



JUMP BUTTONS. CLICK ON PHOTO TO GO TO:

CITY OF PHOENIX ENGINEERING AND ARCHITECTURAL SERVICES SUBCONTRACTOR OUTREACH
EVENT
GREATER PHOENIX BLACK CHAMBER OF COMMERCE SPOTLIGHT ON SYLVIA McDOWELL
RITES OF PASSAGE
UNITED LININGS INC.
HOME

THE EBONY CACTUS magazine

Vol. 2. No. 6

April 6, 2003

A New Perspective on Business

Rites of Passage

Fatimah Halim-Washington

Greater Phoenix Black Chamber of Commerce Spotlight
on Sylvia McDowell

www.TheEbonyCactus.com

Making it Happen!

Published twice monthly, The Ebony Cactus (TEC) 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 or by clicking the subscription link found at 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 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.theebonycactus.com for download (see legal). No cost.

4. Tell a Friend

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

Advertise in The Ebony Cactus
magazine
602-821-8191,
publisher@theebonycactus.com
www.TheEbonyCactus.com

Home

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) therefore 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 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.

You Need A New Crib

Call Sherella Brown, Realtor

602-246-CRIB line

for all your real estate needs

Relocation Specialist



Bus 602-246-CRIB
Direct 602-363-4424
Toll Free 800-678-0299
Fax 623-878-8885
sweetsherelle@msn.com



CENTURY 21 NORTHWEST
6630 W. CACTUS RD STE B113
GLENDALE, AZ 85304



LAS Catering

The Art of Savory Cuisines Created to Perfection

4959 E Covina St
Mesa, Arizona 85205
480-832-5021

Linda Stewart
Senior Chef



Life Strategies Consulting

Angela Miller-Brooks

Unique HR Solutions,
Professional Writing and
Public Relations
services

P.O. Box 24982
Tempe, Arizona 85285-4982
602-821-8191/ LSCPHX@aol.com

*We're Behind The Scene
Keeping You On The Scene*

Mention you saw this in The Ebony Cactus

Home

According to the Small Business Administration, an estimated 85% of small businesses conducted business over the internet 2002. So, why isn't your ad here?

www.TheEbonyCactus.com

How to Read the Ebony Cactus

It is our intention to make the Ebony Cactus magazine as easy to read as possible. There are a few things you need to know however, for you to take maximum advantage of all the document has to offer:

1. **Adobe PDF** Adobe PDF was chosen as the presentation vehicle for TEC over HTML and other formats for its ease in use, stability, data compression ability, universality (almost everyone has a copy) and that it works equally well across both Macintosh and P.C. platforms. Adobe Acrobat also creates a document that always the same no matter what web browser, computer platform or printer that is employed. Always use the latest version of the free Adobe Acrobat Reader. Copies are available for free from www.Adobe.com (note, this hyperlink to Adobe is open. To use it see instructions below.)
2. **Jump Buttons** These are internal hyperlinks that take you instantly from one part of the document to another. All you need to do is click. These buttons work whether or not you are reading the document from the web or a saved copy on your desktop.
 - Front Page:** At the top of the front page you will see jump buttons that will take you to the major highlights in the magazine and to the home page.
 - Home Page:** The home page holds the general index of the magazine. Each index listing is linked directly to the corresponding item in the magazine. Throughout the document you will see the term "home." Pressing these buttons will take you directly back to the home page.
 - Continued:** "Continued on page xxx " buttons will take you to the page where that article continues.
3. **Hyperlinks (Web links)** Just as any webpage, all URLs (web addresses) seen in The Ebony Cactus magazine are linked to appropriate page on the World Wide Web. **To use the hyperlinks however, YOU MUST DOWNLOAD THE DOCUMENT TO YOUR DESKTOP AND THEN REOPEN.** When you reopen the document from your desktop and click on a hyperlink, your default browser will automatically open and take you to that webpage. Note, if you have a dial-up service you must link to the web first before activating a link.

Greater Phoenix Black Chamber of Commerce

To Build Capacity is to increase a business' ability to do more and overcome its barriers to growth. One of the most effective methods is to build synergistic partnerships with other successful firms or organizations. We are now working with the Greater Phoenix Black Chamber of Commerce to profile outstanding members. The profile in The Ebony Cactus will also be posted at the GPBCC website. This is significant opportunity to bring additional benefits to the GPBCC and its members.. www.phoenixblackchamber.com [Jump to Black Chamber Profile](#)

New Feature: Rhone Book Review and Internet Solutions

In this issue we present our first book review. This is a feature we have wanted to incorporate for some time. We are honored that Alexis Rhone would consent to provide this service. She is a full-time writer, devoted to candidly exploring teen issues through fiction. She has worked extensively with various youth organizations. In this issue she reviews Rich Dad, Poor Dad by Robert Kiyosaki. [Jump to Rhone Review](#).

We also welcome a new writer, Troy Brewster. Troy is the sole owner of e-World Solutions, LLC and is a registered Internet Consultant with WSI Internet Consulting & Education. [Jump to Internet Solutions](#).

www.TheEbonyCactus.com

HOME

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

Contributing Writers
Troy Brewster
Alexus Rhone

Graphics/ Art Magazine:
Dr. George Brooks Jr.

Web Page
Karl Rothweiler

Proofing
Vivian Smith

Photography
Angela Miller-Brooks
George B. Brooks, Jr.
Ossie Harris

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

Editor:

Editor@theebonycactus.com

Subscribe

Subscribe@theebonycactus.com

Unsubscribe

Unsub@theebonycactus.com

To receive this month's edition
www.theebonycactus.com

Home

| | |
|---|----|
| How to receive the Ebony Cactus magazine | 3 |
| Legal | 3 |
| Making it Happen | 4 |
| Staff | 5 |
| Table of Contents | 5 |
| Editorials | 6 |
| Angienuity | |
| Living in America | |
| TECnews | 7 |
| Business Profiles | |
| Greater Phoenix Black Chamber of Commerce | |
| Sylvia McDowell | 8 |
| Arizona (Phoenix) | |
| Rites of Passage | 10 |
| Arizona (Phoenix) | |
| United Linings Inc. | 12 |
| Seminar | |
| Internet Solutions | |
| by: Troy Brewster | 15 |
| Rhone Book Review | |
| by: Alexus Rhone (Rich Dad, Poor Dad) | 16 |
| Index of Advertisers | 22 |
| Index of Profiles | 22 |
| index of Seminars | 22 |

The fool is thirsty in the midst of water- Ethiopia Galla Epigram

I read a lot. However; when reading I'm most interested in tid-bits of information and overlooked facts that can assist me within various levels of my two businesses. As the Principal of a small HR/PR Consulting company and the Publisher of an Arizona based Internet business periodical, I feel compelled to keep those whose path I cross abreast of ensuing information. Now, having introduced a bit more of myself to you, here's an interesting fact for those who are not afraid of the proposed "wicked world web."

