

[Click here to skip intro](#)

## Greetings

Welcome to The Ebony Cactus magazine

SPECIAL EDITION

for September 27, 2003.

In that many of you are new readers,  
we thought we would provide  
a few hints on the best way to use the magazine.

### Hint #1. DOWNLOAD FIRST THEN READ

If it is possible to download the magazine  
onto your computer's desktop

DO SO!

Then reopen using Adobe Acrobat.

You will find this makes the magazine far easier  
to read and all of the hyperlinks work.

Also, since the magazine is now on your desktop,  
you don't have to go back to the web to read it and  
you can now send it to a friend if you like

### Hint #2 AFTER YOU DOWNLOAD AND REOPEN, THE HYPERLINKS WORK

If your system is configured properly and the Internet is on,  
clicking on a hyper (web) link will send you by way of your default browser  
to that page. Give it a try by clicking [here](#)----->\*

### Hint #3 USE THE JUMP BUTTONS TO NAVIGATE

The purpose of the Jump Buttons is to  
make it easier for you to navigate around the document.

For example, whenever you see the word "INDEX" by itself, click on it and it will  
jump you back to the index. Also, the index lines will jump you directly to the  
article etc.

Ok, lets try this: [Click here](#)-----> \*

Excellent!!!  
You are now ready to enjoy  
this special issue of  
The Ebony Cactus magazine.  
[Click here to jump to cover page.](#)

# THE EBONY CACTUS magazine

Special Edition September 27, 2003



Special Edition  
The Los Angeles  
Black Business Expo & Trade Show

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



## Index

# The Ebony Cactus magazine

Special Edition

September 27th 2003

602-821-8191

Connecting the dots page 3

Staff page 4

L.A. Black Business Expo and Trade Show page 6

Black Speakers ONLINE page 8

Images page 9

Cut'N Clean Greens page 10

Information on The Ebony Cactus magazine page 12

The Loop Ink. Page 13

# Connecting.the.Dots

by George and Angela Brooks

September 27th, 2003

We first learned of the Los Angeles Black Businesses Expo and Trade show on a pure humbug, just surfing the Internet as we often do. Having just come off the very successful Arizona Black Expo, we thought hitting the big one in L.A. was a good idea. The problem was we only had a week or so to make arrangements to go, get press passes, arrange for interviews and convince the teenagers that going to California on the spur of the moment was worth giving up their plans for the weekend. With thanks to the L.A. Black Expo PR person Isidra Person-Lynn, some divine intervention and understanding relatives in Riverside, we made the show and what a show it was! We are now reporting to you what we experienced. The real question to answer however is, why bother?

The answer to that question is simple when you think of it, connections! The underlying themes of The Ebony Cactus magazine are connections and leadership. That for minority, especially African American business to survive, they must have vision, and be proactive in making connections with those who have the ability to help them. My good friend Richard Bowles of the National Association of Minority Contractors calls this "Capacity Building." Leadership however, requires one to take a risk, an uncomfortable position for the more timid. It is also regrettably true, that many feel threatened by the "outsider", even if that outsider has the resources that would allow a small business to win a contract or develop a project that they could not have done alone. Money respects no border, so no city or state is an island. Money flows where there is opportunity and unless you are ready for it, it will flow past you. It is therefore our desire at TEC to demonstrate the power of positive proactive connections. The place to do this, is where a concentration of resources and potential business partners exist, in this case, the L.A. Black Business Expo and Trade Show. Come with us as we explore further with an interview of the show's Executive Director and later with more details on a few of the businesses present. Enough for now, dream big and on with the show. **TEC**



Connecting.the.Dots

Index

# STAFF

The **Ebony Cactus magazine** is published by Ebony Cactus magazine Inc.,  
Angela Miller-Brooks  
CEO and Publisher  
George B. Brooks, Jr. , Ph.D  
COO and Editor

## **Marketing**

Life Strategies Consulting  
**Sales Consultant**  
Susan Morris

## **Graphics/ Art**

### **Magazine:**

Dr. George Brooks Jr.

### **Web Page**

Karl Rothweiler

### **Proofing**

Susan Morris

## **Photography**

Angela Miller-Brooks  
George B. Brooks, Jr.

The **Ebony Cactus magazine** is published semi monthly through the Internet by Ebony Cactus magazine Inc. There is no subscription cost.  
All Rights Reserved.

