



EQUITY WITHOUT EXCUSES

2022 ANNUAL REPORT



ABOUT

Established in 2019, Black Leaders Detroit's mission is to provide funding for Black entrepreneurs in the city of Detroit.

OUR CORE **VALUES**

Shared Power

When it comes to achieving true equity, the solutions that members of the community bring to the table are equally as valuable as funding.

2

Black Excellence

We celebrate Black creativity and innovation. We take risks to establish a fair playing field.

3

Transparency

We believe trust is earned not given. We are transparent in our practices, processes, and decision making.

We Are All Heroes

We recognize that everyone's contribution has value and together is the ONLY way to save the day.



A WORD FROM OUR CEO

"

Peace!

It is an honor to share my thoughts on what you, our donors and members, made happen for Detroit in 2022. You proved that the unfair disparities that persist in the access to capital space can be solved by the people who care stepping up and doing something about it. You, along with all of our partners, helped fund the first ever no-interest loan for Black Entrepreneurs in Detroit!

We will talk a lot about the numbers and statistics but one of the things that is being created is **HOPE**.

Several business owners have said one of the following statements to me:

- This is the first time that I bothered to apply for funding
- I have been turned down by everyone
- It is so good to have someone that believes in us

Because of you, these dynamic business owners have not only financial support, but affirmation, as well, in the form of a network of individuals and donors who believe in them and are rooting for them with their words AND their wallets. BLD is not just an organization that provides funding. It is a community of people that are putting Equity into Action!

I absolutely love being on this journey with each of you.



Dwan Dandridge CEO of Black Leaders Detroit

IMPACT BY THE NUMBERS

OCTOBER 2019 THRU DECEMBER 2022



\$1,054,978 **GRANTED OR LOANED**



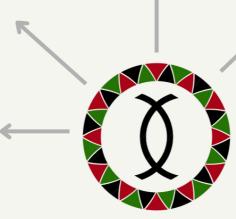
215 **GRANTS DISTRIBUTED**



33 LOANS DISTRIBUTED



BUSINESSES & NONPROFITS SUPPORTED



THE RESULTS **OF GROUP ECONOMICS**



900 **TOTAL JOBS SUPPORTED**



54% **WOMEN BUSINESS OWNERS**



900 GIFT CARDS

PURCHASED & DISTRIBUTED TO SUPPORT BLACK **RETAILERS**

JANNA KAY CHARCUTERIE

A JOURNEY OF CULINARY DELIGHTS



Janica Smith, the founder of Janna Kay Charcuterie, embarked on an extraordinary journey that began with a simple backyard birthday party during the summer of 2020. As the pandemic loomed large, Janica wanted to celebrate her birthday safely with her girlfriends, many of whom had children. She devised a matchbox-sized unique idea to create charcuterie boxes filled with her favorite snacks. These boxes were beautifully crafted, personalized with names, and even included an extra mask for added safety.

The party was a hit, but Janica noticed that her friends were hesitant to indulge in the delectable treats, calling them too pretty to eat. This sparked the inspiration to turn her passion for charcuterie into a business. The concept was born, and Janna Kay Charcuterie was ready to take the culinary world by storm.

From its humble inception, the business steadily grew, moving from home deliveries to catering events and parties. As the business progressed, Janica and her partner harnessed their respective backgrounds in Merchandising and Business Development to drive organic growth. Janica's commitment to spirituality and strong belief in God guided her decisions, and she was met with a clear message that she was ready to be taken care of, starting this new journey of entrepreneurship. She shares, "God said to me, 'Are you ready for me to take care of you?' And I'm like, 'Yes, absolutely'. It was confirmation that I was on the right track."

Janica decided to name her business "Janna Kay" as a reflection of the woman she was becoming, representing a soft, inviting light that brings people together. The business flourished, relying solely on word-of-mouth referrals, a testament to the quality of their products and services.

As a Black entrepreneur in Detroit, Janica was determined to build her business in an area with ample potential for growth and community development. Choosing Brightmoor, she saw an opportunity to contribute to the neighborhood's revival and offer resources to other aspiring entrepreneurs. Janica strongly believed in the power of sharing resources to uplift the community as a whole.

"We wanted to make certain that when we put our roots down, we were going to be in an area that would see longevity and growth as well as legacy, "Janica emphasizes, highlighting her commitment to creating a lasting impact.

