

# BUSINESS FOCUS

## Briefs

### Ron Jones named senior vice president, nuclear operations

Ronald "Ron" Jones has been named senior vice president, nuclear operations, for Duke Power. In this role, he will provide oversight for the safe and reliable operation of the three Duke Power-operated nuclear stations.

Jones was formerly vice president of Oconee Nuclear Station in Seneca, S.C. He began his career with Duke Power in 1980 as an engineer at Catawba Nuclear Station. Additionally, he has worked at McGuire and Oconee nuclear stations in various roles in engineering, operations and maintenance.

Jones has a Bachelor of Science degree in electrical engineering from Virginia Tech. He is a member of the American Nuclear Society and the Institute of Electrical and Electronic Engineers.

He and his wife, Patricia, have two sons and reside in Cornelius, N.C.

### UPS Foundation gives to NAACP

The National Association for the Advancement of Colored People (NAACP) received a \$100,000 grant from The UPS Foundation, the charitable arm of UPS. The grant will be used to support the NAACP Organizational Capacity Building initiative.

The Organizational Capacity Building initiative provides an opportunity to increase efficiency in areas of data management and streamlining systems throughout the association.

Jackie Thomas-Suggs, NAACP chief development officer, said: "The NAACP appreciates the partnership with The UPS Foundation. This grant supports the need to build a system that will network each department within the association, making them interactive. Once the networks are actively working together, the association can provide more effective services to the public."

In 2004, The UPS Foundation distributed nearly \$40 million worldwide through grants that benefit organizations like the NAACP and provide support for building stronger communities in areas such as literacy, hunger relief and volunteerism.

Everm Cooper Epps, president, The UPS Foundation, and vice president, corporate relations, said: "Giving back to communities is an important part of UPS's culture that's embraced by our employees through volunteerism, making donations and sharing their intellectual capital. Together with nonprofit partners such as the NAACP, we work to make a positive impact on the lives of people in need."

### 'Empowering Black Communities' tour to begin Jan. 19 in Georgia

SAVANNAH, Ga. - The Black Business Professionals and Entrepreneurs (BBPE) is on a serious mission to strengthen black communities and promote economic development for businesses. In January, the group is taking its message on the road by visiting eight cities in the Southeast as part of its "Empowering Black Communities" Tour.

First stop will be the Beaufort County Black Chamber of Commerce on Jan. 19 where BBPE founder Jewel Daniels will discuss solutions for growing black consumer support and the changing face of a multicultural marketplace.

"It has become clear that as a community we have amassed over \$700 billion in spending power. However, what is a concern is where and why we spend our money," Daniels said. "We have accomplished much; therefore, we have a great degree of accountability that requires us to plant seeds back into our community in order to guarantee its economic growth and sustainability."

The event will be held at the offices of the Beaufort County Black Chamber of Commerce from 6 p.m. to 8 p.m. and will be followed by Daniels signing copies of her book, "The Enterprising Entrepreneur, 10 Powerful Life Lessons for Achieving Business Success."

The tour will continue with visits to Charleston, S.C., on Jan. 20; Birmingham, Ala., on Jan. 26; Atlanta, Ga., on Jan. 27; Columbia, S.C., on Feb. 16; Charlotte, N.C., on Feb. 17; Jacksonville, Fla., on Feb. 23; and Orlando, Fla., on Feb. 24.

Additional cities may be added, so more information could be found on [www.blackbusinessprofessionals.com](http://www.blackbusinessprofessionals.com).

### Prudential's Fisher honored

The Winston-Salem Society of Human Resources Management (SHRM) has named Patti Fisher, director of client relations and relocation at Prudential Carolinas Realty in Winston-Salem, as its 2005 Human Resources Professional of the Year. The group also honored Fisher as co-recipient of its coveted President's Award.

In addition to being a member of SHRM for several years, Fisher has served on the board of directors of the Piedmont Triad Relocation Council. A former employee of the Winston-Salem Chamber of Commerce, she also has served on the board of directors of Professional Women of Winston-Salem and as president of the organization.

