ratings winner with women ruling the hot topics table.

When Tamron Hall (formerly of The Today Show) launched her new syndicated daytime show with The View's former executive director at the helm, local Detroit stations all had an eye on it. WXYZ had the foresight to know that it didn't want the competition, so it bought the rights to the show and put it opposite The View on its sister station, WMYD TV 20. It's a smart move because Ch. 7 operates both sta-

tions and enjoys revenue from both. Incidentally, the Tamron Hall Show is off to a great start with outstanding reviews.

## WOMEN RULE TV TALK SHOWS - ELLEN, KELLY AND WENDY PLUS THE TALK & THE REAL

When you tune into daytime TV on most networks, outside of Soap Operas, you'll see various TV Talk Shows hosted by women. The Ellen DeGeneres show hit the airwaves in



2003 with more than 3,000 episodes to date. Wendy Williams has hosted her controversial talk show since 2008.

Recording artist Kelly Clarkson recently began airing nationally on NBC affiliates. She took over the time slot that formerly aired The



Steve Harvey Show which got the boot. Two panel-type shows, The Talk premiered in 2010 and The Real hit the air in 2013. Both shows appeal to women in a wide-range age group.

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# Places, People and Happenings In Detroit

## DETROIT IS FIRST – AGAIN!

Warren Galloway, owner of Warren Galloway & Associates LLC made history by compiling 40 different unique business power sessions over two days. September 27-28 marked the first ever National Microloan Conference.



**DORMA MCGRUDER**

Micro lenders have criteria different from traditional funders and the information was made available. Comerica Bank led the charge with a multitude of sponsors, all providing the Detroit Business community education outside the classroom.

Business owners received what is needed most in this Detroit resurgence—networking, building relationships and funding. Decision makers were present and shared what is needed to secure and grow businesses. Attendees were personally guided in how to prepare for and receive traditional and non-traditional funding in their markets – from creating a business plan, through completing a loan package to the hidden pitfalls of easy high interest credit.

It was such a massive success that the 2020 and 2021 National Microloan Conferences have already been scheduled. Eye On Detroit will let you know the dates when finalized. Get Funded, Supported, and Connected!

## THE MOTOR CITY TAKES HEALTH AND FASHION TO THE SKY!

In the fight against breast cancer, the What's Next DTD Pop Up Fashion Show hosted by Detroit's Pageion elevated Detroit Fashion Show history. Fashion Models, Designers, Wardrobe, Hair and Makeup Artists took over the Coleman A. Young International Airport. The show was dedicated to the mother and aunt of Ms. Daun Green, both breast cancer conquerors.

Patients are assisted with day-to-day living expenses by the Shades of Pink Foundation. Celebrity fashion influencers were present as was Soave Enterprises founder and event sponsor, Tony Soave. Detroit City Council

President Brenda Jones attended to bestow several Spirit of Detroit Awards. For information on this life-changing organization, visit [www.dusktildaun-llc.com](http://www.dusktildaun-llc.com).

## 100 YEARS ALL YEAR LONG!

James H. Cole Home for Funerals stands out as being the only 100 year-old, family owned, African-American, fourth generation funeral home in Detroit, if not the United States. 2019 has been filled with celebrations, memories and finally with the 100 Grande Gala Celebration taking place at the fabulous Detroit Roostertail.

Awards were given by millennial staff to some who has served over 40 years at the funeral home. Influential Detroiters from politicians to clergy to community activists attended the cock-

operates as a community development corporation. Oversight and governance are provided by a 12-member board of neighborhood stakeholders in the Dexter-Fenkell/Oakman Boulevard neighborhoods it serves. It is based at 14030 LaSalle Blvd., a block away from Focus: Hope's Oakman Boulevard campus. They continue to give Detroit a FOCUS ON HOPE! [www.focushope.edu](http://www.focushope.edu).

## CHAMPION BORN FROM BULLYING

Her name says it best. Joy Mohammed, 31, a Detroit mother-of-five, bullied all her life for having dark skin is the face of a new shade of foundation that perfectly matches her skin tone. Detroit-based brand The Lip Bar, owned by a black female entrepreneur, Melis-

**Detroit is growing, evolving and renewing itself. We've had good and challenging days. But the people and the spirit cannot be duplicated anywhere else in the country. America continue to keep your Eye On Detroit!**

sa Butler, who Joy has supported for years, was tapped to model new make-up shade 6.04; Warm Red Ebony.

