

Best Practices Consulting Services

Project Eligibility



BPCS Flint

Flint Small Business Initiative

- Must be **Low, Very Low, or Extremely Low Income** (Based on 2025 IRS Income Guidelines)
- Must Complete Self-Certification Form (Based on 2025 IRS Income Guidelines)
- Must provide DUNS
- Must provide supporting income documentation
- Must be a Flint Resident
- Your Business is Registered in City of Flint



Micro Flint

- Resident of Greater Flint Area (Burton, Flint Township, Beecher, City of Flint, Mt. Morris)
- Others *may* be allowed
- Complete [BPCS MicroFlint Intake form](#)
- Complete [MicroFlint onboarding Survey](#)



BuyFlint

- Registered in City of Flint
- Can currently sell a product/service

FOR MORE INFORMATION



313-265-3062 ext 3

www.bpcs.biz



Project

Objectives

Flint Small Business Initiative

Cohort Class Training: A total of 8- 12 classes to help understand business basics and develop a business plan.

Technical Assistance: Provide one-on-one technical assistance to class participants during training and post-graduation.

Procurement Assistance: Get help with rent, inventory, deposits, or other professional services to get your business started.

Business Registrations: Assistance updating or filing for an LLC.

FOR MORE
INFORMATION



313-265-3062 ext 3



www.bpcs.biz

THE FLINT NEIGHBORHOOD BUSINESS INITIATIVE
Supporting the Neighborhood with Business Supports

Graduate Luncheon

SATURDAY JULY 15, 2017 AT NOON



MEAT ENTREE SELECTION

CHRISTOPHER YOUNG | Antoine's Burgers - Walkable Grub - **Swedish Meatballs**
THERMON SISCO | Sisco Catering - **Oven Roasted Chicken**

STARCH SELECTION

JACOLBY BRATCHER | Annie Mae's on Wheels - Concessions - **Macaroni and Cheese**
TALICIA CAMPBELL | Tast of Culture Catering - Personal Chef and Catering - **Green Beans**

SALAD SELECTION

CHAUNCY WYNN | The Pit Stop, LLC - Walkable Grub - **Garden Spring Mix Tossed Salad**

DESSERT SELECTION

TALICIA CAMPBELL | Tast of Culture Catering - Personal Chef and Catering - **Assorted Fancy Gourmet Cookie and Punch**

MICHAEL STEPHENS | Big Red's - Home Repair Services
MIA HOPKINS | Natural Vegan Soul - Personal Chef and Catering
BETH STEPHENS | Wants to offer Soul Food for the community at Civic Park
TY NAOMI | The Imagery Specialist
MR. & MRS. ERIC LAWSON | Dean's Sweets & Things - Dinner/Catering
NOAH PATTERSON | Home Repair Services
MARK SMASON-HUGHES | Trucking Company

THE FLINT NEIGHBORHOOD BUSINESS INITIATIVE

Supporting the Neighborhood with Business Supports

Flint, MI July 03, 2017: The Mayor's Office in conjunction with the Economic Development Department and Best Practices Consulting Services has successfully activated a small business training program that supports first stage entrepreneurs with training and wrap around services. The first cohort of small neighborhood-based businesses started their training May 20th. On July 15th, the group of participants will graduate from the program with the capacity to now seek financial support for their future ventures. The Small Business Training Boot Camp operated at the Urban Renaissance Center located at 2505 Chevrolet inside of Joy Tabernacle Church. The graduation will be attended by Mayor Karen Weaver and other prominent stakeholders who believe in this mission to support neighborhood based business development.

The first cohort represented are a variety of food related entrepreneurs, a photographer, a handyman service, and a transportation company. The group totals 10 participants each with an abundance of experience and a strong desire to see their ventures operating this calendar year.

The training was provided by, Laura Sigmon of Best Practices Consulting Services. A small business development organization specializing in capacity building.

The participants of the program were provided lean start-up capital to assist the entrepreneurs with determining and managing their cost controls. They've participated in multiple City supported neighborhood events and will they will cater the Community Day events this Saturday at Joy Tabernacle Church, 2505 Chevrolet. This boot camp is administered over a period of 5 to 8 weeks allowing the participants to demonstrate capacity, inventory control, budget maximization and customer service.



the NEIGHBORHOOD

SMALL BUSINESS

August 3, 2017

BUSINESS

INITIATIVE



Best Practices Consulting Services
IMAGINE FLINT

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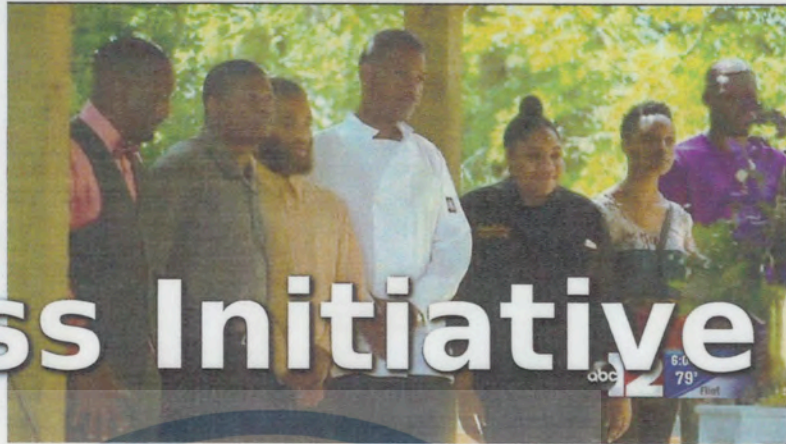
FLINT

Re-Imagined

The Flint Small Business Initiative

★ News ⚡ Weather 🏈 Sports ⓘ About ABC12 📺 Live Stream

Flint entrepreneurs complete business boot camp



By Elisse Ramsey | Posted: Sat 4:41 PM, Jul 15, 2017 | Updated: Sat 7:31 PM, Jul 15, 2017

The Flint Neighborhood Small Business Initiative is a small business boot camp program designed to both test and document business practices for retail and non-retail entrepreneurs. The program is best tailored for those beyond ideation. The average entrepreneur will either have multiple years of experience in the market of interest or have active momentum around their business venture. To ensure activity flow, the participants are strongly encouraged to create a relationship with a community partner. Community organizations with strong outreach can truly impact traffic for the entrepreneur.

The program is configured to run between 5 to 8 weeks with a minimum of 3 platform demonstrations. The demonstrations are opportunities to explore and document true market placement and needed adjustments.

The following is the class outline:

Week One: The Business Model – the participants will chart and clarify their key stakeholders, vendors, support networks, facilities, buying privileges, distribution, and customer relationship strategy.

Week Two: Customer Service and Salesmanship– the participants will discuss and demonstrate their wares with the intent to document their engagement strategy. The intent is to measure impact and customer feedback utilizing the PIPE © process.

Mid-Week: Pop-Up with a Community Event

Week Three: Identifying capital needs – each participant will have an opportunity to illustrate what they've discovered as needed resources and funding to move their ventures to the next level.

Week Three: Digital marketing and social media strategy – the participants will show and tell what methods they currently use to promote their businesses. We will use this opportunity to incorporate students from MCC and other schools to assist with the marketing strategy.

Mid-Week: Pop-Up with a Community Partner/Event

Week Four: Identifying start-up cost- the participants will complete micro lending applications for potential funding outlined by the City of Flint.

Week Four: Financial controls – the pro forma documents will be completed based on the sales strategy and discovery of the start-up funding needs identified during the business modeling process.

Week Five: Pop-up Engagement: The participants will have an opportunity to showcase and demonstrate their wares during a structured and heavily marketed event.

Week Six: Plan completion, review and presentation – those who have demonstrated their fit and compliance will be allowed an opportunity to present their business model to the City of Flint for funding and other supports.

The program is best tailored for those beyond ideation.

Sisco's Catering



Therman Sisco was born and raised in Flint, MI and graduated from Flint Academy. He has served greatly in his community and has vested interest in his city. Therman Sisco worked in the Flint Community Schools impacting the lives of 5-12 grade students teaching all subjects as well as special education. He also shares a passion for sports and committed 28 years of coaching football and track in the Flint and Saginaw Community Schools. He has proudly served our country through the United States Marine Corps. He now serves the community through Higher Quality of Life Ministries as an Elder, Sunday School Teacher, Community Outreach Advocate and Resident Chef.

Sisco's Catering has been a staple in the community by being the go to for everything from everyday meals to exquisite functions. Having a business that has served families for generations is something that Therman is proud of. "We are passionate about people and the community. We believe that food makes everything better." Built upon the idea of Food, Family and Friends Forever, this family business will be sure to carry that for generations to come.

Salmon N' Waffles

Delectable banana waffles made from scratch with fresh ripened bananas from Pennell's Farm's of Flint Farmer's Market. Accompanied by fresh pink salmon and garnished with a delightful pineapple chunk and strawberry. Sure to remind you of a Caribbean getaway.

Sisco's Famous Chicken Taco Salad

Enjoy the tantalizing taste of when taco meets salad.

Made beautifully with grilled chicken breasts, chicken flavored rice, refried beans, lettuce and tomato with a tortilla chip. The fusion of the two American family classics are sure to send your tastebuds on an enjoyable journey.

Big Mama's Stuffed Cornbread

A memorable taste of down home soul, this comfort food classic reminds your taste buds of mama's cooking. This one of a kind creation can only be found at Sisco's Catering. Featuring five fabulous flavors:

Savory Ham & Collard Greens
Yams & Chicken
Mac & Cheese with Bacon
Corned Beef & Cabbage
Okra, Corn Tomato & Bacon

Caramel Apple Bites

This classic favorite with a unique twist is guaranteed to make you want more. Deep fried Granny Smith Apples covered with a homemade crust, rolled in a secret Sisco sugar coating and placed on a bed of delicious caramel is an unforgettable treat.

Built upon the idea of
Food, Family and
Friends Forever....

the Pitt Stop



Chauncy Wynn was born in Flint, MI and Graduated from Flint, Northwestern H.S. in 1985. Chauncy is also a graduate from Morgan State University in 1991, receiving a Bachelor's degree in Business & Office Administration and Central Michigan University in 2002, receiving a Master's Degree in Administration.

Chauncy is a member of Iota Phi Theta Fraternity Incorporated, 1896. Chauncy is also a NCAA Division I All-American wrestler at 158 lbs. competing for Morgan State University, finishing with a career record of 131-25-1 in (1990). Chauncy was also the male Athlete of the Year for Morgan St. University, (1990), and the MVP of the Morgan State University 1988-1990. Chauncy was also the Mid-Eastern National Champion at 167lbs. in 1990.

Chauncy started serving the community of Flint and Genesee County in 1998 as a Case Manager for GCCARD provides services to the economically challenged and displaced workers assisting them with life skills training, as well as seeking and retaining employment.

Chauncy is currently serving the community as a Counselor at Flint Genesee Job Corps, mentoring and equipping young adults ages 16 - 24, with the skills and desire necessary to obtain education, employment, or seek other training opportunities. As a true Flintstone and "boots on the ground" community activist he knows the community and is well verse in this community's needs.

Although Chauncy has been "burning in the kitchen" since 1986 he began a career in culinary in July 2014 creating and developing the Pitt Stop LLC., Mobile Food Truck. This idea came to fruition to fill a service void discovered when he began researching several ideas on his entrepreneurial path. The extensive research identified the limited amount of mobile street food sources in Genesee County, and with that, the idea for The Pitt Stop was born. research identified the limited amount of mobile street food sources in Genesee County, and with that, the idea for The Pitt Stop was born.

Although Chauncy has been "burning in the kitchen" since 1986 he began a career in culinary in July 2014 creating and developing the Pitt Stop LLC.

T.aste Of C.ulture



A Flint native and Flint Central High School graduate, Chef Talicia Campbell has always aspired to share her talents with her community and the world. A graduate of Genesee Area Skill Center's Culinary Arts Program, Chef Telly has the heartbeat of Flint at the core of her business. Her first recipe was homemade cast iron skillet cornbread. After successfully catering her own high school graduation party, she knew that cooking was more than just a talent. Desiring to stay closer to home, she turned down a scholarship to attend Johnson & Wales University for culinary arts. Chef Telly opted for Grand Valley State University where she studied Hospitality & Tourism Management for two years. Continuing her education through Mott Community College's Culinary Arts Program, Chef Telly knew that she wanted to be an entrepreneur.

T.aste of C.ulture's name alone is very meaningful, The "T." and "C." of the name represents the initials of her first and last name. Taste of C.ulture was created to take your tastebuds on a journey of cultural exploration. Her unique menu ranges from her signature New Orleans inspired "T,aste of C.ulture Gumbo", delectable Jumbo Omelettes, Specialty Soups and her famous Wing Wednesday with original flavors such as Sweet Sriracha Lime and much more. October 2015 is when Talicia officially accepted her dream in becoming an entrepreneur. Since then she has grown her business and continues to introduce others to the T.aste of C.ulture experience. It's her promise that #ChefTellywillfillyourbelly! is an unforgettable treat.

***T.aste of C.ulture
was created to take
your tastebuds on a
journey of cultural
exploration !***

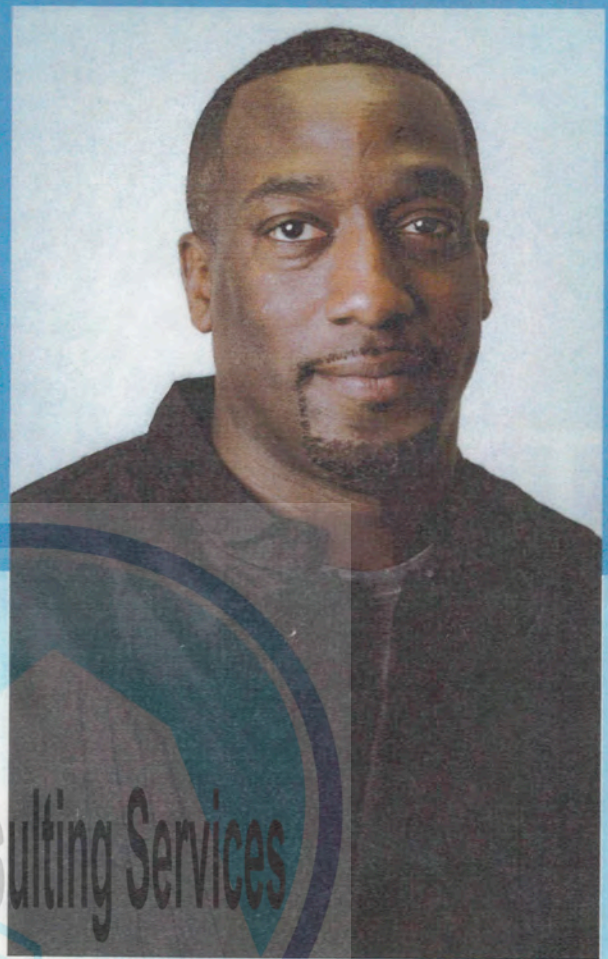
We've earned the trust of our clients

Consulting Services

Antoine's Burgers

Christopher Young is a hero, a role model, a father, a husband and an example of what being Flint strong is all about. Growing up in Flint, he has a desire is to be a light of hope to his community. Being a veteran, he shows others how to make the best out of life now and later. He prides himself on excellence and continues to fulfill his dream through his business. Mr. Young is well on his way

Antoine's Burgers is a locally owned food truck established in 2014 that services Flint, MI and the Genesee County area. With more than 10 years of experience working the local market in Flint by way of a mobile conveyance. Christopher Young thoroughly understands market demand, customer orientation and profit maximization after running a hot dog cart in Flint. The hot dog cart experience has led to the desire to expand the previous operation to now a different more appealing food offering.!