An estimated 85 percent of small businesses conducted business over the Internet in 2002. (Small Business Administration) That's an awesome estimate! I strongly beg to differ with those who'd like to contest the assessment. Though I am not a statistician, I'd bet Don Cornelius' bottom dollar the numbers were right. I'd like ask another question, and it doesn't matter if you are in sales, marketing, an entrepreneur or an employee selling your services and knowledge within a Fortune company. Do you want to make money? I pray the answer is yes. Then, why does it seem as though there aren't more people taking advantage of this true feast of promotion via a (maintained) website or advertising on the Internet?

I've heard the responses - "word of mouth works for me" or "there's nothing wrong with my traditional publication advertisement." I agree. They've always worked wonders in the past but, can they now. Today, can they still produce the numbers and out-pace a Internet website or advertisement? I think not. How many paper newsletters will you spend money on this month? If you're at all concerned with cost effectiveness, the bottom dollar numbers are simply incomparable. You have't been setting limits for your self, have you? If so, all the self help publications written by financial trend-setter such as: Tony Robbins, Robert T. Kiyosakis, Napoleon Hills, or even the great Steven Covey, will not help you.

You need a paradigm shift, a new plan. If you're not diversifying via advertising on the Internet you may be headed for an economic disaster, just look at the history of the Farming and the Industrial Eras. Remember, in the immediate, it's not always about the dollar. Face time and brand recognition will lead to revenue. It's all in how you perceive growth. The cost of maintaining a website or targeted advertising isn't as expensive as you may think. A real reward such as a "competitive advantage" seems to me to be worth a change. Don't allow yourself to thirst when there's a well of opportunity in your hands. Dream Big!

This was a particularly difficult issue to finish. With our first year under our belts, we have learned so much. There is so much I want to tell you it is hard to know where to start. We have a far better idea what works, and what does not. We know what The Ebony Cactus can do for our readers and what it can not. What it can do for our advertisers and what it can not. We know that A LOT of people read this E-zine across the country and across the world. We also know that TEC is nearly unique. There is nothing else exactly like it, at least to our knowledge.

So, now that we have it, what do we do with it? Well, if you want to grow quickly but in a controlled manner as we do, you build capacity. "Capacity Building" is to increase a business' ability to do more and overcome its barriers to growth. One of the most effective methods is to build synergistic partnerships with other successful firms or organizations. Some folks call these "strategic alliances." In these alliances you build cooperative arrangements with organizations that do what you can not do and visa versa. What they have gives you the capacity to do what you could not before and your skills do the same for them. Such alliances can frequently stretch between multiple small businesses.

The Ebony Cactus magazine is in the process of forming important strategic alliances to increase our ability to go to the next steps in our business plan. In this issue you will see the first result of our efforts with the Greater Phoenix Black Chamber of Commerce. Other such arrangements are in the works. The outcome will be a dramatically improved Ebony Cactus. The core of the magazine will remain the same, good information that is often hard to find and that is useful to you, the reader. How and why we do things will continue to be based on the African American values we cherish. These basic principles are our foundation, the rock on which we stand. We are just going renovate and add on significantly to the house we have built on that foundation. For example, we are going to now focus on a three state strategy between Arizona, Southern California and Nevada. We are also going to significantly broaden the scope of our business profiles. Our goals are to bring you, our reader the best information. To do this, we must interview the most interesting businesses possible no matter who owns them.

Finally we are going to move TEC activities beyond the box sitting under your desk. More on this very soon. Enough for now, on with the show!



HOME

City of Phoenix Contracting Opportunities for Construction Subcontractors and Suppliers Outreach Event

Do not miss this unique opportunity to participate in Engineering and Architectural Services Department's Subcontractor Outreach Event. This event will be held on Thursday, April 24, 2003 from 3:00 p.m. To 5:00 p.m. At the South Mountain Environmental Education Center, 10409 South Central Avenue, located in South Mountain Park.

This event is for subcontractors and suppliers. The purpose of the event is to provide information on subcontracting opportunities. In addition, information will be provided on how to become a certified Disadvantaged, Minority, Women-Owned and/or Small Business Enterprise (D/M/W/SBE).

Construction managers and their representatives will be available from these construction projects and others:

| | |
|---|----------------|
| Consolidated Rental Car Facility | \$150 Million |
| Civic Plaza Expansion Project | \$458 million |
| Lake Pleasant Water Treatment Plant | \$250 million |
| Police Crime Laboratory | \$26.5 million |
| Neighborhood Resource Center | \$2.5 million |
| Pueblo Grande Artefact Storage Building | \$0.6 million |

Again, do not miss this unique opportunity to meet construction managers and other representatives in need of your participation to meet D/M/W/SBE subcontracting goals.

Please RSVP at (602) 495-7274, by no later than Monday, April 21, 2003. Due to limited space, only the first 150 persons will be allowed to attend.

Public Transit Appoints Technology Chief Will Oversee Advancements for Transit System

The city of Phoenix Public Transit Department recently appointed Debbie Cotton as Deputy Public Transit Director - Regional Information Technology Services. Cotton has worked 10 years for the city of Phoenix in various technology positions coming from the private sector with the Xerox Corporation.

She will oversee the restructuring of the Phoenix Public Transit Department's information technology systems and the modernization of Valley Metro's transit vehicle communications and management systems. Those

projects include new radios and fareboxes for buses and shuttles, automated scheduling for transit vehicles, computerized voice announcements and display signs in buses, and on-line trip planning for passengers.

Cotton is looking forward to putting in place those advancements for the transit system. "We have a lot of technology projects in the works that will make public transit easier to use and a great way for our customers to get around town," she said.

The city of Phoenix is partnering with other Valley Metro members on the technology upgrade. Phoenix's contribution was approved as part of the Phoenix Transit Plan funded through the passage of Transit 2000, a 4/10ths of a percent sales tax for public transit improvements.



Debbie Cotton, Deputy Public Transit Director
 Photo by: Bob Rink, city of Phoenix

[Home](#)



The GPBCC exists to facilitate the economic empowerment of the Greater Phoenix Black community and our Chamber members through the promotion of entrepreneurship on a variety of levels, including but not limited to:

Offering leadership and advocacy in efforts regarding economic, political and social issues

Facilitating relationships between Chamber members, existing Black-owned businesses; and the Greater Phoenix corporate community

Attracting local, national, and international business opportunities for Black-owned enterprises

Educating our membership in the most current productive, and efficient business practices

Assisting whenever possible in the cultivation of fledgling Black-owned enterprises

Acting as a clearinghouse for information, opportunity and dialog

Every month we will spotlight a member of the Chamber on these pages and on our web page at www.phoenixblackchamber.com. Come and take a look at how we are working for you.