Fisher's major responsibility at Prudential Carolinas is cultivating opportunities in the medical and corporate sectors to be of assistance to their relocating employees. Servicing the needs of employees and their families to ensure the easiest possible transition into the Triad remains her primary focus.

She is a graduate of Georgia State University and also holds a N.C. real estate license.

## Son fills dad's shoes at Black Enterprise

SPECIAL TO THE CHRONICLE

Earl G. Graves Sr., founder of Black Enterprise (BE), last week named Earl "Butch" Graves Jr. as the company's new chief executive officer and president. Butch Graves' appointment to the rank of CEO marks a milestone for the family-owned media company, whose flagship publication provides more than 3.7 million readers with information on African-American business markets, financial management, entrepreneurship, and careers.

Graves' promotion to CEO represents the transition of Earl G. Graves Ltd., parent company of Black Enterprise magazine, to the next generation of leadership. Earl Graves Sr., who will remain chairman and publisher, founded the company in 1970 - establishing its mission to become the premier business news source for African-Americans.

"Those who advance at Earl G. Graves Ltd. - whether family or not - must earn their positions," said Earl G. Graves Sr. "Over the past 17 years Butch has excelled despite the challenges of an ultracompetitive and rapidly changing publishing industry.

In 1988 BE had revenues of approximately \$20 million. In 2006 we project that those revenues will exceed \$60 million. As we have expanded our company, Butch's business acumen and instincts have helped triple our revenue."

Under the next generation of executive management, Butch Graves will continue to lead the



Earl Graves Sr. and his son, Butch.

strategic positioning of the corporation, guide its overall profitability, and act as the top editorial decision maker.

"I am excited about the opportunity to succeed my father as CEO of Black Enterprise," said Butch Graves. "My mission is to build upon the success

of what he established, while finding new media outlets that will grow our business and demonstrate all things possible to our core audience."

Since joining BE in 1988, Butch Graves has helped transform the company from a single-magazine publisher to a thriving multimedia conglomerate. Under his guidance, the circulation of Black Enterprise magazine grew from 200,000 to more than 500,000, due in part to an intense editorial focus on wealth building and homeownership.

He led the company into broadcast media with the launch of "The Black Enterprise Report," a nationally syndicated television show, and Black Enterprise Magazine's "Keys to a Better Life" report for radio, a joint venture with Clear Channel Communications.

Butch Graves received his B.A. degree in economics from Yale University in 1984, where he distinguished himself both academically and athletically. As a four-year starter and captain of the Yale basketball team, he became the school's all-time leading scorer and finished his college career as the second-leading scorer in Ivy League history.

He was drafted in the third round by the National Basketball Association's Philadelphia 76ers in 1984 and enjoyed a brief professional basketball career.

After earning his M.B.A. from Harvard University, he joined BE as vice president of advertising and marketing.

## M&F's new leader pays visit to city

BY SANDRA ISLEY  
THE CHRONICLE

Mechanics and Farmers Bank, the oldest continuously operating African-American-owned public bank, recently named a new president and CEO. Certified by the National Development Council as an economic development professional, Ronald Wiley has become the bank's latest acquisition. He replaces retiree Lee Johnson as president of M&F Bank.

Wiley was in town Tuesday, where he visited the city's M&F branch. He has been making visits to the bank's branches throughout the state. Tuesday evening, a meet-and-greet reception was held for him at Delta Arts Center.

He used the event to tell local folks about his new vision for M&F.

"The thing that has to happen and the thing that we fight for at M&F Bank is to revitalize communities," Wiley said.

He spoke of a term that used to be a part of the banking industry that was used to suffocate certain communities. Known as redlining, this was a common practice among banks that denied loans to people based on their geographic location or the color of one's skin. Wiley said that he wanted to do just the opposite of that word and begin green-lining to provide economic growth to communities that have been suffocated by lack of economic development.

Wiley believes that economic growth can be gained by taking the bank in a new direction with new investment opportunities. Addressing the crowded room of mostly African-Americans, Wiley explained the need for togetherness to make his vision happen.