**Christopher Young
thoroughly
understands market
demand, customer
orientation and profit
maximization..**

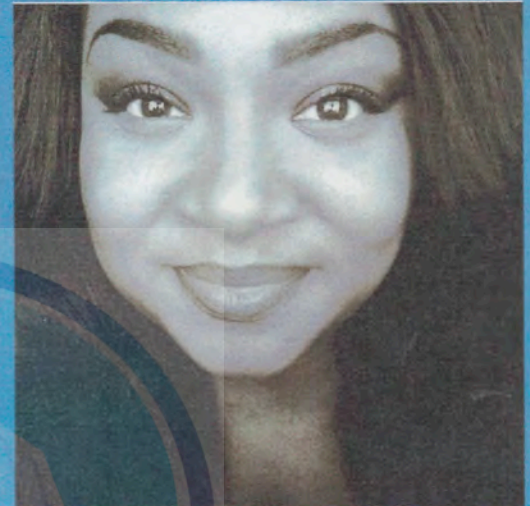


Gipson Ebonie

WE HELP YOU BUILD !

President and CEO Ebonie Gipson has over 15 years of collective experience in Customer Relations, Retail Management, Leadership Training & Development, Marketing, Innovative Business Strategies, Community Engagement and Entrepreneurial Development. Embarking on the road to entrepreneurship herself, she has chosen to focus her current endeavors on developing aspiring and existing small business owners. Based in the heart of Flint, MI Ebonie believes her efforts will assist in establishing a durable, withstanding ecosystem causing small businesses to grow successfully. Identifying opportunities for collaborative efforts through community partnerships, she believes is a key component to the longevity of small businesses. "We have to figure out a way to successfully build others while ensuring we build and invest in ourselves."

Ebonie Gipson has experience in leading Multi-Million Dollar stores through retail management and has experience in both lower and higher volume sales. Some companies she has utilized that experience with is COACH, Chico's, Bath & Body Works and Ann Taylor Loft. Highly experienced in roles ranging from Human Resources, Loss Prevention, Payroll Management, Succession Training, Marketing, Conflict Management and Culture Shifting Team Transitions, she is prepared to apply that experience into your business.



I'm Building Something Consulting
107 E. Third St. Flint, MI 48502
(810) 288-6995 office
(810) 836-2044 mobile
imbuildingllc@gmail.com

Congratulations to the class of 2017 !

**Thermon Sisco
Chauncy Wynn
Ty Naomi
Jacolby Bratcher
Talia Campbell
Mr. & Mrs. Eric Lawson
Christopher Young
Noah Patterson
Mark Samson-Hughes
Beth Stephens**

**Sisco Catering, LLC
The Pit Stop, LLC
Imagery Specialist, LLC
Annie Mae's on Wheels, LLC
Taste of C.culture, LLC
Dean's Sweets -N-Thangs, LLC
Antoine's Burgers, LLC
Buick City Outdoor Upkeep, LLC
Trucking Company
Pure Soul**



Laura SIGMON



Laura Sigmon has nearly two decades of corporate management experience with demonstrated abilities to anticipate and capitalize on market trends. Her career accomplishments are steeped in her ability to identify profit potential, and position business units or segments to maximize market share.

Laura acquired her management experience by controlling regional business units for FedEx National, USF Holland and United Parcel Services (UPS). She has strong management oversight as a change agent including strategic planning, human resources management, capital improvement, budget/finance and sourcing. She has devoted her entrepreneurial pursuits to developing and growing small businesses throughout the State of Michigan. She has successfully helped to launch and expand more than 150 small businesses in Metro Detroit.

Laura holds an MBA in Business Administration with special concentration on her under graduate degree in Management and Organizational Development.

Mrs. Sigmon launched in 2008 Best Practices Consulting Services, LLC (BPCS) a consulting firm designed to partner with small businesses seeking direction in business planning, business development, marketing, and government contracting. BPCS has a founding principle of working to expand market share and sustainable profitability for local small businesses.

She is an Adjunct Professor at Mott Community College, in Flint, Michigan where she teaches Small Business Management, Principles of Management, Strategic Marketing, Business Leadership, Organizational Development and Introduction to Business.

Laura Sigmon trains small businesses through economic development programs in the city of Detroit and Flint, MI. She's also a Business and Marketing consultant for ProsperUS Detroit, Motor City Match, SWOT City Detroit, Michigan Women's Foundation and Flint Forward. She was awarded one of the 2017 "Most Influential African American Women in Metropolitan Detroit."

Past Appointments:

Advisory Board Member, Baker College, Allen Park, MI
Vice President, Rosedale Park Community Development Corp, Detroit, MI
Advisory Board Member, Bivens Transportation, Bloomfield Hills, MI
Board Secretary, Detroit Black Chamber of Commerce, Detroit, MI
Board President, Church of the Messiah Housing Corporation

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Detroit, MI 48201
www.BestPracticesConsultingServices.com
(O) 313.265.3062 (F) 313.355.9371
(C) 313.757.1695

Special Thanks to:

**Urban Renaissance Center
Joy Tabernacle Church
Concerned Pastors of Flint
Black Leaders Forum
WOW Outreach
Flint Genesee Chamber of Commerce**



WANT TO START A SMALL BUSINESS IN FLINT?

We've earned the trust of our clients
AUGUST 30TH FROM 6 PM – 8 PM
at 336 W. First Street, Suite 114

The Flint Small Business Boot Camp

It's official, we're starting our Fall Small Business Boot Camp series. If you're a budding entrepreneur or business owner and you desire to learn best practices from other business owners, then come out August 30th, to learn how we might support your business! The classes are slated to start September 8th.

To date we've helped more than 30 small businesses in Flint get their start and 3 of the 30 have received funding from the City of Flint. How can we help you?

Do You Need a Business Plan?

Do You Need Funding to Grow Your Business?

Would You Like to Learn from Existing Business Owners?

Find Out About the Resources Available to You

This is for Flint Residents Only

We have 6 spots left and we are specifically looking for Flint neighborhood residents who are interested in starting or growing their business.



Cohort 1 Participants

Thermon Sisco
Micheal Stephens
Chauncy Wynn
Mia Hopkins
Beth Stephens
Ty Naomi
Jacolby Bratcher
Taliaia Campbell
Mr. & Mrs. Eric Lawson
Christopher Young
Noah Patterson
Mark Samson-Hughes

Sisco Catering
Big Red's
The Pit Stop, LLC
Natural Vegan Soul
Pure Soul
The Imagery Specialist
Annie Mae's on Wheels
Taste of Culture Catering
Dean's Sweets & Things
Antoine's Burgers
Home Repair Services
Trucking Company



FLINT SMALL BUSINESS INITIATIVE

Cohort 2 Participants

William Cook
Alina Trionne Oliver
Clarence J Caldwell II
Tracey Coolin
Doritt Madison
Mark Baldwin
Treyon Box
Jetty D. Walker
Early Collins
Michael Carpenter
Kaia Wilburn
Tanesha Pittman
Moteez Wilson

Cooks Auto Repair, LLC
SheDope, LLC
K & J Enterprise, LLC
Extended Family Care, LLC
Big Moma Cleaning, LLC
Flint Flavors
Sirius Renovations, LLC

Unique Images, LLC
Fannie Lucille
Simply Shea, LLC
My Care, LLC

Sponsored by the City of Flint

The City of Flint has a micro lending program designed to support Flint businesses.

The Small Business Boot Camp was created to assist small operations in need of basic business training.



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What's in the Program?

Business Planning
Lending Preparation and referral
Feasibility studies
Business Development
Marketing Analysis
Product Market Testing
Business Registration & Compliance

Who are our Consultants?

Loan Officers
College Instructors
Business Owners
Business developers
Entrepreneur Trainers
Detroit Black Chamber Officers
Housing Corporation Board Members
Youth Recreation Board Members
MDOT Contractors

Completed Business Models

Landscaping
Construction
Hair Salon
Adult Day Care Centers
Trucking/Transportation
Janitorial/Maintenance
Retail
Event Planning

Contact Information

Mailing Address:
336 West 1st Street Flint, MI 48502
Email: FlintProject2017@gmail.com
Phone: 810.354.5742.

Classes Starting Soon!



We've earned the trust of our clients

**FLINT SMALL BUSINESS
INITIATIVE**

December 7, 2018



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**GRADUATION
CEREMONY**

**FALL 2018
COHORT THREE**

GRADUATION PROGRAM FLOW

City Hall, Dome • Fall of 2018

PROGRAM
INTRODUCTION

Laura Sigmon
Best Practices Consulting Services

Caleb Brown
Program Coordinator

PROGRAM WELCOME

Glenda R. Dunlap
Program Manager, City of Flint
Community & Economic
Development

KEY NOTE SPEAKER

Linnette Phillips
Deputy Director, Small Business,
City of Flint Economic
Development

PRESENTATION OF
DIPLOMAS

Herbert J. Winfrey
City of Flint, City Council President

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GRADUATES

LARRY SANDERS
JANISE JONES
RYANE SWIMS
TERRANCE SALES
DAYNA NORTON
ALYSSA HOOKS

CAMILLE COLEMAN
SHEENA HARRISON
DOROTHY LEONARD
NEUMONISHA JOHNSON
PAMELA CHAMBERS
SHARON ALEXANDER

December 7, 2018

CONGRATULATIONS!

SPRING 2019

**FLINT SMALL
BUSINESS INITIATIVE**

**COHORT FOUR
GRADUATION**

**JUNE • 22 • 2019
FLINT DOME, FLINT CITY HALL • 10AM**

We've earned the trust of our clients

OPEN

EVENT PROGRAM

9:45 AM - 10:00 AM

AUDITORIUM OPENS

10:00 AM - 10:20 AM

WELCOME AND PROGRAM OVERVIEW

Welcoming address by Laura Sigmon, CEO
Best Practices Consulting Services

Participant Introductions, Caleb Brown

10:20 AM - 10:30 AM

FLINT ADMINISTRATION

Linnette Phillips, Deputy Director Small Business
and Workforce Development

City of Flint Department of Economic Development

10:30 AM - 10:45 AM

GRADUATES ANNOUNCED

Flint City Council

10:45 AM - 11:00 AM

CLOSING REMARKS

SPRING 2019 GRADUATES

Shirley Walker, Vehicle City Ballroomers & Steppers
Yana Evans, Vehicle City Ballroomers & Steppers
Jennise Samuels Noel, Live-Love- Legacy, LLC
Jessica Blake, Young Learners Childcare Center
Kiera Thompson, Evolving Naturals
Tiara Blassingame, Math & More Tutors, LLC
Sheena Harrison, Drinks of Essence



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FLINT SMALL BUSINESS BOOTCAMP



AN INITIATIVE TO
EMPOWER
STARTUPS
THROUGH PROCESS AND
PRACTICE MODELING

PROGRAM OVERVIEW

OBJECTIVES

To define and clarify market entry and traction

To monitor and adjust participant practice to increase profitability

To position the entrepreneur for best fit funding

How the Bootcamp Works

The Flint Small Business Boot Camp is a program designed to support start-ups with training, funding, advice and wrap-around services.

The selected participants are provided a business advisor to guide and support their business plan development and to help strengthen their operational needs.

METHOD

Before entry into the boot camp each participant is interviewed to determine whether they are a fit for the Initiative.

The minimum requirements are:

- Flint Residency or Business Registration
- Transactional business activity
- Experience in the Industry of interest
- Capacity and Commitment to an active sales program

SUMMARY

Prior to acceptance into the boot camp a comprehensive gap assessment is conducted to determine operation, financial, and managerial intensity.

Upon acceptance into the program each participant is rated for progression tracking. A workplan is designed to support their program development.

Through Platform Placement advisors are able to document and adjust necessary implements.

LEADERSHIP TEAM

LAURA SIGMON

The President and CEO of Best Practices Consulting Services which specializes in Organization Design and Development. Shas more than 2.5 decades of senior leadership experience and has helped to launch more 700 start-ups in Metro Detroit and Flint, Michigan. She facilitates each of the training modules for process modeling and assessment.

CALEB BROWN

Flint Small Business Boot Camp Program Coordinator

Caleb manages the day-to-day affairs for the program by coordinating the participant activities, sourcing their inventory needs, establishing regulatory compliance needs. He also works hand-in-hand with City of Flint key personnel.

ATHENA MCKAY

Is a business advisor in the Flint Small Business Boot Camp and she works directly with the participants to develop their business plans, approve inventory demands, and she monitors operational inputs for improvement and reset.

RODNEY JEFFERSON

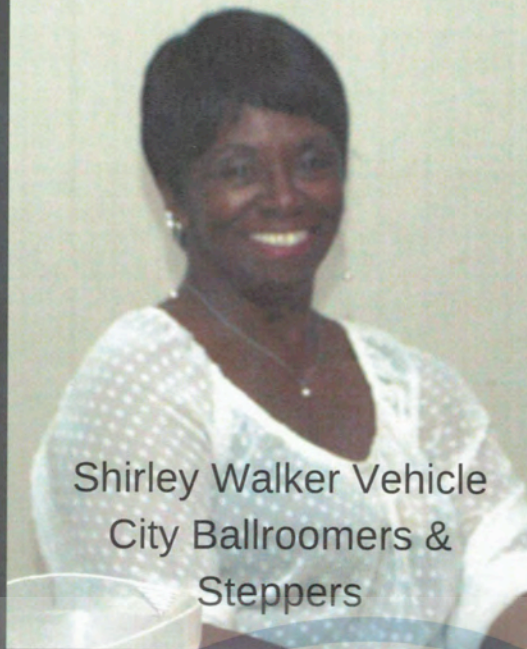
Rodney is a business advisor in the program who has many years as a self-made business man. He has developed work plans for many of the participants and is a consistent advocator for those who are underserved in the minority business market. He keeps office hours at our Flint location to better support the participants with challenging schedules.



Yana Evans Vehicle City
Ballroomers & Steppers



Shirley Walker Vehicle
City Ballroomers &
Steppers



Tiara Blassingame
Math & More Tutors



Athena McKay
Business Advisor



Jennise Samuels Noel
Live-Long-Legacy



Best Practices Consulting Services

Kiera Thompson
Evolving Naturals



We've earned the trust of our clients
Jessica Blake Young
Learners Child Care and
Development Center



Sheena Harrison
Drinks of Essence



COHORT FOUR

Yana Evans, CEO & Shirley Walker, CEO (Continually empowering others through Dance)

Vehicle City Ballroomers and Steppers Flint, MI 2018

Social Recreation and Engagement for Seniors with emphasis on partner dancing: Urban Ballroom, Chicago Style Stepping, Bop, Graystone and the Walk. Our vision is to create an optimistic view of social dancing while promoting the health and wellness benefits. Our mission is to unite the dance community within the city.

Jennise Samuels Noel

Jennise Samuels Noel is the founder of Live-Love-Legacy LLC, an organization that provides unique training and coaching for individuals who seek to improve their socioeconomic status and who aspire to lead fulfilling lives while building their dream legacy. Jennise's educational and professional background includes a bachelor's degree from the University of Michigan-Flint and 15+ years in the sales and purchasing departments with tier 1 automotive components suppliers. She is also the co-founder of JSJN Properties, LLC, a company that provides residential rental homes that has been serving the City of Flint and its residents since 2012.

Jessica Blake

Hello, my name is Jessica Blake and I'm a happily married mother of two boys. I have over 16 years of experience in Early Childhood Education and I'm currently the Program Director at St. George Preschool & Childcare. My passion is working with children and with my experience and knowledge I am dedicated to owning and operating my own childcare center. My mission is to provide social, cognitive, and physical development for each unique child and their families.

Kiera Thompson

Hello, I am Kiera Thompson, owner of Evolving Naturals, LLC. Our goal here at Evolving Naturals is to awaken individuals to a healthier practice of daily self care and grooming. We offer facial care, beard care, bath and body products and more!

COHORT FOUR CON'T

Tiara Blassingame

I am a passionate Certified Teacher and Administrator with a Bachelor's Degree in Secondary Education, Mathematics major and Psychology Minor from the University of Michigan. Within a semester of my teaching career I entered a graduate program at Eastern Michigan University and earned a Master's Degree in Special Education and a Master's Degree in Educational Leadership.