Sincerely,
Cody Williams
President/CEO



Scottsdale Arizona

Sylvia McDowell ABR, GRI

by: Angela and George Brooks

Business: REMAX Fine Properties
Title: Realtor/ Relocation Specialist
Address: 8901 E. Mountain View Road, Suite 201
Location: Scottsdale, AZ 85258
Telephone: (480) 922-1200 Office
(800) 515-8326
(480) 922-1225 FAX
(480) 614-0712 Home
Residence: (800) 515-8326 Toll Free
E-mail: Sylvia@SylviaMcDowell.com
Website: www.SylviaMcDowell.com
Greater Phoenix Black Chamber
web site
www.phoenixblackchamber.com

What is REMAX? REMAX is an International Real Estate franchise. I work specifically with REMAX Fine Properties, which is independently owned and operated. I have been with REMAX Fine Properties over four years.

Market: I help people buy and sell Real Estate throughout the Valley, particularly resales to people downsizing or people looking to move up to their second, third or fourth home as well as first time home-buyers.

Specialized Services: Yes, I specialize in relocation for those people moving to Phoenix from other parts of the country, due to job transfers or retirement. I also sell new homes, custom homes, luxury homes, golf properties and land.

Marketing: Most of my business is from current and past clients who refer other people to me who have an interest in purchasing a home.

Competitive edge: Hand written personal notes. No one ever throws out a hand written personal note. I send out 20 to 25 personal notes a week.

Trade and Business organizations: For example I am a Board member of the Greater Phoenix Black Chamber of Commerce, a member of the Black Board of Directors Project, the Greater Phoenix Chamber of Commerce, Scottsdale Board of Realtors, National Association of Realtors, and the Arizona Association of Realtors.

McDowell Continued on next page

Home



First you need Real Estate license. For me I like to go further than that to show that I can better service my clients. I am a ABR, Accredited Buyer Representative and a GRI, Graduate of the Real Estate Institute. I am also a certified specialist in relocation.

Qualifications: First you need a Real Estate license. For me I like to go further than that to show that I can better service my clients. I am a ABR, Accredited Buyer Representative and a GRI, Graduate of the Real Estate Institute. I am also a certified specialist in relocation.

Turning Point: Absolutely, we all have a story that brought us to this point. I was relocated here from Chicago eight years ago and at that time was heavily embedded in corporate America. I was a senior level manager for a major insurance company. I knew no one in Phoenix other than the employees at the company. Within a few months, my boss indicated that he was displeased with my job performance and began to make life pretty miserable for me.

My past accomplishments and faith gave me the self-confidence to leave my corporate job and start my own business. I have never looked back. My decision to begin a new career in real estate has been a blessing.

Breakthrough Opportunity: I'm still waiting for the breakthrough opportunity. I still have much more to do. I am still moving forward. This is a relational industry. My focus is building relationships with my clients. Building relationships is something you can not learn. It is within people. It is a certain spirit that they have to connect with others. For instance, I have a photographic memory for dates. I can remember birthdays which help me make my clients feel special. Sales is what I am in, and it is relationship building.

Goals: A certain net worth. I would like to have two full time assistants and like to retire comfortably from the real estate business.

Personal Priorities in a Home: I like lots of space and high efficiency is important in order to keep utility bills down. Location is important therefore, the home should be in a quiet and aesthetically pleasing community. Quality upgrades such as a large master bedroom, open floor plan, 4 bedrooms, 2 1/2 baths, fireplace and a pool are important as well.

Hot amenities in Arizona: If it's a resale home, buyers want the home to be upgraded. They look for things like: ceramic tile floors, vaulted ceilings, spacious kitchens with pantry, nicely landscaped lots, large grassy backyards, desert landscaped in front, large master bedrooms with walk-in closets and at least two baths. For buyers with children, good schools are a must. A number of buyers, especially those moving from the east and midwest want pools and a fireplace.

Hot Areas in Valley: That's rather difficult to answer. All areas of the Valley are appreciating. The South Mountain area has become very popular over the last several years. It is a beautiful mountainous area; the homes are affordable and close to the freeways, airport and golf. It has become a haven for new homebuilders and families are taking advantage of this increase in property values. The Central Phoenix area has always been desirable for people who want to stay close to the city.

McDowell Continued on page 18

Home

Phoenix Arizona

Rites of Passage

by: Angela Miller-Brooks

Business/ Organization: Rites of Passage
Program Director: Fatimah Halim-Washington

Location: 3333 North 7th Avenue
Phoenix, Arizona

Telephone: 602-791-1839
602-262-7370

E-mail: fatimah.halim@phoenix.gov
chauna.cox@phoenix.gov

Year Established: 1994

Employees: 1

Volunteers: Many



Background: First, let me start by saying that at the age of fifteen, Mexican-Catholic girls are given quinceneratas. The Jewish celebrate their young men and women's coming of age by hosting barmitzvahs and similar activities. But, within our (Blacks) society there is really nothing to help our children in understanding that there are certain responsibilities inherent in growing. That's why I developed the Rites of Passage Program. It was developed so that we would at least have something within our culture that indicates to our children that there is something more, much more to their lives. There is more to young womanhood and young manhood than simply listening to music and watching negative videos and getting lessons of life from them.

Description: The Rites to Passage program was designed to assist young women with a positive and productive transition from adolescence to womanhood. A specific emphasis is placed on the traditions and values associated with the African/African American culture. It also helps in creating an awareness and understanding of the responsibilities they'll be faced with while on their journey into womanhood. The Rites of Passage Program is a 15 week Not for Fee Program

Program Start Up: How I got involved with this program is that I am from New York. There, someone is always around. There was always something to do and there was most certainly a lesson in everything to learn because everyone was willing to teach. There was an opportunity on every street corner. Culturally one could be almost overwhelmed.

When I came to Phoenix 23 years ago, there was nothing here. What I was accustomed to having was no longer available and that was very devastating to me. I loved New York, Living there was great but, I wanted to raise my children in a different culture. I wanted them to learn different things and ways of living. What I found was that here we had wonderful open space and weather but, we didn't have the culture. So, I thought that instead of complaining about it I'd be one who'd do something about it. I felt it was my responsibility. Thus, the Rites of Passage Program was born.

Participants: The program is open to any and everyone. We have a program for African American girls and a program designed for young women of Mexican heritage. We have programs for boys of both Mexican-American and African American heritage. We even have a multi-cultural program which is a type of mentoring program for older women. Girls who are between the ages of 12 to 17 are eligible to participate in the program. Currently, there are 40 African American participants and 30 Hispanic participants. [Rites continued on next page](#)



Fatimah and Civil Rights Icon Mrs. Rosa Parks
Photo from the collection of Fatimah Halim-Washington

Mentors: Women who want to become mentors should have a strong understanding of self and a grand appreciation for their Blackness. Our girls need to know that the darker they are the more beautiful they are. Likewise with our young sisters of like skin tone. Therefore, sisters who work with program participants really need to have a strong sense of what their Blackness represents which is everything and anything positive. We want our girls to know that if they like their hair nappy- then that's fine. They also need to know that if they like it straight; then that's fine as well. The key is in them knowing what their doing to themselves, why and ultimately appreciating the decisions they've made across the board.