## **To Reach Us:**

Mail: P.O. Box 24982  
Tempe, AZ 85285-4982.  
Phone: (602) 821-8191  
Fax:(602) 437-8852

Publisher: [Publisher@theebonycactus.com](mailto:Publisher@theebonycactus.com)

Editor:

[Editor@theebonycactus.com](mailto:Editor@theebonycactus.com)

Subscribe

[Subscribe@theebonycactus.com](mailto:Subscribe@theebonycactus.com)

All past issues are archived at  
[www.theebonycactus.com](http://www.theebonycactus.com)

## **Index**



# Introducing Ebony Cactus Professional Services

Building bridges to what your business can be!

TEC@TheEbonyCactus.com

602-821-8191

## **Business Management**

Business Plans  
Financial Plans  
Capacity Building  
B2B/B2C Connections  
Partnering  
Advocacy  
Win/Win Solutions

## **Human Resources**

Customer/Employee  
Appreciation  
Training  
OSHA

## **Marketing/Media**

Newsletter Production  
WEB Site Development  
News Release Development  
Editing  
Event Planning  
Trade Shows

## **Index**

# L.A. Black Business Expo



**W**e found Harold Hambrick, the Executive Director of the L.A. Black Business Expo and Trade Show, in an upstairs office overlooking the bustling event. An amiable man, although we interrupted him signing checks, he took a break to provide us this interview.

**TEC: What is the Black LA Expo?** The expo was founded by Barbara Lindsey in 1988. We worked with her until about 8 years ago when we purchased the business. Over that 15 years, the Expo has grown from about 50 exhibitors and about 1,500 attendees at the Mariott Airport Hotel, to today in the Los Angeles Convention Center with more than 400 exhibitors and more than 65,000 attending. Prior to 9-11 and the poor economy, we were up to 75,000 attending. Plus we down sized she show with more of a focus on quality.

The LA Black Business and Trade Show is an economic cooperative. This is a Business Expo where we encourage small businesses to do business with each other. In the L.A. Metro area, there are approximately 1.5 million African Americans and 39,000 small African American owned businesses that do four to five billion dollars worth of business per year. So there is an opportunity for small African American owned businesses to prosper. The challenge is that a lot of African Americans controlled dollars are spent outside of the community. Probably only 6% of all the money we make is spent on African American businesses. If we could increase that number by 10 to 15%, the impact would be that the small businesses would hire more, which would impact unemployment in the Black Community.

Index

Continued on the next page

## Los Angeles Black Business Expo & Trade Show

September  
12-14th  
2003

Executive  
Director:

Harold Hambrick

produced by:  
SLAM Inc. (South  
Los Angeles  
Multi-Services,  
Inc.)

3683 Crenshaw  
Boulevard,  
Suite 502

Los Angeles, CA  
90016

Tel: 323-290-4743

Fax: 323-290-1750

WEB

www.

blackbusinessexpo  
.com

Email

info

@blackbusinessexpo  
.com

### Mission Statement

supporting the  
development and  
growth of business  
enterprises through  
promotion,  
education, training  
and finance.



Today, many African Americans are leaving corporations and going into small and home-based businesses. Many are retiring early. This suggests there is still opportunity here in this market.

**TEC: Out of these 39,000 Black businesses in L.A., what segment displays at the Expo?** We get everything including engineering and a number of computer companies. We have a special relationship with

the Black restaurants including two years ago we started the L.A. Black Restaurant Association. At the Expo, we feature five or six Black owned restaurants as well. We negotiated with the Convention Center so now private restaurants from the outside can come in and do business during the Expo.

**TEC: How is the Expo an economic cooperative?** We set up a process where businesses agree to work with each other. For example, lets take two local restaurants, Shabazz and Derrick's Jamaican Restaurant. Say Shabazz needs peanut oil and Derrick's has peanut oil. They call each other and they can exchange product in good faith. The other piece is that we are working on a group purchasing program where if a group goes to one wholesaler for product, they could get substantial bulk discounts that could cut their costs 20 to 30%.

**TEC: Why attend the Expo next year?** We started with the Expo as a L A specific activity, to build a local base. What we are doing is expanding the base to make it an international show. This year we have the African/USA International Chamber of Commerce and we have invited a number of African countries to participate. We currently have about ten different nations that are represented here with delegates. This time, we also offered a number of workshops including one on reparations. Julian Bond was here today, and we are doing something on education. Any issue that is current, we try to deal with it here at the Expo.

