2016 BEST OF ATLANTA page 36

THE MAGAZINE

WE CALL THEM

2016 Hall of Fame Honorees Thomas W. Dortch Jr. | Henry "Hank" & Yvonne Thomas

(for school) page 28

HOPE SCHOLARSHIPS Georgia's "Brain Gain"

Two Men One Vision



William B. Hartsfield

Maynard H. Jackson Jr.
Mayor of Atlanta from 1974–82,1990–94

"...Somehow, **Atlanta** always meets the challenge... We have been doing it and will continue in the years to come."

"We stand not so much as a gateway to the South but as a gateway to a new time, a new era, a new beginning for cities of our land."







STRONG PARTNERSHIPS DELIVER CUSTOMER VALUE

Our customers deserve the best we can give them. That's why Georgia Power actively searches for companies like yours that deliver quality, reliable, competitively priced products and services. For more than 35 years, Georgia Power has worked diligently to develop small and diverse suppliers through contracting opportunities, mentoring and educational sponsorships. To learn more, visit us at **southerncompany.com/about-us/suppliers** today.





KEEP YOUR COOL. EVEN WHEN ON THE EDGE OF YOUR SEAT.

Introducing the AirFlow mesh seat, the first and only breathable ballpark seat anywhere.

- Ergonomic mesh breathable, comfortable and conforms to body
- Dries instantly, no need to wipe down after rainfall
- Two arms per seat, no need to share/fight for the arm rest



THIS COULD BE YOU!

Reserve your dugout seats today. Call 404-577-9100

or visit braves.com/dugout





Supporting great causes: A commitment that's as much a part of UPS as our brown trucks.

UPS proudly supports **Atlanta Tribune: The Magazine 2016 Hall of Fame** celebration.

sustainability.ups.com









2016 Hall of Fame

By Leah Stone and Chela Counts

This year, we salute community heroes in education, business and civil rights.

28

Higher Learning

The time is now for college, scholarship and financial aid applications.



The Best of Atlanta

By Katrice L. Mines and Kamille D. Whittaker
Polished and fine-tuned — this is the
cream of the crop.



Executive Gift Guide

It's never too early to cross holiday shopping off your list.



5



Business

B2C Companies Need Marketing Automation More than Ever By Brent Leary

commentary

11 The Editor's View

By Katrice L. Mines

Montage Palmetto Bluff

The LookOut

2017 Kia Cadenza:

'Tis the season to indulge.

November Happenings

Layaway to Lift Off

Declutter Your Life: Which Records to Toss and When

For the Love of Food Season's Eating: Homemade Applesauce

68 **One More Thing** Moving Your Business Forward



Have you seen our new ONLINE EDITION?



Visit us online at www.atlantatribune.com for a preview of our new online edition of the magazine!





Also don't forget to like us on Facebook and follow us on Twitter @AtlantaTribune.

CONTRIBUTORS



Veteran automotive journalist **Brian Armstead** writes FastLane for Atlanta Tribune, bringing readers the best of what's new from the auto industry. Got a car question? Email him at autosense@ comcast.net.

Whether reporting on business, sports, or all forms of entertainment, Chela Counts' vast skill-set is what continues to make for her engaging yet investigative style of reporting. Counts is a recent graduate of Western Kentucky University and a former Atlanta Tribune editorial intern.

Alex Jones is a corporate/ editorial photographer and has photographed some of Atlanta's business elite for Atlanta Tribune: The Magazine, BLACK ENTERPRISE, and many corporate publications and websites. His work can be seen around town in publications, as well on the walls of the newly renovated SCLC Women's Headquarters on Auburn Avenue. See his work online at www.businessphotographyatlanta.com.

Leah D. Stone is a marketing professional who has worked in brand management with Procter and Gamble, and Kao Brands Company for more than 10 years. She is currently freelance writing and enjoys writing on a variety of topics, including business, social issues and entertainment.

Dawn M. Richards is the founder of the food and lifestyle brand, D.M.R. Fine Foods. With her food passion leading the way, Dawn shares recipes, travel stories, fashion, entertainment and lifestyle features on dmrfinefoods.blogspot. com and other media outlets, while maintaining a career as a FORTUNE 500 legal executive.

ATLANTA TRIBUNE

WWW.ATLANTATRIBUNE.COM November 2016 Vol. 30, No. 8

PUBLISHER

Pat Lottier - plottier@atlantatribune.com

EDITOR

Katrice L. Mines - kmines@atlantatribune.com

Associate Editor

Kamille D. Whittaker - kwhittaker@atlantatribune.com

ART DESIGN

Jayme Ogles

Photography

Alex Jones

Multimedia

American Technologies

National Sales Manager

Duane Torrence - dtorrence@atlantatribune.com

New Business Development

Armenious Patterson – ap1207@aol.com

Marketing Promotion & Circulation Coordinator

Allison Slocum – aslocum@atlantatribune.com

ATLANTA TRIBUNE INTERNET EDITION

Editorial Staff

DISTRIBUTION

Publication Marketing & Distribution 404.216.1476

ADVISORY BOARD

John Brewer Chairman/CEO, Vantage Capital Group

Rodney Eason Attorney/President, Eason Law Firm

Alanna Galiano

Director of Public Relations/Communications, Emerging Technologies Inc.

Brent Leary Co-founder and Partner, CRM Essentials LLC

Brian D. Poe Attorney/Managing Partner Brian Poe & Associates, Attorneys, PC

Rodney Sampson Opportunity Ecosystem

Gwen Thomas President, HR Now!

Marvin Woods TV Host & Chef

Contact Us!

WWW.ATLANTATRIBUNE.COM

Atlanta Tribune: The Magazine

875 Old Roswell Road, Suite C-100 Roswell, GA 30076 (O) 770.587.0501 • (F) 770.642.6501

E-Magazine - **Atlanta Tribune** is now available in full online! Get all of what you love in print at your fingertips on your computer, tablet and mobile device at www.atlantatribune.com.

Feedback - We welcome your comments on our publication and on the events that affect Black Atlanta. E-mail your letters to kmines@atlantatribune.com or tweet us at @atlantatribune and visit our Facebook fan page.

Article Queries - Writer and submission guidelines are posted online at www.atlantatribune.com.

Subscriptions - To subscribe, renew your subscription or purchase gift subscriptions to **Atlanta Tribune: The Magazine**, visit our Internet edition at www.atlantatribune.com or e-mail circulation@atlantatribune.com.

Visit us on the Web - Sign on to the **Atlanta Tribune** Internet edition at www.atlantatribune.com. You'll also find information online that you won't find in **Atlanta Tribune: The Magazine.**



with Citizens Trust Bank's Prestige Elite Visa



- No Annual Fees*
- No Balance Transfer Fees
- Every Day low APR* not just an introductory rate

Apply Today!

www.ctbconnect.com 1.888.214.3099



*A variable 7.50% APR is for the Citizens Trust Bank Prestige Elite VISA card only. APR is calculated by using the Prime Rate as published in the "Money Rates" section of The Wall Street Journal. As of 12/31/2015 the Prime Rate was 3.50%. A penalty APR of 21.00% may be applied to your account if you make a late payment. If your APR is increased for this reason the Penalty APR will apply until you make is it consecutive minimum payments when due. There are no annual, memberships, foreign transaction or balance transfer fees associated with the Citizens Trust Bank Prestige Elite, Classic ATL credit card products. Penalty fees may be applied (Up to \$30) for Late Payments and over-the-credit limits. The penalty fee for Returned Payments (Up to \$32) may be applied.





follow us on:



What You're Saying...



TWITTER AND FACEBOOK CHATTER



We love to hear what you're thinking!

Email us, tweet us @atlantatribune or let us know on our Facebook fan page. We're listening.



"Thank you @UPS for hosting @atlantatriune's #AT16MYBF. Your team (staff) is both welcoming & resourceful. I felt so cared for like a package. Atlanta Tribune doesn't disappoint when it comes to providing access to viable #business networks #film #branded #entertainment."

- Isha Edwards @EPiC_Isha



H.J. Russell & Company: The Atlanta Connection to the Smithsonian National Museum of African American History and Culture

- f "Congratulations to the Russell family for being a part of such great history. Well done." — Cheryl Alexander
- Well Done!!! Glad you were a part of this wonderful project!!" — **Lisa Moreland Overton**
- "Very proud of our local talent in Atlanta. HJ Russell constantly Lifts as they Climb" — Eric W. Wilson
- "SO very proud of you all. Thank you for representing Atlanta and showing the world what we have to offer!!!" - Angela Renee' Williams
- f "This is Outstanding! Congrats to the entire Russell family past and present!!" — Marlena Vincent

Cosmetic Dentistry-Orthodontics-Oral Surgery-Implant & Sedation Dentistry









Dr. Shawn P. Lottier. DDS. MAGD. DICOI Mastership, Academy of General Dentistry Diplomate, International Congress of Oral Implantologists



3400 Peachtree Rd. NE, S 1125 Atlanta, GA 30326 404-365-0211

www.comfortsmilesatlanta.com



Youth Foundation, Inc.

Live.

Learn.

Thrive.



Join Us! → Friday → December 2, 2016 → 7 PM



for the 6th Annual Pinnacle Awards & Scholarship Gala, honoring philanthropic professionals and students who excel!

Georgia Power Auditorium | 241 Ralph McGill Blvd. | Atlanta, GA 30308 Vendor Space & Sponsorships Available! Call 1-800-551-3775

Purchase tickets online at

www.livehealthyandthriveyouth.org

THE EDITOR'S VIEW





he Best of Atlanta could be the theme of so many issues that we work on throughout the year. It is, however, reserved annually to highlight the best of black business in Atlanta and so it couldn't be a more fitting labeling

of the companies that stood out this round. But, what excites me most about this issue is the celebration of AT's 2016 Hall of Fame honorees corporate titan Thomas W. Dortch Jr., and the iconic power couple Henry "Hank" and Yvonne Thomas. All three, exceptionally successful in business, have also significantly impacted the communities around them with a commitment to civic leadership that is unmatched. And so it is fitting that we include them under our best of the best banner.



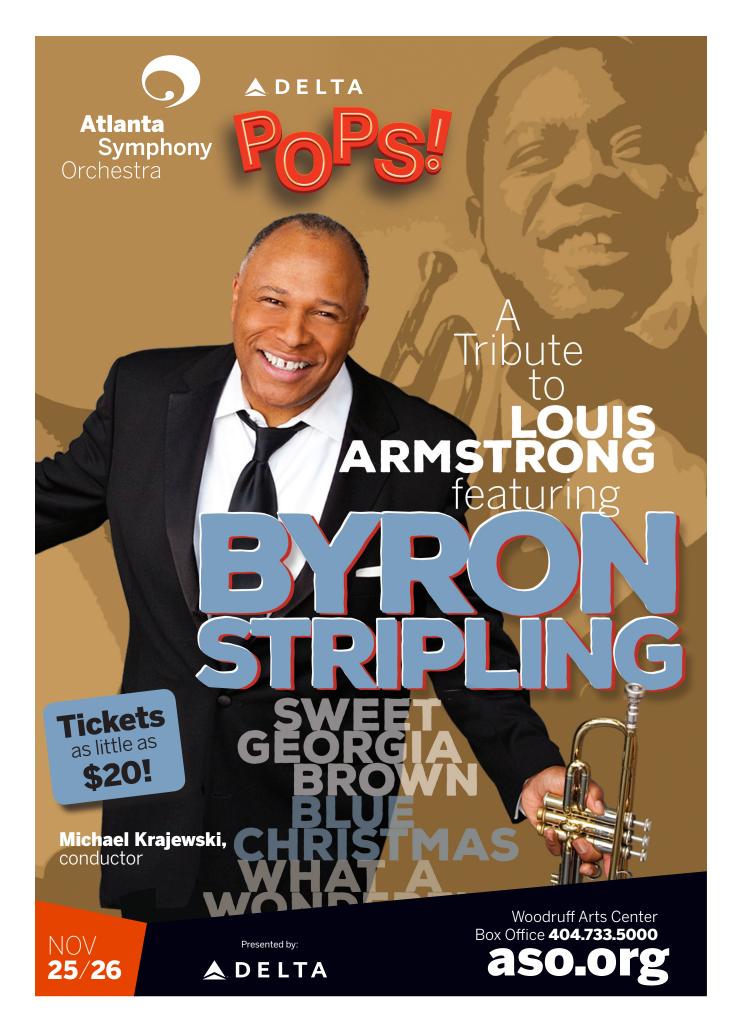
Katrice L. Mines EDITOR kmines@atlantatribune.com

p. 43

ALSO IN THIS ISSUE:

- It's just about time for you or your child to be filling out a 2017 FAFSA form, which means it's the perfect time to start hunting for scholarships. So we're giving you a head start with our second guide of the year. Tip: Remember to scour your college or university's free money options as most merit and need-based scholarships from schools are not competitive; one need only meet certain requirements. Apply, apply, apply. **pg. 28**
- Also, check out this month's Tax Smarts for tax-free savings options for college. Every little bit helps. pg. 19
- Need gift ideas? We've got you covered with our Executive Gift Guide. pg. 43
- Declutter your life (this month well before the new year) with our Tip Sheet on which records to toss and which to keep. pg. 65

11





Our News This Month

current 14 business affairs 17 tech suite 46

SPEND DIFFERENT

ounded by Eldredge Washington and Antwon Davis, Spendefy is an Atlanta-based but nationally poised tech company and digital platform that makes it easy for consumers to discover amazing blackowned businesses in their city.