## FOCUS HOPE VILLAGE – REFOCUS ON STRENGTHS SUSTAINABILITY AND EQUITY

The Hope Village Initiative does not signal Focus: Hope's departure from food provision, neighborhood and training residents for in-demand jobs. It means redoubling those efforts while training residents for in-demand jobs to fuel development in a different way. They see the need to prepare citizens for living wage jobs, paving the way for residents to own the revitalization of their neighborhood.

Focus: Hope, a community stakeholder is transforming a redevelopment arm as part of a financial turnaround and return to its core mission. One advantage is this Detroit-based nonprofit Initiative, launched in 2009,

operates as a community development corporation. Oversight and governance are provided by a 12-member board of neighborhood stakeholders in the Dexter-Fenkell/Oakman Boulevard neighborhoods it serves. It is based at 14030 LaSalle Blvd., a block away from Focus: Hope's Oakman Boulevard campus. They continue to give Detroit a FOCUS ON HOPE! [www.focushope.edu](http://www.focushope.edu).

She was completely overwhelmed to be asked and couldn't get over being chosen to represent a foundation shade that was unavailable when she was in need of make-up for senior photos and dance recitals, because her beautiful ebony skin tone was so "undesirable" to the masses. Joy had it rough, but has taken her daughter with her Adaline, 5 years old, along to teach her about beauty diversity. Perseverance, self-love challenged the beauty standard and made Joy a champion! [www.thelipbar.com](http://www.thelipbar.com)

## DETROITERS OPEN DOORS FOR DETROITERS!

Chanel Hampton, Native Detroiters saw the lack of inner city business growth and development and with the true Spirit of Detroit, Chanel envisioned, planned and created a co-working space in the heart of the City. Strategic Community Partners

(SCP), has opened their doors catering to local nonprofits and community-based organizations for the Fitzgerald neighborhood. The SCP office team will have space in the new 2,000 square foot location at 10240 W. McNichols.

SCP's offices in New York, St. Louis, Washington D.C. serve organizations that are mission-driven and rooted in education, equity, and justice, which is why Chanel knew it was extremely important to have this working space in the inner city of Detroit. Local organizations will host coding programs and etiquette classes targeted to Detroit youth. It is a source for community members, youth, and elders to all use the space. [www.strategiccommunitypartners.org](http://www.strategiccommunitypartners.org)

## PAUSE FOR A MOMENT

As we move into 2020, remember some Detroit heroes who transitioned in 2019. Thomas Stallworth, Jr., The Honorable Judge Damon J. Keith; Congressman John Conyers, Jr., Community Activist, Federal Judge, Congressman. This writer is cognizant that we can do what we do because these soldiers paved the way. It is with honor and humility that I suggest we remember our charge. We are required to use our gifts, build on their courage and capture their efforts to transform our labor into our legacy. These soldiers loved and fought for Detroit. Detroit Smart Pages Readers – Let's do the same!

Detroit is growing, evolving and renewing itself. We've had good and challenging days. But the people and the spirit cannot be duplicated anywhere else in the country. America continue to keep your Eye On Detroit! [www.dormamcgruder.com](http://www.dormamcgruder.com) Dorma McGruder 313.282.3382

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# Mark S. Lee – Journalist, Talk Show Host, Educator, Entrepreneur

by Charlene Mitchell-Rodgers

**P**resident & CEO, of The LEE Group, Integrated Marketing Solutions, Mark S. Lee is an independent consultant who has worked with several major companies to assist with branding, and strategic marketing. His clients have included Blue Cross Blue Shield of Florida, PepsiCo and AAA. Lee is also an adjunct professor of Marketing at Eastern Michigan University.

In Detroit media circles, Mark is known as a solid print and broadcast journalist. He is the popular host of “In the Conference Room” on 910AM Superstation which airs on Sundays from 11am-1pm. His articles frequently appear in Crain’s Detroit Business, The Detroit News, The Detroit Free Press and The Michigan Chronicle. Many of his poignant articles go viral on the internet, prompting frequent public speaking requests.