Location: Currently the program is located in the City of Phoenix.

Service: The Rites to Passage program was designed to assist young women with a positive and productive transition from adolescence to womanhood. The program provides young women the opportunity meet, network, become educated and mentored by some of the most incredible women in the Valley. Some of our classes include: Relationships, Health & Nutrition, Sacred Body Care, Legacy of African American Women, Quilting and a favorite; Traditional African Dance. We've had fantastic presentations developed for our young ladies by incredible women. As an example Imani Muhammad has taught classes in Anger Management. She'll also teach a class on spirituality.

We've also had the pleasure of offering a class by Divine Muhammad, who taught communication. In her class, she (Divine) not only gave the girls awareness of their verbal communication but, in their total self. She helped them generate questions like - what am I saying when I put certain clothes on? What am I saying when I speak in a certain way? And a very much needed topic was presented by Cassandra Wilson on realities of sexuality. Of Course, over the years we've been fortunate to have had several more classes and presenters.

Goals: Our goal is to help participants in gaining a sense of integrity and respect for themselves, their culture and the culture of others. With the participants, we teach them how to set goals and how to monitor them which is an invaluable skill to have.

Competitive edge: I don't think there's any other program in Phoenix that does what we do. What makes us different, gives us an edge is that we do focus on culture. We focus on woman and balancing women. The only thing that would come close to spiritual balancing would be the church. We don't deal with religion. We deal with strictly the spiritual consciousness. We honor all religions and we want the girls to do so as well.

Rites continued on page 19

[Home](#)

In the Know

Phoenix Arizona

United Linings, Inc

by: George B. Brooks, Jr.

Type of Organization: Flexible membrane liners

Owner: John L. Ramos

Address: P.O. Box 8447

Phoenix, Arizona 85066-8447

Office: 602-305-6700

Fax: 602-305-6701

E-Mail: jr@uli1.com

Website: www.uli1.com

Year Established: 1994

Employees 12+

Total Annual Sales: \$1 Million

Description: we are an environmental subcontractor. Our job is not to build the pond such as at a golf course, but to line it. We line fish ponds, sewer ponds, tank farms, land fills etc. You don't see these structure from the street. They are all hidden away from the public, but we line them to the tune of 625 million square feet of liner within the course of one year. Plastic membrane liners for just about any type of application.

Origin: The Reasons for starting the company were that I was working for my Uncles company and decided that I could also do this. After a year and a half of thinking about it and talking to consultants and others, I felt there was room for another player in the lining industry. I came back from California with the idea that we were going to do this. It was the scariest thing that I had ever done for you are dealing with governmental entities, licensing etc. Now I feel that I can start any company for the process is easy, but the first baby steps are hard. How do you start a company? What do you do. I think a lot of people are scared for that reason. My wife and I took a look at this and decided this was what we wanted to do.

WWW.THEEBONYCACTUS.COM



In the entire southwest including California, there are only 5 or 6 companies like us. There is only one other in Arizona. It is all I have done straight out of high school. I went to College for a short spell (UCLA) and then got into the liner industry in 1984 so I have been doing this now for 19 years. At the time I started my company I had been in it for almost 10 years. I went from being a laborer for my Uncle to being project manager. So I had the experience.

Goals: Over the next year or so, to take this company and go back into California. In the past our company was a leader in the California market. Since then we have scaled back. I no longer wish to rely only on Arizona for the opportunities here for business are limited. The environmental mandates in California are greater than in Arizona. From the wineries, hog farms, dairies, for Kendall Jackson the big wine producer for example, all are potential customers.

[United continued on next page](#)

[Home](#)



Five years from now, what I'd like to do is take this company to where it is working for me and I am not working for it. I've been doing this now for 19 years so it will be time for a change. I would like to do more community activities maybe even run for city council. However, not until my company has gotten to the place where it is working on its own and does not require me to be here on a daily basis.

Clients: Motorola, Intel, Ford Motor Company, GM, TRW, Nissan and local contractors. We have partnered with include Sundt, Ace Asphalt, and Granite Construction,

Licenses: First you need the tax/business license. Next you need the Specialty License from the Registrar of Contractors. The Registrar does not have a classification code for what we do. Instead they use what is called a L-05 specialty license where you create your description of what you do. A general contractor can not do the work that I do under his classification, you have to have that Specialty license. We also have to have 25 million feet of liner experience to receive the license.

Competition: Field Lining Systems.

Competitive Edge: We have been dealing with these customers almost 18 years and they like the work we do. We are thorough and we provide the customer all the after project paperwork including the as-builts as soon as they pay us fully. We do this to show our work is in full compliance with the EPA and/or ADEQ (Arizona Department of Environmental Quality). We are experienced and have all of the up to date technology.

Breakthrough Opportunity: We had a synergy in the office early on. At first, it was only me and a draftsman. Everything just clicked. It was all based on the fact that we did no badmouthing. We did a lot of fact to face promotion directly to those contractors that use liners. We were fierce at that.

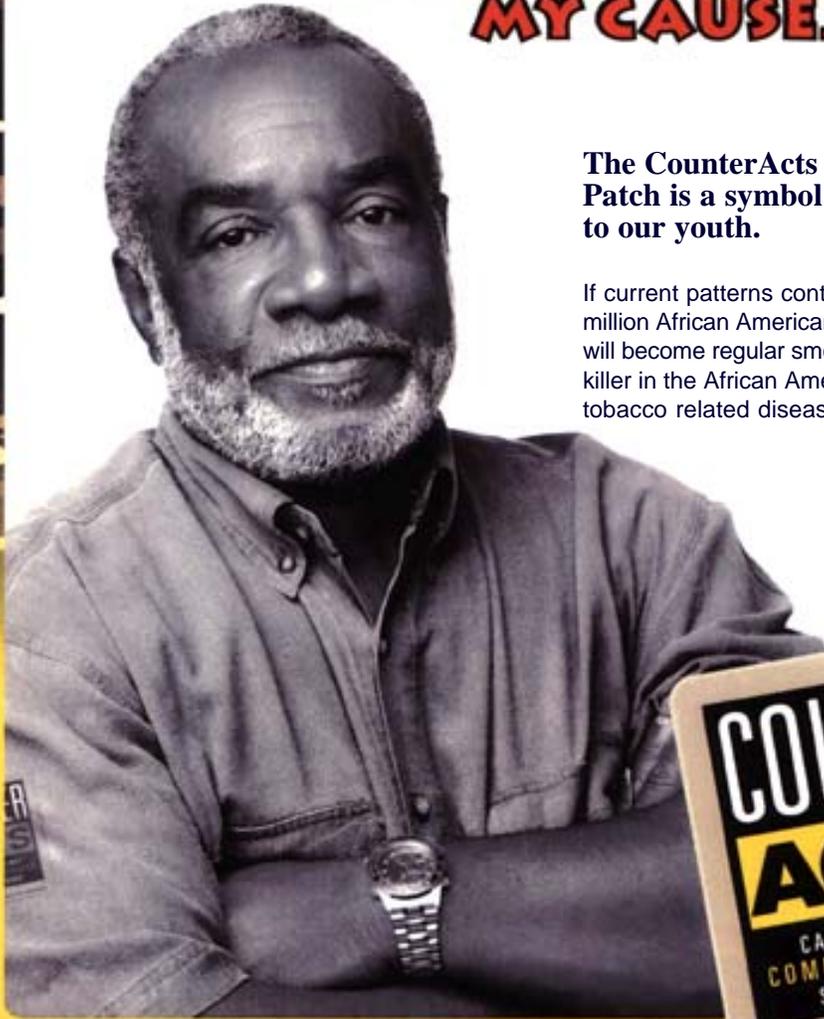
Marketing Strategy: What we are doing today is reaching out to those new contractors that are coming into the system. Every day you have new general contractors coming into the arena that would use our services. We go straight to them and get them before anybody else does.