The Beginning

"We've built a platform to leverage the power of consumerism for economic and social good. We believe supporting local black-owned businesses is one way we can contribute to economic and social good. We're creating awareness and exposure for amazing black-owned businesses around the United States. After observing the ongoing lack of support for black-owned businesses in Atlanta and around the country, our team began to erect a plan to build solidarity between blackowned businesses and conscious consumers. We gathered data and statistics, and conducted our own surveys to get a deeper understanding of the state of black-owned businesses in America. What we discovered was both alarming and inspiring."

The Problem

"According to the University of Georgia's Selig Center for Economic Growth, money circulates zero to one time within the black community, compared to the more than six times it circulates in the Latino community, nine times in the Asian community and unlimited amount of times within the white community. Although Black Americans currently have a buying power of \$1.3 trillion, studies prove that 8 out of 10 black-owned businesses will fail within their first 18 months of launching. This is mostly due to a lack of exposure and financial support. Once we gathered all of this information, it provoked and inspired our team to create the solution which is now formally known as Spendefy."

The Solution

"We are challenging the shallow myths that claim that black-owned businesses cannot, will not, and do not operate in a professional manner by helping our users discover amazing black-owned businesses online, where they live, and where they work. Our platform enables black business owners to tell their story as it pertains to the history, intent, and vision of their company; while simultaneously facilitating a way for conscious consumers to connect with those business owners in a genuine way. Lastly, Spendefy allows conscious consumers like you to support local black-owned businesses by choosing to spend different." AT

Read our full Best of Atlanta coverage on page 35



BEHIND THE SCENES

CATHERINE BUELL TAKES REINS OF ATLANTA HOUSING AUTHORITY

atherine Buell was named president and CEO of the Atlanta Housing Authority, succeeding longtime leader Joy Fitzgerald, who is retiring in December.

"I am proud of what we have accomplished as a team," Fitzgerald says. "And I will miss collaborating with AHA's excellent staff on the important work of providing safe, affordable housing for Atlantans."

During Fitzgerald's 12 years as vice president of real estate development and CEO, the Authority significantly expanded the number of households served; closed transactions on 21 mixed-income, public-private partnerships for multifamily and senior housing, producing 2,886 units while securing an additional 3,326 units of affordable housing through contracts with privately owned apartment complexes.

It also deftly brought technological innovations to the authority's customer service operations, which allowed for a significant increase in voucher utilization. Perhaps most significantly — the Authority opened the Housing Choice Waiting List for the first time in 10 years.

"The board is delighted Ms. Buell has agreed to succeed Ms. Fitzgerald as president and CEO. We are confident that with Catherine's wealth of senior leadership and real estate experience, she will enhance the authority's focus on expanding affordable housing throughout Atlanta," says Daniel Halpern, the board chair.

Buell brings years of real estate and economic development experience to the position. Prior to joining the authority, she served as the executive director of St. Elizabeth's East. Located adjacent to the future home of the consolidated U.S. Department of Homeland Security's headquarters, St. Elizabeth's East is the largest redevelopment project for the Washington government —



estimated at \$2.5 billion over the next 20 years.

In addition, she led the District of Columbia's economic development efforts on a number of retail, office and mixed-income projects including overseeing the development, construction and operation of Gateway D.C., a state-of-the-art park and pavilion.

Buell also developed and managed the creation of the RISE Demonstration Center, a technology and innovation center that serves as a host to various conferences, technology and innovation events, job training and community programs. And she drove the district's effort to identify development partners for the first phase of development of St. Elizabeth's East, which focused on creating a mixed-income, transit-oriented community that features the adaptive reuse of historic buildings, affordable housing, and commercial and retail development as well as arts uses, including an entertainment and sports arena that will serve as the home to the Washington Wizards practice facility and Mystics performance arena.

"I look forward to building on the accomplishments of Ms.
Fitzgerald in our efforts to expand affordable housing throughout
Atlanta," says Buell. "AHA is gifted with an incredible, highly
skilled staff, and together we will play a leading role in providing
affordable housing, educational and employment opportunities to
thousands of Atlantans." AT





BIG SAVINGS

According to a recent study published by the Federal Reserve Bank of San Francisco, over a lifetime, the average U.S. college graduate will earn at least \$800,000 more than the average high school graduate — even after taking into consideration the cost of college tuition and the four years of lost wages it entails. Despite this, most people still feel that a college education is worth the investment.

That said, however, the need to set money aside for their child's education often weighs heavily on parents. Fortunately, there are two savings plans available to help save money as well as provide certain tax benefits. Let's take a closer look.

The two most popular college savings programs are the Qualified Tuition Programs or Coverdell Education Savings Accounts. Whichever one you choose, try to start when your child is young. The sooner you begin saving, the less money you will have to put away each year.

For example: Suppose you have one child, age 6 months, and you estimate that you'll need \$120,000 to finance his college education 18 years from now. If you start putting away money immediately, you'll need to save \$3,500 per year for 18 years (assuming an after-tax return of 7 percent). On the other hand, if you put off saving until your son is 6 years old, you'll have to save almost double that amount every year for 12 years.

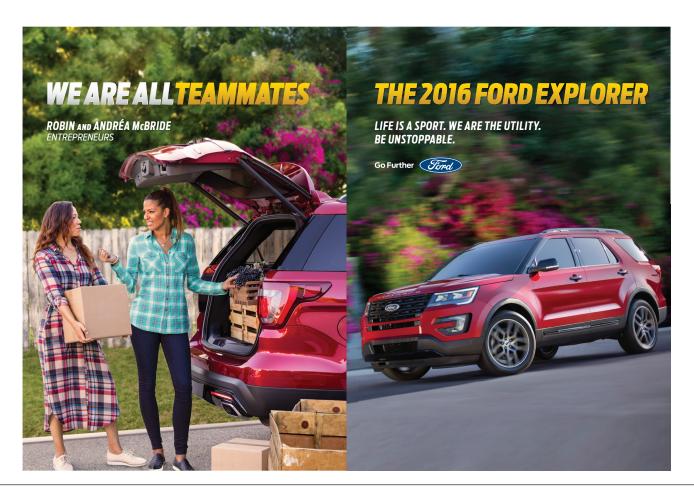
Saving with Qualified Tuition Programs

Qualified Tuition Programs, also known as 529 plans, are often the best choice for many families. Every state now has a program allowing persons to prepay for future higher education, with tax relief. There are two basic plan types, with many variations among them:

- The prepaid education arrangement. With this type of plan, one is essentially buying future education at today's costs, by buying education credits or certificates. This is the older type of program and tends to limit the student's choice to schools within the state; however, private colleges and universities often offer this type of arrangement.
- Education Savings Account. With an ESA, contributions are made to an account to be used for future higher education. You may open a 529 plan in any state, but when buying prepaid tuition credits (less popular than savings accounts), you will want to know what institutions the credits will be applied to. Unlike certain other tax-favored higher education programs, such as the American Opportunity Credit (formerly the Hope Credit) and Lifetime Learning Credit, federal tax law doesn't limit the benefit to tuition, but can also extend it to room, board.

and books (individual state







ATTORNEYS' CORNER

TIMEIRYA KEELS ESQ.

A Family Law Natural

Imeirya Keels did not plan to become a family lawyer, but after she found so many people needing advice, counsel and compassionate yet firm representation in divorce, child custody and support litigation matters, family law found Keels. She now heads The Law Office of Timeirya Keels-Fitch LLC in Atlanta. As a trusted advisor to her clients, she often finds herself directing grander results beyond individual client interests of who gets the best car or their preferred move out date. "Parents in family law are sometimes more focused on their own desires instead of what is best for their children. It is my job to remind them of what is truly important," says Keels, a graduate of Spelman College and Loyola University School of Law.

1. Does being a family lawyer require a certain patience, and does that often conflict with your own efficient instincts as an attorney and businesswoman?

This area of the law is very emotionally driven. It is most often more about family counseling than legal counseling. It does not conflict with my efficient instincts anymore as I have learned to be patient with the process and with my clients. Clients just want to know that you care. I strive to let all of them know that I care about their life changes and that I will do everything possible to make it a good transition.

2. What are the more challenging legal issues that you have overcome and prevailed over in favor of your client in court?

There is inevitably one person that does not want to get a divorce. I have successfully worked with opposing parties and opposing counsels to make sure that we don't allow personal feelings to interfere with the process. One of the most challenging issues is child support, where I have successfully worked with forensic accountants to determine the appropriate amount of child support based on the parties' incomes. These accountants testify as expert witnesses in court to inform the court of their findings. Custody is a big issue that is difficult to present. No one wins in custody battles, but my clients have been satisfied with my presentation to the court as to why it is in the child's best interest to live with them.

3. Who do you compete with for clients - and how do you distinguish yourself and get the word out?

Most of my clients come as referrals from former clients. I am happy to know that my clients are satisfied with my representation so much so that they recommend others to me.

4. What are your long-term goals as a lawyer, and as a business professional?

My long-term goal is to sit on a juvenile or superior court bench. I want to become a mentor to younger attorneys as well.



5. At the time that this magazine is published, America likely will be days away from choosing a new president, so feel free to show us your crystal ball skills and pick our new president. Also some have called this the most important presidential election in a lifetime. Do you believe that? How is that possible after the election of our first African-American president in 2008?

I believe that all U.S. presidential elections are important to our future. We are choosing another leader of the free world. We must be extremely careful about the leadership that we choose because our safety and status as the most powerful country in the world is at stake. We must pick someone who is inclusive of our diverse culture as well as relatable and persuasive with other world leaders. In my opinion, I will happily welcome Hillary Clinton to take on the position. She is a fearless leader and an accomplished attorney. America will be in good hands with her as our president. **AT**



Brian D. Poe, Esq. is managing partner of Brian Poe & Associates, Attorneys, PC and director of a national legal search firm. He can be reached at 404.880.3318 or via e-mail at brian@thesigningattorney.net or brian@esquire-connect.com.

Legal**SMARTS**



Is Your Company Effectively Managing Its Multi-Generational Workforce?

xperts now report that the modern workplace may soon have employees ranging in age from 18 to 80. With fresh-faced newcomers coming into the workplace where the established middle generation dominates the decision-making, can the workplace weather the inherent differences? Each generation in the workplace brings different value judgments, stereotypes and workplace-based aspirations. These differences form the basis for potential conflict. What can management do in order to overcome these differences and create a workplace that fosters productivity and intergenerational harmony? Knowing what motivates each group is the first step in the right direction.