Amidst the growing success of Janna Kay Charcuterie, Janica sought funding to expand her business and support other entrepreneurs. To her, we stood out as the ideal lending source, providing not only financial support but also understanding and compassion for the unique challenges faced by Black-owned businesses. Reflecting on the lending process, Janica states, "You guys seem to understand what we were accomplish. You trying to seem to understand us as individuals, and it wasn't just about applying for the loan."

Looking ahead, Janica is focused on building a commercial kitchen that will not only cater to her own business but also become a resource hub for other food-based entrepreneurs. Her vision for the kitchen extends beyond providing the space to essential resources mentorship, networking opportunities, and guidance on licenses and insurance, empowering other entrepreneurs to thrive.

Janica's unwavering dedication to her craft and community has turned Janna Kay Charcuterie into a thriving business that leaves a positive impact on everyone it touches. Her story exemplifies the power of passion, determination, and giving back, and it stands as a beacon of inspiration for Black entrepreneurs and communities across Detroit. As Janica continues to grow her business and build a legacy, she remains committed to sharing her knowledge and resources to help others reach new heights of success.



HARRY RICH

THE OWNER OF HARRY RICH CLOTHIER



The owner of Harry Rich Clothier, has an incredible journey as a Black entrepreneur in the fashion industry. His business venture started in 2012 when he had a vision for a denim jacket with unique key-depressed sleeves. Unable to find it in stores, he took matters into his own hands and learned how to create it himself. This marked the beginning of his journey into the world of fashion design.

Initially starting with customizing denim jackets, Harry soon expanded into designing dresses and suits for special occasions like proms and weddings. With an eye for creativity and attention to detail, he quickly gained recognition for his unique designs and impeccable craftsmanship. Word-of-mouth referrals spread like wildfire, and soon he was in high demand as a fashion designer.

Harry's talent and passion for fashion led him to participate in fashion shows, where he caught the eye of many with his innovative designs. However, like many entrepreneurs, he faced challenges in obtaining funding to grow his business. That's when we stepped in to offer a no-interest loan, empowering him to take his business to the next level.

As a nonprofit organization providing financial support to Black entrepreneurs, we believed in Harry's vision and recognized the value of supporting creativity in the fashion industry. Our no-interest loan not only gave him the financial boost he needed but also the validation of his talent and potential. In addition, the loan allowed Harry to expand his offerings and cater to a wider clientele. He went from customizing a few denim jackets to designing and creating multiple dresses and suits, fulfilling the dreams of numerous clients attending special events.

With a growing reputation and an everincreasing demand for his designs, Harry is now planning to scale his business further. He's considering bringing in additional staff and training them to meet his meticulous standards of craftsmanship. Additionally, he aims to pursue formal education in fashion design to enhance his skills and bring a professional touch to his work.

Our support has not only provided financial aid but also instilled confidence in Harry Rich. As a Black entrepreneur, he understands the challenges faced by businesses in his community, but he remains determined to succeed. Harry considers the no-interest loan from us to be a game-changer, proving that with the right support, Black entrepreneurs can thrive and make a significant impact in their industries.







- Detroit PAL
- Automation Workz Uplift
- Osborn Neighborhood Alliance
- National Conference of Artists (Michigan Chapter)
- Be-Moor Radio
- Urban Fit Kidz
- Detroit Justice Center
- Dream of Detroit
- We The People of Detroit
- Black Scroll Network History & Tours Men Who Dare, Inc

BLACK HISTORY MONTH GRANT A

DAY INITIATIVE

BLD gave out grants to a different Black-led nonprofit organization doing awesome work in Detroit every business day during February in celebration of Black History Month. Each non-profit was nominated by one of our members. Here is a list of the awardees:

- Children of The Rising Sun Empowerment Center
- The People's Action
- Sound Mind, Sound Body
- Brightmoor Alliance
- The Coleman A. Young Foundation
- **Detroit Food Policy Council**
- Detroit Dirt
- Metro Detroit Black Business Alliance
- **Detroit Youth Choir**



BLACK SCROLL NETWORK HISTORY & TOURS

Jamon Jordan, a passionate historian and founder of The Black Scroll Network History and Tours, has been on a remarkable journey of preserving Detroit's rich African American history. Established in 2013, this nonprofit organization has been dedicated to providing enlightening tours and educational programs, shedding light on the significant contributions of the Black community in shaping Detroit's history.