We market directly to them, send them all our literature, emails, so they know about us and how to contact us. We call them every two months just to say hello, we are still here, do you remember us? We are very helpful. Where most companies don't want to waste time educating a potential client, we believe in total education. If they don't know liners, we are there with our samples, with our displays. We tell them what a liner can or can not do. Where once they might have used spray coating which cracks with the concrete, they now know that a plastic liner would bridge that gap thus maintaining the integrity of the seal and is therefor a better choice. Those contractors remember us because we taught them something. Also our track record of being around for 10 years give us credibility.

Professional Memberships: Associated Minority Contractors of American. Though that entity, we help each other out. Most associations are either general contractors or subcontractors. This organization is both. It is a multifaceted entity.

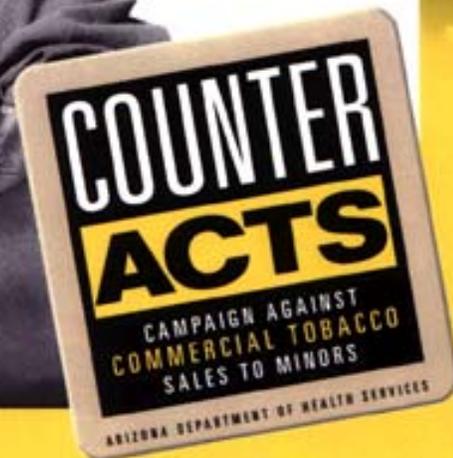
United continued on page 19 [Home](#)

**MY PEOPLE,
MY PRIDE,
MY CAUSE.**



The CounterActs Prevention Patch is a symbol of commitment to our youth.

If current patterns continue, an estimated 1.6 million African American under the age of 18 will become regular smokers. The number one killer in the African American community is tobacco related disease.



Prevent **YOUTH** Access To Commercial Tobacco.
Obey the Law. Win Cool Prizes.

Warning:

Fines of up to \$300 per employee and \$1,000 to retailers can be incurred if you are caught selling commercial tobacco to a minor.

ARIZONA DEPARTMENT OF HEALTH SERVICES
Tobacco Prevention & Education Program



Troy Brewster is the sole owner of e-World Solutions, LLC and is a registered Internet Consultant with WSI Internet Consulting & Education. E-World Solutions is a full-service Internet solutions provider targeting small and medium-size businesses. These solutions include: web site design, Internet marketing, eCommerce, e-Learning, hosting, web statistics reporting, multimedia and consulting. Troy holds a MS degree in Computer Engineering from Rochester Institute of Technology and a BS in Computer Science from the State University of New York at Brockport. He is currently pursuing an MBA from the Keller School of Management with dual emphases in Marketing and Finance.

www.eworldsolns.com
trbrewster
@wsiconsultants.com
(480) 219-3598

Selecting an Internet Solutions provider can be a very difficult decision. With a variety of companies to choose from, many companies' selection often comes down to initial development cost. Unfortunately, the least expensive option is not usually the best choice and could end up costing much, much more in the long run.

So how does a business use the Internet to reach their customers and save money at the same time? The answer is as easy as ABC.

A. Advanced Technology

The Internet is continuously reinventing and redefining its barriers. To remain competitive and capitalize on its evolution, your Internet solution must take advantage of the newest technologies. These include such areas as robust databases, real-time multimedia, and global marketing tools. Whether it's advertising your business or actually selling products on the Internet, trust your business to those whose competitive advantage is dependent upon staying ahead of the latest technologies.

B. Be Found

With so many sites on the net, the chances of finding a specific site without the proper address can be as difficult as winning the lottery. Thousands of new sites go on-line every month and many of them will not attract the traffic they need to be successful. Without database marketing, search engine optimization and proper registration (and other effective traffic generation strategies) visitor count will be very low. The simple truth is if no one sees your website, there isn't much point in having one!

C. Consulting & Education

When looking for an e-Business partner, it's critical to find someone who listens to your concerns and answers your questions in a way that you can understand. You must find an internet consultant rather than a website sales person. Consultants are equipped with the industry knowledge as well as the overall business tools necessary to tailor a website specifically for your company's needs. An internet consultant will ensure that you get the site you need versus the site somebody else wants you to have.

With each passing day, the Internet brings additional business opportunities. If a company's Internet solution is based on cost alone, the finished product may have as much impact on their business as a leaflet nailed to a tree. So remember, when choosing an e-Business solution, always partner with an organization that can provide the benefits of a well thought-out internet business strategy. And don't forget ... choosing that organization should be as easy as ABC!

WWW.TheEbonyCactus.com

Home



Alexis Rhone

(affectionately known as "Ms. Alexis") is a full-time writer, devoted to candidly exploring teen issues through fiction. She has worked extensively with various youth organizations as a mentor and is frequently sought out for youth-oriented speaking engagements around the nation.

Alexus' debut novel, "Premature Pleasures", is the first of a four-part novel series. Since its release, "Premature Pleasures" was selected as a spotlight novel at the 2001 Essence Music Festival attend by more than 100,000 people from around the country. The follow-up novel, "Secret Shame", is set for a Spring 2003 release.

Alexus holds a Bachelor of Journalism/Public Relations degree from the University of Texas at Austin. She currently serves as Director of Journalism and Creative Writing for two charter schools in central Phoenix, AZ, where she resides with her husband, Lewis. To contact Alexis, please visit www.unshackledpublishing.com, or email her at lex@unshackledpublishing.com.

"(We) will be made rich in every way so that (we) can be generous on every occasion..." 2 Corinthians 9:12

Woo hoo!

Without proper perspective, 2002 would go down in Rhone history as "the year God forsook us". My husband and I lost a baby, lost a job and lost \$10,000 on a failed investment.