Pre-Boomers, born between 1925 and 1945, comprise the first and smallest group represented in the modern workplace. This technochallenged group is normally comprised of good team players, who are also loyal and hard-working.

The Baby Boomers, born between 1946 and 1964, are generally focused on teamwork and collaboration. This group is not afraid of challenges and normally exhibits a strong work ethic. They are currently the largest group in the American population.

Generation X, born between 1965 and 1976, is the next group represented in the workplace. This is a techno-savvy group who desires independence and work life balance. This group also yearns to be viewed as leaders.

The second largest group in the American population, is known as Generation Y, aka the Millennials, born 1977 to 1994. This group is technosupreme and is generally always connected. As a rule this group values flexibility, independence and they want their work to matter. Now that we know the groups, what can management do to encourage the groups to work together?

A successful office environment must ultimately become a melting pot where each of these generations can thrive. For both Pre-Boomers and the Baby Boomer generation, one of their greatest talents is to build consensus and effect change. This desire to be respected and praised and seen as a valuable authority in the workplace are also significantly motivating for this group.

GenXer's tend to be motivated by and value independence and the potential for advancement at work. They tend to be comfortable with diversity and tend to focus on similarities rather than the differences among those around them. This group also tends to value stability and tends to stay at jobs to build careers.

Much has been written about the arrival of the Millennials in the modern workplace. This group prefers a friendly and congenial workplace atmosphere. They also desire a diverse workplace. Based upon their techno-savvy skill set, this generation possesses a valuable skill that prior generations do not have in such a large measure. In addition to this measurable technological advantage, Millennials are also viewed as quick learners.

Although the differences are well-documented, in the end, managers that focus on how to get the best from all employees rather than focusing on differences between generations, will see the best results. By overcoming stereotypes and viewing each employee as an individual, while simultaneously recognizing generational differences, employers can create harmony in the multi-generational workplace. Teambuilding can be accomplished by using the strengths of each group to develop teams with a clear expectation of goals and strategies. Management can use different communication styles to motivate employees based on their value preferences and technological capabilities. Get ready, the multigenerational workforce is here to stay. Ar



Thomas A. Cox, Jr., is an attorney in the Atlanta office of Fisher Phillips, a national labor and employment law firm representing management across the country. Thomas represents corporate employers in all facets of labor and employment litigation defense, counseling on Affirmative Action, EEO Compliance, and corporate training. He can be reached at (404) 231-1400, or via email at tcox@fisherphillips.com. Please follow Thomas on Twitter @employeradvisor.

Tax**SMARTS**

Tax-Free Savings Options for College

The cost of college is going up. Here are the most current tax policies, tips and exceptions related to Qualified Tuition Programs.

Income Tax

Contributions made by an account owner or other contributor are not tax deductible for federal income tax purposes, but earnings on contributions do grow tax-free while in the program. Distributions from the fund are tax-free to the extent used for qualified higher education expenses while distributions used otherwise are taxable to the extent of the portion which represents earnings. A distribution may be tax-free even though the student is claiming an American Opportunity Credit (formerly the Hope Credit) or Lifetime Learning Credit, or tax-free treatment for a Coverdell ESA distribution, provided the programs aren't covering the same specific expenses. Distribution for a purpose other than qualified education is taxable to the one getting the distribution. In addition, a 10 percent penalty must be imposed on the taxable portion of the distribution, which is comparable to the 10 percent penalty in Coverdell ESAs. The account owner may change the beneficiary designation from one to another in the same family. Funds in the account roll over tax-free for the benefit of the new beneficiary.

Tip: In 2009, the American Recovery and Reinvestment Act added expenses for computer technology/equipment or Internet access to the list of qualifying expenses. Software designed for sports, games, or hobbies does not qualify, unless it is predominantly educational in nature. In general, however, expenses for computer technology are not considered qualified expenses.

Gift Tax

For gift tax purposes, contributions are treated as completed gifts even though the account owner has the right to withdraw them. Thus, they qualify for the up-to-\$14,000 annual gift tax exclusion in 2016 (same as 2015). One contributing more than \$14,000 may elect to treat the gift as made in equal installments over the year of the gift and the following four years so that up to \$56,000 can be given tax-free in the first year. However, a rollover from one beneficiary to another in a younger generation is treated as a gift from the first beneficiary, an odd result for an act the "giver" may have had nothing to do with.

Estate Tax

Funds in the account at the designated beneficiary's death are included in the beneficiary's estate, another odd result, since those funds may not be available to pay the tax. Funds in the account at the account owner's death are not included in the owner's estate, except for a portion thereof where the gift tax exclusion installment election is made for gifts over \$14,000. For example, if the account owner made the election for a gift of \$56,000 in 2016, a part of that gift is included in the estate if he or she dies within five years.

Tip: A Qualified Tuition Program can be an especially attractive estateplanning move for grandparents. There are no income limits, and the account owner giving up to \$56,000 avoids gift tax and estate tax by living five years after the gift, yet has the power to change the beneficiary.

Saving with Coverdell Education Savings Accounts

You can contribute up to \$2,000 in 2016 to a Coverdell Education Savings

account (a Section 530 program formerly known as an Education IRA) for a child under 18. These contributions are not tax deductible but grow tax-free until withdrawn. Contributions for any year, for example, 2016 can be made through the (unextended) due date for the return for that year (April 17, 2017). There is no adjustment for inflation; therefore, the \$2,000 contribution limit is expected to remain at \$2,000.



Only cash can be contributed to a Coverdell ESA, and you cannot contribute to the account after the child reaches his or her 18th birthday.

The beneficiary will not owe tax on the distributions if they are less than a beneficiary's qualified education expenses at an eligible institution. This benefit applies to higher education expenses as well as to elementary and secondary education expenses.

Anyone can establish and contribute to a Coverdell ESA, including the child. An account may be established for as many children as you wish; however, the amount contributed during the year to each account cannot exceed \$2,000. The child need not be a dependent, and in fact, does not even need to be related to you. The maximum contribution amount in 2016 for each child is subject to a phase-out limitation with a modified AGI between \$190,000 and \$220,000 for joint filers and \$95,000 and \$110,000 for single filers.

A 6 percent excise tax (to be paid by the beneficiary) applies to excess contributions. These are amounts in excess of the applicable contribution limit (\$2,000 or phase out amount) and contributions for a year that amounts are contributed to a Qualified Tuition Program for the same child. The 6 percent tax continues for each year the excess contribution stays in the Coverdell ESA. **AT**



Steve Julal is a principal with VAAS
Professionals. He is a certified public
accountant and a member of the Georgia
Society of CPAs as well as the American
Institute of Certified Public Accountants.
Julal can be reached at 404.223.1058, or via
e-mail at steve.julal@vaasprofessionals.com.



SECALL THEM CONTROL CONTROL







By Leah Stone and Chela Counts | Photography by Alex Jones

For the 2016 Hall of Fame, we salute our community heroes in business, civil rights and education.



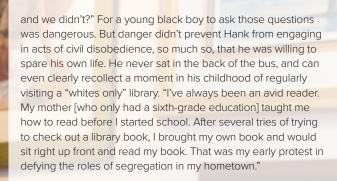
FROM CIVIL RIGHTS TO FINANCIAL FREEDOM

he term "hero" can be used to describe an individual with characteristic traits of vigor, bravery, and nobility, who has made a great sacrifice for humankind. Intended to be used more carefully than loosely, it's undoubtedly fitting for Purple Heart recipient, black franchisee multi-millionaire and civil rights activist Henry "Hank" Thomas.

Humble Beginnings

A native of St. Augustine, Fla., Hank recalls his upbringing as one similar to most African Americans in the early '40s and '50s. "I grew up in what is now considered poverty ... even though at the time we didn't know we were poor," Hank says. Raised by his mother (now 94 years old), and a now deceased aunt and uncle, he attributes his kind nature and passion for helping others to his mother. "She is an angel," he says. As kind as Hank was raised to be, he took notice early on of the unkind and unfair treatment of blacks by whites. "As early as maybe 7, 8, 9 years old, I knew that there was a difference between the way white people lived and the kinds of houses they lived in versus how we lived; and from time-to-time I would ask my mother, 'why is it that white people seem to live better and especially seem to have plenty of food to eat

By Chela Counts



The Freedom Ride

Hank would soon venture away from home to earn his postsecondary degree at Howard University where he adopted the moniker "Hank," and became even more involved in civic activities — one of which included his participation as a 'Freedom Rider' with regular attempts to integrate facilities in the south. On May 14, 1961, white protestors in Anniston, Ala., descended upon Hank and his counterparts with violence. They taunted and followed the Greyhound bus before throwing a bomb on board and brutally beating Freedom Riders. "During those terrible minutes, I thought those were going to be my last moments of life," he recalls. "It took just a matter of minutes for the bus to be filled with smoke and flames in the back, and I had to make a decision within minutes. If I got off the bus, the mob — a bloodthirsty group known as the Klan — was going to kill me; and if I stayed on the bus I was going to be killed by the smoke and fire. So, I decided to take what I thought was the easiest route, and virtually commit suicide by staying on the bus, and I thought that was the way I was going to die." But Hank wasn't going to die. Flames from the bus had reached the fuel tank and blew out the entire back portion. Mob participants were afraid the bus would blow completely, and therefore dispersed before it could. "That is the only way we were able to get out."

Divine Intervention

Hank would soon return to Howard only to face yet another battle that would require him to serve as an infantry medic during the Vietnam War. "After I returned to Howard University, Southern draft boards were playing some dirty tricks, if you will, with people who had been in the civil rights movement," Hank explains. "If you left the jurisdiction where you had registered, which in my case was St. Augustine, Fla., and didn't notify them within 30 to 90 days of your relocation, you could be subject immediately to being drafted in the Army. In my case, it was that I had come to Howard University without notifying them that I had moved."

In April of 1966, Hank was injured during an ambush and immediately sent to an Army ward to recuperate. While in the ward, he observed the white men speaking of the businesses they would soon go home to start, or return to businesses they had left. "At that moment, I thought that I was just as smart as these guys, if not smarter, so why couldn't I talk about going into

business?" Luckily for Hank, his relocation to Atlanta after the war resulted in not only finding a business partner, but also where he would soon find his wife.

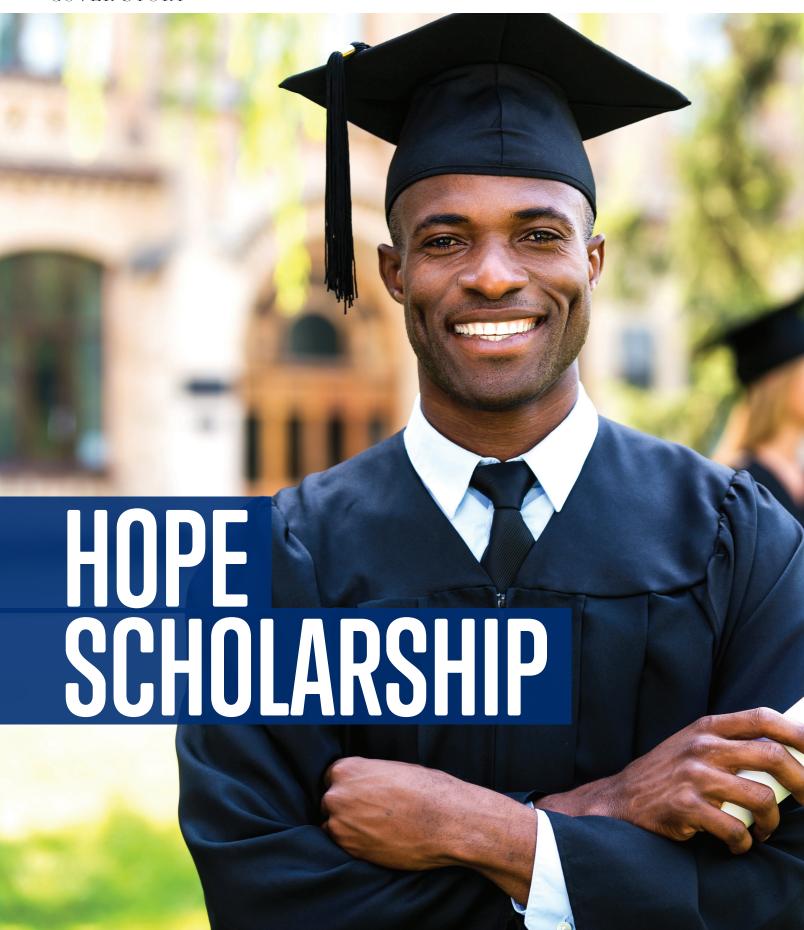
Power Couple

By the early '70s, when Yvonne Thomas relocated to Atlanta from her hometown of Columbia, S.C. — as one of the first African Americans to graduate from the University of South Carolina — Hank was now a franchise owner of a local Dairy Queen, and a frequent visitor of the bank Yvonne worked for at the time. "The first day I recognized him, he was dressed in the uniform for the day for Dairy Queen," Yvonne recalls. "All white, big brogan shoes, and what made him stand out was that he had a holster with a gun strapped on, and the gun went from his waist to his knee. Now here's a guy that's 6'5," and my first reaction was that I was in the Wild West," she says. "I started to hit the hold-up button, but then thought: 'surely there's got to be other people that notice this guy out here.' I eased into my manager's office and told them that there was a guy in the lobby with a gun and they said: 'Oh, that's just Hank Thomas. He's coming to make a deposit.' I just rolled over in laughter, and they figured: 'hey, we need to introduce these two people.' That was our first meeting."

