



Volume 30, No. 5 "And Ye Shall Know The Truth..." October 22, 2014

Great Black Owned Businesses



Great Black Owned Businesses
 (According to Our Readers)

- Sew Faithful
- Poor Clark's
- Tparker&co
- AriaBanquet
- Ron Wingate Law Office
- Leap Graphics
- American Lawn and Snow Removal
- Cimmaron Express
- Hair Trendz

(And a few more we've highlighted inside)

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Black Womanhood: Pain and Possibilities

By Rev. Donald L. Perryman, D.Min.
The Truth Contributor

I think black women have learned, more successfully than black men, to absorb the pain of their predicament, and to keep stepping.

— Michael Eric Dyson



The pain and challenges felt and experienced by black women have received disparate attention as compared to the life course struggles of black men. Philanthropic investment in mentoring and programs promoting black male achievement, for example, have been in excess of \$100 million compared to less than 1 million dollars in funding targeted towards women of color.

"I think, as black females," says Valorie Burton of the Coaching and Positive Psychology Institute, "we're not celebrated very much in our culture. And when we are, it's often for the wrong reasons."

Burton, a bestselling author of 10 books and a regular guest on the TODAY show, will appear October 23, 2014 on behalf of the Women's Initiative of United Way at the Radisson at The University of Toledo. The event, titled "A Night of Inspiration," is a fundraiser to help launch Dolly Parton's Imagination Library. The literacy effort will send one monthly, age-appropriate book to children from birth to their fifth birthday in seven Toledo zip codes – 43604, 43605, 43606, 43607, 43608, 43610 and 43620.

Women's Initiative focuses directly on issues and challenges that concern women and children and is "excited to play a critical sponsor role in the lives of very young children and invites other women to join us," says Adrienne J. Green, vice chairman of Women's Initiative of United Way Board.

Indeed, black girls and women are over-represented in negative life outcomes experiences including homicide rates that are higher than that of any other group of females, and even higher than white and Asian men. African-American women also experience a wide range of health, wealth and income, emotional and mental wellbeing, unemployment and incarceration disparities. These disparities are even more pronounced where gender intersects with race and class.

"I do think that the years, and years, and years of injustice gets overlooked too much," Burton explains. "And I don't think it's necessary to just harp on things, but the fact of the matter is we've been in this country close to 400 years; 350 of those years were either in slavery or Jim Crow. So, we've had 50 years for everybody to say, 'Oh, y'all should all be doing great, and racism isn't an issue.' And I think it's a problem. It's an American problem of which we don't like to look at our history, and I look back and around - not to be angry, but to say, 'Okay, this is what it is.' Now, how does that impact our present?"

Burton's methodology requires keeping women's focus on opportunities and possibilities rather than pain and challenges, an approach with roots in Positive Psychology, the subject of her graduate studies at the University of Pennsylvania.

"Traditional psychology tends to focus on fixing what's wrong with people, which is very important, because obviously we all have issues, but positive psychology is the study of what goes right with us; what is it that happens when we're happy, when we're resilient, when we tap into our strength, when we connect with others, when we serve?"

"And it works, particularly when people are needing to bounce back from setbacks. When we think about depression in the black community - we don't seem to talk about it so much, and particularly because we tend to be people of faith, and people can even feel ashamed, and 'you must not have enough faith if you're dealing with mental health issues.' And I think it's really important to help give people the tools that they need to lift themselves out of depression, or other issues, but

... continued on page 14

Community Calendar

October 25

First Church of God Ceremony of Consecration by the College of Bishops for Rev. Robert Culp: Noon: 419-214-0530 or fcogconsecration@gmail.com
Christian Community Church Annual Holy-ween Festival: 4 to 7 pm; Food, fun and games, horseback riding, pumpkin painting, bobbing for apples, costume parade at dusk; Open to all children

October 25-26

Second Baptist Church Women's Weekend: 330 Oak Terrace Blvd, Holland; Saturday Panel Discussion 11 am to 3 pm, Lunch served; Sunday Services at 11 am and 4 pm: 419-865-7702

October 26

Spring Street Baptist Church 81st Anniversary: 4 pm service; Guest speaker Pastor Cecil J. Graham of True Vine
Calvary Baptist Church 85th Anniversary: 4 pm service; Guest speaker Pastor Stanley Clark of United Vision Baptist
First Church of God 80th Birthday Celebration for Rev. Robert Culp: 10 am service; Guest speaker Bishop Timothy Clarke of Columbus: 419-214-0530 or fcogconsecration@gmail.com
Third Baptist Church of Holland Annual Friends and Family Day: 11 am
Friendly Baptist Women's Day Events: "After the Encounter at the Well;" 11 am service – Speaker Elaine Tate-Page; 4 pm service – Speaker Min Raquel Harrison of Detroit's Zion Hope Baptist

October 29

United Church of God Trunk-A-Thon: Hallelujah Night; 5 to 8 pm; Food and games: 419-810-6335