I have 15 years in Educations, 9 years teaching grades 4th-12th, 2 years as a Principal for an Alternative School, and 5 Years tutoring grades 2nd -college independently. I have taught the following both in the classroom and online: 4th-6th reading & math intervention, 7th grade math, Algebra II, Algebra intervention, Geometry, and Consumer Math.

Now as the owner and operator of Math & more Tutors, I am honored to have collaborated with an amazing team of educators to help as many students as possible. I have identified their greatest area of gifting to impart on students. Therefore, connection students with teachers that are especially gifted in their area of deficient.

Sheena Harrison

Sheena Harrison, founder and CEO of Drinks of Essence. Drinks of Essence offers Catering, Training, Mobile Bartending services and Professional Bartending school. Ms. Harrison completed bartending school in 2014. She then begin working at a local bar and quickly became bar manager. In 2015, Harrison started her own Mobile Bartending company. Shortly after started catering unique fresh fruit arrangements and dipped fruit. Harrison obtained her instructors certification from the State of Michigan in ServSafe Alcohol in March 2019.

Currently, Harrison is in the process of opening Flint's first and only Professional Bartending school. Harrison obtained her bachelor's in arts degree in 2009 for Oakland University. Harrison has passion for helping others and her community. In Harrison's spare time she loves to spend time with her family and especially her 2-year-old son. She also loves meeting new people and traveling.

Program Supporters



Flint City Council



Flint Mayor, Dr. Karen Weaver

Linnette Phillips Deputy Director, City of Flint Small Business & Workforce Development



We've earned the trust of our clients



Best Practices Consulting Services

Re-Enter the Market 2026 Convening

SIGN UP



What program are you in?

Graduates and Business Owners



MicroFlint

Convening tailored for all participants.



Opportunity to
Table/Present your
business

Flint Small Business Initiative



We've earned the trust of our clients

Flint Small Business Initiative



Since 2017



Networking for lasting
connections and support.

Jan 29

11am-5pm



2026 CONVENING

BUSINESS SHOWCASE

THURSDAY

29

JANUARY

COME DISCOVER LOCAL
BUSINESSES!

1:00 - 5:00 PM

UNIQUE PRODUCTS, AND
COMMUNITY
RESOURCES!

REGISTER NOW



- \$100 GIFT GIVEAWAY
- FREE CREDIT ANALYSIS
- ACCEPTING NEW APPLICANTS FOR SMALL BUSINESS TRAINING



We've earned the trust of our clients

1-3 PM

3-5 PM

Flint Small Business Initiative



We've earned the trust of our clients



Since 2017

WWW.BPCS.BIZ

LOCATION: FACTORY TWO FLINT

BUSINESS
SHOWCASE

FOOD &
NETWORKING

FREE
ENTRY

CLASS OF 2022

COHORT 8

Graduates

We've earned the trust of our clients

MARIANNA HODGE

God NSpired Designs
(810) 428-7349
godnspired.llc@gmail.com
God NSpired | Facebook



CREATED BY GOD



TO BE CREATIVE

JASHELL MITCHELL

MitchMatch Ventures
(810) 819-5899
mitchmatchventuresllc@gmail.com



MitchMatch Ventures

Jashell A. Mitchell

1.9551 • MitchMatchVenturesllc@g

JOE PETTIGREW

Emmanuel Skincare
(810) 339-7274
emmanuelskincare2022@gmail.com



CLASS OF 2022

COHORT 8

Graduates

SHARON BROOKS

Beloved Visions Vinyl
(810) 243-9919
belovedvisionsvinyl@gmail.com
Beloved Visions Vinyl, LLC | Facebook
Instagram @BelovedVisionsVinyl



BELIVED VISIONS VINYL

NICOLE CAUDLE

Down Home Cleaning LLC
(810) 308-0630
downhomecleaning2021@gmail.com



Down Home Cleaning LLC

TAMIKA HICKS

Paints, Chalices & Hues
(810) 221-1672
chalicesandhues@gmail.com
Paints, Chalices & Hues | Facebook
Instagram @paints_chalices_hues



2023-24

CLASS SCHEDULE COHORT 9



Best Practices Consulting Services

SAT JAN 13

CLASS 4
Virtual Class
10:00a.m.-2:00p.m.

SAT JAN 27

CLASS 5
Virtual Class
10:00a.m.-2:00p.m.

SAT FEB 10

CLASS 6
In-Person @BPCS
10:00a.m.-2:00p.m.

SAT FEB 24

CLASS 7
In-Person @BPCS
10:00a.m.-2:00p.m.

336 W. 1st Street 48502,
Street parking

313-265-3062

BestPracticesConsultingServices.com

SAT DEC 2

CLASS 1
In-Person @BPCS
10:00a.m.-2:00p.m.

SAT DEC 16

CLASS 2
In-Person @BPCS
10:00a.m.-2:00p.m.

SAT MAR 9

GRADUATION
TBD

PRESENTER



Caleb Brown
Program Coordinator

We've earned the trust of our clients

SAT DEC 30

CLASS 3
Virtual Class
10:00a.m.-2:00p.m.



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COHORT 11



We've earned the trust of our clients

Flint Small Business Initiative



Since 2017

CURRENTLY ACCEPTING APPLICATIONS

Best Practices Consulting Services

Calling all:

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- Catering
- Janitorial
- Tutoring
- Landlord
- Construction
- Accounting
- Marketing
- CPA's



BPCS Flint Meet-N-Greet Sep

tember 26, 2024



We've earned the trust of our clients



We've earned the trust of our clients



Flint Small Business Initiative



Since 2017

ASSISTANCE

About

BPCS will offer 30 small business owners free of charge the following:

- Complete Business Plans w/Financials
- Access to Growth Workshops
- Lender Advocacy and Assistance

**Join us for the
"Meet-N-Greet"
at the office**


When?


DATE September 26

TIME 6:00 PM

WHERE 336 W First Street,
Flint MI 48502

Contact Us

 + 313-265-3062

 www.bpcs.biz

Meeting Schedule



Calendar of Events
2024 - 2025



Flint Small Business Initiative



Since 2017



**08
OCT**

Both Sides of the
1099

- ✓ 5:30 PM
- ✓ Host: Caleb

**03
APR**

Intro to AI
part 1

- ✓ 6:00 PM
- ✓ Host Caleb:

**15
OCT**

Before Government
Contracting

- ✓ 5:30 PM
- ✓ Host: Laura

**17
APR**

Intro to AI
part 2

- ✓ 6:00 PM
- ✓ Host: Caleb

**07
NOV**

Both Sides of the
1099

- ✓ 5:30 PM
- ✓ Host: Laura

**15
MAY**

Workplace
Etiquette

- ✓ 6:00 PM
- ✓ Host: Elizabeth

**14
NOV**

Before Government
Contracting

- ✓ 5:30 PM
- ✓ Host: Laura

**13
JUN**

Crowdfunding

- ✓ 6:00 PM
- ✓ Host: Caleb

**03
DEC**

Intro to AI

- ✓ 6:00 PM
- ✓ Host: Caleb

**18
JUL**

Microloans
Platforms

- ✓ 6:00 PM
- ✓ Host: Caleb

**12
DEC**

Financial Planning
for the Start-up

- ✓ 5:30 PM
- ✓ Host: Laura

**15
AUG**

Workplace
Etiquette

- ✓ 6:00 PM
- ✓ Host: Elizabeth



**BEST PRACTICES
CONSULTING SERVICES**



UPCOMING WORKSHOPS

10/08/2024	Both Sides of the 1099
10/10/2024	Financial Planning for the Startup
10/15/2024	Before Government Contracting
10/17/2024	Workplace Etiquette <i>We've earned the trust of our clients</i>
10/22/2024	Automated Business Systems
10/24/2024	Intro to AI
10/29/2024	Automated Business Systems



Best Practices Consulting Services

We've earned the trust of our clients

Primary Office

Since May 2008

Specialty

Organization Design & Development

Contact Information

Phone 810-354-5742

Facebook
Flint Small Business Initiative

Email
FlintProject2017@gmail.com

Website
www.BPCS.com

Leadership Team

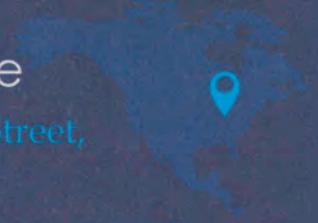
Laura Sigmon,
Program Administrator
Caleb Brown,
Program Coordinator

Flint Small Business Initiative



Small Business Training & Support

336 W. First Street,
Flint, MI,
USA



About Us

The Flint Small Business Initiative is a boot camp designed to support startups with training, funding, advice and wrap-around services.

78	77	24
Businesses Supported	Program Graduates	Businesses with Improved Business Processes

Program Deliverables

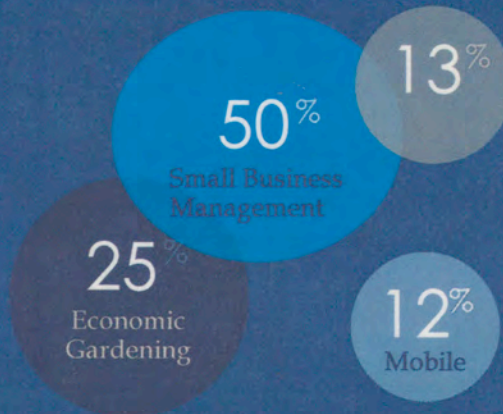
- Platform Placement Pop-ups with Support
- Inventory Funding The program pays for inventory
- Business Advisors Individual 1-on-1 advising
- Graduate Supports An individual workplan is designed to support each qualified participant

Program Highlights

	Add Program Advisors Paid for Payroll Systems Legal Assistance	Business Development Credit Counseling Matchmaking
2017	2018	2019
Insurance for Grads Leased a Storefront Hosted a Strolling Buffet		Reinforcement Workshops for Participants Back Office Support

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Team Expertise



SKILLS

- Business Planning
- Loan Preparation and Support
- Technical Assistance
- Systems Setup
- Back Office Support

VIRTUAL SMALL BUSINESS SPEED DATING 8.2.2025

Join Us, It's Free!
10:30 AM- 12:00 PM

Register Today to Participate



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MERRIE
COBURN

KNOW BEFORE YOU SIGN

Meet with Merrie to learn the ‘best practices’ in site selection, ordinances, permits, licensing, and commercial tenant challenges. Merrie owns the **Michigan Municipal Consultants**. Merrie has decades of experience in municipal matters and economic development.

CRYSTAL
NICKSON

YOUR PERSONAL AND BUSINESS CREDIT

Meet “**Coach Crystal**,” known in the State of Michigan as the credit whisperer! Crystal runs and operates a credit solutions firm designed to reduce financial trauma for individuals and small business owners.

WARREN
GALLOWAY
JR.

ACCESS TO CAPITAL

Meet Warren, the founder of the **National Microloan Conference**, who has supported thousands of Michigan-based businesses with funding for more than 3 decades. He’s here to help you learn how to successfully apply for funding, access capital, and capital stacking.

JENNIFER
MOON

THE ART OF THE DEAL

Meet Jenn, an established Loan Officer in Michigan with more than a decade of lending experience, serving the small business community and helping them get the capital they deserve. She’ll focus on who’s the right lender for you, how to structure your package, and how loans are assessed.

[REGISTER IN ADVANCE TO HOLD YOUR SPACE!](#)

Training, Funding, and Mentorship



April 11-
May 23, 2026
10 AM

How to Secure Funding
Class conducted by a former banker and microlender detailing how to submit a winning packet

April 11-
May 23, 2026
12:30 PM

L3C (Low-Profit Limited Liability Company)
Learn how to structure Low-profit business design made for those with community first rather than profits

June 6-
June 27,
2026
10 AM

Business Clarity Class
Refining business models, defining value propositions, and identifying realistic growth opportunities aligned with the client's goals and capacity.

Limited to 12 participants per program.

Free for Flint residents who meet HUD income guidelines. Not in Flint? Call for details. Participants can register for more than one class, and classes start in April.



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+313-265-3062



flint@bpcs.biz



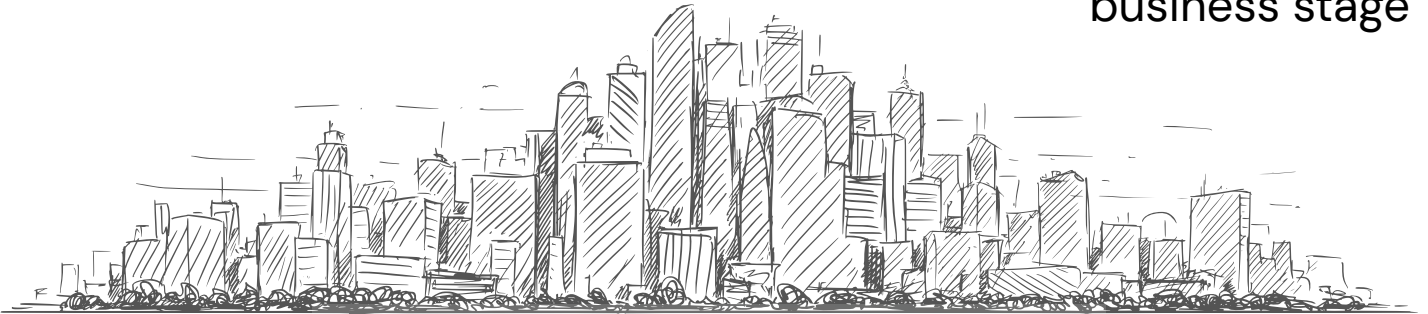
502 Church Street, Flint, MI 48502



Flint Small Business Initiative

BUSINESS CLASSES

Business Series based on the current
business stage



Classes starting on **April 11th**, each Class will have **4-6 in-person sessions**

Additionally: Business Speed Dating, including Legal, Credit, and Marketing



Business Clarity Class

Ideation, Business Clarity & Strategy, Offer & Revenue Development, Operations & Systems Support and Partnership & Market Access



30K OR LESS

Mission- Focused Small Business Training/L3C Small Business Designation Program Overview (Summary)

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Business Capital

Learn How to Get Your Loan Approved



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HOSTED BY:

Best Practices Consulting Services

502 Church Street Floor 2 Flint, MI 48502

(313) 265-3062

www.bpcs.biz



BUSINESS CLARITY

Best Practices Consulting Services

Business Clarity & Strategy

Refining business models, defining value propositions, and identifying realistic growth opportunities aligned with the client's goals and capacity.

Offer & Revenue Development

Turning skills, ideas, or programs into clear, market-ready services or products with sustainable pricing and delivery plans.

Operations & Systems Support

Improving workflows, tools, and processes so businesses can operate efficiently and responsibly.

Partnership & Market Access

Supporting collaborations, vendor matching, retail placement strategies, and community-based market opportunities.

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April 11th - May 23rd (6 Sessions)



CONTACT US

313-265-3062 www.bpcs.biz

502 Church Street Floor 2 Flint, MI 48502





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2026



SCHEDULE

25
MAR **FIRESIDE CHAT HR**
HYBRID @THE N.E.S.T.

26
MAR **BUYFLINT PRIMER**
IN PERSON @ FLINT

TBD **MLK-CIA WORKSHOP**
MAR IN-PERSON @ JACKSON

23
APR **SPEED DATING
ENGAGEMENT #1**
IN-PERSON @ FLINT

29
APR **FIRESIDE CHAT
RETIREMENT PLANNING**
HYBRID @THE N.E.S.T.

26
MAY **BUYFLINT SUPPLIER
ASSEMBLY**
IN PERSON @ FLINT

27
MAY **FIRESIDE CHAT CPA**
HYBRID @THE N.E.S.T.

23
JUL **BUYFLINT
MATCHMAKING**
IN-PERSON @ FLINT

A Business Training Series Sponsored by



IMAGINE FLINT

The Business Training Series is Provided by



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What's in the Program?

Business Planning
Lending Preparation and Referral Feasibility Studies
Business Development
Marketing Plans and Analysis
Product Market Testing
Business Registration and Compliance

Please RSVP by August 24th
Classes Start September 16th

Let Us Help You Start or Expand Your Business

This Fall!