The two were wed in 1973. Yvonne began to handle all financial affairs of Hank's businesses, until one day she too took part in a joint venture to own what would be Hank's fourth successful franchise, and her first, a Burger King on Cascade Avenue. From here, the couple made yet another mark in history by turning a profit within two months of operating. "We were doing so well with Burger King that people at McDonald's heard about it and the opportunity came along for us to own our first McDonald's," Hank says. Within a short span of time, they soon owned nine McDonald's.

By 1982, the Thomas' founded Hayon Group, followed by Victoria Hospitality — named after their first grandchild — in 1999. To date, they have owned and operated a total of 17 businesses (a coin laundry mat, Dairy Queen, Wishbone, Burger King, nine McDonalds and four Marriott hotels), with the belief that true independence and freedom comes from not only owning your own business within your community, but circulating that wealth within your community as well. They've sold all of their McDonald's locations and now own one Marriott hotel in Jacksonville, N.C.

"But we're still engaged in civic activities," Yvonne says. Hank is still actively engaged in serving on the Board of Trustees for Morehouse School of Medicine, Atlanta Metropolitan College and Tougaloo College just to name a few, and Yvonne as a soon-to-be lecturer for Atlanta Metropolitan College. "I was in business, my wife was in business, and we were very successful in it. That was an extension of my civil rights days — sitting in and picketing. So, the ownership of business and hiring people and providing jobs to people was very, very important to us." AT



24





26

change agent tackles everything from organizational effectiveness to personal improvement, and according to Thomas W. Dortch Jr. , "changes the environment and conditions to the betterment of people. I've tried to first do this for African-American people then for those left out and left behind regardless of their color."

Throughout his 30-plus year career, Dortch, chairman and CEO of TWD Inc. has done just that, touching lives in a variety of sectors public and private.

His journey began as a member of the last segregated high school class in town. After graduating in 1968, he attended Fort Valley State University, earning a degree in sociology, serving as Student Government president and actively registering students to vote. Dortch learned from his father's example as an entrepreneur in a small town that there was power in aligning likeminded people towards your objective.

"I watched the power of my father in a little old town where we were only 10 percent [of the population], but he and the African-American business owners got together and voted in block; every candidate they supported won."

Shortly after his graduation, through efforts that he spearheaded, the first African-American mayor was elected in Fort Valley.

Dortch continued to influence within the private sector becoming the first African-American director of the Democratic Party of Georgia. He established a relationship with U.S. Senator Sam Nunn and worked his way through the staff ranks to later become the first African-American state director for any U.S. Senator. During his tenure, he expanded procurement opportunities for African Americans and minorities in the federal sector and supported groundbreaking legislation for Historically Black Colleges and Universities. Despite being on a successful path, Dortch decided to change careers.

"In 1994, I decided to get a real job," Dortch jokes. "I started my first company TWD Inc. which is now one of six companies that I own."

TWD Inc. offers customized systems and service solutions that address information technology challenges. Around this time, Dortch began his journey with the 100 Black Men of America after helping to found the Georgia chapter. The organization is designed to improve the quality of life for African-Americans and other minorities ensuring the future of their communities by providing resources for the youth. He has served as the chairman and international chairman of the organization and is credited

with leading the creation of an aggressive plan entitled Four For The Future™, which represents the four areas in which 100 Black Men delivers its core programmatic initiatives. He was also instrumental in health initiatives that encourage men to get routine prostate exams. As a 27-year survivor of Adrenal Carcinoma, a cancer with only an 8 percent survival rate, this effort is close to his heart.

In addition to his work with 100 Black Men, Dortch has created numerous non-profits, including the National Black College Alumni Hall of Fame and the National CARES Mentoring Movement.

Mentoring is a foundational value for Dortch who truly enjoys shaping and developing the youth.

"All too often, people forget when we were young we had support and people in our lives that helped make a difference," Dortch says. "We're still in a nation where our children will not see success and fulfill their potential unless we continue to work with them and fight a clear way for them."

Dortch discusses the importance of mentoring and outlines how to be successful in his 2009 book, "The Miracles of Mentoring: How to Encourage and Lead Future Generations." His teachings have received critical acclaim from notable actor Blair Underwood and Spelman College's first African-American female president, Johnnetta B. Cole.

He believes the investment made by mentoring will pay long-term dividends.

"I invest every day trying to make a difference and if we have enough people in our community that have that attitude, we will see a difference."

Despite all of his accomplishments, Dortch lives by the motto that he'll "give out before he gives up" and, as such, he plans to continue to hold himself and his community accountable. In the future, he looks forward to continuing work with Grady Memorial Hospital making healthcare more accessible.

He hopes to spend more time with his six grandchildren and pursue interests in deep sea fishing and winemaking.

Ultimately, he is ready for whatever God places in his path.

"I stand ready for any challenge and to be a part of the effort [because] God works in us in many ways and we have to be true to our blessings and give back." AT



2016 - 2017 SCHOLARSHIP GUIDE

Scholarships are quite often essential to students' ability to successfully matriculate college and situate themselves at the best possible launching point — with little to no educational debt. Roughly \$122.7 billion in scholarships were awarded in 2013-2014, and according to CollegeRaptor.com — just 13 percent of those from private sources while colleges and universities offer billions in merit and need-based aid each year. The good news: there's no shortage of money available to students who qualify. The bad news: too few know how and where to locate the funding. And something else to consider, most merit and need-based scholarships from colleges are not competitive; one need only meet certain requirements. Enter our end-of-the-year roundup. Consider it our gift to you.

Institute of Industrial Engineers

Award Amount: \$4,000 annually, non-renewable

Deadline: November 15, 2016

www.iienet2.org/details.aspx?id=955

William Randolph Hearst Endowed Fellowship for Minority Students

Award Amount: \$4,000

Deadline: November 18, 2016

www.aspeninstitute.org/programs/program-on-philanthropy-and-social-innovation-psi/william-randolph-hearst-endowed-

fellowship-for-minority-students/

Blacks in Safety Engineering Scholarship

Award Amount: \$1,000 annually, non-renewable

Deadline: December 1, 2016

www.foundation.asse.org/education.php

APTA Minority Scholarship for Physical Therapist Assistant Students

Award Amount: \$2,500 annually, non-renewable

Deadline: December 1, 2016

www.apta.org/HonorsandAwards/Scholarships/

MinorityScholarship/

APTA Minority Scholarship for Physical Therapist Students

Award Amount: \$6,000 Deadline: December 1, 2016

Deddille. December 1, 2010

www.apta.org/HonorsandAwards/Scholarships/

MinorityScholarship/

UPS Diversity Scholarship

Award Amount: \$5,250 annually, non-renewable

Deadline: December 1, 2016

www.foundation.asse.org/education.php

AfterCollege Stem Inclusion Scholarship

Award Amount: \$500 annually, non-renewable

Deadline: December 31, 2016

www.aftercollege.com

Dave Caldwell Scholarship

Award Amount: \$10,000 annually, non-renewable

Deadline: January 10, 2017

www.awwa.org/membership/get-involved/student-center/

awwa-scholarships.aspx

Holly A. Cornell Scholarship

Award Amount: \$7,500 annually, non-renewable

Deadline: January 10, 2017

www.awwa.org/membership/get-involved/student-center/

awwa-scholarships.aspx

AAUW Selected Professions Fellowship

Award Amount: Fellowships stipends range from \$5,000 to

\$18,000 each, non-renewable Deadline: January 10, 2017

www.aauw.org/what-we-do/educational-funding-and-awards/

Herman and Mary Allen Scholarship

Award Amount: \$1,000 to \$2,500 annually

Deadline: January 13, 2017

www.pinellaseducation.org/Scholarships

(Continued on page 31)





THE MOVE ON WHEN READY PROGRAM

- Earn both high school & college credit while in high school
- FREE tuition & books
- 20+ courses TRANSFER to any college or university in the University System of Georgia & numerous private institutions
- Graduate ahead of your class with college credentials

Atlanta Tech welcomes Atlanta College & Career Academy students from the Atlanta Public Schools!

Please contact Juli Gilyard at 404.225.4427 and jailyard@atlantatech.edu for details.

atlantatech.edu

Colgate Bright Smiles, Bright Futures Minority Scholarships

Award Amount: \$1,250 annually, non-renewable

Deadline: February 1, 2017

www.adha.org/ioh-associate-certificate-scholarships

ABA Diversity Scholarship

Award Amount: \$2,500 (maximum)

Deadline: Varies

www.buses.org/aba-foundation/scholarships/diversity

Freedom From Religion Foundation Catherine Fahringer Memorial Award

Award Amount: \$2,500 Deadline: June 17, 2017 Website Address

http://blackskepticsla.org/scholarship-application/first-in-the-family-freedom-from-religion-foundation-catherine-fahringer-

memorial-online-application/

ACHE Albert W. Dent Graduate Student Scholarship

Award Amount: \$5,000 (Maximum)

Deadline: March 31, 2017

www.ache.org/Faculty_Students/dent_scholarship.cfm

ACS Scholars Program

Award Amount: \$5,000 (Maximum)

Deadline: March 1, 2017

www.acs.org/content/acs/en/funding-and- awards/scholarships/

acsscholars.html

Actuarial Diversity Scholarship

Award Amount: \$4,000 Deadline: May 2, 2017

www. actuarial foundation. or g/programs/actuarial/act-diversity.

shtml

AETNA/NMF Primary Care Fellows

Award Amount: \$10,000 (Maximum)

Deadline: Varies

www.nmfonline.org/aetna-nmf-primary-care-fellows

Smithsonian Institution James E. Webb Internship

Award Amount: \$6,000

Deadline: Varies

www.smithsonianofi.com/internship-opportunities/james-e-webb-

internship/

AICPA Fellowships for Minority Doctoral Students

Award Amount: \$12,000 (Maximum)

Deadline: May 15, 2017

www.aicpa.org/Career/DiversityInitiatives/Pages/fmds.aspx

Barbara Odom-Wesley Spirit of Achievement Scholarship

Award Amount: \$2,000 (Maximum)

Deadline: June 8, 2017

www.arlingtoneducation.org/scholarships.htm

Minority Teacher Education Scholarship

Award Amount: \$4,000

Deadline: Varies

www.ffmt.org/mtes-application-inactive/

Benjamin A. Gilman International Scholarship Program

Award Amount: \$5,000 Deadline: March 1, 2017 Website Address

www.iie.org/Programs/Gilman-Scholarship-Program/About-the-

Program/Eligibility

First in the Family Humanist Scholarship

Award Amount: \$1,000 Deadline: June 10, 2017

http://blackskepticsla.org/scholarship-application/first-in-the-family-humanist-scholarship-award-online-application/

Jesse L. Jackson Sr. Fellows Toyota Scholarship

Award Amount: \$25,000 Deadline: May 30, 2017

www.pushexcel.org/pages/scholarships

Blacks at Microsoft Scholarship

Award Amount: \$20,000 Deadline: March 1, 2017

www.microsoft.com/en-us/ diversity/programs/blacks-

scholarships.aspx

BLM Squared Scholarship

Award Amount: \$1,000 Deadline: July 1, 2017

www.blmsquaredscholarship.org

Brittany Bowers Beauty & Brains Scholarship

Award Amount: \$1,500 Deadline: March 21, 2017

www.dymonintherough.com/scholarships.html

(Continued on page 34)









The moment you've been waiting on is almost here that magnificent moment when the apple of your eye walks across the stage in their cap and gown and grabs their high school diploma. However, a looming fear still remains... How are we going to pay for college? While answers may vary from scholarships and savings plans to loans and work study, there are a few tips that you can use to help you reduce your out-of-pocket costs.