October 31

St. Philip Lutheran Church Trunk or Treat: 5:30 to 6:30 pm: 419-475-2835
Greater Faith Fellowship Church: Trunk or Treats: 6 to 8 pm
Braden United Methodist Church All Saints' Trick or Trunk: 6 to 8 pm; Activities
The Armory Church Harvest Festival: 6:30 to 8:30 pm; Games, crafts, food, pumpkin giveaway for the kids

November 1

New Hope MBC Youth Ministry "Youth Praise Extravaganza:" 4 pm; Singing, dancing, mime, spoken word, etc

November 2

New Hope MBC Open Door Quarter Musical Celebration: 4 pm; A Multitude of singing groups

November 14

United Church of God Church Celebration: 7 pm; Guest Pastor David Lunn of Detroit

November 16

United Church of God Celebration of Church Dedication: 10 am guest Levi Cyrus of Shreveport; 4 pm guest Rev. Robert Culp of First Church of Christ

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Our Celebration of Black-Owned Businesses – The Inspiration

By Fletcher Word
Sojourner's Truth Publisher

Several months ago, we were faced with a plumbing issue in our Up-town office. The newspaper occupies a very old building with pipes that probably have not been replaced since the building was first constructed.

Putting out feelers for plumbing help, we heard the name R & L Plumbing, a black-owned firm with whom we were not familiar – but they came highly recommended.

We placed a call that very same day and they re-arranged their schedule, stopped by and examined our very old pipes, gave us an estimate and set to work.

Extraordinary work at that!

In hours, after some cutting, some nip and tuck, on several floors, they had the problem solved, the water flowing, the sinks unstopped and normally restored. At a cost that was a great deal less than we anticipated.

We've had the same experience with Quinsey's Automotive on Jackman whose honesty over the years has become legendary, gotten great food at J'Mae's on Lagrange and enjoyed evenings out at the Peacock and Our Brothers' Place.

There are hundreds of black-owned businesses in the Toledo area that, day in and day out, provide service – with value – in a variety of areas. This is only the start of our attempt not only to celebrate them but also to encourage our readers to patronize them. That's how a community becomes successful.

Based on a poll of our readers that we have been conducting for several months now, this issue celebrates some of the best African-American owned businesses in the Toledo area.

R & L Plumbing – A Family Affair

Robert Cannon started Cannon Plumbing in 1992 and eventually renamed the company R & L Plumbing – the "L" is for wife Lorraine, an integral part of the business, as are sons Robert, Jr and Derek.

A master plumber, Robert, Sr. arrived at that distinction with no small amount of dedication and hard work.

"Trying to get in was the hardest obstacle," he recalls of his path in those early days.

He latched onto a master plumber, who brought him on board reluctantly, as an apprentice for four years for "virtually no pay." However, getting registered as an apprentice enabled him to study for his journeyman's license after that period of study and work.

As a journeyman, Robert, Sr. studied for another four years working with various companies before taking the exam to become a master plumber – "I almost slept with my book," he says.

Then came the financial challenges of getting his own shop opened, in addition to his lack of business acumen in those days, but he wanted to have something for his family.

Now, as a master plumber and business owner, Robert, Sr. has the whole family involved. – Robert, Jr. is a journeyman who can work on jobs unsupervised and Derek is an apprentice. They will eventually have control of the business according to father Robert's plan.

"Don't give up, put in the time," advises Robert, Sr. for others who would go off on their own.



VOTE FOR ISSUE 8 - NOT A NEW TAX -

The United Pastors for Social Empowerment and the following pastors formally support Issue 8 in the November 4, 2014 election:



- Dr. Donald L. Perryman, Center of Hope Community Baptist Church
- Dr. Duane C. Tisdale, Friendship Baptist Church
- Dr. Derek A. Arnold, Bethlehem Baptist Church
- Bishop Rance C. Allen, New Bethel C.O.G.I.C.
- Bishop Edward T. Cook, New Life C.O.G.I.C.
- Pastor Willie L. Perryman, Jr., Jerusalem Baptist Church
- Rev. Jon Michael Talbert, New Bethel C.O.G.I.C.
- Pastor Robert Bass, United Missionary Baptist Church
- Pastor Benjamin Green, New Covenant Baptist Church
- Captain Kevin Zanders, the Salvation Army, Northwest Ohio Area Services
- Rev. Robert Lyons, St. Mary's Baptist Church
- Pastor Joel Schutte, YMCA and JCC of Greater Toledo
- Pastor Jerry Boose, Second Baptist Church, Holland, OH
- Elder Martin L. Johnson



Mental Health and Recovery

Vote for Issue 8. Renewal levy, not a new tax.

Paid for by Citizens for Mental Health, 701 Adams St., Suite 800, Toledo, OH 43604 David Schlaudecker, Treasurer

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Little Generation Day Care's Four Star Operations

Gladys Green started Little Generation Day Care 15 years ago in a location on Bancroft Street. "It wasn't my plan," she says now reflecting on those unexpected beginnings. "It was God's plan."