Among their most popular tours are those centered around the Underground Railroad, the Charles H. Wright Museum of African American History, the Detroit Institute of Arts (DIA) Royal African tour, and the Detroit Historical Museum's 313 tour. Furthermore, they developed a compelling "Five Miles of Freedom Tour," combining the Underground Railroad tour with the history of Black Bottom, an iconic Detroit neighborhood.

As demand grew, the organization adapted to offer virtual tours, allowing individuals from across the country to experience the city's history from the comfort of their homes. Despite the pandemic's challenges, the virtual tours proved to be a resounding success, reaching a wider audience and creating connections beyond Detroit's boundaries.

Jamon's passion for history and desire to educate became evident during his 20-year teaching career, where he noticed a significant gap in the school curriculum. Detroit's rich history was often overlooked, leaving students without an understanding of their city's profound impact on historical events such as the Civil Rights Movement, the Black Power movement, and more.



COLEMAN A YOUNG FOUNDATION



Khary Kimani Turner, **Executive Director of** The Coleman A. Young Foundation

The Coleman A. Young Foundation, established in 1982 by Mayor Coleman Young, has been dedicated to fostering student success and leadership development for 41 years. Its mission revolves around providing college scholarships and mentoring for Detroit youth, with a focus on developing leadership and empowering young individuals to achieve their dreams.

Khary Kimani Turner, the Executive Director of The Coleman A. Young Foundation, joined the organization in 2012. At first, he saw the opportunity as a stepping stone, but little did he know that he would develop a profound passion for the mission work. Over the years, Khary has formed personal connections with the college scholars, witnessing their growth, and seeing some of them start businesses and families. The gratifying work and the chance to positively impact lives kept him dedicated to the cause.

The foundation's core program involves awarding scholarships to Detroit youth from local schools and neighborhoods, followed by a college mentoring program that supports them until graduation. This approach has been instrumental in developing future leaders and professionals, making a significant impact on the Detroit community.

Beyond the college scholarship program, The Coleman A. Young Foundation also runs "Real Skills," a youth development initiative aimed at 11 to 17-year-olds. The program helps young individuals prepare for post-secondary life, whether they choose to attend college or not. It offers various opportunities, including college tours, personal development courses, and exposure to different career paths like skilled trades and tech.

While the foundation's work is commendable, it has faced its share of challenges in fundraising. Being a small organization with limited resources, Khary acknowledges that race can sometimes be a factor in how others perceive and support their efforts. Nevertheless, he firmly believes in building genuine relationships, connecting with people from all backgrounds based on shared values, and finding common ground.



Regarding the recent demise of affirmative action and potential challenges in college admissions, Khary expresses concerns for the students the foundation serves, especially given the educational disparities in school districts. However, he also sees this as an opportunity to rally support for historically Black colleges and universities (HBCUs) and empower them further.

As for the Black Leaders Detroit organization, Khary praises our commitment to reparative work for Black entrepreneurs and businesses. He appreciates our bold stance on Black economic empowerment and believes that normalizing conversations about Black privilege and economic viability is essential for progress. He believes our approach of fostering partnerships rather than relying on guilt makes the message accessible to a wide range of people, ultimately contributing to a stronger and more equitable community.

In 2021, we provided critical funding to The Coleman A. Young Foundation, reinforcing their dedication to supporting Black entrepreneurship and community development. As Executive Director, Khary Kimani Turner values the partnership with us, recognizing the transformative impact such collaborations can have on empowering the Black community economically and socially.



RHINO **DYNO**

Meet Andrew Harrell (Center) The visionary owner of Rhino Dyno

In the bustling city of Detroit, a trailblazing entrepreneur is making waves in the automotive industry. Meet Andrew Harrell, the visionary owner of Rhino Dyno, a mobile automotive dynamometer service provider. Rhino Dyno tests the power output of vehicles, measuring horsepower and torque. Andrew's clientele is mainly comprised of performance vehicle enthusiasts, from Mustangs to BMWs and beyond. Additionally, the company offers compliance testing for racing organizations, ensuring that the sport remains fair and honest. What sets Rhino Dyno apart is the ability to bring the dynamometer directly to customers. Unlike traditional in-ground stationary dynos, Andrew's mobile dyno provides flexibility and convenience to automotive enthusiasts.