Tip #1: File for aide

Filing early can mean the difference between getting aid and getting left out. For those seeking aid for the 2017-2018 school year the first day to file is October 1st. In addition, the FAFSA will switch from a prior year tax return to a prior prior year tax return. This change means no more waiting until after tax time to complete the FAFSA. The prior prior return will mean that your 2015 tax return will be used to determine eligibility for aid in the 2017-2018 school year.

Reference: www.fafsa.ed.gov; www.student.collegeboard.org/

Tip #2: Timing is everything

Traditional thinking would lead you to believe that four years is all your child will need to complete an undergraduate degree. However, less than 55 percent of students at private colleges and universities actually finish in 4 years and less that 35 percent for state schools. When it comes down to making final decisions on schools completion rates should definitely be a major factor. Planning for four years of college, but paying for six can make a major impact on your wallet.

Reference: www.collegecompletion.chronicle.com

Tip #3: Play to win

Athletic scholarships are some of the most coveted scholarships for talented students. If this is the direction you're looking, it's important to understand that not all athletic scholarships are created equal. The first thing you need to know is that sports are split into two categories; head count sports (at Division I schools) and equivalency sports. Only six sports fall into the category of head count sports, but the scholarships that they provide are all or nothing. Equivalency sports scholarships on the other hand, can be split up according to the coaches discretion. Once you understand how the athletic scholarships work you should also understand that only about 2 percent of graduating high school students receive these awards.

Reference: www.ncaa.org/student-athletes; www.scholarshipstats.com

Tip #4: Understand how to save

While it's not very difficult to find products to save for college, figuring out how they will impact financial aid can be a little bit

more challenging. Even though the expense of college can be one of the largest investments in a child, more often than not most families are ill prepared. From understanding the financial aid process to how income and assets will effect it, parents need answers. The good news is that help is available. For information on seminars and workshops or for assistance with your personal situation call my office and/or visit my website at

d Christopher Seabrook 5909 Peachtree Dunwoody Rd NE

5909 Peachtree Dunwoody Rd NE Ste 725 Atlanta, GA 30324 770-392-0722

www.christopherseabrook.com

Chesapeake Bay Trust Honorable Arthur Dorman Scholarship

Award Amount: \$5,000 Deadline: December 2, 2016

www.cbtrust.org/site/c.miJPKXPCJnH/b.7956387/k.9AE2/

Awards_Program.htm

Chesapeake Energy Scholarship

Award Amount: \$20,000 (Maximum)

Deadline: April 11, 2017

www.dallasfoundation.org/ForStudents/

DallasFoundationScholarships/tabid/215/Default.aspx

Coca-Cola Pay It Forward Scholarship Program

Award Amount: \$5,000 Deadline: May 15, 2017

https://cocacola.promo.eprize .com/payitforward2016/

Leonard M. Perryman Communications Scholarship for Racial Ethnic Minority Students

Award Amount: \$2,500 Deadline: March 15, 2017

www.umcom.org/about/leonard-m-perryman-scholarship

National Press Club Scholarship for Journalism Diversity

Award Amount: \$2,000 Deadline: March 1, 2017

www.press.org/about/scholarships/diversity

Ron Brown Scholar Program

Award Amount: \$40,000 (\$10,000 per year)

Deadline: January 9, 2017

www.ronbrown.org/section/apply/program-des...

The H.O.P.E. Scholarship

Award Amount: Varies
Deadline: August 1, 2017
www.thehopescholarship.org

The Usher Raymond Scholarship

Award Amount: \$25,000 Deadline: April 1, 2017

https://scholarships.uncf.org/Program

Hello, My Name is King Scholarship

Award Amount: \$500 Deadline: April 15, 2017

www.hellomynameisking.org/#!scholarship

The Pearl Scholarship

Award Amount: \$500 Deadline: Feb. 28, 2017

www.psimuzeta.org/sisters-of-the-dove.html

The Reverend Pinckney Scholarship

Award Amount: \$40,000 (\$5,000-\$10,000 per year) Maximum

Deadline: April 15, 2017

http://coastalcommunityfoundation.org/grants/

Xerox Technical Minority Scholarship

Award Amount: \$10,000 Deadline: September 30, 2017

http://www.xerox.com/jobs/minority-scholarships

The Jackie Robinson Foundation

Award Amount: \$28,000 (up to over four-year span)

Deadline: February 15, 2017

www.jackierobinson.org/apply/applicants/

Study Abroad Scholarship in BiH for American Minority Students

Award Amount: \$2,000 Deadline: Varies

http://acbih.org/?page_id=1467

Charles Shelton Veterinary Medicine/Technology Scholarship

Award Amount: \$2,500 Deadline: April 15, 2017

https://thecharlessheltonfoundation.org

Dr. Dan J. and Patricia S. Pickard Scholarship

Award Amount: \$1,000 Deadline: May 31, 2017 Website Address

www.dallasfoundation.org/ForStudents/

DallasFoundationScholarships

The Walt Disney Company UNCF Corporate Scholars Program

Award Amount: \$16,000 (Awards vary)

Deadline: May 15, 2017

https://scholarships.uncf.org/Program/Details

The Best of Atlanta









Best Hair & Beauty



Skin Care

iwi fresh Garden Day Spa

341 Nelson Street Atlanta, GA 30313 iwifresh.com

Jon Ric Luxury Health and Wellness Spa

200 Peachtree Street NW (North Mezzanine Level), Atlanta, GA 30303 jonricspaatl.com

AGRONOMIE. APOTHECARY

404.849.2842 agronomieapothecary.com

Best Natural Hair Salons

The Good Hair Shop

1548 Ralph David Abernathy Blvd Atlanta, GA 30310 thegoodhairshop.com

Oh My Nappy Hair

237 Mitchell Street Atlanta, GA 30303 ohmynappyhair.com

Deeply Rooted

2443 Spring Road Smyrna, GA 30080 deeplyrooted.com



Best Hair Care

Loop Salon

537 Ponce De Leon Ave. NE. Atlanta, GA 30308 loopsalonatl.com

Nubiance Salon

2325 Cheshire Bridge Road Atlanta, GA 30324 nubiancesalon.com

Like the River Salon

240 N. Highland Ave. NE #G Atlanta, GA 30307 liketheriver.com Best Barber

Atlanta Hot Shave

341 Nelson Street Atlanta, GA 30313 atlantahotshave.com







Park Avenue Events

What began more than a decade ago as an effort to channel Hester Parks' creativity by organizing friends' weddings led to the discovery of her passion — event planning. A bit of serendipity and now her immensely rewarding profession, for nine years, the wedding planner extraordinaire has orchestrated distinct "big days," allowing brides and grooms to relax and enjoy their occasion along with every single moment leading up to it.

Because she understands the invaluable effect first impressions make, the social and special event planning arms of Park Avenue Events emphasizes her clients' impact and honors the brands they've created in a way that's as polished as each one's vision — from business luncheons and casual cocktail parties to black-tie galas. Her dream event to plan: a Christian-based conference with Joel Osteen or Bishop T. D. Jakes.

Precise execution of such occasions has been enhanced by what Parks calls a unique perspective about working within financial constraints and making sure every detail is attended to, thanks to her technical background. Inspiration for the former corporate finance executive who is committed to over delivering is derived from travel around the globe and constant research. And based on her company's steady stream of referrals, it's working. AT

BEST OF ATLANTA









Best Professional Services

Best Marketing and Branding Firms

LiquidSoul Media

1024 Hemphill Ave., Suite B Atlanta, GA 30318 goliquidsoul.com

Creative Juice

75 Marietta Street, Suite 503 Atlanta, GA 30303 Itscreativejuice.com

4th Park

hello@4thpark.com 4thpark.com



Best PR and Marketing Strategy

The Garner Circle PR Atlanta

131 Ponce De Leon Ave. Atlanta, GA 30308 thegarnercircle.com

PRecise Communications

55 Ivan Allen Jr. Blvd NW #840, Atlanta, GA 30313 precisecomm.net

The B Firm Public Relations

Info@TheBFirmPr.com TheBFirmPR.com



Best Photographers

JAS Photo

(404) 939-0546 jasphotoonline.com

Alex Jones Photography

alex@picturealex.com alexjonesphotographer.com

Taylor-Ector Photography

booking@taylorectorstudios.com taylorectorstudios.com

BEST OF ATLANTA

















Erika Ward Interiors

Erika Hollinshead Ward comes from a long line of design entrepreneurs. Her grandfather, an accomplished architect, was her first design preceptor, and she intended to follow in his footsteps. He, however, had thoughts of the bigger picture — not just for Ward but for his entire family of artists and self-starters. She should study finance and manage the financial side of the "family business." So, Ward earned a degree in accounting and took her skills where else but into the designbuild industry where she spent several years before parlaying her sharp business acumen and design prowess into success as a highly sought after interior designer, spokesperson and blogger. The wife and mother of five's influential voice in the home improvement sector has led to marketing collaborations with leading home and lifestyle brands including Hinkley Lighting and High Point Market Authority.

How would you describe your design ethos?

EW: I believe well-appointed design brings tailor-made design solutions with special attention given to the things that matter most to the client. With that said, I'm passionate about being a design advocate and bridging

the gap between having a house and what it means to create a home.

What has been your pinnacle project the far?

EW: One of my proudest moments was to have my Clifton Road project featured on the Druid Hills Tour of Homes. What a great feeling it was to not just have photos of my work on display but to actually have hundreds of people walk through a house I fully decorated. I'm still receiving calls from people who took the tour.

Dream Project?

EW: I'd love to design a home in the Caribbean. Soon, I'll have to dream up another project, because this one will soon come into fruition. Stay tuned!

How do you feed your inspiration?

EW: I pray every day, several times a day. This helps me to stay connected to my purpose, stay grateful, remain humble, and provides me with the strength you need to handle work's toughest issues. Travel is also important for me. Taking a break from my daily routine and escaping to another destination helps to clear

my head. I sleep deeper, dream more, and it's then that I often discover solutions to mind boggling problems.

If you could do a project only using one hue, which pops into your mind first?

EW: Blue! Blue has the most beautiful undertones: blue-green, blue-gray, white with blue undertones. In my mind, blue symbolizes relaxation, clarity, cool, comfort.

Describe your downtime?

EW: My downtime is usually spent with my husband and children; however, I've more recently carved out time for myself individually. A long walk, short trip, or a day at the spa are usually my go-to downtime activities.

Are your children showing an inclination toward interior design?

EW: Funny you should ask, my nine-year-old son recently gathered several of my interior design coffee table books and asked if he could take them to his room to read. I was pleasantly surprised by his request and look forward to hearing his feedback on each one.