I recently talked with him about his career.

**Q: Why did you become a journalist?**

**Mark:** I really don’t consider myself a journalist, but a businessper-

son who has various media platforms for businesses, organizations and people to provide and share information in a balanced, fair and objective way.



**Q: What are your top 3 interviews you’ve done or articles you’ve had published?**

**Mark:** I’ve interviewed over 1K businesses and individuals, but 3 really stand

out. The Detroit Academy of Arts and Sciences, former Detroit Lion and Hall of Famer Lem Barney, and of course, my Dad, Aubrey W. Lee, Sr. The former, because they were all East Side kids, lacking in funding. They performed “Happy” on the Ellen DeGeneres Show and received a \$50K check to help their school.

Barney, because he shared the story of how he was drafted by The Detroit Lions and how he and Mel Farr became great friends and got cameo on Marvin Gaye’s “What’s Going On” hot single, plus how they almost got Gaye a tryout with the Lions.

My third favorite piece was on my father for Crain’s. I wrote about the lessons he taught me for both life and business. The story went national and people were sharing it with work associates and family members across the country.

**Q: Your father, Aubrey W. Lee, Sr. was a very well-know and highly respected man in Detroit. How did he influence your life?**

**This is the city where I was born and raised. Detroit made me!**

**Mark:** He was my role model. I looked at everything he did and I still try to live my life like he did. He was a God-fearing family man who treated everyone with dignity and respect, even when he experienced much worse before moving to Detroit from the South in 1957.

He was one of the smartest people I knew. He always talked about surrounding yourself with people smarter than you and to follow a process before

making a decision. Once you do, do the best you can and forget about it. In other words, don’t let the result, whatever it is, hold you back from your next endeavor. He also gave back to the community through mentoring, educating and giving his time. These things I try to emulate. He was truly a legend in Detroit and beyond within the banking circles

**Q: If you were to choose a different profession what would it be?**

**Mark:** Maybe a physician or attorney; but honestly, I wouldn’t change a thing.

**Q: What’s your favorite cuisine?**

**Mark:** Ideally soul food and pizza, but I’ve moderated my eating habits to eliminate fried foods altogether.

**Q: Favorite TV Show?**

**Mark:** Sanford and Son

**Q: Best NFL and NBA stars of all time?**

**Mark:** Dave Bing and Barry Sanders, both great Detroit athletes. Must be Detroiters, in my opinion, because they represented the greatness of our spirit and our city. This is the city where I was born and raised. Detroit made me!

## COMMUNITY NEWS

# Dr. Rosa L. Gragg: Detroit Street Named in Her Honor

by Kim Trent

**I**n 1941, members of the Detroit Association of Colored Women’s Clubs – under the leadership of then- Association President Rosa L. Gragg - pooled their money to buy a house at 326 E. Ferry Street at the corner of Brush Street. Unfortunately, they learned the building had a restrictive covenant attached to its deed barring Blacks from owning it.

Instead of selling the property, the organization decided to move the house’s front entrance and address from Ferry



Street to Brush Street, which had no racially-based property ownership restrictions; outsmarting the era’s racist housing laws and desegregating an iconic block in what

is now Detroit’s cultural center. The organization now called the Detroit Association of Women’s Clubs paid off its mortgage for the property within five years and still owns and conducts business in the home today.

Rosa L. Gragg was the first wom-



an to graduate first in her class at Morris Brown College in Atlanta. She would go on to serve as president of the National Association of Colored Women’s Clubs, where she spearheaded efforts to

“It was a dream come true for the organization,” Calloway said. “It gave her the recognition that she so deserves. It will initiate and provoke conversations when people drive by and see the sign. That’s what this is all about.”

preserve the Washington DC estate of abolitionist Frederick Douglass and later successfully lobbied President John F. Kennedy to sign legislation designating the home a national historic site.

Dr. Gragg served as an adviser to Presidents Kennedy, Franklin D. Roosevelt and Lyndon B. Johnson. In 1947, she opened the Slade Gragg Academy of Practical Arts in Detroit, which taught black women and returning black WWII



veterans skills such as upholstering, shoe repair and tailoring and encouraged them to become entrepreneurs.