Green, First Lady of the New Covenant Church, had purchased the building at 1831 Bancroft Street with the intention of renting the building to a day-care operator. She could not find one who met her high expectations so she decided to operate her own day care center.

Fifteen years later, that operation has grown and expanded to a second location at 700 Elea-

nor Street. Both locations have received a four-star rating from the State of Ohio – a rare accomplishment indeed.

Little Generation Day Care Center focuses on Ohio's Pre-K standards, which includes but not limited to: alphabets and numbers, colors and shapes, Spanish and American Sign Language, phonics, science experiences, also arts and crafts.

Little Generation employs 27 full and part-time employees – the classroom staff all have at least associate degrees, some have bachelors and some are working on their masters.

Green attributes the success of her operations to nothing less than hard work.

"We're doing extremely well because we put work into it," she says.

She advises others who might be contemplating striking out on their own, whatever the business might be, to do the same.

"Do your homework, prepare for hard work and remember ... the business doesn't run itself," she says.

Green and Little Generation can be reached at 419-534-3195 (Bancroft) or 419-724-7920 (Eleonor)



“Honesty Is Back” at Quinsey’s Automotive

Quinsey Hammond opened shop on Jackman Road 26 years ago after having spent years working in a variety of automotive facilities and dealerships in the area. As with so many other entrepreneurs, there was no pot of gold waiting for him to help him get started.

"The biggest challenge was preparing paperwork to present to a bank for financing and understanding all the ins and outs that come with starting up ... limited finances and lots of bills even before you really get the door open, you face so many uncertainties," he says.

Hammond's pride is in his strict code of honesty and the deliverance of quality service to his customers . Over the course of the next few years, as the economy continues to rebound and expand, Hammond hopes to make the business as independent and financially sound as possible but he does not plan to expand to the point where he "cannot serve my customers on a one-to-one basis."

Make sure your heart is in whatever career you are entering, he advises those thinking of striking out on their own. "It will take an enormous amount of your energy and focus to meet your goals ... it is a grind and you must love what you are pursuing."



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American Floors & Interiors Honored for Growth

Gary Johnson started American Floors & Interiors (AFI) 10 years ago after having worked for several small business owners and gaining an appreciation for the satisfaction of owning a business. Ten years later, Johnson and American Floors has been honored by the Initiative for a Competitive Inner City (ICIC) and Fortune for being one of the 100 fastest growing inner city businesses.

AFI, a specialty contractor in carpeting and painting, is projecting revenues of \$5 million for 2014 but as with most small business owners, Johnson's chief challenge 10 years ago was obtaining the funding to get started.

Now, with 25 employees and such rapid growth "staying focused and balanced on our mission and vision of customer service, quality service and community service" is the chief concern for the CEO.

His advice to others who are thinking of going off on their own: research the industry, build a good business plan and "be prepared to work harder and longer than your employees while making the necessary sacrifices of time and money to help your business succeed."



Ryan Rollison's Dream Bodies

Ryan Rollison, a personal trainer started his business in 2000, coming to it from years of experience.

"I grew up in a gym," he says of the family business. "I wanted to have more hands on experience with people myself and wanted to help them to see that fitness helps physically, mentally and emotionally."

Rollison's greatest challenge in getting started, and even today, he says, is getting people to understand how important health is and that one doesn't have to kill oneself to get to the healthy stage.

As a personal trainer, he envisions joining forces with others in the fitness field in the near future. He will be relocating Dream Bodies soon and working with a massage therapist, an acupuncturist and a yoga instructor to offer clients a joint package and a full range of fitness activities.

"Don't let negativity stop you from going after your dream," he says of the pitfalls of going into business.



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November 6, 6-8 p.m. / Main Library, 325 Michigan St. Huntington Meeting Room

ETSY: Profit From Your Talents
November 15, 1-4 p.m. / Heatherdowns Branch Library, 3265 Glanzman Road

BUSINESS BOOST featuring ReferenceUSA
November 20, 6-8 p.m. / Main Library, 325 Michigan St. Huntington Meeting Room

Did you know...?

- 1,991 African American-Owned businesses are in the Greater Toledo Metropolitan area
- 138 of these businesses have five or more employees
- 29% are owned by African American women

Information compiled from ReferenceUSA database resource.



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Parker Energy Solutions Helping Others Develop

Karl Parker and his daughter, Natacia Parker, launched Parker Energy Solutions (PES), a company whose mission is "to help people develop, to grow profitable businesses and to drive sustainable efforts for our planet" two and a half years ago.

However, PES is just the latest in a growing list of family owned businesses that Parker has started since 2008. Just before he returned to the Toledo area that year after the death of his father and brother, Parker had been a plant manager in Ft. Lauderdale for Owens Corning, committed to diversifying the workforce but always needing permission from higher-ups to do so.