Best Practices Consulting Services is offering a business planning workshop tailored to help entrepreneurs write their business plan and identify their target market.

Upon completing this program you'll have a **completed business plan** and have an understanding of your financial projections.

You're also entitled to 1-on-1 sessions with the instructors. The 1-on-1 sessions can be used to strategize your marketing efforts and to gauge the best lending institutions for your business pursuit.

Business Plan Development & Lending

Rowe Trucking, LLC
G & D Cartage, LLC
Come Bounce With Us Entertainment
Laloyce Management
Interstate Towing and Recovery Systems

Business Development

All About Klean, LLC
Happy Helpers Community Advocates

Try to See, Inc.

All Loc'd Up, LLC

JT Brothers Construction, LLC

All About Technology, Inc.

Business Registration and Compliance

Spin Delight, Inc.

K B Bistro, LLC

Bless House, LLC

Holy Hill Church of God In Christ

Government Contracting

RAAJ Tractor, Inc.

The class will take place at the Flint Development Center. 4121 Martin Luther King, Flint, MI 48504. For more information please call or email us:

Caleb Brown, Client Relations

Email: Caleb@YourPracticesCoach.com

Victoria Arangure, Client Relations

CustomerService@YourPracticesCoach.com

Flint Trainers:

Laura Sigmon 810.354.5742

Ebonie Gipson 810.354.5742

Email: FlintProject2017@gmail.com

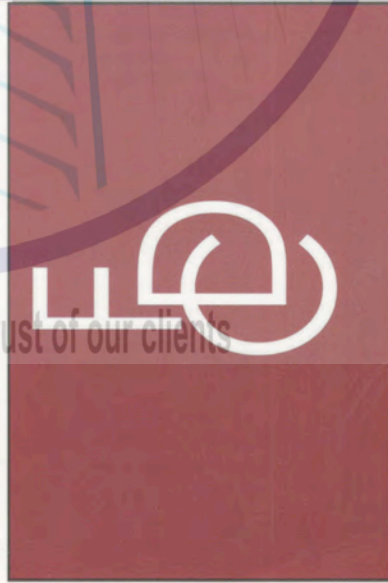


IMAGINE FLINT

The City of Flint has a micro lending program designed to support Flint businesses.

The Small Business Boot Camp was created to assist small operations in need of basic business training.

You can email us for more information at:
FlintProject2017@gmail.com



Business models we've helped launch:

- Landscaping
- Construction
- Hair Salons
- Adult Day Care Centers
- Trucking Companies
- Janitorial / Maintenance

Companies

- Retail Stores
- Event Planning

Our Consultants Are :

- Loan Officers
- College Instructors
- Business Owners
- Business Developers
- Entrepreneur Trainers
- Detroit Black Chamber Officer
- Board Members of Housing Corporations
- Board Members of Youth Recreation Organizations
- M/DOT Contractors



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LOCAL

POSTAL CUSTOMER

The Sessions will be held at the **Flint Development Center**

4121 Martin Luther King Jr. Flint, MI 48505

This interactive workshop occurs one day per week for two hours.

This event is sponsored by the Mayor's Office and the Economic Development Department.



LOCAL
POSTAL CUSTOMER



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Classes run on Saturday's
from 9:30 AM
until 12:00 PM

Classes start this Fall at 336 W. First Street at the corner of Grand
Traverse Street. There's free parking. To register call
810.354.5742 or scan the above barcode and register online for
the Flint Fall Boot Camp!



We've earned the trust of our clients

Financials



810.354.5742

UNLOCK YOUR FUNDING

Flint, MI September 9th, 2019 at
the Dome at City Hall
4:30 PM - 6:30 PM

Calling All Entrepreneurs in Flint who want to grow their current business! The program is free but you must be ready to grow

This is a free workshop for those seeking traditional and unconventional funding for their business ventures. If you're a Flint business owner seeking funding you don't want to miss this. If you attend you'll walk away with realistic funding options and a chance to win a free prize

Best Practices Consulting Services



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**Laura Sigmon,
President and CEO**



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Scan to sign up for the upcoming workshops or text 810.354.5742 to register.

FlintProject2017@gmail.com



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**LOCAL
POSTAL CUSTOMER**

Capacity Building Workshops in Flint

Revenue Forecasting

This workshop is intended for those who have active operations but need to learn the art of forecasting to grow the business.

A workshop that lays out alternatives through contingency planning.

**February 27th
@ 5:30 PM**

**February 28th
@ 9:30 AM**

Economic Gardening

This workshop is intended for those operating in underperforming retail areas.

**March 19th
@ 5:30 PM**

Creative Financing

A workshop designed to illuminate creative financing.

**March 27th
@ 5:30 PM**

Joint Ventures and How to Use Them

A workshop that explains how to leverage strategic alliances, minimize exposure, and increase market share.

April 9th @ 5:30 PM

April 18th @ 9:30 AM

**336 W. First Street
Flint, MI 48502**

810.354.5742

Every Wednesday

8:30 AM - 11:30 AM

&

Thursday

4:30 PM - 7:30 PM

Flint Small
Business Initiative
Open Office Hours



We've earned the trust of our clients



Join the ZOOM conference:

Meeting ID: 729 0635 3203

Passcode: 1X01dB

BUSINESS LOAN SUPPORT
BUSINESS REGISTRATION
BUSINESS CONSULTING

We've earned the trust of our clients

Michigan Women Forward

Join the video conference to learn about the microloans available to small businesses including startups! Our advisors can assist you with:

Business Research

Marketing Support

Financial Projections

Startup Budgets

Join the Zoom Session or call for an appointment 810.354.5742

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Best Practices Consulting Services

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Join the virtual office hours any Wednesday from 9:30 AM –11:30 AM or Thursday 4:30 PM –6:30 PM to learn how we can support you with any of the following.

The Zoom Meeting ID 817 0077 0194 Passcode 333725

Budgets	Management Consulting	Strategy Planning	Tax Advisors
Financial Projections	Sales Forecasting	Business Consulting	Credit Counselors
Marketing Research	Process Automation	Business Workshops	Funding Support
Regulatory Compliance	Human Resources	Lending Advocacy	Business Workshops
Location Support	Business Planning	Operations Assessments	Disaster Recovery Planning

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Small Business Speed Dating

Accelerate your growth with expert coaching tailored for you. Sharpen your skills, boost confidence, and stay motivated.

Why Private Coaching?

- ✓ Personal Credit & Financial Counseling
- ✓ Loans & Lending
- ✓ Commercial Leasing

VIRTUAL BREAKOUT ROOMS

August 2nd

10:30am-12:00pm



Take the First Step Today!

REGISTER NOW

Contact Information

+313-265-3062

Our Website

www.bpcs.biz



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Project

Objectives

Micro Flint

Workshops: A total of 12 workshops -targeting small businesses. (see calendar of events)

Technical Assistance: Provide one-on-one technical assistance to entrepreneurs.

Business Plan Development: Help businesses develop or refine their business plans and help them complete their loan application.

Loan Application and Funding Support

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FOR MORE
INFORMATION



313-265-3062 ext 3



www.bpcs.biz

MICROFLINT

FLINT MICROBUSINESS RESOURCE NETWORK

Who We Are

Since 2008, BPCS has provided advanced technical assistance to small businesses throughout Michigan. Our specialties are strategic planning, financial management, and operations support. We have supported small to mid-size companies with strategic planning and operational fitness assessments.

As active practitioners, we know firsthand the concerns, and challenges of small businesses in Michigan.

Why Choose Us



Operations & Management Expertise

Having management and operations experts can be the difference between exploring solutions and executing real-time innovative solutions.



Consulting Expertise

There are business standards, and “best practices,” what does the industry say, how do you determine your next steps, do you know your true customer/client?



Relevant Workshops and Professional Development

We are committed to providing active and relatable access to programs, workshops, and resources to support the growth of your business operations and participants.



We've earned the trust of our clients

Our Services

- Business Assessments & Reviews
- Business Plans
- Financial Projections
- Lending Support
- Loan Application Support

Our Markets

- Flint
- Flint Township
- Mount Morris
- Beecher
- Burton

Contact Us

313.265.3062

www.bpcs.biz

BEST PRACTICES CONSULTING SERVICES

MICROBUSINESS SUMMIT

Unlocking Opportunities for Growth and Excellence

1

FLINT MICROBUSINESS SUMMIT
@MOTT Oct 21st 9 am - 3 pm

1401 East Court Street Flint, MI

Join us for a dynamic one-day workshop designed to bring small businesses and entrepreneurs resources & knowledge in Flint & Genesee County

2

IF YOU MISS THE SUMMIT
October 24th 6 pm - 7 pm

If you are unable to make it to the Flint collaborative summit, come meet us at the office for a debrief/follow-up.



www.bpcs.biz

**100K
IDEAS**

Best Practices Consulting Services



Best Practices Consulting Services

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Business Support for Genesee County

This Spring 2025, we're leveling up! Register today to learn about the grant opportunities, and the agencies that can support the application. Also, you will gain access to the workshops, trainings, and other resources.

Call us anytime
between 9 AM-5 PM
or Wednesday's
until 7 PM

- Business Credit Training
- Financial Management Support
- Business Evaluations for Capital
- Business Development Support
- Networking with Lenders, Peers, and Prospects

We've earned the trust of our clients



Business Strategy

Consultants are available to answer questions and to support your growth



Business Funding

We work with multiple funders to secure the capital needed to grow your business



Business Training

Credit
Business Development
Business Evaluations
Management Support

Contact Now



313.265.3062



support@bpcs.biz



www.BPCS.biz

AUTOMATED BUSINESS SYSTEMS



Best Practices Consulting Services

🕒 May 20th, 2025 @ 6:00pm

👤 Facilitated by Best Practices Consulting Services

💻 Hybrid

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SCAN
ME



Contact Us:

📞 313-265-3062

🌐 BPCS.biz

👍 [Facebook](#)



Best Practices Consulting Services



DESIGNING YOUR BUSINESS CREDIT PROFILE TO INCREASE PROFITABILITY

Learn new steps you can take to start repairing your credit

- ✓ May 29th
- ✓ 6:00 P.M.
- ✓ Hybrid: 11189 Shook Rd, Romulus, MI



Contact Us

+1 313-265-3062 www.bpcs.biz

Best Practices Consulting Services

We've earned the trust of our clients

Delivered by:
Crystal Nickson





We've earned the trust of our clients

Business Structures Workshop

By: Jewelita A Gant ("JAG") Henderson

We've earned the trust of our clients



18 Feb, 2024

6:00 P. M.





HOW TO COMPLETE A LOAN APPLICATION



» Presented by:
Warren Galloway
*National Microloan
Conference*

BEST PRACTICES CONSULTING SERVICES

Need to learn the ins and outs of how to properly complete a loan application and improve your chances of success? How to apply and get the funds you need?

HOW TO APPLY FOR A LOAN?

- ▶ Check Your Eligibility
- ▶ Submit Your Application
- ▶ Get Approved & Receive Funds

June 11th 2025 ◀
@6:00PM

Hybrid: 11189 Shook Rd, Romulus, MI

SCAN



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CONTACT US!

+1 313-265-3062
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313 265-3062

HOW TO SUCCESSFULLY APPLY FOR MICROLOANS

*This workshop will
provide expert
knowledge on how to
get better responses*



STARTS
AT 6:00 PM
MONDAY
JUNE 9TH

Hosted by: Warren Galloway



President/CEO, National Microloan Conference, has more than 14 years of executive-level banking and over 25 years of small business experience. Mr. Galloway has served in key positions at some of the largest national and regional financial institutions in the United States. Currently, Mr. Galloway is the Senior Partnerships Manager for Kiva U.S.

Hybrid: 11189 Shook Rd, Romulus, MI



We've earned the trust of our clients

HOW TO PRICE YOUR PRODUCTS AND SERVICES AROUND YOUR TARGET MARKET

Pricing can make or break your business. This workshop will teach participants how to effectively price their products and services based on their target market's expectations, purchasing power, and perceived value. You'll also explore competitive pricing strategies and psychological pricing tactics to maximize profit.

May 22nd @ 6:00PM

◆ **Scan QR to Register**





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Presented by:
Angeline Lawrence,
AICP, MUP, MBA
Entrepreneurial Exchange



Contact us:

313-265-3062 

www.bpcs.biz 

TAX STRUCTURES

SHORT & LONG-TERM BENEFITS



We've earned the trust of our clients



PRESENTED BY:
COACH NICKSON

Review some great service tax preparation services and learn the advantages of short & long term benefits that might be helpful to you.

✓ May 15th@ 6:00 P. M.
Hybrid



CALL TODAY

 313-265-3062
 WWW.BPCS.BIZ





We've earned the trust of our clients



THE VARIOUS FORMS OF DEBT: *When and how to use them*



Presented by: Crystal Nickson

June 19th @ 6:00P.M.





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BUSINESS WORKSHOP SERIES

WHAT IS BUSINESS SUCCESS?

1/14/2025 @ 6 PM

About Kendall Braxton

BRAXTON IS A PROUD DETROIT NATIVE. SHE EARNED HER BBA FROM EASTERN MICHIGAN UNIVERSITY, IS A CURRENT MBA CANDIDATE AT WAYNE STATE UNIVERSITY, AND GRADUATED FROM THE GOLDMAN SACHS ONE MILLION BLACK WOMEN: BLACK IN BUSINESS PROGRAM. SHE FOUNDED HER FIRST BUSINESS IN 2014 AND OPERATED IT FOR TEN YEARS. SHE IS THE CEO OF BRAXTON MANAGEMENT, A FIRM SPECIALIZING IN ADMINISTRATION AND OPERATIONS MANAGEMENT. ADDITIONALLY, SHE IS THE CEO AND CHEF OF KENNY'S 622 TROWBRIDGE, PROVIDING PERSONAL CHEF SERVICES AND COOKING CLASSES. THROUGH VARYING INDUSTRIES, EVERYTHING SHE OFFERS REVOLVES AROUND SERVING OTHERS. BRAXTON PUBLISHED HER FIRST NOVEL THE DON IN HEELS: THE INNER THOUGHTS OF THEE MINNIE MOGUL IN 2024. OUTSIDE OF BUSINESS PURSUITS, BRAXTON IS A CHRISTIAN MINISTER AND SERVES AS ASSISTANT TO THE PASTOR OF CHRIST RESTORATION MINISTRIES. SHE IS ALSO A MUSIC ENTHUSIAST, HAD THE OPPORTUNITY OF SINGING AT THE GRAND OPENING OF DETROIT SIP IN 2017.



Flint Small Business Initiative

SPONSORED BY



[REGISTER HERE](#)



We've earned the trust of our clients

\$100 AWARD

WINNERS CAN PICK IT UP ON JUNE 7TH

9:30am - 11:00am

502 Church Street Floor 2 Flint, MI 48502

REMINDER BuyFlint Supplier
Opportunity – Sign Up Now During the
Open Enrollment Period.

SCAN HERE



HOW TO APPLY?

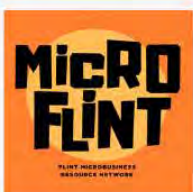
Submit form, be active and current. Also must have business registration & financial projections completed.

TALK TO US

+1 (313) 260-3062

www.bpcs.biz

20 Qualified applicants will be awarded



WWW.BPCS.BIZ



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CONTRACTOR BID

- Planning
- Build
- Electrical
- Painting
- Drywall



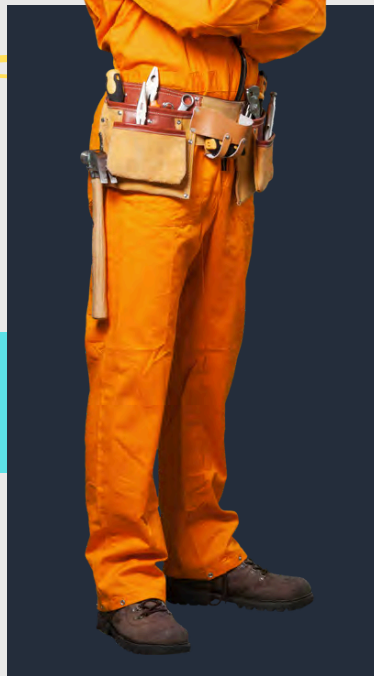
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Project

Objectives

Buy Flint

Sell products or services to larger companies!