In 1949, Detroit Mayor Eugene Van Antwerp appointed her president of

the city’s Department of Public Welfare, which had a \$20 million annual budget and nearly \$2,000 employees.

On Friday, October 11, 2019, Rosa Gragg’s granddaughter, Lauren, joined Detroit City Council President Pro Tem Mary Sheffield and other community leaders for a ceremony marking the placement of a secondary street sign named for Gragg at the intersection of Brush and Ferry Streets, where racism once threatened her orga-



nization’s ability to own property.

Angela Calloway, who has served as president of the Detroit Association of Women’s Clubs since 2014, said she felt chills when she saw Lauren Gragg unveil the sign bearing her grandmother’s name.

“It was a dream come true for the organization,” Calloway said. “It gave her the recognition that she so deserves. It will initiate and provoke conversations when people drive by and see the sign. That’s what this is all about.”

Dr. Rosa L. Gragg was inducted into the Michigan Women’s Hall of Fame in 1987. Rosa L. Gragg died in 1989.

**Kim Trent: 313-672-5200.**





## 20th Annual Rainbow Push/CEF Automotive Summit held in Detroit

The 20th Annual Rainbow PUSH/CEF Automotive Summit held in Detroit at the Motor City Conference and Hotel Center October 31-November 1st, attracted more than 500 executives, entrepreneurs, suppliers, dealers, consumers, government and elected officials, automotive manufacturers, community leaders, advertising agencies, media outlets, and others to attend.

This year's theme was "Expanding the African American Opportunity Pipeline." The automotive industry is a continuously evolving sector that creates pathways for growth to those properly positioned and connected. Too many times, however, African Americans have been left out of that evolution. Only when forthright discussions occur, we can reach a true consensus on how best to level the economic playing field for African Americans in the automotive industry.

The ongoing mission of the Summit is to facilitate a dialogue with the OEMs and diverse companies, while delivering measurable outcomes. For two decades, Rainbow PUSH Automotive Project has been a catalyst in creating, strengthening and expanding opportunities for African



American and other minorities in the auto industry. "Over the last 20 years, Rainbow PUSH has built the socio-economic case for diversity and inclusion in the auto industry," posits Reverend Jackson, adding: "We have changed the mindsets and culture of several automakers and the verdict is clear, inclusion and diversity must be intentional."

Reverend Jackson celebrated his 78th Birthday at a reception on Thursday October 31st and the Rainbow PUSH/CEF Summit convened with an opening

press conference on Friday, November 1st. Barry Engle, General Motors, executive vice president and president of the Americas and Mark Stewart, FCA North America, chief operating officer, joined Rev. Jackson during a noon luncheon for a Fireside Chat on the "best practices" in diversity and inclusion.

Rainbow Push measured the goals and outcomes over its 20 years through its Automotive Diversity Scorecard which was released during the press con-

ference at the Summit. Panel discussion topics included Advertising and Marketing, Human Resources/Diversity, Global Purchasing Supplier Diversity, Dealerships, Professional Services and Leadership and its influence on organizations.

Other major highlights included an Awards Reception, Youth Scholarship Awards and panel discussions.

### The 2019 Ford Emerging Leaders were:

- Angela Chaney Henderson, Sr. Purchasing Manager-Supplier Diversity Development

- Rajoielle (Raj) Register, Manager, Cross Brand Strategy & Growth Audiences

### Living Legends included:

- Frederick Toney, President, Global Ford Customer Service Division and Vice President, Corporate Officer Ford Motor Company

- Larry Brinker, Sr. Owner and CEO of Brinker, a family of 5 companies

- James E. Farmer, former VP Merchandising and Communications of GMAC and founding member of 100 Black Men of Greater Detroit amongst many other achievements

## The Small Business Administration (SBA) talks Export Loan Guaranty Programs with Detroit Area Lenders

The U.S. Small Business Administration (SBA) is a United States government agency that provides support to entrepreneurs and small businesses. The mission of the Small Business Administration is "to maintain and strengthen the nation's economy by enabling the establishment and viability of small businesses."

Recently, Constance Logan, Director of the SBA Michigan District Office and her team hosted David M. Glaccum, Associate Administrator of the Office of International Trade at the U.S. Small Business Association. Mr. Glaccum is on a cross country tour to speak with lenders and update them on expanding the SBA's Global Trade Initiative.