There are a lot of things that are happening here. It is a good place to come and see other successful businesses and to promote your own. We would love to come to Phoenix and cross market. Let people there know about our expo and let people here know about yours. We have speakers and exhibitors here that go all over the country and would be glad to come to Phoenix as well. We see definite opportunities for exchange. **TEC**

**Index**

L.A. Black Business Expo

There are a lot of things that are happening here. It is a good place to come and see some successful businesses and to promote your business.

**Sample Clients**

- African American Women on Tour
- Black Achievers, Boston
- Black Community Forum of Los Angeles
- California State University - Dominguez Hills
- City of Angeles
- Church of Religious Science
- City of Beverly Hills, CA
- Dallas Black Expo
- Dorchester Economic Development Corporation, Boston
- El Camino College HUD
- Kiwanis Clubs
- Lambda Kappa Mu
- Las Vegas Catholic Long Beach School District
- Los Angeles Black Business Expo & Trade Show
- McDonald's Corporation Sacred Space, Washington, D.C.
- South Carolina State University
- State of California UCLA
- United States Air Force
- University of Minnesota USDA
- Wake Forest University
- Walt Disney World
- Winston-Salem University

**Notable speakers:**

- Wally (Famous) Amos
- Les Brown
- Congressman Gary A. Franks
- Dr. Dennis Kimbro
- Florence LaRue
- Synthia Saint James Shabazz
- Tavis Smiley

**Black Speakers ONLINE**

Norma Thomson Hollis  
 PHONE (310) 671-7136  
 FAX (310) 671-0123  
 EMAIL  
 denise@blackspeakers.net  
 235 E. Queen Street  
 Inglewood, CA 90301, USA  
 All of these (except last) lead to this same website:  
[www.blackspeakers.net](http://www.blackspeakers.net)  
[www.black-speakers.com](http://www.black-speakers.com)  
[www.blackspeakersonline.com](http://www.blackspeakersonline.com)  
[www.speakersetc.com](http://www.speakersetc.com)

**How long in business:** A speakers bureau and motivation and success company, I started the Speakers Etcetera in 1996. I started Black Speakers ONLINE about 2 1/2 years ago after we were quoted seven times in an article on Tavis Smiley and Black Enterprise. That article exploded interest in my online directory of Black speakers and that is when Black Speakers ONLINE become prominent. Black Speakers ONLINE is essentially a directory of Black speakers on the Internet. We have about 100 speakers listed according to different fees, geographic areas and topics. So anyone across the United States, Canada and Israel looking, for a speaker can come here. Speakers Etcetera is the parent company which includes the speakers bureau, training company, coaching and event planning.

**Clientele:** Two areas are our biggest draw right now: First we book a lot of speakers at historically Black colleges and have several students and interns that work as sales people for us to make that happen. The other basic clientele are African Americans who would like to develop themselves as speakers. We provide development, promotion and management services.

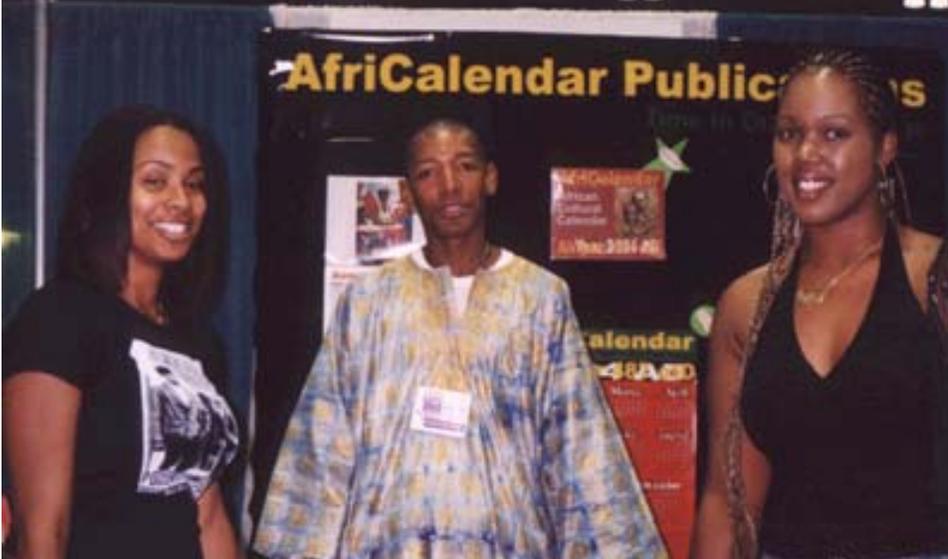
**Why L.A.:** This was the starting point. I have lived here for 25 years but our online directory is global.