Your chances of participating in the BuyFlint Program if you're a Flint-based business is 100% if you're:

- Registered in Flint
- Can currently sell a product or service

1. **The small business supplier guide**
2. **Matchmaking connections and support.**
3. **Participant services**

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Flint Small Business Intake Review



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Would you like to sell your products or services to larger local companies

Then this program might be for You!

Your chances of participating in the BuyFlint Program if you're a Flint-based business is **100%** if you're:

1. Registered in Flint
2. Can currently sell a product or service

Here's the Process:

Flint Small Business Intake Review



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01

Complete the 5-minute registration link

02

Answer all the questions on the survey

03

Participate in one of the introduction sessions

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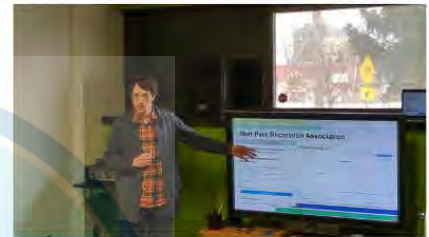
BUYFLINT

Recent updates about two BuyFlint participants

January 29, 2026



Showcase Participants



Daniel Kurin, CEO of Civic OS, a custom software designer who caters to smaller nonprofits and municipal agencies seeking capacity building support.

The BuyFlint Initiative is an attempt to strengthen procurement connections between local micro-businesses and local nonprofits, government agencies, and other small businesses. With the hopeful intent to foster job creation, economic mobility, and community resilience.

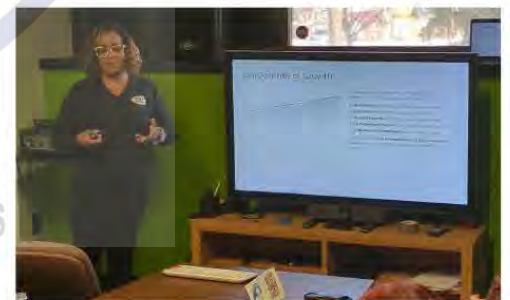
In Michigan's distressed regions, like Flint and Genesee County, such initiatives reduce economic leakage, allowing local dollars to circulate within the community and empowering households through small dollar opportunities. The BuyFlint Initiative was created to build a sustainable pipeline connecting potential buyers operating in Flint, Genesee County, and across Michigan with local small businesses.

On January 29, 2026, Best Practices Consulting Services hosted a convening showcasing two program participants: Daniel Kurin, CEO of Civic OS and Tiana Harrington, TDH Consulting Services.

The BuyFlint Initiative brought to the showcase, elected city officials, county agents, nonprofit leaders, and other impact worthy representatives.

The average procurement request did not exceed \$10,000.00. This monetary amount is annualized and is very palatable as an initial engagement for both the supplier and buyer.

This program was sponsored by MSU-REI as a pilot program to support economic development in the City of Flint.



Tiana Harrington, TDH Consulting Services, a consultancy supporting the cosmetology industry with licensing and recertifications.



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BUYFLINT PROCUREMENT PROGRAM

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EDA

U.S. ECONOMIC DEVELOPMENT ADMINISTRATION

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OBSERVATIONS: NATIONAL AND LOCAL

In the City of Flint there have been multiple attempts to support the small business community via the former Procurement Technical Assistance Centers (PTAC) program, now known as the APEX Accelerator. The great majority of the small business community has been unsuccessful in obtaining government contracts.

The BuyFlint Initiative is an attempt to strengthen procurement connections between local businesses and large institutions with the hopeful intent to foster job creation, economic mobility, and community resilience. In Michigan's distressed regions, like Flint and Genesee County, such initiatives reduce economic leakage, allowing local dollars to circulate within the community and empowering households through new opportunities.

The National League of Cities (NLC) champions the need to revisit procurement as an economic stabilizer. *More than \$1.9 trillion dollars have been spent on direct government expenditures while \$1.7 trillion has been spent on government purchasing from the states.*

Since 2020, there has been a significant interest in procurement as an economic development tool beyond the traditional SAM.GOV placements. The NLC says that local leaders can help small businesses access procurement contracts.

In January 2023, Aspen Institute published an article outlining how the procurement economy can be a catalyst as a path to equity and small business growth. The article illustrates how cities can make structural reform to create new opportunities for the small business community and remove barriers that are fragmented.

There is truly a collective sigh of relief from the small business community when we see initiatives like the Small Business First program spearheaded by the University of California. The program offers contract opportunities for small businesses between \$10,000 and \$250,000.00.

JP Morgan Chase & Co. presented via their Policy Center their approach to "Lifting Barriers to Small Business Participation in Procurement in 2023". In this six page brief, the document outlines both government and private enterprises with procurement opportunities for small business participation.

Here in Michigan, there are a number of procurement focused programs like the Procurement Readiness Program in Lansing. In Detroit, we have the BuyDetroit program in its fifth year; as well as the Metro Detroit Airport Small Business Enterprise (SBE). The Lansing Chamber is also participating: Lansing Chamber: Procurement Opportunities.

Jackson has a similar offering and now the City of Flint is launching this pilot in collaboration with Best Practices Consulting Services, and the County's Economic Development Corporation with funding support from the MSU REI Center.

BUYFLINT PROGRAM INTRODUCTION

The BuyFlint Initiative was created to build a sustainable pipeline connecting large corporations operating in Flint, Genesee County, and across Michigan with local small businesses. The initiative aimed to identify and engage a diverse spectrum of enterprises — from single-member and micro-scale businesses to long-standing firms, seasonal operators, and underperforming microentrepreneurs — with the goal of providing targeted capacity-building and procurement support.

Through strategic mapping and intentional engagement, the BuyFlint Initiative sought to strengthen the local supply chain, promote economic stability, and enhance regional resilience. The program’s framework was modeled after a previously successful local procurement initiative in Detroit and, at its inception, appeared to be a model that could be easily replicated.

The original design anticipated participation from 100 to 160 diverse businesses pursuing procurement opportunities. While early outreach generated initial traction, it became evident that few of the active participants were businesses based within the City of Flint itself. To ensure the program remained authentically Flint-focused and compliant with its intended design, onboarding of participants from outside the city was temporarily delayed.

The following objectives were the guide deployed to support our efforts:

OBJECTIVES

1. **Identify and Map Local Businesses:** Develop a comprehensive map categorizing businesses into the following segments:
 - Single-member and microscopic enterprises.
 - Active but financially depressed microentrepreneurs.
 - Long-standing businesses with established track records.
 - Seasonal operations that align with corporate needs.
2. **Capacity Building and Technical Assistance:** Enhance business readiness to meet procurement requirements through workshops, mentorship, and resource development.
3. **Create and Launch BuyFlint Directory:** Design a centralized, interactive directory of local suppliers to facilitate connections with large corporations and public institutions.
4. **Promote Procurement Opportunities:** Establish mechanisms for corporations to source goods locally, incorporating incentive structures and feedback loops for continuous improvement.

PLAN COMPONENTS

- **Data Collection:** Utilize existing databases (e.g., CDBG-funded microbusiness data, Chamber of Commerce directories) and conduct targeted outreach to identify businesses in each category.

- **Business Segmentation:** Categorize businesses based on size, revenue, capacity, and operational stability.
- **Geographic Visualization:** Use GIS tools to create a visual map highlighting business clusters, focusing on areas with concentrated opportunity zone tracts.

CAPACITY BUILDING AND TECHNICAL ASSISTANCE

Approach

- **Workshops and Training:** Offer sessions on procurement readiness, compliance, and scaling operations to meet corporate demand.
- **Tailored Support:** Provide one-on-one mentorship for active depressed microentrepreneurs and single-member businesses.
- **Resource Development:** Create guides and toolkits on navigating procurement processes and building resilience.

The following illustration highlights our intentions:



THROUGH PROCUREMENT

BASELINE NEEDS

Procurement from a Buyer's perspective is generally looked at as a line-item expense in a budget. Working with this assumption, we had a simple approach to establish the floor for entry suppliers at \$50,000.00. We also used the same theory for corporations within the county for the suppliers. Some of the agencies that we spoke with communicated that \$50,000.00 may represent less than an annual spend, and that this amount might better represent a quarterly expenditure depending on the category.

PROCUREMENT EXPECTATIONS

A simplified intake form was designed to allow the reviewer a quick glance of the participant's placement. We could easily identify length of business operation, annual revenue achievement, frequency of customer/client engagements, and ownership. During the live interview process, the evaluator analyzes the candidate beyond just the basics collected on the intake form, to gauge the candidate's access to trade lines which will then be scored and matched for a Buyer's procurement opportunity. The candidate will also need a historical record that outlines their customer base and sales cycles as a benchmark for past performance. During the review process, the Assessment Team would investigate their labor support, equipment, facilities, their financial position, and their overall capacity to deliver their core offering within industry standards.

CAPACITY AND FITNESS

Mid-way through the outreach cycle, 29 Flint-based applicants registered to participate in the procurement program. None of which were in a position to procure or supply contracts greater than \$50,000.00 due to their annual sales reports, lack of credit profiles, and limited access to capital. The Seller's ranged from food-based retail, professional services, janitorial, construction, educational resources, to architecture design. See the next page for the supplier makeup.

With this mismatch between the Buyer's and Suppliers, the program will not gain positive traction as presented. The current participant engagement fails to meet the matchmaking intentions presented to potential buyers. See Table 1 on page 7.

Table 1. Current participant engagement fails to meet the matchmaking intentions presented to potential buyers

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	X
1	Less than 1 year	Does your operation have a website?	How long has this business been in operation?	Is the business generating revenue?	Select the description of your business.	Revenue to date	How many employees do you have?	Please provide a brief description of your business.	Which records are you keeping?	Which systems do you use?														
2																								
3	5 Years or less	Yes	Book and Speaking	Less than \$50,000.00	1-3	Infrequent and inconsistent	Teenage entrepreneur, Profit and Loss Statement, Key Performance Indicators																	
4	3 Years or less	No	Retail - Apparel	Less than \$50,000.00	1-3	No revenue at this time	We provide clothing for employees, subcontractors, documented policies																	
5	3 Years or less	Yes	Professional Services	Less than \$50,000.00	1-3	Infrequent and inconsistent	TDH Business Consultant, Employee rosters, sub-contractors, documented policies																	
6	Yes	3 Years or less	Financial Literacy and Coaching	Less than \$50,000.00	1-3	Infrequent and inconsistent	Timika's Corner, University Cash Flow Statement, Business Development																	
7	More than 5 years	Yes	Retail - Food	\$100,000.00 - \$250,000.00	1-3	Consistent revenue	"The Poke Bowl" is a quick-service general liability insurance, documented policies																	
8	3 Years or less	No	Retail - Food	Less than \$50,000.00	1-3	No revenue at this time	Selling homemade sweeters, forms 941, 941-SS, Banking																	
9	5 Years or less	Yes	Retail - Food	Less than \$50,000.00	1-3	Infrequent and inconsistent	Small catering service, Cash Flow Statement, Payroll system, invoicing																	
10	3 Years or less	Yes	Educational and Entertainment	\$50,000.00 - \$100,000.00	4-6	Consistent revenue	Shani Womack Enterprises, Employee rosters, sub-contractors, Capability Statements																	
11	Yes	More than 10 years	Retail - Food	Less than \$50,000.00	1-3	Revenue obtained from	PreppedByDot offers general liability insurance, invoicing system																	
12	Maybe	5 Years or less	Retail - Apparel	Less than \$50,000.00	1-3	Revenue obtained from	Sales of custom products, Profit and Loss Statement, Banking, legal services																	
13	No	3 Years or less	Construction	Less than \$50,000.00	1-3	No revenue at this time	Construction clean up, Profit and Loss Statement, Payroll system																	
14	Yes	More than 10 years	Renovation and Restoration	Less than \$50,000.00	4-6	Revenue obtained from	We provide commercial general liability insurance, documented policies																	
15	No	1 Year or less	Professional Services	Less than \$50,000.00	1-3	Revenue obtained from	Zonova, LLC is a digital line of credit, loan also, business development																	
16	More than 10 years	Yes	Apparel / Decoration	\$250,000.00 - \$400,000.00	1-3	Revenue obtained from	We serve individuals, lines of credit, loan also, past performance award																	
17	5 Years or less	Yes	Professional Services	\$50,000.00 - \$100,000.00	7-10	Revenue obtained from	Creative marketing, line of credit, loan also, business development																	
18	Yes	5 Years or less	Professional Services	Less than \$50,000.00	1-3	Infrequent and inconsistent	At-R and R Wellness, Employee rosters, sub-contractors, banking																	
19	Yes	More than 5 years	Professional Services	Less than \$50,000.00	1-3	No revenue at this time	CW Wilson, Logistic is a employee rosters, sub-contractors, human resources, public																	
20	Yes	1 Year or less	Professional Services	Less than \$50,000.00	1-3	Able to access revenue	offer social media management, balance sheet, banking, business contract																	
21	More than 5 years	Yes	Retail - Food	Less than \$50,000.00	1-3	Revenue obtained from	Lord Laird's Premium General Liability Insurance, Banking, Accounting and																	
22	Yes	3 Years or less	Janitorial	Less than \$50,000.00	4-6	Infrequent and inconsistent	Our company operates cash flow statement, documented policies																	
23	Yes	More than 5 years	Retail - Food	Less than \$50,000.00	1-3	Revenue obtained from	Bottled Alkaline Water, Lease agreements for past performance award																	
24	3 Years or less	Yes	Art services, design, graphics	\$50,000.00 - \$100,000.00	1-3	Consistent revenue	Online advertising with line of credit, loan also, governance, risk management																	
25	Maybe	5 Years or less	Candle Making Events	Less than \$50,000.00	1-3	Infrequent and inconsistent	Kandles is a handcrafted general liability insurance, banking																	
26	Maybe	3 Years or less	Educational and Entertainment	\$50,000.00 - \$100,000.00	1-3	Revenue obtained from	Shani Womack Enterprises, Employee rosters, sub-contractors, business contracts for																	
27	1 Year or less	No	Housing	Less than \$50,000.00	1-3	Consistent revenue	Ceed Transitional Living, General Liability Insurance, Banking																	
28	Yes	1 Year or less	Professional Services	Less than \$50,000.00	1-3	Revenue obtained from	Tax Resolution services, speakers (Realtek High Definition Audio (HDA)), 26%																	
29	Yes	More than 5 years	Architecture design	\$100,000.00 - \$250,000.00	1-3	Consistent revenue	Architecture and design																	
30	More than 5 years	No	Retail - Apparel	Less than \$50,000.00	4-6	Revenue obtained from	Membership fees for fitness, loan also, governance, risk management																	

LESSONS LEARNED

We learned that procurement and the process is not exactly uniform over various municipalities, governmental agencies and departments. In August 2024, Best Practices Consulting Services hosted a “Meet the Supplier,” engagement for Western Wayne County buyers and we were woefully surprised by the buyer responses. Nearly all of the buyers (38 of 83 replied) were uninterested in meeting new suppliers. We also learned that some of the buyers can purchase up to \$50,000.00 per budget line item without a public solicitation notice while others need an RFP regardless of the cost to purchase. This was great news until we read the declination notes which read in summary: they did not want unsolicited calls or emails from small businesses for which no current demand existed. Some mentioned they worked hard to have their suppliers vetted, and they were not interested in expanding the pool.

To mitigate this issue in Genesee County, we leaned on Tyler Bailey, Deputy Director of Small Business Services for the City of Flint. Not only is he aware of the various innerworkings in the city, but he’s also quite knowledgeable about the key buyers in the local hospitals, foundations, colleges, and other targets.