Small Business Exporters are an Untapped Market Opportunity for SBA Lenders. "The SBA is focused on enhancing and financing Small Business Growth," said Glaccum. The mission of the Office of International Trade is to help small businesses find new markets and sell to a global customer base. Glaccum and his team will accomplish this by executing SBA's work on federal and state trade development, international trade finance, and international affairs and trade policy.



DAVID M. GLACCUM

He previously served as Chief of Staff and Counselor to U.S. Ambassador to the United Nations Nikki Haley, where he provided executive level planning, leadership, and directional support to the U.S. Mission

**The mission of the Office of International Trade is to help small businesses find new markets and sell to a global customer base.**

staff, and developed strategic initiatives to drive forward U.S. foreign policy interests at the United Nations, including the negotiation and adoption of North Korea sanctions, and the systematic reform of peacekeeping missions resulting in near-

New to this position, Mr. Glaccum brings a variety of experience in federal and state government to the Office of International Trade.



ly \$900 million in savings to the United Nations peacekeeping budget.

While working as then Governor Haley's Deputy Chief of Staff and Policy Advisor he oversaw the development of the Governor's annual Executive Budget, and successfully led state-wide initiatives to improve South Carolina's Supplemental Nutrition Assistance Program and worked to ensure proper disaster response and recovery financing and allocation of state resources following Hurricane Matthew in October 2016.

Mr. Glaccum shared these statistics with the lenders:

- **95% of Consumers live outside of the United States**

- **98% of Exporters are Small Businesses**
- **33.3% of U.S. Export Value is from Small Businesses**

- **35% find it more difficult to finance foreign sales**

Mr. Glaccum expressed that the International Sales market is a huge underserved market and the SBA wants to help guide and support businesses through the international sales cycle through three SBA core export loan programs available to lenders.

### 1. The Export Express for Export Development

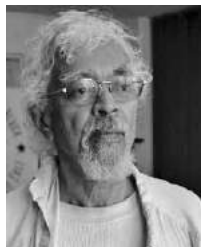
### 2. The Export Working Capital Program to Fulfill Export Orders

### 3. The International Trade Loan Program for expanding Exporter Capacity

If you are a business owner and want to know more about the SBA's Export Loan Guaranty Programs, talk to your banker or lender to find out how they can help support and guide you through the process. If you are a Lender, please contact the SBA District office at 313-226-6075. For more information visit [www.sba.gov](http://www.sba.gov).

# The Exercise of Literacy

Recently (in September) we communicated data about our September Is Black Reading Month Project online. (See our SIBRM fb website for more information, or talk to Malik Yakini of the Detroit Black Food Security Network) As a follow-up, we hope you read at least one black book this month, and will plan to give black literacy gifts for the Kwanzaa and Xmas holidays (and birthdays too). Patronize an independent, black bookstore in your community when you make your purchase. Practice Quadrangular Trade in our community.



DAVID RAMBEAU

We attended a book discussion of Quicksand, a Harlem Renaissance novel by Nella Larsen, given by Lambda Pi Omega, the Detroit graduate chapter of the AKAs in the Explorers Room on the lower level at the Main Library 5201 Woodward, which was the first of three discussions in a black literature series. The 22 October discussion (6 pm - 7:30 pm) focused on poet, Langston Hughes. For more information from the DPL call - 313-481-1339

The AKAs are also producing: Renaissance: Call For Writing and planning to publish the best submissions in the near future. Publishing of black literature is part of developing and supporting black reading skills and education for our youth and adults. Publishing is vital in order to provide product for black bookstores nation-wide. All of these: writing, publishing, distribution, sales and marketing are part of the Quadrangular Trade process that develops a community.

We also attended a video discussion of a magazine article about the history of black farmers in the South held at the Source Booksellers on 4240 Cass Ave and Canfield. The audience was small, but the discussion was dynamic and the use of technology was effective. For more information call: 313-832-1155 A photo of the bookstore is posted on our Concept East Institute of Literature on fb.

And the third Tuesday of the month we attended the monthly DPL Commissioners meeting in the Explorers Room at the Main Library to follow-up on the 5 point Concept East Theater on fb Literacy Proposal we presented to them in their September meeting. The DPL holds monthly meetings and

meet again until December. They meet six times a year, not as often as the DPL, but still more frequently than the Wright Museum.