"Now I don't need anyone's permission to employ members of my community," he says.

The biggest challenge in starting PES was building brand credibility in order to win business, he notes. Now as he moves into the next phase, the goal is to "aggressively move into the Columbus market over the next 90 days – we also

plan to encroach upon Cincinnati, SE Michigan, Central Connecticut, Charlotte, NC and Memphis in 2015 with our energy, engineering, execution and education strategy."

Here's Parker's advice: 1) Understand the revenue cycle; 2) Embrace strategic alliances to assist with performing and scaling; 3) Put in place the basics that define your brand (EIN, website, email, fax, logo, etc); 4) Get comfortable with working long hours; 5) Establish a relationship with a start-up friendly financial institution; 6) Pick the best people – not just friends and family; 7) Ensure you are open to learning and understanding the language of business and finance; 8) Enroll in an ASSETS class



with Olivia Holden and) Connect with Erik Johnson at UT's Minority Business Development Center.

Fabulously Fit – “We Exercise to Be Healthy – Not Skinny”

Five years ago, after conquering her own weight and health demons, Angela Steward opened a fitness studio for women, sharing space on Airport Highway. Five months ago, Fabulously Fit expanded into new quarters at 1855 S. Reynolds Street.

Accepting success, says Steward, was her biggest challenge. She had not anticipated that she could get together a group of women, an ever-expanding group of women, who would remain devoted to the cause of getting and staying healthy.

Over the years, as she has become the sole owner, the challenge has changed as she accepts the fact that she is totally responsible for the business.

Within a year or two, Steward anticipates accepting even more responsibility as she expands the space of the operation from 1,800 square feet to 4,000 and works to double the membership.

"If it doesn't feel like work, it's your passion – something you thrive on," she says of time she has put into developing her business.



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Maggie Anderson's Black Year – Her Journey to Support Black Owned Businesses

*By Fletcher Word
Sojourner's Truth Editor*

It all began some years ago in a five-star restaurant, according to what has since become legend.

Maggie Anderson and her husband John were celebrating their anniversary and reflecting on their blessings. A well-educated, professional couple, living in a nice Chicago suburb, living the good life.

On that particular evening, as the only black folks in the restaurant, their conversation inevitably turned to the fact of “the discouraging status of blacks in America.”

On so many occasions, for so many people, such talk usually ends when the waiter brings the check. The Andersons discussed action on this occasion, however. They knew that Black America has a buying power approaching one trillion dollars annually but that not much of those dollars end up in the black community – two percent typically goes to black-owned businesses.

Finally, several years later, the Andersons were ready to take action. In 2009, they went black – they made the effort to only buy black. And what an effort it was.

Black-owned grocery stores were particularly difficult to find, black-owned clothing stores almost as rare. Long drives through the inner city to find businesses that had closed before the Andersons arrived.

The Andersons chronicled their adventures on a web site and then in

a book titled *Our Black Year*.

Why was Anderson so driven to undertake such a challenge – the “Empowerment Experiment?”

“It was mostly guilt,” Anderson told *The Truth* several years ago when we spoke to her from her home in Chicago. “And secondly, frustration. As a financially-blessed black mother, I felt so powerless and frustrated by the asymmetry between all out talents, resources and buying power ... and what was actually represented in and reinvested in our neighborhoods. I hated feeling like the system and some unknown, uncontrollable forces were dictating the future of my kids and my community. The Experiment showed me that I could do something and that everything that hurts us is absolutely reversible. That kind of enlightenment and empowerment is a precious blessing that cannot be expressed in words. The overwhelming sense of depression is gone now because I support black businesses every day.”

What do black-owned business need to do to enhance their presence in the consciousness of potential black consumers?

“I get that question a lot because people see struggling black businesses that are not delivering the best possible goods, value or service and use that as an excuse not to seek and support their own,” said Anderson. “So those folks want to hear Maggie Anderson blame our businesses so they can be justified for preventing the recycling of our wealth and feel no responsibility for contributing to the demise of our

... continued on page 14

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Welch Communications Endures with a Dose of Prayer, Perseverance and Patience

Charles Welch (Charley Chuck) of Welch Communications brought The Juice 107.3 to the radio airwaves 17 and a half years ago. After years in the industry, both behind the mike and as general manager, Welch feels that it was a natural transition and one that enabled him to expand what he could say and do.

“Being your own boss, you can do what you want as long as you don’t break the FCC rules,” he says. As his own boss, he could address civil rights issues, for example, without station owners silencing him for fear of losing advertisers.

In spite of his experience and knowledge of the industry, he had a challenge in starting up. “Money, absolutely,” he says without hesitation.

And his biggest challenge now, after all these years?

“Money, absolutely,” he repeats. In his business, having capital to replace equipment and stay competitive is crucial. “Banks are not opening up as they should.”