**Los Angeles Business Environment:** There is a lot of support for Black business here. You have a number of support groups including the Black Expo, the Black Business Association, Recycling Black Dollars, the African American Chamber of Commerce, Turning Point Magazine, etc. As with any business, no matter what you do, it is up to you and your own creativity and ingenuity to make it work. These are down times that are difficult for many people. However, I was talking to my staff and we are not really feeling the crunch that many others are and that is mainly because we do not choose to. We have chosen to take a very positive attitude and are continuing to find new business that will support any area that may be down.

**TEC**



A few images from Los Angeles Black Business Expo and Trade show September 12th through 14th, 2003



Index

Business  
Profile

“All that  
and a bag  
of Greens”

Cut'N Clean Greens



“Cut'N Clean Greens is a value added convenience. Nowadays, most people who enjoy greens don't enjoy having to go through the process of preparing them for consumption. So, we've added value in our product by making it easier for the consumer to purchase, prepare and enjoy.”

**San Miguel Produce, Inc. Nugreens LLC.  
Cut'N Clean Greens**

Hassle Free -Value Added

**Director of Marketing:** Marcus Webster

**Type:** Pre- Packaged Produced

**Location:** Oxnard, California

**Address:** 4444 Navelier Road

**Telephone:** 805-488-0981

**Fax:** 805-488-2103

**E-mail:** [marcus.webster@sanmiguelgreens.com](mailto:marcus.webster@sanmiguelgreens.com)

**Website:** <http://www.cutncleangreens.com>

**Employees:** Less than 2,000

**Description:** We focus on all leafy greens with a variety of nine to choose from. Our varieties include: spinach, kale, collards, flat mustards and curly mustards.

**Background:** Headquartered on the coastal plain of Oxnard, California, the company has been in the produce industry for over thirty years. It began the Cut'N Clean Greens process eight years ago. Available in all of the retail markets within Southern California Cut'N Clean Greens can also be found in other parts of the country such as the southwest and on the east coast. The concept of Cut'N Clean Greens originated because no one had ever done a value added convince for this type of consumable product that is chiefly enjoyed by those in the African American community.

Continued on the next page:

Index

Continued from the previous page:



**Value Added Opportunity:** Cut'N Clean Greens is a value added convenience. Nowadays, most people who enjoy greens don't enjoy the process of preparing them for consumption. Also, for many elderly consumers, especially those who are afflicted with physical ailments such as arthritis, the process can become a bit much. So, we've added value in our product by making it easier for the consumer to purchase, prepare and enjoy. We looked at how salads were being produced. Being cut and

packed to add a value to the consumer, made the product more marketable which is what we've done with our product. Some of the keys to our value added product include hydro-jetting and triple washing, which makes cleaning them after purchase unnecessary. Also, we cut them into thin strips and package them in one pound bags, equivalent to two and one half bunches of greens. Our product is easy to store (packaged products take up less space in the refrigerator) and to prepare.

**Clientele:** Our clientele include some of the major food chains in the country. Our products can be found in over 30 food retail markets across America including: Kroger, Albertson's, Von's WalMart, Fry's Foods, Ralph's, Safeway, Winn Dixie and Food 4 Less.

**Market:** Our largest market is currently the is the Los Angeles area. However, we do have a huge market in Texas and the Mid-West.

**Motivation:** We recognized a need to devise a new strategy to accommodate a well known consumer need for delicious, quick and easily preparable bunches of greens. In 1995, San Miguel developed a strategy to grow, process and sell fresh quality green leafy vegetables. We did this because we wanted to provide consumers with the best possible bunched greens that were hassle free, pre-cut, pre-washed, and pre-packaged. Thus, the creation of Cut 'n Clean Greens.