ΑT

Lifestyle

Best Art Galleries

ZuCot Gallery

100 Centennial Olympic Park Drive, Atlanta, GA 30313 zucotgallery.com

Empty Spaces Gallery

1986 Hosea L Williams Drive NE Atlanta, GA 30317 shopmonicatookesart.com

Notch 8 Gallery

1397 Blashfield Street SE Atlanta, GA 30315 notch8gallery.com/

Best Event Spaces

COZE

255 Trinity Ave. SW A, Atlanta, GA 30303 cozeatlanta.com

The LOFT at Castleberry Hill

170 Northside Drive SW #96, Atlanta, GA 30313 Ioffatch.com

Best Co-Working Space

The Gathering Spot

384 Northyards Blvd. NW #190, Atlanta, GA 30313 thegatheringspot.club

Opportunity Hub

426 Marietta Street, Atlanta, GA 30313 opportunityhub.com

Best Music Store

Moods Music

1131 Euclid Ave. NE, Atlanta, GA 30307 MoodsMusic net

Best Yoga

Chelsea Loves Yoga

chelsealovesyoga.com Firehawk Yoga Onahawk.com

I Love My Temple Yoga

ilovemytemple.com









The Gathering Spot

It's time to unplug and re-connect.

It seems like a novel concept only because social media has blurred the lines of what's real and virtual, fostering facsimiles of connection in its place. The Gathering Spot, then, is quite elemental. Here, you do what humans do: Work, talk, plan ... gather.

Ryan Wilson and co-founder TK Petersen want to bring entrepreneurs and creatives from all walks of life under one roof to recalibrate what collaboration in the same physical space looks like. Whether that's through panels, events or over a meal at the restaurant, the Gathering Spot has unearthed and refined the "watering hole" of yore.

Last year, the founders hit the ground running after raising \$3 million in funding over a two-year period, and then took on memberships from local entrepreneurs including becoming the hub for 10 start-ups in residence.

An innovative, private, members-only city club that brings together a motivated and diverse community of professionals, creatives and entrepreneurs, members will benefit from a 24/7 alternative work and social environment, complete with stimulating events, concierge services, integrated technology and a full-service restaurant and bar

The buy in: The Gathering Spot can serve as a co-working or leisure space; it is conveniently located intown, and easily accessible to Atlanta's major business districts. The private, members-only space is open 24 hours a day, seven days a week for members, allowing members to set up to work for the day, stop by to hear a new speaker or grab breakfast, lunch or dinner from the in-house full service restaurant, WYE—around the clock accessibility.

Designed in a 20,000 square-foot 1900s rail car turnaround with the surrounding tech-savvy community in mind, facility-wide wireless Internet service, private sound-proof rooms called "phone rooms" for business calls and an upstairs work area complete with desk, long tables and a view of the cityscape come standard.

Can you achieve exclusivity without pretense? Atlanta has tried plenty over the years with some hits and misses. It knows the formula well and what it lacks, it makes up for in its intention to be authentic and stay genuinely connected. And if you've forgotten how, at The Gathering Spot, you can learn again. AT

BEST OF ATLANTA

Best Eats

Breakfast, Brunch and Light Fare

Le Petit Marche

1986 Hosea L Williams Drive Atlanta, GA 30317 lepetitmarche.net

The Food Shoppe

123 Luckie Street NW Ste 108 Atlanta, GA 30303 thefoodshoppeatlanta.com

Get Fruity Café

79 Marietta Street Atlanta GA, 30303 mygetfruitycafe.com

Best Dine-In Restaurants

Paschal's

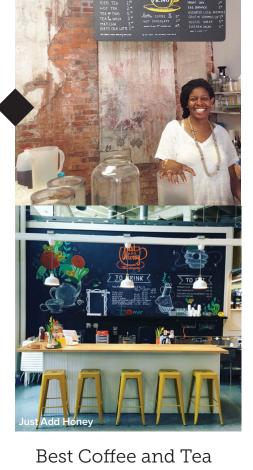
180B Northside Drive, SW Atlanta, GA 30313 pascalsatlanta.com

Cafe Circa

464 Edgewood Ave, Atlanta, GA 30312 cafecircaatlanta.com

J & J Bourbon Bar & Grill

772 North Highland Ave. NE Atlanta, GA 30306 jnjbourbonbar.wixsite.com



Just Add Honey

209 Edgewood Ave. SE, Atlanta, GA 30303 justaddhoney.net

Grant Park Coffeehouse

753 Cherokee Ave. SE, Atlanta, GA 30315 grantparkcoffeehouse.com

Urban Grind ATL

962 Marietta Street NW, Atlanta, GA 30318 urbangrindatl.com







Pizza

Blackwood Pizza Bar

3560 Camp Creek Pkwy. East Point, GA 30344 thepizzabarcc.com

Edgewood Pizzeria

478 Edgewood Ave. SE, Atlanta, GA 30312 edgewoodpizzao4w.com

Do At The View

955 W Marietta Street NW Atlanta, GA 30318 thedorestaurant.com

Vegan/Vegetarian

Tasilli's Raw Reality

1059 Ralph David Abernathy Blvd., Atlanta GA 30310 tassilisrawreality.com

Healthful Essence

875 York Ave. Atlanta, GA 30310 healthfullessence.com

Lovin' It Live

2796 E Point Street, East Point, GA 30344 lovingitlive.com





Afro-Caribbean

Afrodish

209 Edgewood Ave., SE, Atlanta, GA 30303 thecurbmarket.com/afrodish-restaurant

Negril Village Atlanta

30 North Ave. NE Atlanta, GA 30308 negrilvillageatl.com

Scotch Bonnet Jamaican Eatery

4454 Campbellton Road SW Atlanta, GA 30331 @TheScotchBonnet

Lounges

Studio No. 7

393 Marietta Street NW, Atlanta, GA 30313 studiono7.com

Boogalou Restaurant and Lounge

239 Ponce De Leon Ave. NE, Atlanta, GA 30308 boogalouatl.com

BQE Restaurant and Lounge

262 Edgewood Ave. SE, Atlanta, GA 30303 bqelounge.com

Le Petit Marché

Marchet Sparks' father, Isaac, is a proud man.

He is eager to tell the story of how his daughter's Kirkwood restaurant, Le Petit Marché, just expanded, gesturing to where they added roughly 800 square feet of additional space, allowing for 30 additional seats, space for larger parties, a full-sized kitchen, a covered patio with outdoor seating and dedicated customer parking. Business is booming and the quaint Kirkwood neighborhood that Sparks chose to root her French countryside-inspired eatery has embraced it.

Her business opened in 2008 at Kirkwood Station starting as a "little market" as its name nods to. The concept was residue from a 2004 jaunt to France, where the Los Angeles native traveled extensively throughout the southern Provence region and up to Paris and Normandy. Sparks was enamored with the little markets with freshly prepared foods and local goods that freckled the countryside — and the first iteration of Le Petite Marché reflected it. It was full of fresh breads, pestos, foreign and

domestic cheeses, only had three tables, had a heavy focus on market fare and featured a small sandwich counter.

As the economy quickly worsened in 2008, and as they learned more about the needs of their customers, the focus of the market shifted from mostly retail to prepared foods. Its small menu of lunch sandwiches and salads seemed to draw customers in so they scaled back on the retail, promoted the prepared foods, rolled out breakfast and changed the hours to 8 a.m. to 4 p.m. When they added more tables in sheer expectation, they held their breath.

Now, more than eight years later, the little market has become a breakfast and lunch destination.

With "Pop" greeting customers and telling great stories and Sparks' Mom whipping up savory soups every day, Le Petit Marché is cozily familiar ... it's home.

 $\label{eq:continuous} \mbox{ Just ask for the French Toast Sandwich.}$









SYSTEM WIE & F

Call (404) 756-0736 Today!

Home Security

Featuring the latest Green Technology - save up to 40% on utilities







Driveway Probe

(detects vehicles that pull into your driveway)

Use web or mobile interfaces to:



- Arm or disarm your system
- Control lights & thermostats
- Watch live or recorded video
- Receive notifications when cars pull into driveway

Present this coupon & save 15% on the price of a new system!

system5electronics.com



EXECUTIVE GIFT GUIDE







fff Getaway to Sugar Beach in St. Lucia

Lodged in the majestic valley between the world famous Pitons, St. Lucia's Sugar Beach, a Viceroy Resort is an unparalleled beauty to behold. A veritable horde of French West Indies luxury, the namesake should clue you in: Sugar white sand beaches are just the introduction. There are 67 luxury villas and cottages, eight beachfront bungalows and 11 Sugar Mill rooms — each with a private plunge pool and walled garden; some with a roof terrace ... all steps from the water's edge.

www.viceroyhotelsandresorts.com/en/sugarbeach



Black and Abroad

Represent and connect while you globe trot.

\$24.99 | weareblackandbroad.com





Don't expect to read email, browse the Web, or control your home security system on this perfected e-reader. Intuitive, refined and longlasting, Kindle Voyage lets you get lost in your story. For readers only.

\$199.99 | amazon.com



TASTON Martin Picnic Hamper

The Aston Martin Picnic Hamper lets you bring yacht-grade luxury ashore -- all elegance and style combined with luxury and functionality, for an al fresco meal for two. Filled with platinum-detailed English fine bone china, Irish damask linen, stainless steel utensils and lead-free glass wear, all 28 components are securely stored and fastened inside.

\$4,600 | astonmartin.com











Amazon Echo Dot

The Amazon Echo Dot (2nd Generation) is a hands-free, voice-controlled device that uses Alexa to play music, control smart home devices, provide information, read the news, set alarms and more.

\$50 | amazon.com



BLACK+DECKER Performance Countertop Convection Oven

This BLACK+DECKER marvel cooks food 20 percent faster than a conventional oven including pre-heat and cook time — and looks good while doing it.

\$179.99 | blackanddeckerappliances.com



1

J.R. Revelry Bourbon Whiskey

The entry is bold and toasty, and the ending is oaky and spicy — a classic take on an all-American spirit.

\$35 | jrrevelry.com



Tip Juiceman 3-in-1 Juicer

The Juiceman® 3-in-1 Total Juicer is a blender, juice extractor, and citrus juicer, all powered by the same 800W motor. Make your favorite shakes and smoothies, enjoy a glass of flavorful, nutritious juice, or press fresh, homemade orange juice. You can do it all! From juicing to blending, and everything in between, Juiceman® fully supports the art of experimentation!

\$119.99 | juiceman.com





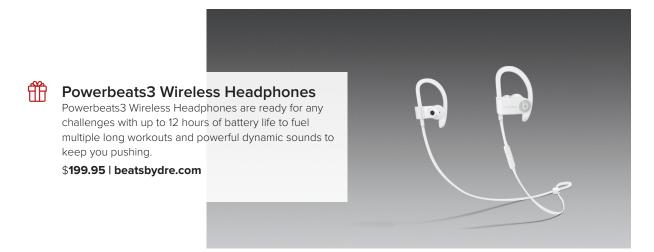




Apple X Hermes Watch Series 2

Apple Watch Hermès is a unique timepiece designed with both utility and beauty in mind. The latest collection features finely handcrafted leather bands from Hermès and Apple-designed watch faces based on the iconic Clipper, Cape Cod, and Espace Hermès watches. Its artful simplicity makes Apple Watch Hermès the ultimate tool for modern life — and an elegant way to live a better day.

apple.com/apple-watch-hermes/





La Prairie Skin Caviar

A lifting and firming phenomenon, pure skin caviar extracts help support natural contours, profoundly improving the appearance of elasticity and tone. Unique proteins create a legendary satiny smoothness. Skin appears firmed and lifted.

\$225 | laprairie.com





About the Author:

Brent Leary is a partner of CRM Essentials. He is co-author of "Barack 2.0: Social Media Lessons for Small Business." You can follow him on Twitter at twitter.com/brentleary

B2C Companies Need Marketing Automation More than Ever

When marketing automation software is discussed, it typically is focused on how the business-to-business sector is implementing it to convert leads into sales opportunities that are worked by the sales team. But business-to-consumer organizations stand to gain just as much, if not more, from using marketing automation solutions.

Kraig Swensrud, chief marketing officer of Campaign Monitor, provider of email marketing and marketing automation products for small and midsize businesses, shares why marketing automation is key to the success of B2C organizations today.