As you may know the Wright Museum only holds one disorganized meeting per year open to the public, doesn't furnish any financial reports and is directed by an unqualified, no-resume' board of directors. I've heard the museum's meeting is scheduled for December of this year, but don't count on it. At their last annual meeting the food was excellent, and they did have a public comment item on the agenda. Be prepared and advised. At the last meeting their technician floundered through an audio-visual presentation, so bring your pool checkers board and pieces to play while they get their act together. For more information,

contact Gloria Aneb House of the Black Legacy Coalition which is still organizing to hold the Wright accountable to the people. Access info about the BLC online.

We, the Saturday Irregulars, hold our planning and action sessions every Saturday from 1 pm - 4 pm across from Belle Isle, at East Jefferson & East Grand Blvd. Seniors, activists, writers, producers, investors, teachers and students are welcome. You are invited to attend. Free parking in the lot. Refreshments at the counter. We have no leaders, no followers, no dues, no elections, no galas. You can be absent, but you can't be late.

Teams still win. One hand washes the other.

David Rambeau - Concept East Institute of Literature on fb - Project BAIT/For My People.

**We hope you read at least one black book this month, and will plan to give black literacy gifts for the Kwanzaa and Xmas holidays (and birthdays too). Patronize an independent, black bookstore in your community when you make your purchase.**

has a public comment item on their agenda. Only two members of the public made presentations to the board. Your organization should have proposals and issues to present at the monthly meetings. The public library is one of the most important institutions in our community. Use it or lose it.

We also attended the September WSU Board of Governors meeting on campus. One interesting comment from one of the members of the Board of Governors was how unqualified he was for the position he was elected to hold. Another board member said he wanted to quit. So you don't have to worry about a high level of competency at their sessions. Unfortunately no members of the public made presentations to the Governors who won't

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## AVT Educational Services Teaches and Trains Young Technicians

**D**errick D. Davis is the founder, CEO and Lead Tech Guru of AVT Educational Services Inc. Mr. Davis is a U.S Navy Veteran and has more than two decades of broadcast production experience as a Broadcast Engineer and Audio Video Technology Specialist. He has worked as a Freelance Video Engineer for Comcast Local Sports Network, Big Ten Network, ESPN, TBS, CBC, Palace Entertainment and Fox Sports for the past 16 years. Mr. Davis is concurrently employed as a Broadcast Engineer for WXYZ CH -7. Mr. Davis is the second African American engineer in the 70 year history of Broadcast House.

Mr. Davis also served as the Senior Broadcast Engineer for TV Warren City of Warren Mi. and Technology Specialist for Sport View Technologies Brigh-



ton Mi. Mr. Davis holds a BS in Electronic Technology from the New England Institute of Technology.

AVT Educational Services Inc. is a Michigan Nonprofit Corporation organized and operated exclusively for charitable purposes, specifically to provide educational services. AVT Educational Services provides electronic technology education awareness programs through workshops, seminars and career planning sessions in urban city schools.

AVT's STEM Technology curriculum in electronic technology focuses on



DERRICK D. DAVIS

career certifications in trades with courses covering telecommunications, security systems, electronic technology and audio-visual technology. AVT programs are designed to train the next generation of project managers, system integrators, designers and technicians. Our network of partners allows us to place our students in the most known and successful companies in the electronic and media industry.

**“By Teaching and Training others, You are Teaching and Training**

**Yourself, By Motivating and Inspiring others, You are Motivating and Inspiring Yourself, By Making a Difference in the lives of others You are LIVING THE DREAM”** Derrick Davis

AVT's mission is to empower train and encourage passionate minds to grow through educational opportunities that support and encourage personal growth. AVT Educational Services will be recognized as a regional leader in Audiovisual Technology, Low Voltage Electronic Technology and workforce development training.

For more information, contact Derrick Davis at: 248-508-1124

email: DDavis@avtedusvcs.org

Visit: [www.avtedusvcs.org](http://www.avtedusvcs.org) or [www.avtechinstitute.com](http://www.avtechinstitute.com).