**Competitive Edge:** Our company, San Miguel/ NuGreens, is the nation's leaders in the cooking greens category. We are the largest and year - round provider of the Cut 'n Clean Greens and fresh bunch greens packaged varieties.

**Responsibility/ Impact:** We have a responsibility to provide a quality product at a fair market price. The impact, we hope, will be increased sales in our current and future markets.

**TEC**

### What is the Ebony Cactus?

We get word on your business out to the world.  
We bring you the information you need to know,  
and  
**WE DO IT WELL!**

Advertise in The Ebony Cactus magazine.  
**NUFF SAID.**

Cut'N Clean Greens



Index

# The Ebony Cactus magazine

The Ebony Cactus magazine a new voice in the African American business community. A full color magazine distributed free over the Internet, The Ebony Cactus showcases new and established businesses in Arizona, Nevada and Southern California to all who could use their services. The magazine's format is simple, open and easy to read. Created in PDF format, the content is focused on people and issues that are both interesting and valuable to both small and large businesses.

Published on the 6th and 20th of every month, The Ebony Cactus is a new concept Internet magazine. Created in PDF format, the magazine can be viewed equally well by both Macintosh and P.C. users. Hard copies made by the reader retain the exact format as seen on the screen. Past issues are archived at [www.TheEbonyCactus.com](http://www.TheEbonyCactus.com).

## Our Mission

"The mission of The Ebony Cactus magazine is to assist businesses to connect the dots between their promise and their prosperity through bridging the gaps between Vision, Capacity and Resources. We do this by helping to build a vision of where they wish to be and a map how to get there; assisting in building capacity through innovation, increased core business acumen, B2B cooperation, partnering and strategic alliances; sharing information on how to access needed resources and how to use them effectively."

To accomplish these goals, The Ebony Cactus presents in-depth interviews with a wide variety of successful businesses. We seek to look beyond the superficial to see how they work and why they succeed. Non-Profit organizations such as Kappa Alpha Psi, Planned Parenthood and First Institutional Baptist Church with strong business backgrounds and programs of interest to the African American Community have also been profiled. We utilize a cadre of professionals to present detailed lectures on business management. Finally, the Ebony Cactus seeks to provide you information on new business opportunities **before** they come over the horizon.

## Who reads The Ebony Cactus?

- Currently, the readership per issue is about 25,000. Most readers are in Arizona, California and Nevada, but others are found in across the United States and Internationally.
- 99% use computers
- 99% use the Internet
- 51% have family incomes exceeding 50K
- 45% have family incomes exceeding 75K

- 66% hold a bachelors degree or greater
- 44% are small business owners

## Should I advertise in The Ebony Cactus?

Yes, you should. Your full color advertisement in The Ebony Cactus will be seen by thousands of potential customers world-wide who possess the resources and the need to use your products and services (see demographics). A service unique in the nation, the nature of the Ebony Cactus encourages it to rapidly propagate across the globe through "Word of Net." The higher the quality of information in the magazine, the more it is passed along for more eyes to see. Your quality advertisement will synergistically add to the overall value of the of the magazine thus increasing the number of individuals that will see your services.

### Our basic rates are:

Size: Frequency	1 x	6 x
<b>Full page:</b> (7.5 in x 10 in)	\$880	\$800
<b>1/2 page:</b> (7.5 in x 5 in) (3.5 in x 10 in add 15%)	\$440	\$400
<b>1/4 page</b> (3.5 in x 5 in)	\$220	\$200
<b>1/8 page</b> (3.5 in x 2.5 in)	\$110	\$100

## How do I receive The Ebony Cactus?

### 1. E-mail subscription

You may subscribe to the Ebony Cactus by either sending a subscription request to [Subscriptions@thebonycactus.com](mailto:Subscriptions@thebonycactus.com) or by clicking the subscription link found at [www.thebonycactus.com](http://www.thebonycactus.com) The latest edition will be sent to you twice monthly as an e-mail attachment. **Note, the subscription list is for the use of TEC only. It will not be sold or distributed to any outside parties. There is no subscription cost.**

### 2. Download from the web page

Archived copies of the most recent and past editions of The Ebony Cactus will be found at [www.thebonycactus.com](http://www.thebonycactus.com) for download.