Why has marketing automation, beyond email marketing, been slow to adopt for small businesses? Kraig Swensrud: This type of software has its origins in the FORTUNE 500, not in what I call the FORTUNE 5 million. So what's happened over the course of the last decade or so is a whole new breed of technology companies have emerged taking the benefits of the Internet in terms of creating products with great user experiences, that are easy to understand, and are available at price points that small- and medium-sized businesses can afford. And they've been providing this best of breed technology.

For example, in the marketing space there are great companies like WordPress that you can use to set up a website, or Campaign Monitor that you can use to run email marketing campaigns. Of course Google Adwords lets you, in a self-service way, advertise on the Internet. Or Optimizely, which is a cool new tool for A/B testing, or AdRoll for retargeting. There's a whole host of these simpler and more cost effective tools companies can use to automate their business. [These tools] might be automating their marketing campaigns so they don't have to do things manually or [they] might be automating their sales process which is [why] a lot of folks use CRM.

Is marketing automation important for B2C companies?

Kraig Swensrud: It's equally as important and in some cases more important for B2C companies to be using marketing automation technology as it is for B2B companies. When you have a B2B organization, typically what that means is you're selling to other companies with sales reps and so the marketing department is responsible for generating leads and qualifying those leads, or scoring and nurturing those leads and passing them off to a sales organization. It's using some type of



salesforce automation software. The process of selling is dramatically different when you're a B2B company than when you're a B2C company. Most B2C companies either sell their product directly through brick and mortar stores or of course more and more selling their product on line and those B2C organizations typically use an ecommerce application.

These organizations don't track their customer data in a B2B-focused CRM application. They track their data in either their ecommerce system like their online store, or they've got a specialized customer database. These organizations not only have different processes but they've got different back-end systems. So, things like a Web presence and things like ecommerce are more important to B2C organizations than things like lead scoring or qualification which are terms that they don't even use.

Will new technologies like machine learning and bots make small businesses adopt marketing automation faster?

Kraig Swensrud: The Internet of Things, machine learning, predictive capabilities, bots, and more is incredibly exciting. But what I am really passionate about personally is small- and medium-sized companies. And small- and medium-sized organizations overwhelmingly need tools they understand and technologies they understand because they have to employ them to benefit their business now.

19 Everyday Acts of Revolution

tlanta-based Anamarie Shreeves heads Fort Negrita, a definitive source for zero waste, self-reliance, conscious consumerism and eco-tourism. Through Fort Negrita, Anamarie has hosted workshops, developed resources and consulted local businesses to increase awareness about the zero waste lifestyle — the practice of producing no trash, no contributions to landfills and increasing efficiency. Anamarie started her zero waste journey in 2014 and has been able to fit months of waste into mason jars. How? For her, it starts in the mind, followed by the intention to change, and then the execution.

What does revolution look like to you?

Perhaps our idea of revolution was developed by movies, music and pop culture, but let's be real it's overwhelming to think about it.

Revolution doesn't have to be so complicated, violent or devastating.

Practicing everyday acts of revolution is how we manage to exists, otherwise, we spend our lives waiting for that big moment to happen.

In lieu of a big undertaking, take everyday acts of revolution and trust that ideologies and behaviors will spread.

Here are 19 Everyday Acts of Revolution.

- 1. Eat fruit. Especially ones with seeds. Share fruit too, that's always great.
- 2. Be a snob when it comes to your coins. "Oh, this wasn't made sustainably? I don't want it." "Oh you don't know if people were paid fairly when they made this? I'll put it back." "Oh, this isn't a small family biz? Thanks, but no thanks." Be a conscious shopper.
- 3. Use your imagination. Make something out of nothing. Make a dollar out of 15 cents.
- 4. Pack a "bug out bag" and be ready for anything.
- 5. Set up a rain catchment system, and start to use water that is alternative to city water. Even if it's only enough to water you garden, or flush the toilet, just do it.
- 6. Hang dry your clothes instead of using a dryer, it happens to be a very therapeutic experience, but you also save energy that would have been burned by coal, a non-renewable fossil fuel that is extracted underneath the ground in dangerous conditions.

Cook meals for other people, build community through meals.

- 8. Learn how to build a fire. Fire is a very controlled element.

 Energy, fuel, oxygen are the three requirements to build a fire.

 Watch some Youtube videos and practice in various scenarios.

 You just never know.
 - 6. Go without AC. Duke it out, buy a fan, sit on your porch and meet people.
 - 7. Stop buying stuff, especially stuff you are only going to use occasionally. Borrow from friends and family, and return it.
 - 8. Stop buying stuff with currency, barter!
 - 9. Grow your own food. The one human need is food (clothes and shelter are optional depending on the climate where you live.) Take some time to place down crops, and subsidize your own dependency on super markets. Easy things to grow? Squash in the summer, collard greens in the winter.
- 10. Buy from local businesses. Buy from black businesses. Buy from women-run businesses. Buy from environmentally friendly businesses. Buy from businesses, where you can identify with and respect the owners.
- 11. Read and be engulfed in facts and literary fiction. Read to the youth, too!
- 12. Condense the amount of things you own. That extra furniture set in storage will NEVER come to good use.
- 13. Walk or ride a bike, to lessen your dependency on crude oil, which is a non-renewable resource that causes wars and casualties of beautiful people around the world.
- 14. Eat intentionally. That's includes for yourself, the planet and other people. Is what you eat medicinal for your body? Do you contribute to an industry that requires living beings to suffer? Are the farms paid fair wages and provided bathroom facilities?
- 15. Put your friends to work. Hire you friends for projects, keep the money in the loop.
- 16. Go camping it's an easy practice for the day you may need that bug out bag. See #4.
- 17. Teach an old dog new tricks. Show your grand mom how to make some healthy meals. Get your mom a bike, and bike with her.
- 18. Do a physical activity to show gratitude for your body; touch your toes while brushing your teach, neck rolls while cooking dinner.
- 19. Hug and love on people, because hate doesn't exist in our vocabulary or our ancestral pedagogy. **AT**

Fortnegrita.com



COBB ENERGY PERFORMING ARTS CENTRE

DEC 17 & 18

DisneyLive.com





Hall of Fame INDUCTION CEREMONY

Thursday, November 10, 2016 755 Club @ Turner Field 755 Hank Aaron Dr. SW Atlanta, GA 30315 7 P.M.

For the 18th consecutive year, **Atlanta Tribune: The Magazine** & the George A. Lottier Golf Foundation will formally recognize the distinguished careers and lifetime achievements of Georgia's most notable individuals at the 2016 Hall of Fame celebration.

RSVP» HTTPS://ATZO16HOF.EVENTBRITE.COM

Early Bird Special: \$75/Couple!



TIDBITS

WHAT YOU SHOULD KNOW NOW

ill Strickland Luse is the new vice president of Communications for Atlanta Habitat for Humanity. Atlanta Habitat for Humanity, one of more than 1,400 U.S. affiliates of Habitat for Humanity International, is a non-profit organization dedicated to providing affordable housing to working families. The point person for the organization's internal and external communications strategies that involve media relations, social media and marketing for the organization, Strickland Luse has provided communications counsel and services to executives, elected officials, local governments and non-profit organizations. She most recently served as the executive director of Communications and Public Engagement for Atlanta Public Schools. She brings a breadth of knowledge to the role — having worked as a communications strategist for public relations campaigns and corporate communications initiatives. Strickland Luse's 20-year career in the field has also included owning and managing J. Strickland Communications Co., an integrated marketing and communications firm; served on several boards of directors including Communities in Schools of Atlanta, The National NAMES Project, and the United Way of Metro Atlanta Advisory Board.

The Atlanta native began her career as a journalist in Atlanta and later in Huntsville, Ala., immediately after earning a bachelor's degree in Journalism from the Henry W. Grady College of Journalism and Mass Communication at the University of Georgia.

At Atlanta Habitat, she will be an integral part of launching its new neighborhood revitalization strategy. Strickland Luse says Atlanta Habitat has a new, five-year strategic plan and mission to transform communities by acting as a catalyst for neighborhood revitalization. "This plan extends Atlanta Habitat's reach to not only increase homeownership in Atlanta and south Fulton County, but to also partner with community stakeholders to invest in neighborhoods such as the Westside, which is on everyone's radar and other city neighborhoods."



As well, Atlanta Habitat's neighborhood revitalization includes building its capacity to provide more education courses for future homeowners, participate in public policy, and increase its presence in south Fulton County.



First on your agenda?

The first item on my agenda, after I have learned more about the great people and the wonderful services at Atlanta Habitat, is to establish a dynamic communications operation. In my short time here, I have uncovered so many wonderful stories around the meaningful work Atlanta Habitat does that changes people's lives. Some of us may take buying and owning a home for granted, but it becomes a foundation for so many people to reach other goals.

Why Habitat for Humanity?

When I was initially approached about this opportunity, I was immediately intrigued. I have always admired its mission. Atlanta Habitat has such a respected brand because of the impact it has on people's lives. I always want to do work that matters. I enjoy being the person who takes the information about an organization and strategically communicates it to all those who are listening, reading and watching. I'm looking forward to having so much fun and sharing great Atlanta Habitat stories.

Three things we should know about Habitat that most don't know.

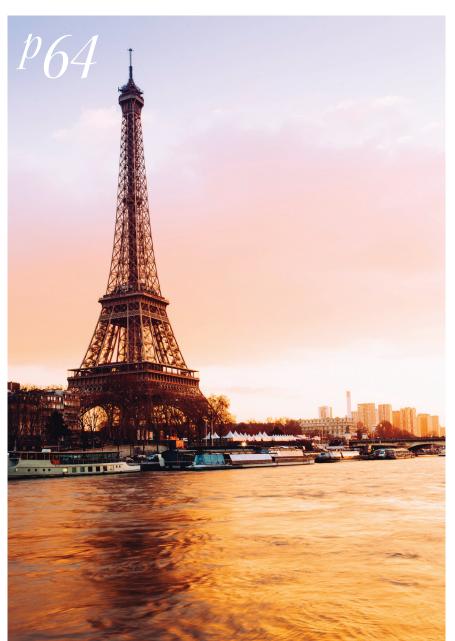
Atlanta Habitat has been quietly working to build quality, affordable homes across Atlanta and south Fulton County for three decades. Three things most don't know would include:

- Atlanta Habitat has a 96 percent success rate with our homeowners, and the homes are not given away for free.
 Atlanta Habitat homeowners actually help to build and buy their homes with a zero-interest, 30-year mortgage.
- Our neighborhood impact includes a \$6 million investment in new homes, renovations and repairs, and the organization pays some \$540,000 in taxes and assessments each year.
- In the last three years, 61 homeowners have paid off their mortgages. AT

50

power

Welcome to your downtime



Getaway To

52 // MONTAGE PALMETTO BLUFF | BLUFFTON, S.C.

Feminine Structure

55 // THE LOOKOUT

2017 Kia Cadenza: Equestrian Cadence

57 // FASTLANE

Blissbehavin' at Historic Carson House

60 // TRAVEL

Sweet Tooth:

'Tis the season to indulge.

62 // WEEKENDER

November

63 // TO DO

Layaway to Lift Off

64 // TECHBYTE

Declutter Your Life

65 // TIP SHEET

Season's Eating: Homemade Applesauce

67 // FOR THE LOVE OF FOOD

Moving Your Business Forward

68 // ONE MORE THING





Becomes New

By Katrice L. Mines

ontage Palmetto Bluff is the kind of destination that you visit time and time again because it's both familiar and just a bit of a break from the norm. The Lowcountry haven is an undemanding drive from Atlanta, which makes it difficult to resist as the obvious choice for chance getaways from city. The bonus: everything else.

Peaceful streets, gas-lit walkways and wraparound porches render Palmetto Bluff picturesque, but there is a promised experience among the moss-draped live oaks and engulfing sense of neighborly pace. You will be replenished.