Andrew's journey as a Black entrepreneur has been one of resilience, determination, and unwavering passion. His entrepreneurial spirit was sparked back in 2000 when he conceived the idea for Rhino Dyno. However, like many aspiring business owners, he faced a common obstacle-the lack of funding. Traditional lenders demanded collateral, which he wasn't willing to risk. Consequently, his dream of owning a mobile diner-a unique concept at the time—had to be put on hold.

Years later, in 2016-2017, Andrew revisited his dream when he stumbled upon a mobile dyno for sale online. Despite not having all the funds required, Andrew decided to take the plunge and reached out to the seller. He made a deal, put down a deposit, and embarked on the journey to make his dream a reality. Andrew says, "I was determined to turn my dream into reality, even if it meant taking risks and exploring unconventional funding options. I knew I had to seize the opportunity when it presented itself."





At the time, Andrew was already enrolled in Wayne State University's entrepreneurial innovation program, where he was gaining valuable knowledge to apply to his business. The program allowed him to learn in real-time and apply the concepts directly to his venture.

One of the turning points in Andrew's journey was when he joined the Overcomers Business Association's six-week cohort program. This experience opened doors for him, and after graduation, he became eligible for a loan from CIBC, followed by funding from the Seed area of the Epilepsy Foundation Great Lakes Women Business Council.

With the financial backing from these organizations, Andrew officially took delivery of Rhino Dyno on Valentine's Day in 2018. Since then, he has been rolling forward with unstoppable momentum. The company's success has been evident, and, after receiving a no-interest loan from us, Rhino Dyno expanded to own not just one but two units and dramatically scaled his business. He states, "Based upon the growth I'm seeing, this year, I will be able to pay one of my employees more than the company grossed in its entirety last year."

In a world where access to capital has been a barrier for many Black entrepreneurs, Andrew's story stands as a shining example of how perseverance, determination, and the support of community organizations can empower dreams and transform lives. As he looks ahead to the future, Andrew is determined to keep expanding Rhino Dyno's presence in the market. He continues to challenge himself and embrace every opportunity that comes his way. "I hope my journey inspires other aspiring entrepreneurs to pursue their dreams fearlessly and with the support of our community," he says.

SOUL **DELIGHTS**

Owner of Soul Delights: Empowering Health Naturally

Rhonda J. Smith is our first ever no-interest loan recipient and the owner of Soul Delights, a holistic health company aimed at helping people attain and maintain their health naturally. Rhonda's journey into entrepreneurship was fueled by her personal health challenges, including chronic arthritis and yeast infections, which conventional medicine failed to address at the root level. Frustrated with the lack of solutions. Rhonda embarked on her own research, uncovering natural remedies that not only improved her health but also proved beneficial for friends and family.

In 2012, inspired by divine guidance, Rhonda took a bold step and established Soul Delights. Even before obtaining credentials as a natural health doctor, she began sharing her knowledge and expertise with the community. Over time, Rhonda became a go-to resource for friends and family seeking guidance on natural healing methods. As her passion for holistic health grew, she pursued professional certifications, becoming a board-certified doctor of natural health and a Master Herbalist.

Soul Delights operates on the principle of educating clients about the foundations of health: hydration, nutrition, exercise, elimination, and digestion. Rhonda believes that empowering individuals with knowledge is essential for long-term health improvements. Her services include personalized one-on-one consultations as well as seminars and webinars for both individuals and groups.

As a business dedicated to the well-being of her community, Rhonda focuses on providing support to those who have been underserved and face significant health disparities. She particularly emphasizes her commitment to helping Black women, acknowledging the importance of addressing health concerns such as fibroids that disproportionately affect them.

Starting a business in the field of alternative health posed unique challenges for Rhonda. Many statistics showed that minorities, includina entrepreneurs, Black difficulties in accessing funding. Despite these hurdles, Rhonda remained resilient and creative in finding ways to reach her target audience, which included those who couldn't necessarily afford alternative health services. She organized community events, offering free smoothies and educational sessions to spread awareness about holistic health.

In 2018, Rhonda's perseverance bore fruit when she received a no-interest loan from us. This support came at a critical time, enabling her to cover essential business expenses and embark on a total revamp of her website. The revamped website not only gave her business a more professional look but also facilitated better interaction with her audience, leading to increased business opportunities and visibility.