Wiley said: "We need active individuals, such as yourselves, that are concerned about the communities. It is through your deposit and through your support in using us as the vehicle to help reallocate much-needed resources back into the communities."

With 25 years of experience in financial services, Wiley acquired his new position after leaving his post as president and CEO of Southern Dallas Development Corp. in Texas. Originally from Cleveland, Wiley holds a B.S. degree in business administration from Otterbein College and he completed the Owner/President



Local M&F executive Evelyn Acree, from left, with Mayor Allen Joiner and M&F's CEO, Ronald Wiley.

Management Program at Harvard Business School.

M&F Bank opened its doors back in 1908 in Durham. It was started by nine African-American businessmen. Wiley acknowledged its great history as being one of the few financial institutions to survive the Great Depression. The bank, which still has its headquarters in Durham, has nine branches throughout North Carolina.

M&F Bank is the 10th largest African-American-owned bank in the nation. It is one of few banks in North Carolina that is designated as a Community Development Financial Institution. It is a full-service banking institution specializing in personal and business services. It also provides a financial literacy program specializing in age- and lifestyle-appropriate workshops offered at no cost.

Wiley abandoned his plans to study music in college after realizing that he did want to eat and

maybe buy a house one day. Wiley wants M&F to be the kind of bank that makes the dreams of others come true.

"We all bring something special to the table," Wiley said. "And M&F Bank and I strongly believe we, as well, bring something special and unique to the table, not so much because we are a minority-owned bank, which is important, but because we are a community bank and we are a leading development financial institution."

Combined with his financial background and the rich history and longevity of M&F Bank, Wiley feels that it won't take long to increase the institution's bottom line.

Wiley said: "We are \$250 million in assets. M&F Bank operates in four markets. We're in Raleigh, Durham, Winston-Salem and Charlotte. We have been doing this for nearly 100 years. It is my goal and commitment that it won't take another 100 years to get to \$500 million."

## Afghan fashion entrepreneurs get vital tools

SPECIAL TO THE CHRONICLE

NEW YORK - The Business Council for Peace (Bpeace), a global nonprofit coalition of businesspeople volunteering to help women in war-torn countries grow sustainable businesses, this week announced a significant in-kind donation from Pantone of more than two dozen color and planning guides. The guides are being immediately deployed in Afghanistan to train women entrepreneurs in the fashion and home accessory industries to use color communication guides and color forecasting books for local design and production.

The Pantone name is known worldwide as the standard language for color communication from designer to manufacturer to retailer to customer. With 40 years of experience, Pantone is the worldwide market leader in color communication and color technology for the graphic design, printing, publishing, textile and plastics industries.

These professional tools, which typically retail for \$165 to \$795 each, would ordinarily be far out of reach for the fledgling entrepreneurs.

A portion of the Pantone gift was delivered in person during a visit to Kabul of six Bpeace volunteers in December. The mission is part of a three-year program to mentor, train and coach high-potential Afghan businesswomen who collectively employ nearly 450 Afghans in the apparel and accessory industries.

The December visit is Bpeace's fourth mission to Kabul, Afghanistan. Goals of this mission included:

• One-on-one work sessions with each Afghan associate to assess business development progress, and develop action plans to address problems and opportunities.



A woman poses with one of the Pantone color and planning guides.

• Business training with Bpeace associates and more than 130 members of the Afghanistan Women's Business Federation. Training included developing winning business plans, building a successful retail business, effective business marketing, and developing a professional success map.

• Obtaining business funding and financing to further Bpeace networks and relationships with potential donors for Bpeace projects and to identify and link lenders for the women's emerging businesses

In 2005, Bpeace and its partner organiza-

tion Women for Afghan Women won a seed grant from the U.S. State Department to bring 12 talented Afghan women entrepreneurs in the apparel, accessories and home decor businesses to New York's fashion center to address their most critical needs-training and access to the global marketplace. Working with top business leaders and educators in an intensive three-week development program, the trainees attended specially-tailored classes at the Fashion Institute of Technology and on-site work sessions with designers and retailers.