Welch Communications is a family affair and as Charley Chuck looks into the future, he sees a limited role for radio – perhaps another 15 years before technology overtakes the traditional airwaves, he feels. So Welch is looking at other opportunities to expand and keep the family business going. “Don’t put all your eggs in one basket,” he advises.

And as to advice for others starting out, he mentions his three “P’s” – prayer, perseverance and patience. “You have to have a sense of moving forward with your dreams – stay away from the negativity around you and learn from your mistakes.”



Charlie Chuck and The Little Juice Crew

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TARTA

2013 ANNUAL REPORT TO THE COMMUNITY

The Toledo Area Regional Transit Authority's main goal is to deliver superior service to our riders. On behalf of TARTA's employees and Board of Trustees, I am pleased to present this Annual Report of 2013 highlights.

- Introduced **TARTA Tracker**, a web- and phone-based system that provides real-time bus route information, which had more than 25,000 site visitors and nearly 48,000 site visits during its first 14 weeks.
- Grew TARTA's **ridership** for the third year and TARPS's ridership for the 17th consecutive year, with combined 2013 ridership of 3,448,956 trips.
- Continued planning a **new Downtown Terminal** along Jackson Street, which will replace the aging Downtown Bus Loop and save about 60,000 miles annually when complete.
- Added TARTA's **first two hybrid electric buses**, powered by batteries at lower speeds and a biodiesel engine at higher speeds. The buses are 30 percent more energy efficient.
- Formed a **partnership with Toledo Public Schools** by agreeing to rent space at TARTA's Central Avenue garage, reducing the distance between the TPS buses and the schools they serve.
- Provided free rides on Election Day to afford citizens without transportation the opportunity to exercise their right to vote.

TARTA and its Board of Trustees recognize the importance of the support TARTA receives from employees, passengers and constituents. That support allows TARTA to continue offering the Toledo area high-quality public transit.

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James K. Gee
TARTA General Manager

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The Importance of Supporting Black-Owned Businesses

By Jay Black, President Toledo African American Chamber of Commerce
Guest Column

TAACC Mission Statement

The Toledo African American Chamber of Commerce (TAACC) advocates and promotes the economic growth and development of African American (AA) owned businesses by focusing on the development of business opportunities, business alliances, and legislative advocacy.

I have studied this issue for some time now and have come to the conclusion that we will not solve the economic and social problems that have plagued our community for the past few generations unless we change our thinking and behavior relative to supporting our businesses.

Why, you might ask?

When we don't have control over our own commerce we are at the mercy and control of others. Have you wondered how non-black owned businesses (white, Middle Eastern, Asian) dominate the small businesses in our community while at the same time knowing that they would never allow this to happen in reverse in their communities?

It is called the control of commerce.

Have you wondered why every other ethnic group supports it own except us? Perhaps they understand this concept more than we do. I must add that it is not possible at this time for us to spend 100 percent of our discretionary income with black-owned businesses because we are not in every business discipline locally. For

instance, there are no black-owned new RV dealers in this area so there is no opportunity to buy a new unit from an African American.

The good news is we can begin to reverse these adverse trends by consciously changing our behavior and by spending some of our money with African Americans on a consistent basis. I challenge you to make an effort to patronize a black-owned business at least three times a month for starters. If you need help with finding quality African -American businesses call the TAACC office. Listed below are just three



benefits of supporting our businesses on a regular basis.

1. We have greater control of what goes on in our community. For those of you who are old enough remember the days when Dorr, City Park, Division and Collingwood streets formed the core of our communities' business district, there was a tremendous sense of pride in knowing that we "owned something." Our children saw black business owners on a daily basis and could more readily aspire to be one of them. We had control over who worked in those businesses and our dollar turned over multiple times before it left our community. The unemployment rate was much lower in our community then than it is today.

2. Unemployment Rate. We will begin to reduce the unemployment rate in our community if we can help our businesses grow. Go into any African-American owned business and you are apt to see African Americans working in them. There is a large and growing segment in our community that no one will hire (except us).

These are the ex-felons, and Bobos, Junebugs, Shykondas and Aquacenas in our families and churches. There are approximately 2.0 million African-American owned

... continued on page 12

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Powell's Beauty Supply – 50 Years of Supplying the Community with Beauty Supplies

Calvin Powell and his father started Powell's Beauty Supply out of necessity in 1964. In those days, he says, there was no supply of hair care products for black clients anywhere near Toledo. In those days, you had to make the drive up to Detroit for such product.

Powell's uncle owned a barber shop which made the issue both a personal one and a business one for the family. So the Powells hit the road frequently in order to keep the shop supplied.

"In those days you couldn't get things trucked in and some people would not deal with you," he recalls of the great problem he had with logistics in the 1960's

They stored product in the barber shop, in the truck and finally in a building they had access to, before opening up on Nebraska Avenue – first at 547, then 901 and, now, 902.