Index

## The Loop Ink.

**Publisher and Editor:** Gayle Corn

**Type:** Internet Events Calendar

**Location:** Los Angeles, California

**Address:** 4444 Navelier Road

**Office/Fax:** (310) 559-6682

**E-mail:** [theloop@ix.netcom.com](mailto:theloop@ix.netcom.com)

**Website:** [www.thelooponline.com](http://www.thelooponline.com)

**Employees:** 1

**Description:** I publish an E- events calendar for the City of Los Angeles that's sent directly to subscribers through their e-mail box twice a month. The loop lists all the activities that are happening in LA, that would be of interest to African Americans.

Calendar of Events  
**the  
loop**



**Background:** I am the Sole Proprietor and have been in business for three years. I owned a Boston based Public Relations company so I am not new to this industry. I have a degree in communication from Emerson College and I've worked for Polygram Group Distribution and Warner, Elektra, Atlantic Corporations, both music distribution companies. I've held several record executive positions and know the behind the scenes business to the entertainment industry.

**Value Added Opportunity:** The Loop provides a value added service in that we search for and present information in the area of entertainment and social events. We save our subscribers time and money by using our e-mail calendar service.

**Subscribers:** The Loop caters to thousands of readers who want to be in on what's currently happening here and across America from month to month. I provide that services. To become a subscriber is free. We have a host of sponsors who assist in the support of the publication.

**Market:** The Loop's market is currently the Los Angeles area. So, we highlight the world of art and entertainment for that area. But, since we are on the Internet, we have the advantage of communicating information about the West Coast across to the East Coast twice a month. The use of the Internet makes it easier and more cost effective for myself and the Loop's sponsors. Out of town business and general travelers who are interested, find out what is happening before they even arrive; therefore, allowing them to make appropriate leisure plans during their stay.

**Competitive Edge:** The Loop is consistent and has something for just about everyone. It not only covers general interest entertainment but, also information about entertainers and others in similar fields.

**Los Angeles Black Business Environment:** This is a great time for African American entrepreneurs to be in business, especially in Los Angeles. Even in an area that's so saturated with so many different businesses, it's still a great place to develop a start up. There are millions of people here and from an array of backgrounds. A start up can go from Valencia to the Inland Empire to Orange County to Palmdale and get support. If a service or product is presented well, it will fly. There are so many consumers here and with so many needs that frankly, have not been met. Therefore, yes, I believe the market for Black business in L.A. is still strong and able to sustain more growth. **TEC**

Index

~~Sept~~ 03

Note to Self:

THAT WAS A GREAT TRADE  
SHOW LAST WEEK  
50-60,000 PEOPLE.  
MADE MONEY!

But what about the  
rest of the year?

Check out TheEbonyCactus.com

Its like a Trade Show on line

NATIONAL EXPOSURE  
FOR ABOUT THE SAME MONEY!

CALL 602-821-8191 ASAP!

## LEGAL

The various incarnations of the internet are new and exciting vehicles for the distribution of information. Regrettably, they are still far less than perfect and not fully controlled or secure. The Ebony Cactus magazine is distributed only by the website, by e-mail subscription or by direct e-mail request. The Ebony Cactus Magazine (TEC) therefor cannot warrant that the function or operation of The Ebony Cactus magazine Electronic Document, autoresponder, The Ebony Cactus website or linked websites will be free of defects, that defects will be corrected, or that they will be free of viruses or other harmful elements.

As a visitor to and a user of The Ebony Cactus magazine or Website, you, in effect, agree that your access will be subject to the terms and conditions set forth in this legal notice and that access is undertaken at your own risk. As a visitor to and user of The Ebony Cactus Website or Electronic Magazine, you must assume full responsibility for any costs associated with servicing of equipment used in connection with use of our site or documents. The Ebony Cactus magazine shall not be liable for damages of any kind related to your use of or inability to access the website or opening the TEC magazine electronic file.

We endeavor to present the most recent, most accurate, and most reliable information on our E-magazine and Website at all times. However, there may be occasions when some of the information featured in The Ebony Cactus magazine or at [theebonycactus.com](http://theebonycactus.com) may contain incomplete data, typographical errors, or inaccuracies. Any errors are wholly unintentional. In addition, the opinions of guest writers are their own and may not reflect the views of TEC and thus TEC can not be held liable. Please be aware that we present our content "as is" and make no claims to its accuracy, either expressed or implied. We reserve the right to amend errors, make changes to our Website, or to update our magazine at any time without prior notice. To the fullest extent permitted by law, The Ebony Cactus magazine disclaims all warranties, expressed or implied.