Rhonda groundbreaking applauds our approach to supporting Black entrepreneurs. She considers BLD's mission as revolutionary, demonstrating that Black communities can create their solutions to address systemic issues. Our commitment to empowering black entrepreneurs aligns perfectly with Rhonda's vision of fostering better health outcomes in underserved communities.

As Rhonda's business continues to grow, she remains dedicated to educating her clients about natural health, enabling them to take charge of their well-being. Her gratitude towards us is evident, not only for the financial assistance but also for the partnership that demonstrates a shared commitment to uplifting the Black community.

Rhonda's inspiring journey and the positive impact of our no-interest loan on her business exemplify the transformative potential of supporting Black entrepreneurs and fostering community-led solutions.





RIDE FOR EQUITY

In an effort to address the pressing issue of the lack of access to capital facing Black entrepreneurs, we held our second annual "Ride For Equity" fundraiser. This inspiring seven-day bike ride journeyed all the way from Detroit to the Mackinac Policy conference, spanning over 350 miles. The event aimed to bring attention to the disparities that Black entrepreneurs face when attempting to access financial resources crucial for their business growth and success.

Throughout the journey, our dedicated participants pedaled through both urban landscapes and scenic routes, determined to raise awareness about the urgent need for equitable opportunities for Black entrepreneurs. The Ride for Equity received significant media coverage, magnifying our message and spreading awareness far beyond our initial expectations. Through interviews, articles, and social media engagement, the event garnered the attention of local, national, and even international audiences, highlighting the importance of supporting underrepresented communities in the business world.

The event served as a rallying cry, bringing together individuals from various backgrounds, united by a shared commitment to addressing systemic inequalities in the entrepreneurial ecosystem. Along the way, riders engaged in meaningful discussions, networking, and advocacy efforts, fostering a sense of solidarity and determination to effect lasting change. "Communities have to agree that they want to build relationships," says Executive Director of the Max M. and Marjorie S. Fisher Foundation and two-time Ride For Equity participant Doug Stewart. "And those relationships are built on trust. Trust is built when we talk to each other and start breaking down things that we thought were true that just aren't once we start spending time with each other." The journey was not without its challenges, but the participants' perseverance mirrored the resilience of the Black entrepreneurs we sought to empower. By the time the Ride for Equity concluded at the bridge to Mackinac Island, it had become a symbol of hope, unity, and a catalyst for policy discussions surrounding financial inclusion for marginalized communities. In the words of our CEO, Dwan Dandridge, "There are some hills coming from Detroit to Mackinac that will test you character and I'm glad to be able to be standing alongside people that will push me, pull me, whatever it takes. We [BLD] want to be that for the Black entrepreneur. We want to be able to push them and pull them across the finish line. They've been doing a whole lot with too little for far too long. And it's time for that to change."



SPEAK FOR YOURSELF

The Ride For Equity allowed us to experience the dazzling scenery of Michigan's landscape, but we realized there is nothing more beautiful than Michiganders themselves. In an effort to remind us that we are all part of one community, we hosted a series of conversations in Saginaw, Clare, and Petosky called Speak For Yourself. These forums focused on building better relationships and increasing awareness concerning equity and inclusion.

UJAMMA-THON









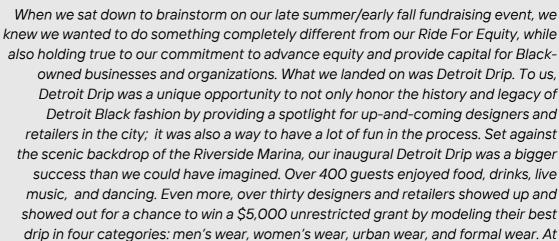


On December 29, 2022, we hosted a FaceBook Live/membership drive celebrating Kwanzaa's Fourth Prinicipal, Ujamma (cooperative economics). Ujamma is the main driving force behind what we do here at BLD by asking our members to sign up and agree to donate \$1/week to provide funding for Black entrepreneurs in the city of Detroit.

DETROIT **DRIP**

66



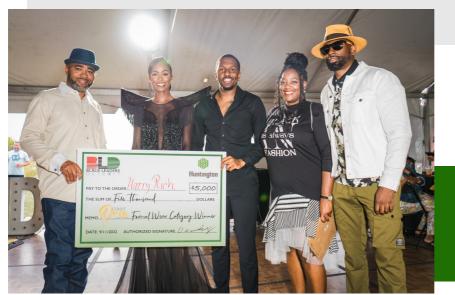


They were:

- Harry Rich Clothier
- Distort
- The Ken Walker Collective

the end of the night, we walked away with five winners due to a tie in voting.