Business was good back in the day when there was no competition, he notes, but not so much anymore. Others have moved into the black beauty supply market and chipped away at Powell's clientele.

"Now you can go anywhere and get product," he says. "If it weren't for our loyal customers we wouldn't be in business."

Staying in business is Powell's challenge these days in the face of that ever-growing competition. And he would warn others not to even try to go into the retail




Calvin Powell

end of such a business.

"Go into the manufacturing end of it," he advises. "The retail is too hard to control. Start at the bottom with manufacturing."

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Vince Davis – State Farm Agent – Age and Experience Have Been Valuable Commodities

Vince Davis opened his insurance agency 28 years ago after having spent his early years in medical sales, earning a good living and not anticipating the sacrifice necessary to go off on one's own.

He accepted the challenge of being his own boss in order to get up under the thumb of those who would boss him, those whose opinions he rarely shared. At the time, as he was following all those orders he disdained, he was also well compensated for minding his manners.

"In retrospect, I would have sold everything while I was in good shape rather than getting lean out of necessity," he says.

He opened his office in the inner city, perhaps the first State Farm agent to do so. These days, he's located on Secor, downsizing over the years due to the bad economy. As a result, however, his current challenges are virtually non-existent. He's at just the right size to operate and keep helping "people manage the risk of everyday life."

He realizes that he went into business – both the insurance agency and, later, the food business – "underfunded and uninformed." The advice he did receive from people with experience in those fields, he ignored in favor of heeding what he wanted to hear.

"When you ask someone for advice and you value their judgment, do what they say," he suggests.

He has recovered nicely, however, due to his perseverance.



Pathy and Vince Davis

"No matter what you decide to do, see it till the end, don't give up, whatever you do. See everything in life that you hold dear until you are through! People start all kind of battles and quit before they end. The greatest challenge on life is to fall, and then begin, dusty, dirty and beaten, and try until the end!"

Jay Black... continued from page 10

businesses in America and approximately 1.9 million unemployment amongst African Americans. If we would help our businesses grow by patronizing them on a consistent basis we could conceivably solve the unemployment problem in our community.

3. Crime Rate. We can reduce the crime rates in our community by helping our businesses grow. How? When Pookie is gainfully employed he doesn't have time to get with the wrong crowd and consequently get into trouble. We could also drastically reduce the recidivism rates for those who are currently in the system if they had access to gainful employment once they exit the system.

I will list more benefits of supporting our businesses in future articles.

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Need a Place to Eat, Drink or Be Merry: J'Mae's; Our Brothers Place; The Peacock Café

There were a number of restaurants and places to obtain an adult beverage that our readers mentioned but these three stood out – J'MAE's for great food; Our Brothers Place for food and drink; The Peacock for drink and entertainment.

J'Mae's is certainly the new kid on the block. The restaurant opened early this year at 3117 Lagrange Street and has already captured readers' attention for the quality of its food. Open Tuesday through Monday, owners Jaleo Young and his mother Michelle Tarrant serve up fare "just like Mama's."

Meatloaf, ribs, fried chicken, chicken wings, catfish, smothered pork chops and more. You can dine in or take out starting at 11 a.m. Tuesday through Saturday and 1 p.m. on Sundays.

Don't forget about dessert – dozens of cakes, pies and cobblers are available.

Our Brothers Place 233 N. Huron in downtown opened three and a half years ago by former McDonalds franchisee Glenn Johnson and his brother Michael Johnson and brother-in-law Alvin Garmon. Michael Johnson and Garmon manage the establishment on a day-to-day basis.

"We've been fortunate," says Glenn Johnson. "Since the second month, we've been able to pay the bills and we've had a number of decent events that keep us relevant."

Along with a downstairs bar that features a full menu, OBP also has an upstairs facility that is frequently used for events.

The Peacock Café at 2007 Monroe Street has been around for several decades now. The lounge was first owned by City Councilwoman Theresa M. Gabriel and is now under the ownership of her son, Robert Gabriel, Sr.

Some years ago, Robert shut the place down and completely remodeled, including adding a stunning outside deck.

Live entertainment and parties occur frequently at The Peacock



Alvin Garmon and Glenn Johnson (both rear) welcome New Edition



Jaleo Young welcomes guests



Staff and customers at The Peacock

Vote For Issue 9

Senior Citizens

Paid for by Senior Citizens Committee, Kelly Warnke, Treasurer, P.O. Box 140898, Toledo, Ohio 43614

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Maggie Anderson... continued from page 7

culture and neighborhoods.

"I think that if our people were to look at how hard it is for our businesses and accept responsibility for crippling them, maybe we'd focus more on supporting them and less on stereotyping and criticizing them and talking about what *they* need to do to *earn* our business. And then we should be spending just at least as much time talking about what all those mainstream brands and all those outside groups, that do nothing for our community, need to do to earn our blind support."

What are the great challenges for black-owned businesses in their pursuit to grab a piece of the consumers' dollars?