No part of this magazine may be used for business or promotional use without a written request and permission from the Publisher or the Editor.

## HOW TO RECEIVE THE EBONY CACTUS

Published twice monthly, The Ebony Cactus (TECH) is a 100% electronic magazine, no hard copies will be available. To receive it, you need a recent model P.C. or Macintosh computer equipped with E-mail and Adobe Acrobat Reader 5.0. Adobe Acrobat Reader 4.0 will work, but some features will not be available. Copies of The Ebony Cactus may be accessed in the following manners:

### 1. E-mail subscription

You may subscribe to the Ebony Cactus by either sending a subscription request to:

[Subscriptions@theebonycactus.com](mailto:Subscriptions@theebonycactus.com) or by clicking the subscription link found at [www.theebonycactus.com](http://www.theebonycactus.com)

The latest edition will be sent to you twice monthly as an e-mail attachment (see legal). Note, the subscription list is for the use of TECH only. It will not be sold or distributed to any outside parties.

There is no subscription cost.

### 2. Download from the web page

Archived copies of the most recent and past editions of The Ebony Cactus will be found at [www.theebonycactus.com](http://www.theebonycactus.com) for download (see legal).

No cost.

### 3. Send it to a Friend

Knowledge is power. The Ebony Cactus magazine offers knowledge. Empower your associates.

Tell them

**Index**

**THE EBONY CACTUS**

PUBLISHER: Life Strategies Consulting; Issue No. 4; Date: Feb/Mar. 1999

A BlackGurl's World is as big as any dream and if you are a BlackGurl then you know just what I mean. Your hopes can be on high. Reality can bring you down. You can have an experience that knocks you to the ground 'til no matter what you go through you bounce right back on track and never does a BlackGurl ever wish she was not Black. A BlackGurl is variety. All colors, shapes and sizes. Due to all the styles we have. Other women do despise us. Our World is filled with glitter and gold.

God made BlackGurl and broke the mold!

BlackGurl  
P.O. Box 343  
Hartford, CT 06143  
BlackGurl@aol.com

**Black Youth, Elegant Arts & Roots**  
Featuring some of the hottest Black writer of the day! BLACK Venus offers Afrocentric books, Art and Novellas.  
Location: 4122 E. McDowell Rd.  
Ste. 10 Call for Store Hours.  
602-3250872

Creativity among some of the area's most inspiring minority individuals of the written word, visual works and audible sound is creeping out of the dark shallow secret rooms of imagination. Bursting onto the scene like a ray of light that has been so desperately awaited upon by the Black residents of Phoenix.

The population is growing with new businesses luring eastern dwellers to the sunny climate of the valley. The relaxed atmosphere enhances their (easterners) visions of staying in the valley making Phoenix their home. And, as they do begin to relax and settle here, they bring with them a want, an undying craving, to be culturally engaged in the

**The Ebony Cactus**  
Designed especially for the Phoenician African American who seeks to Elevate toward Success

Publisher, Senior Editor, CEO:

Angela R. Miller for Life Strategies Consulting, Phx.

Contributing Guest Columnists:

Dr. George B. Brooks, Jr.: Phx, AZ

Carla Rawwer Caaty :Hartford, CT.

Advertising/Promotional Rep:

Ms. Angela R. Miller

Circulation:

Life Strategies Consulting

**The Phoenix Black Renaissance 1999**

By: Angela Miller

No, Harlem is not the city of which EC is referring to but, rather, Phoenix, AZ. Look around you... it's right here. The Renaissance is here and moving faster than the speed of light.