With Tyler handling the Buyer connections, our expectation was to secure at least 20-30 buyers, with varying degrees of procurement needs. Some one-time purchases, while others were to be contractual with a minimum of one-year contract. This seemed a realistic starting point. We felt empowered to begin our buyer outreach. This became our ask: What are you buying soon that the small business community can support? Figure 2 illustrates a few of our findings from buyers based on 2024 data.

In our naivete we began early on reaching out to decision-makers in government departments who controlled or managed their budgets and procurement needs. The responses were mixed as several suggested reviewing closed bids that were previously posted through various RFP’s (request for proposals).

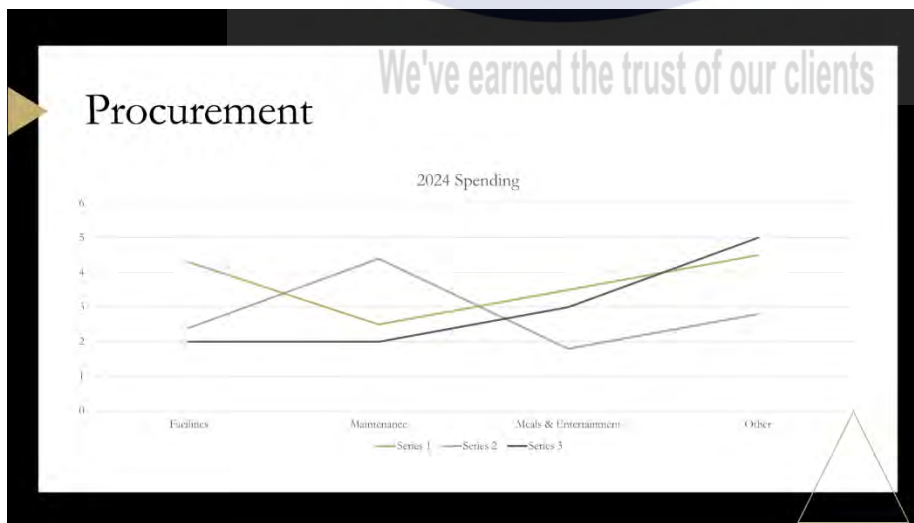


Figure 2. Findings from buyers based on 2024 data.

Only about three or four departments were willing to share their upcoming unmet needs and based on the supplier intakes at this time, we had zero participants fit to participate. While we

continued to market the BuyFlint program as a small business growth initiative, we never changed the marketing to reflect participants who were more system aligned. Based on the participant data; we were pooling the traditional pop-up participants, some established retails but not the candidate who could secure a modest procurement contract.

Our average participant after 27 days of marketing were best fit for start-up pop-ups with the exception of 3 possible participants who were either a food establishment, professional service, or another retail offering.

With this new insight, we began direct marketing to janitorial and other services like lawn care and facility maintenance due to the information we received from the government departments and agencies. The intent is to identify Business to Business (B2B) and Business to Government (B2G) connections.



Our team realized shortly after this initial discovery that we needed to expand our focus on potential buyers to better match who we naturally attracted as suppliers. We decided that soliciting participants who are fit for lawn and facility maintenance could not be our core but an augmented segment of suppliers.

While we continued our outreach to both the buyers and sellers, we had to go back to review our true intent, which was to promote small business growth through procurement. To support this varied group of suppliers who range from early-stage startups to second-stage businesses we needed a diversified procurement approach.

VIII. Client & Market Readiness

BUYFLINT REBOOT

In July, the phones were ringing with inquiries about the BuyFlint program! It was great to hear that our marketing efforts were paying off. We created paid Facebook ads, shared all the marketing with the MicroFlint Ecosystem partners, submitted a press release with details pertaining to the BuyFlint program, and after nearly five weeks, the registration is growing by eight new applicants weekly.

Based on this new information and upon review of the applicants in the pipeline, a few participants were revenue fit for volume buyers, but their business designation as retail did not immediately fit the buyer demand. We also had a few applicants who were not exactly startups; they had historical financials, strong supply chain support and sales that were close to \$30-35K annually. However, the great majority of the applicants were still at a very early stage, with no sales or sales of less than \$5,000.00 annually.

Figure 3 illustrates the project adjustments and with this enlightenment, we decided to create groups of participants to streamline their capacity, visibility, and participation status and expectation. This will allow us to present the participants in a manner that will more likely lead to increased sales.

Figure 3. Project adjustments based on surveillance and findings.



MEETING THEM WHERE THEY ARE

There will be three individual public event-like engagements: one for those who are scored **RED** who represent participants who are early-stage. The second: [REDACTED], who are transactional with the minimum financial systems and supply chain support. Lastly, **GREEN**, who represent capacity fit participants.

With the program modifications, nearly every participant now can participate in a more meaningful way. This adjustment also improves the quality of buyer and seller engagements. For the August Meet-N-Greet, we met with the **RED** participants and redirected them based on our findings. For those in need of training, the applications closed September 25, 2025. For those who could benefit from the various workshops, they were added to the listserv for self-selection. There are more than 30 scheduled workshops throughout the year covering supply chain engagements, funding, labor via W2 or independent contracting, legal structures and banking based on how you do business.

In September, a virtual session was conducted for the [REDACTED] participants. This session primarily reviewed and explained the assessment process including the scoring assigned and associated.

In October, the vetted and prepared **GREEN** participants will have their profiles updated for the directory with the intention to match them with identified procurement opportunities. In November, before the holiday there will be an “all participants” gathering that will serve as a collective “Meet-N-Greet,” as well as a show and tell for opportunities identified during this pilot program.

During this collective gathering there will be break-out sessions where the facilitator will walk through active RFPs with the intent to review how to approach the bid, score the bid, and the debriefing process. We also hope to have a few unmet unpublished opportunities, less than 30,000.00 in annual value for those able to bid as independent contractors.

If there are any pending contracts or awards for the **GREEN** participants, these will be announced during the November gathering.



CONCLUSION

Without the generous support of the REI grant this program may never have become active. The Best Practice Consulting Services (BPCS) labor hours required to support outreach, applicant scheduling, application review, and the assessment report total 143. To bring the offering to fruition, we leveraged the MicroFlint ecosystem to assist with the outreach. We utilized the small business resource team at the City of Flint to help identify new corporate and municipal opportunities.

This work is labor intensive and requires 100% buy-in from the administrators and their teams. The program was totally unknown to the small business community as a whole and was often confused with the APEX Accelerator offering federal government solicitations.

BPCS will attempt to continue this work through 2026, as the momentum is gaining support for each of the categories on the seller's side and a few inquiries from potential buyers.

At the time of this report, we have the following information to share:

GROUP	PARTICIPANTS	OPPORTUNITIES	OPPORTUNITIES SECURED
RED	24	3: Pop-ups during the holiday season (2) sponsored by BPCS	2: BPCS sponsored pop-ups in November and December
YELLOW	8	3: Small dollar contracts from two private agencies, one opportunity from the COF	None secured as of this report
GREEN	4	Two Ashley Capital opportunities	None secured as of this report

This program could be sustained through the City of Flint by serving as a matchmaker for private small business opportunities targeting YELLOW and GREEN participants. However, doing so would require continuity within the Department of Small Business Services. As of this report, several key staff members have departed the department, and such turnover may discourage potential buyers due to concerns about accessibility and reliability.

While similar initiatives have achieved success in urban markets such as Detroit, Lansing, and Jackson, it is notable that none of those municipalities administer these programs directly

TAKEAWAYS

through city government. Instead, they operate them via independent economic development support agencies.

A primary challenge in Flint will be managing access to sellers' private data responsibly ensuring that such information is used exclusively for program purposes and not to enforce tax liabilities, code violations, permitting issues, or other regulatory actions.

Economic development has traditional benchmarks, and a very underutilized tool is procurement. If administered properly there is surely the potential to see long-term benefits such as:

1. Local wealth retention and circulation

- When cities, counties, universities, or corporations intentionally purchase goods and services from local small businesses, more dollars stay within the community.
- Research shows that each dollar spent locally recirculates 3–5 times through wages, reinvestment, and local supply chains, amplifying economic impact.

2. Supplier diversification and inclusion

- Procurement can help close racial and gender wealth gaps by prioritizing diverse suppliers — including minority-, woman-, and veteran-owned businesses.
- Setting diversity spend goals or targeted procurement initiatives ensures equitable access to contracts and opportunities.
- This encourages underrepresented businesses to scale and employ locally.

3. Market access for small businesses

- Many small firms struggle to access new markets. Procurement provides a stable, institutional customer base, allowing them to demonstrate performance capacity, build credit, and gain visibility.
- Once small businesses secure a public or corporate contract, it often leads to expanded credibility and private-sector growth.

4. Capacity-building through procurement readiness

- Economic development programs can align with procurement by offering “contract readiness” technical assistance — training entrepreneurs to meet rfp/rfq requirements, manage cash flow, and comply with regulations.
- Procurement offices can partner with small business support organizations to offer mentorship, bonding, and financing assistance.

5. Cluster development and supply chain localization

- Targeted procurement can be used to develop industry clusters (e.g., construction, food services, it, janitorial, or logistics).
- When large buyers intentionally source from local small suppliers within specific sectors, they help strengthen entire local supply chains.
- This fosters resilience by reducing dependency on external vendors.

6. Procurement as a policy lever

- Governments and anchor institutions can integrate procurement into economic development policy by establishing:
 - Local preference ordinances
 - Set-asides for micro or small businesses
 - Prompt payment policies to improve cash flow
 - Joint venture incentives between primes and small businesses
- These policies create predictable opportunities for small enterprises.

7. Encouraging entrepreneurship and job creation

- As small firms gain contracts, they often need to hire locally and invest in equipment and technology.
- Over time, procurement-driven demand can stimulate new business formation — entrepreneurs start businesses to meet recurring local needs.

8. Measuring and demonstrating impact

- Procurement can be tracked with economic impact dashboards showing:
 - Percentage of spend with local small businesses
 - Jobs created/retained
 - Tax revenue generated
 - Supply chain diversity metrics
- These data points help make the case for continued or expanded local procurement policies.

In summary, procurement transforms from a routine purchasing activity into a strategic economic development engine when buyers intentionally:

- Localize their supply chains,
- Build small business capacity, and
- Align contracting with community wealth-building goals.

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The MSU EDA University Center for Regional Economic Innovation (REI) seeks to identify and develop new economic development tools, models, policies, and practices to support innovative economic development, high-growth enterprises, and job creation in distressed regions across the state. REI is establishing a new economic development ecosystem to cope with the ever-changing global and regional dynamics. Through this ecosystem, REI engages innovative and creative minds which results in new economic development practices.

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2025 Co-Learning Plan Series

MICHIGAN STATE
UNIVERSITY

University Outreach
and Engagement





REI Announces 2026 Co-Learning Plan Awards

The Regional Economic Innovation (REI) program, with counsel and advice from the REI Consultative Panel, has announced its 2026 Co-Learning Plan (CLP) awards, supporting three projects that address economic development challenges facing Michigan communities.

Co-Learning Plans are designed to spur economic growth in economically challenged areas by pairing applied research with on-the-ground learning, community engagement, and cross-sector collaboration.

One of the awarded projects focuses on the challenge of limited connectivity in rural Michigan. Led by Drs. Chunqi Qian and Fei Sun of Michigan State University, alongside MSU student Caleb Benninger, the project evaluates whether community anchor-based Low-Power Wide-Area Network (LPWAN) models can realistically support intermittent, low-data-rate communication in rural environments where broadband and cellular service are unreliable or absent. Rural connectivity gaps continue to constrain the remote delivery of direct care and limit access to timely support services for older adults and agricultural workers, increasing reliance on in-person visits and travel-intensive workflows. The project will assess feasibility, limitations, and practical deployment considerations. By piloting affordable communication devices in underserved rural communities, the work aims to strengthen care delivery while laying the groundwork for new employment opportunities.

Another CLP award focuses on community-centered economic development in Ecorse, Michigan. Led by Angeline Lawrence, MBA, MUP, AICP, President of Entrepreneur Exchange Group, LLC, the project examines ecosystem-based economic development models that prioritize shared ownership, democratic finance, and long-term community investment, particularly for ALICE (Asset-Limited, Income-Constrained, Employed) households. Using Ecorse as a case study, the project explores how tools such as community land trusts, cooperatives, and place-based investment ecosystems can stabilize small businesses, retain jobs, and build durable local wealth.

Led by planner Zachary Vega, AICP, the third CLP project focuses on Kalkaska,

Michigan. The project examines how Community Benefit Agreements and Community Benefit Ordinances can be adapted for rural contexts. While these tools have been used infrequently in Michigan and largely in urban areas such as Detroit, rural communities with lower land costs are increasingly targeted for large-scale developments, including data centers and other infrastructure-intensive projects. The project explores how rural communities can use negotiated agreements and ordinances to ensure that development is balanced by tangible, community-defined benefits.

Congratulations to the 2026 Awardees!

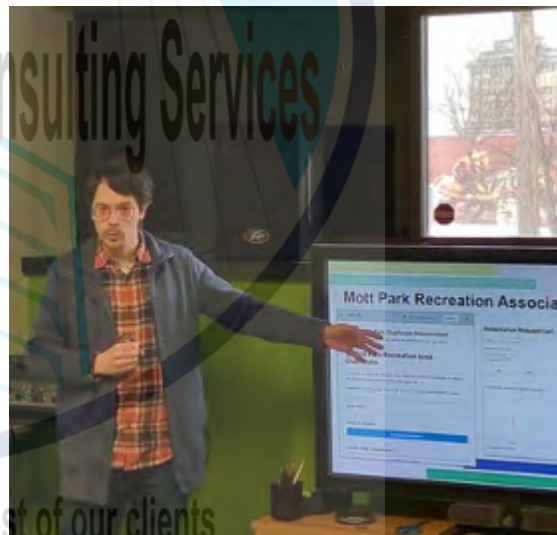
BUYFLINT Event Held on January 29, 2026

Laura Sigmon, President and CEO, Best Practices Consulting Services

The BuyFlint Initiative received funding support in 2025 from MSU REI to strengthen procurement connections between local micro-businesses and local nonprofits, government agencies, and other small businesses. With the hopeful intent to foster job creation, economic mobility, and community resilience.

In Michigan's distressed regions, like Flint and Genesee County, such initiatives reduce economic leakage, allowing local dollars to circulate within the community and empowering households through small dollar opportunities. The BuyFlint Initiative was created to build a sustainable pipeline connecting potential buyers operating in Flint, Genesee County, and across Michigan with local small businesses.

On January 29, 2026, Best Practices Consulting Services hosted a convening showcasing two program participants: Daniel Kurin, CEO of Civic OS and Tiana Harrington, TDH Consulting

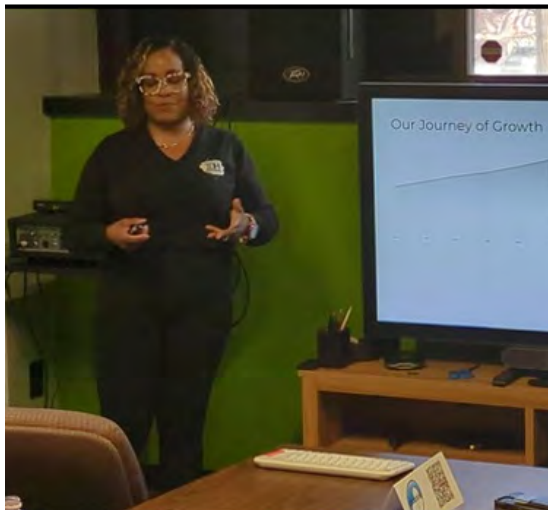


Daniel Kurin, CEO of Civic OS, a custom software designer who caters to smaller nonprofits and municipal agencies seeking capacity building support.

Services.

The BuyFlint Initiative brought to the showcase, elected city officials, county agents, nonprofit leaders, and other impact worthy representatives.