Even worst, we lost hope - hope that God was near, hope that God cared, hope that God could be trusted.

Initially, we suffered from a Job-esque self-righteousness. We pondered why we struggled financially after having been faithful to the Lord. We asked God what was the deal? Were the ones who mocked us for trusting God right in doing so?

Absolutely not!

Even as I write this please know that we are still dead smack center in the Valley (literal and figurative). Be clear - we're just passing through; the valley is not our home. It is, however, part of the journey. For that, we are grateful. It's not that our understanding is clear. But our dependence is undeniable. To depend on God for EVERYTHING (spiritual, physical, financial) is truly an humbling experience. It keeps us searching.

Part of what our search turned up is how critical it is to not just mind the all-important matters of the spirit. It is also crucial that we flex and get stronger in practical issues, specifically our finances.

I had the good fortune of recently completing "Rich Dad, Poor Dad", by Robert Kiyosaki. It was inspiring to walk away from the book armed with two things: information and a game plan. At times, Kiyosaki annoyed me with redundant statements about how ill-prepared the majority of Americans are on effectively handling financial matters, and how it's not enough to just get a college-degree. However, he was strong on providing solid information (and graciously soft on pushing his patented financial products designed to increase your financial literacy).

According to "Rich Dad, Poor Dad", there are five factors to secure financial freedoms (all considered secrets of the rich):

1. Increase your knowledge of finance and accounting
2. Increase your understanding of how to invest
3. Learn more about the market (supply and demand)
4. Increase your understanding of the law
5. Decrease your expenses and liabilities in order to acquire more assets.

"Assets" are categorized as:

1. Businesses that do not require your presence (they're managed and run by others)
2. Stocks
3. Bonds
4. Mutual Funds
5. Income-generating real estate

Continued on the next page

[Home](#)

- 6. Notes (IOUs)
- 7. Royalties from intellectual property (scripts, patents, etc)
- 8. Anything else that has value, produces income or appreciates and has a ready market

We all should aspire to be savvy investors who look for opportunities that others miss. Savvy investors also know how to raise capital and organize smart people.

The person who seeks wealth must remove from their vocabulary the phrase, "I can't afford it." Replace that phrase with, "How can I afford it?"

Once you're financially literate, there remain five obstacles to financial independence:

- 1. Fear
- 2. Cynicism
- 3. Laziness
- 4. Bad Habits
- 5. Arrogance

Where do should you go from here? Create a checklist and a timeline. For example,

- _____ Enroll in a finance/basic accounting course, or check out books. (Done: Mar 03)
- _____ Write down your primary reason for seeking financial freedom. ("My primary reason for seeking wealth is because I want to give it away as a philanthropist.") (Done: Jan 03)
- _____ Make a list of your "wants" and "don't wants" (Jan 03)

| WANTS | DON'T WANTS |
|--|--|
| To give money for the cause of Christ | To be controlled financially by creditors |
| Vacation regularly, not occasionally | To barely be able to pay bills |
| Take care of mom and grandma | To live a defeated life regarding finances |
| To retire at 40 | |
| To be excellent and an overcomer in every area of my life | |
| To achieve and live the lifestyle I desire while I'm young | |

So, there you have it. Did God forsake us in 2002? Absolutely not! He is the faithful God and we are His treasured possession. The right perspective is everything. It's amazing how a twinge of hope can make you feel rich. Whatever it is that God is trying to do, I firmly believe financial literacy and the high points taken from "Rich Dad, Poor Dad" to be catalysts to fulfilling it.

Now that you have basic information on the keys to attaining wealth, I wish you a prosperous 2003!

Alexus Rhone
 Author, "Premature Pleasures"
 "Secret Shame" (2003)
 "Back seats and Bleachers: A High School Love Story" (2004)
 "Cover the Coo" (2005)
 "I Am a Writer" Creative Writing Seminar
 www.unshackledpublishing.com

The West Valley is growing and has become much more popular now that the 101 is completed. So, it's hard to say what areas are more desirable. Homeowners like the East Valley for its convenience and growth. Scottsdale probably ranks as one of the highest in home values, but of course prices are high. Cave Creek provides great views also for those who don't mind living further out.

Matching Clients with Homes: That's easy. First, I meet with the clients for an initial interview to determine their needs and wants. During this interview, I thoroughly explain the home buying process, escrow, inspections, closing costs, the loan process, and basically what to expect. I talk about the terms of the contract they will eventually be signing and I explain the escape clauses that are there to protect them. I get a feel for what's important to them. Good listening skills are critical here.

Needs of buyers of custom homes: Buyers of custom homes pretty much want to design their home themselves. They want top of the line upgrades in cabinets, flooring, counter-tops, large rooms, four plus bedrooms with a den or study and a bathroom for every bedroom. They look for large lot sizes (at least an acre of land), mountain views, a pool and fireplaces all of which are completely custom. What custom home buyers want is an entertainment showpiece.

Based on what they tell me, I search for homes that meet their criteria. It works best if I e-mail these properties to them and they can study them and let me know which ones they are most interested in. I then make the appointments to show them the houses they have selected. If they haven't been pre-approved with a loan officer, I arrange to have them get that done first so they know how much house they can get a loan for. So far, I have all satisfied clients.

Motivation: I take pride in owning my own business. It provides a tremendous feeling of self worth and accomplishment. The independence gained from that is important for me. My time is what I make of it. My financial results and salary are determined entirely by what I do to drive it, not an employer's decision.

Additionally, I get an enormous amount of pleasure from the relationships I've built and maintained with my clients. They are truly a part of my extended family. I enjoy helping them and prospective clients through the home buying and selling process. I feel I am providing an extraordinary and unique service to people that few Realtors provide. Being a Realtor also offers me a chance to meet a myriad of wonderful people through my networking and marketing efforts. It's a lifetime profession.

Most memorable business experience: I don't know. I meet so many wonderful people all the time it is like a domino effect. One contact leads to another. I've had so many great experiences and I have so many more to go. It is very fulfilling for people to refer business to you.

Home

Career/Leadership Development Program

"AN INTERNSHIP PROGRAM FOR OUTSTANDING ACHIEVERS"

CORDIALLY INVITES YOU TO ATTEND THE
TWENTY SECOND ANNUAL ACHIEVEMENT LUNCHEON

THEME

"ATTITUDES ARE CONTAGIOUS, IS YOURS WORTH CATCHING?"

SATURDAY, MAY 10, 2003
11:00 AM
HILTON PHOENIX AIRPORT
(BALLROOM)
2435 S. 47TH STREET
PHOENIX, ARIZONA 85034

FOR TICKETS CALL
Mr. Hubert Ross (602) 310-6194
P.O. BOX 49, PHOENIX, ARIZONA 85001

\$30.00 INDIVIDUAL PAY \$20.00 MORE AFTER
\$50.00 CORPORATE R.S.V.P. MAY 10, 2003

HOME

Operating Budget: Basically, our funds are limited. The program relies heavily on volunteers. A few years ago we were blessed and acquired a grant from the federal government which was approximately \$15,000. With that funding we were able to develop and maintain three programs. Our volunteers have really come through for the program. I couldn't begin to put a price on their invaluable gifts of love and guidance.