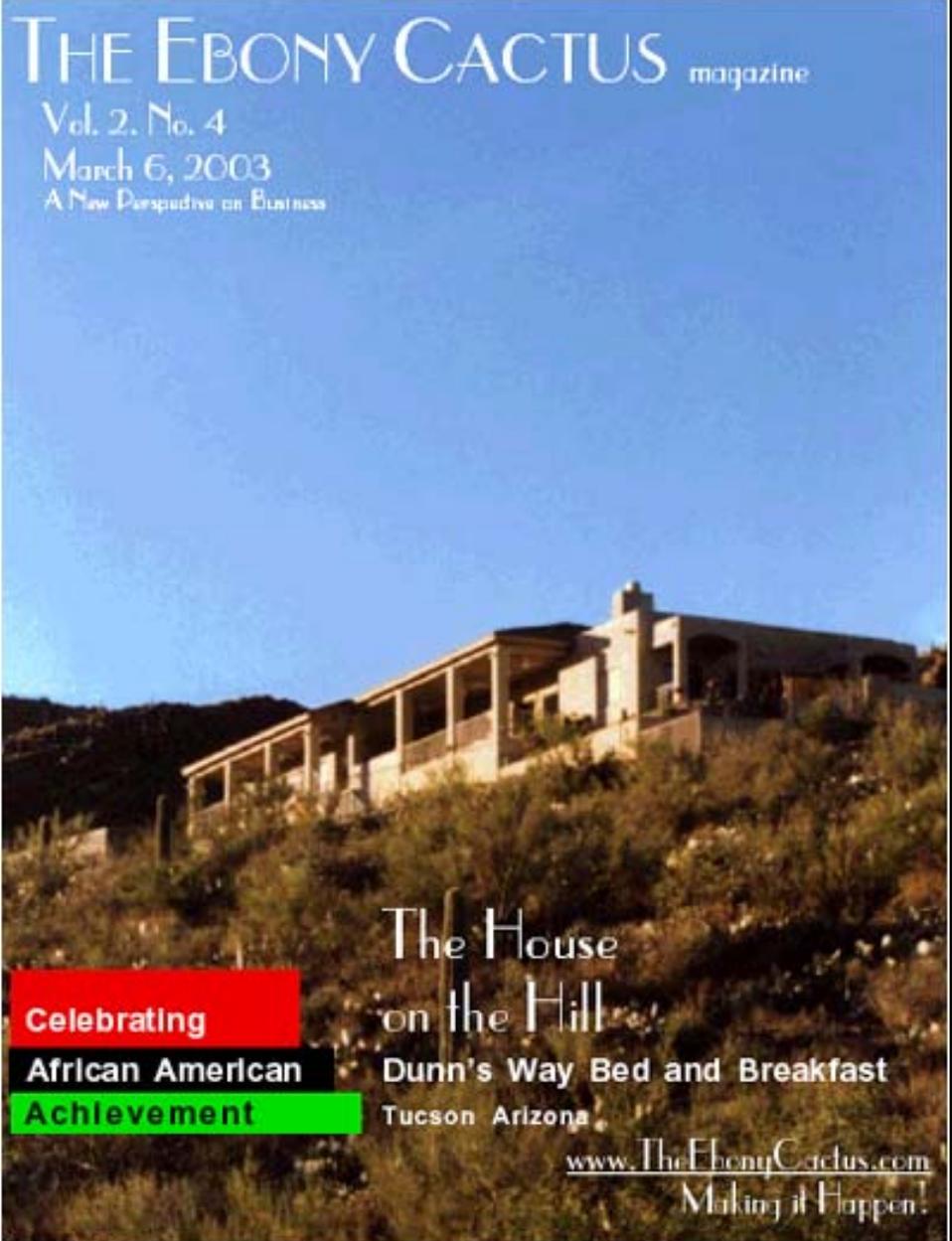
Change in reference to the valley's African American culture, living, expectations, work, love, spiritualism and of course the arts is abound.

Every year, African Amer have a great gift in the art of the closets and share it with the listening and view. Those who are sharing th LaSean Smith of Sonic B Productions, Sunburst S Asylum rap out, A Lil' S Sumptin local female rap Young of Moders Phx, is Shannon, Debra Rene "Poet", Anthony Kinchlo Production ( Music Produ Company), Gaynel Hodg member of the Platters so and of course Fatimah an American female genius spoken word.

The above artists have a to share in the arts. Seek others like them out for a The Phoenix Black Ren experience.

Page 2

What a difference 4 years make.



Nuff Said

Read  
The Ebony  
Cactus

www.TheEbonyCactus.com  
Minority Business news  
covering  
Nevada, Arizona  
Southern California

Celebrating  
African American  
Achievement

The House  
on the Hill  
Dunn's Way Bed and Breakfast  
Tucson Arizona

www.TheEbonyCactus.com  
Making it Happen!