The average procurement request did not exceed \$10,000.00. This monetary amount is annualized and is very palatable as an initial engagement for both the supplier and buyer.



Tiana Harrington, TDH Consulting Services, a consultancy supporting the cosmetology industry with licensing and recertifications.

Learn more about this 2025 Co-Learning Plan project:

<https://reicenter.org/projects/completed-projects/local-technical-assistance/2025-buyflint-initiative-connecting-local-businesses-to-corporate-procurement-op>



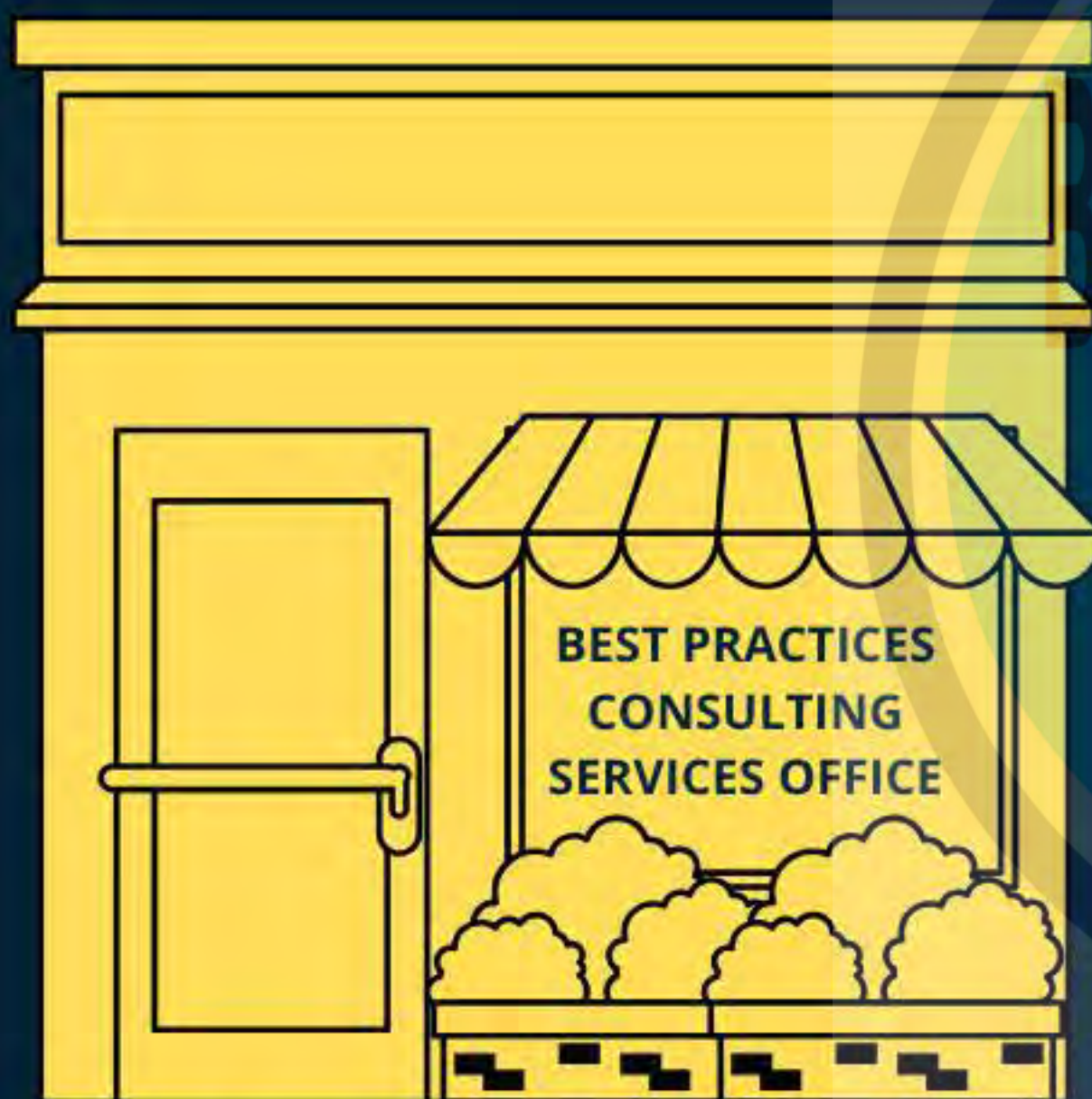


We've earned the trust of our clients

SMALL BUSINESS FOCUS GROUPS

YOUR VOICE MATTERS

JOIN US FOR ONE OF OUR FOCUS GROUP SESSIONS TO SHARE YOUR EXPERIENCES AND INSIGHTS AS A SMALL BUSINESS OWNER. YOUR FEEDBACK WILL HELP GUIDE FUTURE RESOURCES AND STRATEGIES TO BETTER SERVE OUR COMMUNITY.



February 11th
5:30pm-7:30pm
502 Church
Street, Flint MI

We've earned the trust of our clients
February 12th
12pm-2:30pm
VIRTUAL EVENT
VIA ZOOM

February 21st
11:30am-1:30pm
Gloria Coles
Public Library



Scan to Register

Why Participate?

- Share your unique experiences and challenges as a small business owner.
- Influence future funding and support initiatives.
- Be part of a collaborative effort to strengthen Flint's entrepreneurial ecosystem.

RSVP Today!

Contact Jordan Brown at jordan@sipi-inc.com for additional questions or to change your RSVP. Participants will be entered into a drawing for a \$200 gift card as a thank-you for your time and input!

Calling All Flint Small Business Owners

Is Funding a Challenge?

We need to hear from you, are you able to get funding to start, grow, or scale your business?



Ruth Mott Foundation

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Complete This 2 Minute Survey for a chance to win a \$200.00 gift certificate



- Brick-N-Mortar
- Online Businesses
- Seasonal Businesses
- New Start Ups
- Pop-Ups
- Generational
- Unstructured
- Recently Closed
- Opening Soon
- Home Based



Environmental Scan Highlights 2018-2024

- 82 sources including websites, social media feeds, and publications were reviewed to draft the activity happening in Flint, MI.
- 22 pitch for money competitions, 41 referenced sources regarding access to capital
- 103 trainings, networking events, or other small business events occurred during this review period.

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Best Practices &
Flint Downtown
Development Authority



SELF-CARE EXPERIENCE & CRAWL



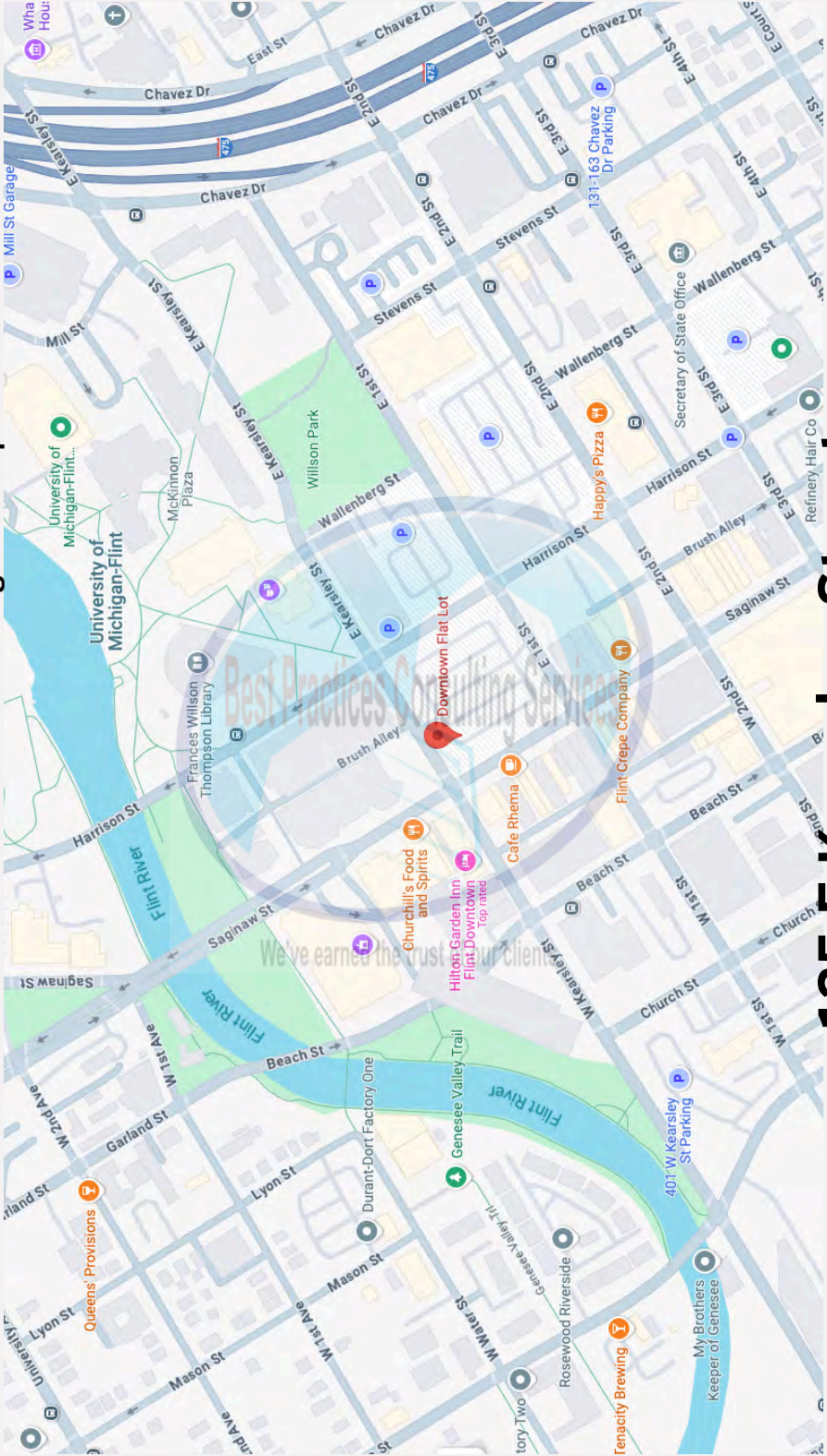
July 10th
10 AM-5 PM
125 E. Kearsley Street



BPCS.biz



Downtown & Surrounding Area Map



125 E Kearsley Street

Headliners



Been Gorgeous has evolved from a traditional salon into the one-of-a-kind luxury Mobile Nail Experience! Our vehicle is a spacious 32 foot long, newly renovated full-service salon specializing in nail services and pedicures. Our clients can meet us where we are, have us come to them or even book an on-site spa party for themselves and their friends! Shannon Jones and her team have over 20 years of experience in the beauty industry and a passion for creating gorgeous looks in a clean and vibrant environment.



Founded 2012
Company Been Gorgeous Nail Salon
Address 11000 W McNichols Rd. STE 323 #1337

We've earned the trust of our clients





Headliners



Flint Native | Social Worker | Hospitality Expert | Educator

Sheena Harrison is the visionary founder of Drinks of Essence Inc., a trailblazing business specializing in mobile bartending and confectionery services, and Fruits of Elegance Food Truck. With a background in Sociology and a Bachelor's degree from Oakland University, Sheena has a unique blend of expertise in both social work and hospitality. Her passion for creating memorable experiences through food and beverages led her to establish Drinks of Essence in 2015, which started as a mobile bartending service and chocolate-covered strawberry business.

Driven by her love for mixology, Sheena has spent over 17 years perfecting her craft in Michigan's hospitality industry. From her early days as a lead bartender to becoming the owner of Mid-Michigan's only Bartending School and Michigan's Black-Owned Bartending School, Sheena has become a respected figure in the mixology community. She is certified in Mixology, Wine, ServSafe Alcohol, and Flair Bartending and has received recognition for her exceptional customer service and bartending expertise. Sheena's accomplishments extend beyond the bar. She has been honored with a special tribute from the State of Michigan House of Representatives, nominated for the Art of Achievement Awards in Genesee County, and recognized as the only Bartending School in Mid-Michigan. She holds certifications from the Bartending Academy in Detroit, and completed a Working Flair Certification course from the European Bartending School in New York.



Bartending School

Founded 2015
Company Drinks of Essence
Address 524 Buckham Alley

In 2019, Sheena expanded her vision by establishing Drinks of Essence Bartending School, where she has since certified and trained over 700 students. She is passionate about empowering others, believing that education plays a critical role in strengthening communities and advancing family units. Her teaching philosophy is rooted in offering diverse learning methods, including hands-on and visual aids, to ensure every student's success.

Along with her thriving business, Sheena is an active board member for Friends of the Alley and the Downtown Small Business Association, continuously contributing to her local community's growth.

Outside of the bar, Sheena loves spending quality time with her two children and enjoys traveling, finding inspiration in new experiences that enrich both her personal life and professional endeavors.

Through her dedication to bartending, food, and education, Sheena Harrison continues to leave an indelible mark on Michigan's hospitality industry and the future of mixology.





Food Truck Vendors



In 2009 I started a nonprofit organization called Morgan Taylor's Pack a Sack where we feed our homeless community from my home. We started off giving them brown bag lunches and personal care products. We quickly realized that a hot meal was needed so we started doing "Sidewalk Buffets." We would set up a table on the sidewalk at Water Street and Grand traverse Street and invite anyone who wanted a hot meal to just show up and eat, no questions asked. I always had a dream to have a food truck and in 2016 I purchased one and we named it Bella's Concessions & Catering.

Founded 2016
Company Bella's Concessions & Catering

We've earned the trust of our clients



We're like a diner on wheels. What sets us apart from other food trucks is that we have a unique way of combining flavors and incorporating the traditional and non-traditional food and making it a tasteful experience. What sets us apart from other food trucks is that our menu caters to everyone. We have vegetarian meals, traditional All-American, Jamaican, Italian, Mexican and African dishes. We do breakfast, lunch and dinner. I am proud of the fact that our community is still supporting us 9 years later. It really feels good to be a Flintstones. We are certified caterers for so many companies around Flint and Genesee county and it's truly a blessing.



Food Truck Vendors



Tiffanie Sargent, a lifelong Flint resident and self-taught soul food cook, is passionate about food, family, and her community. With years of experience preparing meals for events, church functions, and family gatherings, she brings heart and hustle to every plate.

Founded 2024
Company Tiffy Wiffy's Good Eats llc





Table Vendors

Body Krave



Gabrielle Hannah is a devoted mother, entrepreneur, and passionate advocate for health, nutrition, and skincare education within her community. As the founder of Body Krave, a clean, eco-friendly, and plant-based skincare brand, Gabrielle has combined her love for nature and science to create products that nourish the skin using ingredients derived straight from the earth.

Her mission goes beyond selling skincare — Gabrielle is dedicated to empowering others through knowledge. She hosts hands-on workshops and community events that teach people how to care for their skin naturally and sustainably. With a deep-rooted commitment to wellness, Gabrielle continues to inspire and uplift others to embrace self-care, clean beauty, and conscious living.

Company Body Krave Skincare Essentials





Table Vendors

B&B Botanicals

From an early age, Alberto experienced how unprocessed trauma could shape a life. At 11, he watched his father pass away from a heart attack, an event that left deep emotional wounds and a lingering sense of disconnection. Struggling to navigate the weight of grief, depression, and uncertainty, he spent years searching for something to bring him back to himself.

That search led him on a decade-long healing journey. A pivotal moment came when he discovered plant medicine, which opened the door to self-exploration and emotional release. But he soon realized that true healing wasn't about any single tool—it was about deep integration, empowerment, nervous system regulation, and reclaiming the wisdom that already exists within.



A Michigan native who moved to Flint in 2021, Alberto has spent over eight years studying ancient healing modalities and holistic practices. His work focuses on life coaching, trauma healing, nervous system regulation, breathwork, meditation, plant medicine, and sound healing. His background also includes herbal product formulation, advocacy, and community facilitation.

Through his work, Alberto meets people exactly where they are, offering a grounded and intuitive approach to healing. His mission is to help others break free from cycles of trauma, reconnect with their power, and step into their fullest expression. Because true healing isn't about escaping the past—it's about reclaiming your future with intention, courage, and an open heart.