Printing is a big factor of operating cost but, the City of Phoenix picks up that cost. That cost is a factor, we've tried to keep that it as minimal as possible. Fortunately, word of mouth and the wonders of the Internet (e-mail) has kept the community abreast of our program, events, etc. Our biggest cost is the Rites of Passage ceremony. Pulling off a wonderful ceremony this year will be one of our biggest challenges. This year we're doing something we've never done before; we're combining both the African American and Hispanic ceremonies.

Community Response: Most people received the initial program start-up well. Others questioned why there was not a program for whites, for example. There were such programs but, those folks spoke and judged out of ignorance. Some people felt that the program was teaching a separateness. That's wasn't and is not it at all. The whole idea is to teach us to love ourselves and one another. I believe that if one wants to be able to associate with others of different backgrounds then that person should know his or her own very well. The attendance has been very strong year after year. In fact, the most negative response I've received has been - why is the program only once a year?

Marketing: It's mostly done through word of mouth. Also, it has become a tradition and the information is passed from family to family.

Motivation: Seeing the girls blossom into strong, vibrant young women with opinions, feeling and thoughts of their own.

Keys to Success: What is your advice to beginners in your line of business?

Memorable Experience: I have several. Some parents have told me that since their daughters had gone through our program their family communication has gotten better. Others have said that their kids have gone to all white schools and have not been around blacks in that capacity and that they can now stand up, be proud and have something to say about their Blackness. I met with a gentleman who operated a skycab. He stopped me and said that some years ago his two daughters went

through the program. They were both currently in college. He attributed the Rites of Passage program as a significant reason for their success. He said, "I thank you for that."

Public Message: Talk to your children. Listen and don't say a word when they speak. Be a parent but, listen and become their friend. Be available to them. When they come to you and your busy, put everything aside. There is nothing more important in this world than your child.

Home

Indian Country: There are a limited number of companies that do what we do, so that already gives us an edge. I was one of the first ones to get involved with Native Americans, such as the Tohono O'odham Utility Authority. They tested us by fire. Once we did our first job we now know how to work with them and have done perhaps 90% of their work. We have worked for the Hopi, Navajo, Tohono O'odham, Gila River, Yavapai Apache and Salt River Pima-Maricopa.

Most Memorable Business Experience: Dealing with John Drexler, a German Immigrant that started Ace Asphalt. We had a lot of things in common. We both loved helping the community and those who needed help. He told me "John, the best thing you can do is to teach others what you do, so that you can go on and do other things. An surround yourself with people who know what they are doing. Those who know accounting, know instillation, know more about mechanics and so on than you do. That way you have your team set up around you.

Business Philosophy: Treat customers as real people, not just as dollar signs. That goes a long way. If you treat them as the educator, the person who is there to help them with their project. You are there to assist his project so that he feels safe with what you do. You treat a customer well, like they are the baby you are there to nurture.

Home

Counter Acts Smoking Facts

Over 20 percent of Hispanic adults 18-54 currently smoke, 26 of Hispanic males and 14 percent of Hispanic females (American Lung Association)

Although many tribes consider tobacco a sacred gift and use it during religious ceremonies and as traditional medicine, the tobacco-related health problems suffered are caused by chronic cigarette smoking and smokeless tobacco use.

The Ebony Cactus is seeking additional writers

Over the past year, our outstanding faculty of writers have brought you a wide variety of subjects ranging from how to find a job to how to write a business plan. Along with continuing this series of seminars, you have told us you want more. So be it! Currently seminars are being developed on environmental compliance and on Black business in South Africa. If you have information you feel would be of interest, we invite you to contact us. The following are a few of the criteria:

Authors/Sources: Articles are written by journalists, business people, academics, technical professionals and consultants. Prospective writers are encouraged to read past issues to get an understanding of content, direction and style.

Viewpoint/Style: Our readers are interested in business tips and information that is directly useful to them and that is provided by their peers. Our writing style is academic with journalistic overtones. We desire to present valuable and concise information in a way that is not dry or dull.

Mission: Our mission is to connect the disconnected by creating a document with a combination of features that interact synergistically to provide high value to our readers and advertisers. To accomplish this task, The Ebony Cactus magazine must be: Useful, High Quality, Ground Breaking, Exciting, Consistent, In Depth, Accessible, Insightful, Readable, Clear, Innovative and Timely.

Subjects Covered: Entrepreneur and established business profiles, business management, accounting, job hunting, success tips, new development updates etc. We use by-lined articles, interviews and reports.

Article Length/Scheduling: News articles generally run approximately 200 words. Business profiles, Spotlight profiles and feature articles run between 400 and 800 words. Requests to guest lecture (write) should be received 2 months in advance. Completed articles must be timely at receipt and transmitted a minimum of 3 weeks in advance of publication.

Editorial Calendar: Requests to guest lecture should be received 3 months in advance. Completed articles must be timely at receipt and transmitted a minimum of 2 weeks in advance of publication dates on the 1st and 15th of the month. The Ebony Cactus reserves the right to accept/reject and edit manuscripts and set publication dates.

The 2003 editorial themes will focus on various industries or business types including, beauty and fashion, health care, travel, technology, banking, finance, and the arts. The magazine will continue its lecture series on business management and success tips. Finally, the geographic focus will be expanded to nationwide but with emphasis on businesses in San Diego, Los Angeles metro and Las Vegas.

Contacts

Publisher: Angela Miller-Brooks (602)821-8191
publisher@theebonycactus.com.

Spread the Word

C.L.U.B.- U
(Christ Letting U be U)
A Christian Night Club

Open Every 2nd Saturday
April 12 2003
7:00 pm - 11:00 pm
1620 W. University Dr.
Mesa, Arizona 85211
1-1/2 block west of Alma School
\$5,00 Admission
2 for 1 until 8:00 pm

Happy Hour 1/2 Off Drinks
Free Hors D'oeuvre * Dancing
Live Entertainment
Talent Showcase
Here's your chance
To show off your spiritual talents, sign up on arrival. Bring CD/Tape
Karaoke Night!!
Let's show the world how to party!
For more info, call (480) 669-9664