## COMMUNITY NEWS

## Melvie Berkery: Caring, Compassion and Excellence

By Marc Perry

**A**s a community advocate, humanitarian and the executive director of St. Marie's Hospice, Melvie Berkery's unwavering focus is not on becoming the biggest hospice provider, but rather, becoming the best for the Detroit community. The best, through Melvie's eyes and mindful work ethic, is her relentless commitment to excellence, consistent results, evolving efficiency and empowering productivity.

Her dedication to uplifting humanity is innate and a badge of honor no accolade or award can fulfill, yet, her accomplishments on her journey thus far do shed light on the woman who operates from an advocating heart and a limitless mindset.

Since co-founding St. Marie's Hospice in 2012 with her aunt, Melvie has given 100% of herself to its continuous growth and impact. Moreover, she strives daily to elevate not only the bar for hospice services, but to elevate the understanding and expectations of what is necessary to deliver optimum final life stage care. Inspired by the leadership of her mother and closest aunt, Melvie discovered a reverberating purpose in helping patients who were approaching the end of life.

She often receives feedback of how surprised patients are of the efficiency and speed of St. Marie's services. This speaks to the void Melvie aimed to fulfill specifically in the city of

Detroit where such a dire need existed. Through her life work, Melvie follows the lead from her front line staff, executing decisions based on their recommendations. She takes pride in maintaining a culture of excellence and effectiveness from every angle and role within her company which motivates her to take a “lead from the back” approach and to always keep an open mind.

Melvie's dedication to enhancing the efficiency of hospice care involves wearing many hats to get things done

**Melvie Berkery is a rare change agent, ensuring the needs of families are met through compassion, connection and execution in a way that is over and beyond exceptional.**

right the first time. It's the thriving philosophy and mission for which St. Marie's stands in order to continue making its mark in the community. A graduate of James Madison College at Michigan State University and University of Detroit School of Law, Melvie has utilized her educational platform in a way that has allowed her to fully embrace her calling through St. Marie's.

Her business and legal acumen has provided her the ability to ensure



St. Marie's is not only delivering incomparable service, but is also comprehensively managed and compliant at all times. Since its inception, St. Marie's has expanded services to three buildings and has garnered optimum ranking among patients.

Anative of Detroit, Michigan, Melvie is a product of tenacious leaders. It was Melvie's grandmother who instilled in her at the age of 12 to do every single thing she wanted to do in life and to understand that she held the control in her own decisions. Those mantras became her life philosophy and have carried her throughout every endeavor.

Beyond earning her Bachelor of Arts in Social Relations with a Specialization in Criminal Justice as well her Juris Doctorate, Melvie's advocating spirit led her to found a tutoring company dedicated to helping underprivileged youth. Through her efforts, over two hundred and seventy-five

individuals were helped to achieve academic goals. As an evolving change agent, Melvie has led the development of both local and international scholarship, adoption, volunteering and sponsorship projects which have impacted the lives of hundreds.

Melvie's success is rooted deeply in her integrity. Her combined astuteness, assertiveness and fearlessness give rise to the change she wants to see and rather than simply observing community needs, she tackles them head on with compassion and discipline. She finds the beauty in the process of building efficiently and never settling for mediocrity. In doing so, she has earned the respectability she rightfully deserves.

By paying it forward to those in their final stage of life, Melvie spreads the message that we as individuals will always need one another in some way, shape or form—no matter how big or small—one does not achieve anything without helping hands or helping affirmations along the way.

Melvie Berkery is a rare change agent, ensuring the needs of families are met through compassion, connection and execution in a way that is over and beyond exceptional. She does not settle for anything less than excellent, because it is what she knows every one of us deserves. To find out more information, visit [www.stmarieshospice.org](http://www.stmarieshospice.org) or call (800) 489-7977

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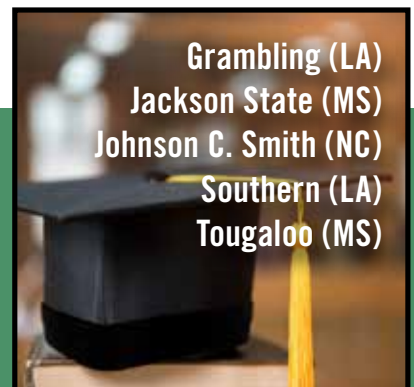
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