"It is obvious that the major problem facing our businesses is lack of access to capital and influencers," said Anderson. "In addition, the spirit of entrepreneurship has faded in our community. Before, it was a survival strategy. Other folks would not hire or sell to us, so we were forced to create for, sell to and hire each other. We did it and got better and better at it. Our businesses, as they were able to depend on a loyal black consumer base, made money and were able to re-invest in their own growth, while gradually being able to control more parts of the supply chain relevant to their industry. They were able to diversify, own multiple firms and had the wherewithal to support each other's businesses, even if it cost a little more to do so."

What are the long-range benefits for the black community as a whole when we become infuse with the spirit to support our own black businesses?

"We believe that these challenges can be resolved with heightened and proactive demand

from black consumers," said Anderson. "We must focus on supporting top-quality black businesses that do exist. Once we do that, those businesses can grow and locate their plants and retail outlets in underserved black neighborhoods. Not only could they counter unemployment there, they could help attract more investment – black and not – to the struggling areas that are currently underserved.

"Another major impact is that black businesses trying to earn more contracts and partnerships with major main stream corporations can more effectively negotiate and might even be actively recruited if those big firms see the power of a mobilized black consumer base. We would see a lot more of our products on the shelves of the major retailers, a lot more black franchises and a lot more contracts being given to our entrepreneurs and professionals if corporate America were to see that

Perryman... continued from page 2

also to kind of take that stigma off of it, as well," she continues.

"So, the message I'm going to be talking about in Toledo combines my new book with the one I wrote that came out last year, *Happy Women Live Better*. So, I'll be talking quite a bit about resilience, and happiness. When we think of women, it's kind of surprising that over the last 40 years women's happiness has actually started to decline, while men continue to get happier. I thought that was a curious thing, when you consider all of the advances for women. Why would we be less happy?

"And it tends to seem to happen right around the time we reach our early '40s. And I think a lot of it has to do with the amount of pressure that women feel, the expectations of doing it all, and many women get to that point in life; it's not quite what they

black consumers are starting to be more loyal to black businesses."

In the time since Maggie Anderson started The Empowerment Experiment Foundation, she has appeared on a variety of television and radio shows explaining the purpose of the Experiment.

Anderson earned her BA from Emory University and her law degree and masters of business administration from the University of Chicago.

"I cannot, after our journey and living my life as a conscious consumer now, say that black businesses need to do more to appeal to me," said Anderson. "Once I realized how important it was to find them, I was able to support them. It is not as hard as people think"

thought. A very large percentage of black women by age 40 have never married, and many of them, especially ones that have professional careers, and did all the right things, and got their education, many of them don't have children. They had not pictured that for themselves.

"And there's also just a lot of, I think, judgment that women feel like, well, 'I failed with my kids; I feel like I should be doing something professionally.' If I'm professional, and I have kids, then I'm not spending enough time at home. The single women who have their careers together, get questioned, 'Oh, you chose career over family,' and which often isn't the case, oftentimes that's just how it turned out, not necessarily what they were hoping for.

"I think women, in particular, are dealing with a lot of pressures that can really make it hard for them to be happy, and when I look at the core of that, people go, 'Oh, it doesn't really matter that happiness isn't the aim of life,' but the truth is people who are happier live longer; they get sick less, are more likely to get promoted, and get raises. There are a lot of benefits to being happy."

Not only does *A Night of Inspiration* help families build up in-home libraries for children, it also promises to inspire women to live more fulfilling lives.

Contact Rev. Donald Perryman, D.Min, at drdperryman@centerofhopebaptist.org

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CLASSIFIEDS

October 22, 2014

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Accountant Wanted

St. Martin de Porres Catholic Church is seeking an accountant, part-time, to maintain the financial bookkeeping system for the parish and its subsidiary ledgers according to the procedures and guidelines of the Catholic Diocese of Toledo. The ideal candidate will have at least an Associate degree in business or a related topic, command of QuickBooks, and be available during daytime hours. Please send resumes to stmartindeporestoledo@gmail.com or mail to 1119 W. Bancroft St., Toledo, Ohio 43606 by October 24, 2014.

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POND EXCAVATION AND SEWER DEMOLITION IN THE NORTH PARKING LOT AT FORMER JEEP ASSEMBLY PLANT 1000 JEEP PARKWAY TOLEDO, OH 43610

This contract is for all labor, material, insurance, and equipment necessary for the above-referenced project at the former Jeep Assembly Plant, in accordance with the approved plans and specifications, to the Port Authority at 1000 Jeep Parkway, Toledo, Ohio 43610.

Bids will be received at the Port Authority's administrative offices, located at One Maritime Plaza, 7th Floor, Toledo, OH 43604-1835 until Thursday, November 13, 2014 at 11:00 AM, at which time and place all bids will be publicly opened and read aloud.