- Luff
- FlyTY Creations





BLACK FRIDAY

GIFT CERTIFICATE GIVEAWAY



Each year, BLD offers \$50 gift certificates to city residents to be used at select Black-owned businesses on The Avenue of Fashion on Black Friday. All together, we were able to generate over \$20,000 for Black-owned businesses just as the holiday season kicked off. Special shout-out to all the stores on The Avenue of Fashion that participated:

- Bark's 5th Ave
- Closet Luxx
- Culture
- The Energy Zone
- Simply Casual
- Tauntus
- Teaser's Boutique
- Three Thirteen
- Wayne McGibbon Clothier

12 DAYS OF CHRISTMAS **GRANT GIVEAWAY**



To further commemorate the holiday season, BLD had its board and staff each nominate a non-profit to receive a 12 Days Of Christmas grant. Each of the selected organizations below is doing phenomenal and impactful work in the city. We believe offering support during the holidays amplifies community empowerment and fosters a more inclusive spirit of giving.

- Home Of Serenity
- The Konnection
- Grandparents Parenting
 S.I.G.H Again
- Mama Akua Community House
- WomxnHouse Detroit
- Tri-City Community **Development Corp.**

- Do Good Detroit
- Grace Learning Village
- Encourage Me I'm Young
- Entrensic
- Goshen Alliance

GRACE LEARNING **VILLAGE**



Grace Learning Village is not just a name; it represents the core values that guide the organization's mission: Gratitude, Revolution, Advocacy, Community, and Empowerment. According to founder Dr. Marini C Lee, "We really consider ourselves to be a movement. We are concerned with our communities thriving. Through the use of education and community care, we are contributing to the overall social justice movement, but we really want to focus on black and brown communities."

At the heart of Grace Learning Village's future goals is the establishment of a school with a residential component for youth in foster care and families seeking comprehensive educational experiences for their children. The Community Care aspect of the organization aims to support families by offering assistance and a residential facility for children while parents work towards improving their situations. Additionally, Dr. Lee envisions Neighborhood Resource Centers near the schools, providing essential services to families in need.

Though still in its early stages, Grace Learning Village has already made significant strides. One of its signature programs, the Literacy Lounge, is a once-a-month read-aloud program that fosters a love for reading in children. Dr. Lee aspires to expand this initiative to become a pop-up readaloud program with a bookmobile, ensuring access to reading materials and educational enrichment for all children.

We recognized the potential and importance of Grace Learning Village's mission and provided crucial support with a grant. The grant helped fund their first annual Kwanzaa event, a two-week celebration partnering with the Detroit Public Library and the Boys and Girls Club. The program was a resounding success, engaging black youth in discussions about Black Wall Street and the principles of Kwanzaa and inspiring them to integrate these principles into their daily lives.

As a black entrepreneur, Dr. Marini C. Lee faced unique challenges in securing funding for her nonprofit. "I just had no idea about how to build a nonprofit," she shares. "I had an idea, a passion, some really supportive people. But we've really just been building this thing literally from scratch." She acknowledges that fundraising has been far from easy, and that learning the importance of building relationships and trust has been instrumental in obtaining support. While ambitious from the outset, she now understands the importance of starting small, forming connections within the community, and gradually expanding her network. "I had to learn that you start with like one program, and you build on that," she says. "You show your face in the community, you get to know the community that you're trying to serve."

Black Leaders Detroit has played a significant role in supporting black entrepreneurs like Dr. Lee, providing them with the resources and guidance needed to achieve their visions. She says, "You all provide a really important, realistic example for organizations like myself. You're not just helping us [financially], but you're modeling for us how to be a successful organization. And so it's like you're lifting as you're climbing, as well."





OUR TEAM

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Chief Executive Officer

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Coordinator

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JIM TENZILLO

Vice President, Invest Detroit

MARCUS LYON

British Artist and Social

Entrepreneur

CORPORATIONS AND FOUNDATIONS THAT HAVE SUPPORTED BLD







































We just want to say thanks to all of our members who have joined us in practicing cooperative economics and providing access to capital for Black entrepreneurs. It is because of you that we are able to do what we do.