Company B&B Botanicals



Table Vendors

April Williams

April Jackson "The Oil Lady" presents luxury designer fragranced perfume oils at an affordable price. My oils provide a long lasting fragrance that maintains a pleasant scent throughout the day.

I offer handcrafted soap bars, body, scrubs, and lotions of any scent that I have available as well as gift baskets for all occasions.



Company The Oil lady

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Table Vendors



810HM MASSAGE & CO.
BE GOOD ENERGY



Kara Dahlberg is the owner and lead massage therapist at 810hm Massage & Co., a wellness-focused business located in downtown Flint. With a mission to promote sustainable self-care, Kara specializes in various forms of therapeutic and medical massage designed to enhance the overall well-being of her clients. Her practice emphasizes not only physical healing but also long-term self-care strategies to help clients manage stress, pain, and enhance their overall health.

For over 12 years, Kara has been dedicated to helping others through massage therapy. Each year, she actively seeks out continuing education opportunities, consistently enhancing her knowledge and skills. This commitment to lifelong learning enables her to provide her clients with the latest techniques and the best possible care, tailoring her approach to meet the individual needs of each person. By continually expanding her expertise, Kara ensures that her practice remains at the forefront of therapeutic massage.

Company
Address

810hm Massage & Co.
140 E 2nd Street

We've earned the trust of our clients

When Kara is not trying to heal the world, she spends as much time as she can with her family and dogs. A lover of nature, water, and adventure, you would not be surprised running into Kara at a nearby mountain bike trail, kayak launch, or campground.

Her motto in life is now the foundation of our practice:

Be Good Energy

We will have a table set up with information about what we offer to our customers in a pamphlet, as well as small products for sale. Additionally, we will have a giveaway prize for those who sign up for our website. We will offer clients the option to pre-book appointments at a discounted rate for attending the event. From 1 - 3 p.m., Chair massage will be available for first-come, first-served clients at \$1 per minute, 15-minute max.

Downtown Area Vendors



HIVE

HOLISTIC CENTER

The Hive is more than a space—it's a vision, a labor of love, and a dream turned reality.

For over 13 years, Hunter O'Connor, a Flint native with an unshakable love for her community, has dedicated her life to helping others heal.

Whether through music, handcrafted wellness products, sacred ceremonies, or intuitive coaching, her purpose has always been clear—to help people feel good, inside and out. She always knew she was meant to create something bigger than herself—a sanctuary where people could come together to laugh, dance, play, learn, and heal.

Along the way, she shared her gifts and music across Flint and Michigan, touching lives through the healing power of sound and connection. But her dream kept growing. She envisioned a true community hub, a place where every person—no matter their background—could feel seen, supported, and safe.

With the unwavering support of her husband, Alberto, and the many helping hands of our incredible community, The Hive was born.

(Huge shoutout to every beautiful soul who has contributed to this dream. You are the heartbeat of The Hive.)



Company

Hive Holistic Center

Address

140 E 2nd Street, Suite
#100 Flint, MI

We've earned the trust of our clients

We chose the name The Hive because, just like bees, we thrive through community, collaboration, and care. We believe that healing is not meant to be done alone—it happens together. Everyone has a unique gift to share, and when we lift each other up, we create something truly sweet and sacred.

What's good for the Hive is good for the Bee. And what's good for the Bee is good for the Hive.

If you're seeking a place to grow, connect, and heal, you belong here. Come be a part of something bigger, and let's build something beautiful together.

Downtown Area Marketplaces



— SHOPS ON — SAGINAW

A consignment style shop that allows entrepreneurs the opportunity to have a brick-and-mortar location to sell inventory.

Operated by 100k Ideas!

Company

Shops on Saginaw-
Operated by
100k Ideas

Address

601 S.Saginaw

Businesses Included:

1:Eleven
Akada Home
aMaizing BookBee
BAU-HOUSE feat. GoodBoy.
Baubles by the Bay
Breads and Threads
Cardinal by Lata
Create and Make Studios
Detroit Muscle
Do Good Things with Friends
Elations Health Tea
Elle Jae Essentials
EZ Awareness Design
Flint City Bucks
Flint Handmade
Flint Institute of Music
Flint Life
Flint Roller Derby
Gansik
Gracious Nyah Shea
Julie Abbott Art
Just Keep Going LLC

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Kitty's Kloset
Kkandles
Lord Laird's
Metro Celeb
My Bees Nest
Natroll
Not The Cake Lady
Peach Pit Crochet Co.
Queen Netzo Jewelry Co.
R&D Tees
Regina Dunn Art
Rootless Coffee
Roxanne Rhoads- Author
Smith & Stone Studio
The Dirty Hippie Co.
The Roman
Wombman Unspoken

Downtown Area Marketplaces



Photo from MLIVE

We're a year round public market with 50+ vendors inside the building and more outside. Our market is neat and clean and feature several produce vendors, a great meat market, poultry, breads and baked goods, cheese, a wine shop, an art gallery, a cafe, middle-eastern and Mexican groceries, and many unique gifts.

Company	Flint Farmers Market
Address	300 E 1 st Street

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HEALTH PLAN

WE ARE OPEN ALL YEAR

Tuesdays, Thursdays & Saturdays

9am to 5pm

Market Tap, a Michigan Beer, Wine & Spirits Pub is located on our second level!



EXPLORE the MARKET!

- 1 Steady Eddy's Café
- 2 Mr. Prince Tacos
- 3 Beirut Restaurant & Grocery
- 4 Hey Honey
- 5 Non-Profit Tables
- 6 Atrium Seaŉng Area
- 7 d'Vine Wines
- 8 Demonstraŉon Kitchen
- 9 The Ramsdell Room
- 10 Flint Food Works Kitchen East
- 11 Flint Food Works Kitchen West
- 12 SOS Ice Cream
- 13 Restrooms
- 14 MaMang
- 15 A Bit of Earth Books &Whimsy
- 16 Tee's Plenŉful Salads
- 17 810 Tings
- 18 J Deans Meat Market
- 19 Those Nature People

- 20 Friends of the Market
- 21 Art at the Market Gallery
- 22 Children's Museum
- 23 AT Sweets Bakery
- 24 Charlie's Smokin' BBQ
- 25 Bioŉq Skincare
- 26 Snacky Brown's Baked Goods
- 27 Bushels and Peck's Produce
- 28 McCarron's Orchard & Bakery
- 29 Fully Grounded Coffee Co
- 30 Srodek's Pierogis
- 31 Willow's Garden Juice Bar
- 32 Say Cheese! Gourmet Mac-n-Cheese
- 33 Hearnŉlt Reflecŉons Giŉs
- 34 The Gourmet Apple Cart
- 35 Lucky Cat Sushi
- 36 Brumley & Bloom Flower Shop
- 37 Bongos Popcorn
- 38 Michigan at the Market
- 39 Cinnamom

- 40 MI Great Lakes Fish Co.
- 41 Lori's Clean Cuisine
- 42 Steady Eddy's Veggies
- 43 Ebony Gemstones
- 44 Bagel on the Run!
- 45 I Love Pig! Pork Sandwiches & Arepas
- 46 Sweet Peaces
- 47 Brooks Teas
- 48 Royalty Taste Granola & Olive Oil
- 49 Hills Home Cured Cheese
- 50 Crust, a Baking Company
- 51 DuVall's Hot Dogs
- 52 Porter's Orchard and Donuts
- 53 Stairway to Market Tap
- 54 Market Tap (second floor)

MAP KEY

- ▲ EBT/BRIDGE
- △ Double Up Food Bucks (DUFB)
- ▲ Prescripŉons for Health
- ▲ Project Fresh/Senior Fresh

Outdoor Pavilion with More Farmers and Vendors May through October!
www.flintfarmersmarket.com 300 E. First St. - Downtown Flint

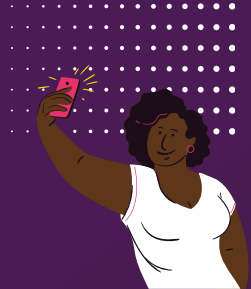
SELF-CARE EXPERIENCE & CRAWL

Hidden Gems

Call/Check these Business for their hours

1. [Queens Provisions](#)-421 Garland Street
2. [Blk Amor](#)- 124 W. 1st Street
3. [Rych Candles](#)-522 S. Saginaw
4. [Comma Bookstore & Social Hub](#)-132 W 2nd St
5. [BugPinTattoo Studio](#)
6. [Crim Fitness Foundation](#)-452 S Saginaw
7. [Paints, Chalice & Hues](#)
8. [Eight Ten Nail Bar](#)-555 S. Saginaw, Suite 103

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SELF-CARE
EXPERIENCE



Best Practices Consulting Services

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VENDOR SIGN-UP



VENDOR SIGN-UP



DOWNTOWN
EXPERIENCE



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VENDOR SIGN-UP



VENDOR SIGN-UP



Best Practices &
Flint Downtown
Development Authority



SELF-CARE EXPERIENCE & CRAWL



Thank you for your participation!

Don't forget to tag your vendors!

#Flint

#SelfCareExperience



July 10th
10 AM-5 PM



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Flint Small Business Initiative We've earned the trust of our clients



Program Lineup

BuyFlint 11 AM- 1 PM

MicroFlint 1 PM-3 PM

Flint Small Business Initiative 3PM-5PM

Since 2017



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2026 Convening

MICROBUSINESS
SMALL BUSINESS
COMMUNITY NETWORKING
AND 10 YEAR CELEBRATION



Flint Small Business Initiative



Since 2017

BEST PRACTICES CONSULTING SERVICES



Program of events.

Are you ready for an exciting day?
There are three different Flint programs to experience
and learn more about.

BUYFLINT

Date: Thursday 29th Jan 2026

Time: 11 am

Dress: Smart casual

Food: Light refreshments

RSVP: before 29th Jan 2026

A buyer and Supplier matching program.

MICROFLINT

Date: Thursday 29th Jan 2026

Time: 1 pm

Dress: Smart casual

Food: Bella's Concessions and Catering

RSVP: before 29th Jan 2026

A collection of vendors and service providers
in Genesee County.



Program of events.

Continued.

Flint Small Business Initiative



Since 2017

FLINT SMALL BUSINESS INITIATIVE

Date: Thursday 29th Jan 2026

Time: 3 pm

Dress: Smart casual

Food: Bella's Concessions and Catering

RSVP: before 29th Jan 2026

A community block grant program designed to support and grow local small businesses.

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BuyFlint

With over 30 registered businesses, BUYFLINT is a marketplace for suppliers and buyers to reach agreements that provide direct connections to business owners and their local community.



DANIEL KURIN-CIVIC OS

Empowering Government & Non-Profits
Civic OS is a low/no-code software platform that allows government agencies and non-profit organizations to build and tailor their own information systems without writing code.



TIANA HARRINGTON-TDH CONSULTING

TDH Consulting Services provides transformative guidance, tools, and accountability to help salon owners, barbershop owners, and beauty professionals operate legally, profitably, and with confidence.

MicroFlint

An ecosystem partnership specializing in MicroBusinesses.

To learn more, check out each EcoSystem partner and their specialties.



ECOSYSTEM PARTNERS

[Best Practices Consulting Services](#)

[100k Ideas](#)

[SIPI](#)

[Flint Social Club](#)

[Factory Two](#)

[I'm Building Something Consulting, LLC](#)

[University of Michigan-Flint OED](#)

[LatinX Technology and Community Center](#)

PRESENTATIONS/TABLING

[Shani Womack Enterprises, LLC](#)

[Not The Cake Lady](#)

[ChristIn's Love](#)

[Pawpaws Pickles](#)

[Callie P Thang LLC](#)

Flint Small Business Initiative

Celebrating 10 years of economic development, including workshops, technical assistance, procurement, and economic gardening.

Special thanks to the City of Flint for our long-standing partnership!

PARTICIPANTS & GRADUATES

Drinks of Essence Inc.

Organic Infants Clothing LLC

DeTours. INC

Flint Small Business Initiative



Since 2017

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Flint Small Business Initiative
Intake Form 2026



Flint Small Business Initiative
Compliance / Direct Benefit



BEST PRACTICES CONSULTING SERVICES

Future Direction.

New Year, new changes.

Find out how we will be adaptable and welcome new clients into our portfolio.



MARKETS MANAGER:

CALEB BROWN

Let's move business forward, while remembering the community. All of our programs will continue to provide assets to those involved. As we expand our service areas throughout Michigan, we have created specialty programming for our most important markets. Learn more about what we have planned!

So, what's next?

BEST PRACTICES CONSULTING SERVICES

January 29, 2026
Flint-area business owners are invited to attend the Flint Small Business Initiative's New Year Kickoff, complete with cash giveaways, food, and engaging business presentations.

February 25, 2026
Romulus and Western Wayne County small businesses—join us for virtual training sessions on operations, supply chain solutions, accounting, and HR matters.

March 2026
MLK-CIA small business applicants in Jackson will be provided technical assistance, a workshop, and business assessments to support their growth.

April 2026
In-person SMART Goals training will be offered for early-stage small business participants, with pop-up opportunities scheduled for late spring in Flint and Romulus.

Trusted Connector Program
In partnership with the Great Lakes Women's Business Center, we're offering peer-to-peer mentoring and training—plus a paid chamber membership and a grant opportunity.

All Year
We provide fractional services in operations, HR, finance, and business development to support small businesses at every stage.

Best Practices Consulting Services
Earning the trust of our clients

Resources

Here are a few resources you may find useful!



Flint Small Business Initiative



Since 2017



XLerateHealth



Michigan SBDC



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THE JOHN L GROUP

**Flint Direct
Service Providers
and Resources**

Resources

Ecosystem Partner Guideline



Resources

Non-traditional Funding Sources

Non-Traditional Funding Sources

	Physically In Flint	Credit Centered	Term Loan	SBA Supported	Local Rep	Minimum	Maximum
CDC Loans			X	X	X		5,000,000
Flint Genesee Economic Alliance			X		X		5,000,000
Michigan Women Forward	X		X	X	X		50,000
Opportunity Resource Fund			X	X		250,000	500
Flint Small Business Initiative						500	15,000
Flint Soup						2,500	6,000,000
Fair Food Network	X						

Business Practices Consulting Services

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Resources

SBA Fintech and Online only options.

SBA Referenced Fintech and Online Only Options

Source	Solutions/Products	Funding
Bluevine	Banking, Loans, credit cards, lines of credit	Up to \$500K
Affirm	Buy now-pay later options, installment loans, debit cards	Up to \$5K
Kabbage	Loans, Lines of credit, business checking	Up to \$500K
Credibly	Short term loans, working capital, cash advances, equipment loans, business loans	Up to \$600K
Smart Biz	SBA Loans, working capital, debt refinance	Up to \$5M
FundBox	Credit and payment/merchant services, working capital	Up to \$150K
Funding Circle	Term loans, SBA loans, Lines of credit	Up to \$500K
Square Capital	Checking/savings, customized business loans	Up to \$350K
QuickBooks Capital	Business loans	Up to 250K

Resources

Here are a few resources you may find useful!

Fintech and Online Only Options

DIGITAL BUSINESS SOLUTIONS	NEOBANKING	DIGITAL PAYMENTS	ALTERNATE FINANCING
DIGITAL LENDING	DIGITAL BANKING SOLUTIONS	DIGITAL ASSETS	DIGITAL WEALTH MANAGEMENT

Ready to connect with the best FinTechs worldwide? Start today!
<https://platform.finnovating.com/>

Thank you.



DeTours Inc.



Shani Womack

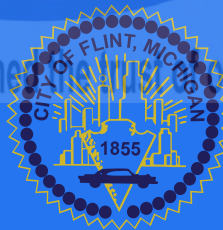


Thank you for your participation in today's event!

A special thanks to our clients and community partners!



We've earned the trust of our clients





We've earned the trust of our clients
We've earned the trust of our clients

BPCS.BIZ