The project is located at the former Jeep Assembly Plant, 1000 Jeep Parkway, Toledo, Ohio 43610. The project "Pond Excavation and Sewer Demolition in the North Parking Lot" consists of a base bid and no alternates.

The base bid for **Pond Excavation and Sewer Demolition in the North Parking Lot** includes but is not necessarily limited to the following work:

- mobilization/demobilization,
- Portland cement concrete removal, relocation, and crushing,
- asphalt concrete removal and relocation,
- demolition and removal of miscellaneous structures and vegetation,
- crush existing stockpiled Portland cement concrete debris,
- miscellaneous solid waste management,
- remove existing storm sewers and oil/water separators,
- excavation, backfilling, and grading,
- health and safety, and
- pollution control

Additive Alternate 1 consists of excavation of soil impacted by Benzo(a)pyrene and relocation and burial of the soil in a designated area east of Jeep Parkway.

Additive Alternate 2 consists of excavation and off-site disposal of soil impacted by Lead.

Toledo-Lucas County Port Authority may or may not award Additive Alternate 1 or Additive Alternate 2 at its sole discretion based on cost and other factors.

Plans, Specifications, Instructions to Proposers, and Forms of Proposal and Contract are on file and may be obtained by either (1) obtaining hard copies from Becker Impressions, 4646 Angola Road, Toledo, OH 43615, phone 419.385.5303, during normal business hours, or (2) ordering from Becker Impressions, via their website www.beckerplanroom.com at a non-refundable price of \$25.

Please note that there will be a pre-bid meeting for prospective bidders on Wednesday, November 5, 2014, at 10:00 AM at the conference room of Toledo-Lucas County Port Authority, located at One Maritime Plaza, 7th Floor, Toledo, Ohio 43604-1835. Attendance is helpful, but not mandatory. There will be an optional site visit after the meeting.

ABUNDANT LIFE OF PERRYSBURG ACCEPTING APPLICATIONS

Abundant Life of Perrysburg is accepting applications for its subsidized apartment facilities. Abundant Life #1 offers independent living for senior citizens 62 years of age or older and individuals 55 or older with a physical impairment. Abundant Life #2 is a supportive living complex for people 62 and older. To apply individuals must meet the age requirement and an annual income requirement of no more than \$20,000.00 for one person or \$22,850.00 for two people.

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Abundant Life #1 offers bathtubs, while Abundant Life #2 offers walk-in showers and pull cords for emergencies.

We have a bus that transports all residents to area grocery stores and monthly outings. We offer exercise, worship services and a variety of opportunities for our active and not so active seniors. Please call (419)874-4371 to find out more about our fabulous facilities and our availability for apartments. You may also visit us on the web at abundantlifeperrysburg.org.



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Genesis Beauty Salon – A Collaborative Effort

Edwin Mabry opened Genesis Beauty Salon 18 years ago at the same 1209 Hoag Street location where the salon is today. He frankly admits that his prime motivation for going into business for himself was his “inability to work for other people.”

He explains that as he observed the way other people ran businesses in his younger years, he was less than impressed by how employees were treated. He wanted to operate a bit differently as well as give back to the community for the sake of those who helped him.

Finances then and finances now are the biggest concerns in a business that needs equipment to operate and therefore needs to update that equipment from time to time.

He overcame the obstacle initially by, and he cites the words of Elijah Muhammad, finding two or three people with the same interest, people who could go into the venture with him and share the risk.

As for now, even if he took the leap of faith to obtain the financing to modernize, he's not sure it's worth the risk, not sure if his clients from the inner city could afford what such business expense would mean for them and their prices. Nevertheless, he does ponder such a move to modernize if he can keep client prices in line.

As for others who would seek to start their own businesses, Mabry suggests that like-minded people in the community have “got to come together.”

“Find people you can trust and work together,” he offers. “Don't try to do everything yourself!”

Toledo Federal Credit Union – “It's Your Turn”

Suzette Cowell opened Toledo Urban Federal Credit Union 18 years ago after year of work in the banking business. By that time she was convinced that her industry had a history of categorizing far too many individuals as “unbankable.”

At the same time, Bishop Duane Tisdale of Friendship Baptist had a vision for his church members in which every member would be in a “credit-worthy financial shape.” He approached Cowell, she solicited help from a number of acquaintances and, after four years of painstaking work on the chartering process, the community financial institution was born of blood, toil, sweat and tears.

These days, TUFCU has overcome a number of challenges that such small underfunded institutions ordinarily face and the significant challenges imposed by the Great Recession. The next challenge is expansion into a larger facility – also on Dorr Street. Cowell and a team of volunteers she has recruited are busy raising the funds to make that happen within the next year.

“You can't give up,” she says to those who have a dream. “There will be a lot of late nights, a lot of personal and financial sacrifices. If you have a think-outside-of-the-box vision, please don't take advice from people who stay in the box. Write your vision down and make it plain. Set goals and stick with them. Know your purpose in life.”



Edwin Mabry and Suzette Cowell

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