TO GOD BE THE GLORY

Advertise in
The Ebony Cactus magazine
www.TheEbonyCactus.com

Home



You are invited to join us for a

Multicultural Tribute to Mayor Skip Rimsza

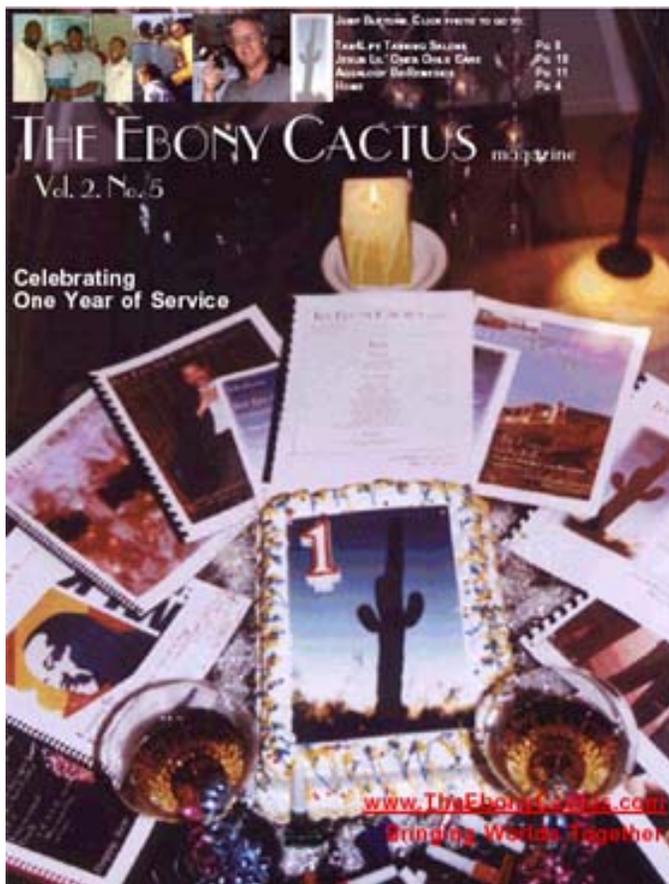
Hosted By Bill Post
Chairman & CEO Pinnacle West Capital Corporation

- Wednesday, April 16, 2003, 5:30 - 7:30 p.m.
- APS Corporate Headquarters Lobby, 400 N. 5th St., Phoenix, AZ

Please join us as we honor Phoenix Mayor Skip Rimsza for his remarkable leadership and dedication to diversity.

Please RSVP to 602-262-7111 by Friday, April 11.
Complimentary parking available at Arizona Center Parking Structure



1 year Anniversary
50% off
Advertising
Sale

Come Celebrate our 1 year anniversary with us.
Contact Publisher Angela Miller-Brooks
For Full Details
Publisher@theebonycactus.com
602-821-8191

Home

Final Thoughts

Index of Advertisers

| | |
|---------------------------------------|------------|
| Arizona Department of Health Services | 14 |
| Sherella Brown, Realtor | 3 |
| Career Leadership Development Program | 18 |
| City of Phoenix | 21 |
| C.L.U.B.-U. | 20 |
| First Fridays Phoenix | back cover |
| LAS Catering | 3 |
| Life Strategies Consulting | 3 |

Volume 2 Index of Profiles

| | |
|--------------------------------|-------------|
| Authors: | |
| Anita Bunkley | V2 #1 Pg 8 |
| Child Care | |
| Jesus Lil' Ones | V2 #5 Pg 10 |
| Construction Contracting | |
| United Lining Inc. | V2 #6 Pg 12 |
| Counseling | |
| Get it Together People Center | V2 #2 Pg 13 |
| Film Making | |
| Grace Animation Studios | V2 #3 Pg 13 |
| Health and Beauty | |
| Esquire Barber and Beauty | V2 #3 Pg 9 |
| Tan4Life | V2 #5 Pg 8 |
| Historical Preservation | |
| African American Registry | V2 #3 Pg 11 |
| Hotels/Motels | |
| Dunn's Way Bed and Breakfast | V2 #4 Pg 9 |
| Leadership Training | |
| Life Works International | V2 #1 Pg 7 |
| Mortgage Brokerage | |
| Choice 1 Mortgage Brokerage | V2 #2 Pg 12 |
| Non Profit | |
| National Black MBA Association | V2 #4 Pg 11 |
| Rites of Passage | V2 #6 Pg 10 |

| | |
|----------------------|-------------|
| Real Estate | |
| Sylvia McDowell | V2 #6 Pg 8 |
| Water Treatment | |
| Aqualogy BioRemedics | V2 #5 Pg 11 |
| Website Design | |
| WebServices 4 All | V2 #2 Pg 11 |

Volume 2 Index of Seminars

| | |
|----------------------------------|-------------|
| Financial Education 101 | |
| by Edward L. James III | |
| Part 1. | V2 #5 Pg 16 |
| Internet Solutions | |
| by Troy Brewster | |
| Part 1. | V2 #6 Pg 15 |
| Selling Products on the Internet | |
| by Susan Allen Morgan | |
| Part 1 | V2 #1 Pg 9 |
| Part 2 Questions Answered | V2 #2 Pg 15 |
| Part 3 Web Answers | V2 #4 Pg 14 |
| The Job Search | |
| by Ella Dawson | |
| Part VI | V2 #3 Pg 16 |
| Part VII | V2 #5 Pg 14 |

Volume 2 Book Reviews

| | |
|------------------------------|-------------|
| The Rhone Review | |
| by Alexis Rohne | |
| <u>Rich Dad, Poor dad</u> by | |
| Robert Kiyosaki. | V2 #6 Pg 16 |

HOME

It takes
10,817

I's
to fill this page.

More than 4 times that number of
eyes
may see this space this month.

**YOUR AD SHOULD BE
HERE!!!!**

Let us develop a custom advertising
program for you,
Built to meet Your Needs and Your
Budgets.

Contact us at
Publisher@TheEbonyCactus.com

www.TheEbonyCactus.com
HOME



FIRST FRIDAYS PHOENIX

EVENTS

Fri, May 2nd – 1st Fridays @ Pointe Hilton Tapatio Cliffs
11111 North 7th Street Phoenix, AZ 602-866-7500
TIME 6pm–9pm: Networking / 9pm–1 am: Socializing
COST \$5 before 8pm; \$10 thereafter

THEME Salute Valley Non-Profits @ 1st Fridays Phoenix!

Our next event will be catered to those work diligently to make our community a better place. Many non-profit organizations often get little or no recognition. If you are interested in supporting and/or recruiting, please attend our next event. Your soul will thank you later!

Sat, May 10th – FFP Classic Film Series @ Farrelli's Cinema Supper Club
14202 N Scottsdale Rd Scottsdale, AZ (480) 905-7200

TIME 1pm (please arrive by 12:30pm)

COST \$10 per person (includes food & beverage)

We have teamed up with Farrelli's to bring you some of the best Black films ever! What's unique about the FFP Classic Film Series is that ALL of the movies are selected by YOU! After each movie, we have a lively discussion session that's well worth the price of admission.

If you are interested in booth rentals and/or on-screen advertising, please email info@1stfridaysphoenix.com.

To VOTE and/or purchase film series tickets online, please visit www.1stfridaysphoenix.com/film.html.