The luxury South Carolina resort along the May River between Hilton Head Island and Savannah this fall fully opened 150 new guest accommodations within its 20,000 acres in Bluffton, S.C. Situated on the banks of the inland waterways, two-story Guest Houses featuring 76 classically southern guestrooms that offer gorgeous greenspace and lagoon views and an Inn with 74 guest accommodations joined Palmetto Bluff's beloved cottages. As well, to its five restaurants is also the addition of a lively lobby lounge and Octagon Bar with sweeping lagoon views; a 13,000-square-foot Spa Montage with salon and fitness center; and an additional resort pool with bar and grill.

Already a well-appointed escape, Montage's plan to sprawl a bit just makes sense. A classic retreat for outdoor enthusiasts of all ages, visitors and residents enjoy year-round access to sports and recreational pursuits both on and off land in a pristine, natural setting. It's simply impossible to not feel like porching, taking the stroll to RT's Market, lounging by the pool with a good book for hours and having s'mores around a fire pit under the stars. The sense of place transforms you, even if for just a while; and each time you return to it.



If it's a touch of solitude you desire, that too can be accomplished here. Known for its homey cottages, also renovated this year and strewn steps from the River House where arriving guests used to be greeted as well as Buffalo's restaurant, there is still very much the draw of Palmetto Bluff as your home away from home. Stay in and enjoy a quiet meal on the enclosed back porch or take a cottage bicycle to wander the property.

Can't bear the thought of leaving? There's a residence for that.

Montage Residences Palmetto Bluff is an exclusive enclave on property that preserves and finishes the destination's authentic Southern comfort and charm, and offers those who relish this oncevanishing way of life turnkey living with interior-designed, fully furnished residences and a premier resort ownership opportunity in the coastal southeast.

52

Montage Residences is a limited collection of 35 single-family homes set on both the waterfront and around a sprawling grand lawn. The spacious two- to five-bedroom residences were designed to preserve the natural environment and maintain the integrity of the local aesthetic and charm. Traditional clapboard architecture with shuttered windows, Savannah brick walkways and chimneys and raised-seam metal roofs honor the heritage of Lowcountry architecture. Inside, where every modern convenience is provided, large communal spaces and cozy fireplaces flow into spacious kitchens. The spaces, with floors clad in local heart pine, create a natural indoor and outdoor flow with great rooms that open out to "Carolina" rooms and outdoor porches. Airy sitting rooms with fireplaces allow owners to savor the year-round indoor-outdoor Lowcountry lifestyle.

What more could you ask for? AT









Palmetto Bluff – Dine at one of the many local restaurants, take a nature tour with the naturalist or view the artifacts that were discovered by the on-site archeologist that date back more than 12,000 years.

Escape to Spa Montage – Book the Deluxe Caviar Facial, ultra-luxurious 90-minute treatment that firms, tones, refines and deeply hydrates the skin with protein-rich caviar, collagen boosting peptides, cell regenerating Co-Enzyme A and a specialized AcuLift massage. Superb.

Get on the Water – The only destination to see bottlenose dolphins "strand feed," where groups of dolphins heard a school of fish or shrimp onto the sandbar or beach then launch their bodies onto the beach to feed.

Visit Bluffton Oyster Co. – A family-owned business established in 1899 and the last oyster shucking house in the state.

Take a tour to learn about the native Gullah culture.

ATLANTA BALLET'S NUTCRACKER

All performances live with the Atlanta Ballet Orchestra

December 9 – 24, 2016 at The Fox Theatre







MY VICARIOUS LIFE

Teminine Hructure



I. Butterfly
by Matthew Williamson Skirt
\$201
DEBENHAMS.COM

Casey Frames (Melon)
 Starting at \$150
 WARBYPARKER.COM

3. PRINCIPLES by Ben De Lisi Gray Suede Bag \$120 DEBENHAMS.COM

4. Ruffle Blouse\$34DOROTHYPERKINS.COM

5. Coat \$108 MISSSELFRIDGE.COM

6. Blouse \$54 MISSSELFRIDGE.COM

7. Satin Slip-Ons\$99HM.COM

8. **Velvet Platforms** \$36 DOROTHYPERKINS.COM



Join us for an evening of soulful jazz and holiday music performed by Maria Howell and special guest artists!

A SEASON OF

Concert Benefitting Students Without Mothers, Inc.

EVENT HOSTED BY RENEE ALSTON AND MARIA HOWELL

TICKETS: \$50 EACH

Visit tickets.scadshow.com for tickets Call SCAD at 404-253-2740 or Students Without Mothers at 404-250-3232 for more information.



Sunday, December 11, 2016 at 6PM Live at SCAD (formerly 14th Street Playhouse) 173 14th Street Atlanta, GA 30309

















PROCEEDS WILL BE USED TO PROVIDE COLLEGE SCHOLARSHIPS FOR STUDENTS WHO ARE WITHOUT THEIR MOTHERS DUE TO DEATH OR OTHER UNFORTUNATE CIRCUMSTANCES



adence is defined by Merriam-Webster as the measure of rhythmical motion or activity.

The 2017 Kia Cadenza is defined by the beat of it 290 horsepower V6, and the rhythmic motion, or cadence, produced by aggressive galloping along country roads.

So what better place to launch a vehicle that combines power, luxury and motion than an equestrian themed resort in Loudon County, Virginia? Yes, the African American-owned Salamander Resort served as a first class launching pad for Kia's first class luxury sedan.

Since Kia first came ashore 20 years ago with just two models, it's amazing to consider what they've accomplished. Lacking style and reliability, Kia at one point ranked dead last in reliability and customer satisfaction ratings by J.D. Power. But the Koreans are very smart automakers. At first using crappy powerplants built in Japan, Kia now engineers and builds its own engines and transmissions. Over the years, style and utility entered the equation. Sportage and Sorento are household names, and who doesn't know about the fun loving Hamstermobile, the Kia Soul. A steady pace, coupled with the industry's best powertrain warranty (10 years/100,000 miles).

Today, guess which automaker is now at the top of the JD Power list? No, it's not Toyota, Lexus or Honda. It's Kia.

Brimming with technology, the new Cadenza features intuitive controls and a suite of enhanced convenience features. New to the 2017 Cadenza is the Head Up Display, which shows key driver information such as speed and turn-by-turn navigation directions on the windshield directly in the driver's line of sight. In addition, the Surround View Monitor has been updated with improved software and resolution that gives the driver a clearer view of the area around the vehicle, with newly added reverse guidelines for more precise backing into confined spaces. Smart Trunk opens the trunk lid if the sensor detects the key fob for more than three seconds, and a wireless smartphone charger adds convenience. The latest generation of Kia's UVO system featuring Android Auto and Apple CarPlay is standard, while a 12-speaker 630-watt harman/kardon audio system is a must-have option.

Under the hood is a revised version of Kia's 3.3-liter V6 engine, which sends power to the front wheels via Kia's first FWD-based eight-speed automatic transmission.

So watch your rear-view mirror for amber-colored Daytime Running Lights the next time you decide to saddle up and hit the roads. A Korean-built horse named Cadenza may be sneaking up on you. **AT**





REGISTER TODAY at diabetes.org/stepoutatlanta

NOVEMBER 12, 2016

Turner Field - Braves Stadium Atlanta, GA



BLISSBEHAVIN' AT

HISTORIC CARSON HOUSE



ong an American tradition, families typically travel during
Thanksgiving to grandmother's house for the usual gathering of kinfolks — to fellowship and give thanks for the year's blessings.
Consider abandoning your usual travel destination for an ancestral journey to discover your roots.

There's no more memorable a way to spend Thanksgiving than touring your ancestral hometown or uncovering plantations and cultural landscapes where loved ones once dwelled. Imagine my nomadic inspiration when I discovered that the home of my foremother, Princess Kadella, still stands — revived as a museum in Marion, N.C. The Historic Carson House granted me a glimpse into the life of my great-great-grandmother, as well as a viewing of her glass-encased vintage quilt (c. 1810-1820) — one of the most renowned quilts in the country.

"Kadella's quilt is among the finest examples of quilt-making of the 18th and 19th century in North America," states Historic Carson House historian Dr. Jim Haney, citing information derived from conservators of textile who restored the acclaimed quilt.

When Kadella, an African princess from Barbados, constructed the intricately hand-appliqued quilt using blossoms cut from French chintz, she could have never imagined that the primitive quilt would become a focal point exhibit in the Historic Carson House. Nor could Kadella have fathomed that a representation of her quilt pattern would be imprinted onto a silk scarf worn by me, her prideful descendant, as I toured the Historic Carson House some 200 years later.

www.historiccarsonhouse.com



PEEK AT THE PAST: Historic Carson House is a vast three-story plantation home, built in 1793, by Colonel John Carson. The house museum showcases restored rooms, period furnishings, and memorabilia that echo the stories of former inhabitants' daily existence. I scribbled furiously in my notepad as I was led beyond haughty antiques and heirloom wall portraits to the most celebrated contents of the house — the quilt collection, a rich testament to the handiwork of African slaves.

HERSTORY: Legend suggests that Princess Kadella's feisty pride remained fiercely intact, despite her dire circumstances — a slave and presumed mistress to master Colonel John Carson. A revolutionary woman, Kadella was reportedly carted around by fellow slaves in an elevated sedan chair, an uncommon and grandiose mode of transport for a person of bondage. The prolific quiltmaker refused to do ordinary work assigned to slaves. She was exempted from manual labor by Colonel John Carson and allowed to pursue needlework in her own private cabin.

HEIRLOOM HUNT: Need a dose of motivation to get you into the spirit of a heritage-bound hunt for heirlooms? Pull out your family tree and a map. There's no telling what treasures lurk throughout museums, attics, or local county records. Kadella's lauded quilt helped my family begin to unravel the fabric of her paradoxical existence — of both vulnerability and tenacity. The quilt-symbolizes the profound irony of my foremother's plight — where former royalty found herself an ocean away from her native land and previously enjoyed high status as a noble, now in a position of submission and servitude. The elaborately stitched bouquet was Kadella's enduring gift to her forebears. AT









Blissbehavin' In covers top bliss destinations where busy executives indulge in leisure activities. Publicist/travel writer Regina Lynch-Hudson has developed articles, and destination marketing concepts for countless airlines, venues and tourism boards. **www.thewritepublicist.com**

WEEKENDER



SWEET TOOTH

'Tis the season to indulge.

ATLANTA CANDY BAR

Atlanta Candy Bar put the "sweet" in Sweet Auburn. An Auburn Avenue newcomer, it's a confectionery for family time, a night on the town, date nights, or just a place to study with friends over coffee or ice-cream. Owner Ruchille Thomas serves up a variety of items such as candy cubes (ice cubes with candy frozen inside), cupcakes, mini cupcakes, cake pops, dessert kabobs, candy drinks, cake jars, ice cream, espresso shots, cupcake milkshakes, chocolates; and candies from Carmel chews, Hershey kisses, and jelly beans to Jolly Ranchers and Blow Pops. Additionally, guests may choose to "cone it," (create an ice cream cupcake) "push it up," (create a push pop cake) "pipe it up," and "shake it up" (infuse cupcakes and/or cookies into a milkshake) in customizing their desserts.

171 Auburn Ave. NE Atlanta, GA 30303



IT'S SUGAR

Atlantic Station 264 19th Street NW #2100, Atlanta, GA 30363 itsugar.com

RIVER STREET SWEETS

Phipps Plaza 3500 Peachtree Road #1011, Atlanta, GA 30326 riverstreetsweets.com

SUGARFINA

3393 Peachtree Road NE Atlanta, GA 30326 sugarfina.com



Hall of Fame Induction Ceremony

NOVEMBER 10 | 6:30-9 P.M. 755 CLUB AT TURNER FIELD, 755 HANK AARON DRIVE SW, ATLANTA

For the 18th consecutive year, **Atlanta Tribune: The Magazine** and the George A. Lottier Golf Foundation will recognize the achievements of Georgia's Community Heroes at its 2016 Hall of Fame Induction Ceremony. *atlantatribune.com*





Georgia's Global Peacemakers: The Carter and King Legacy

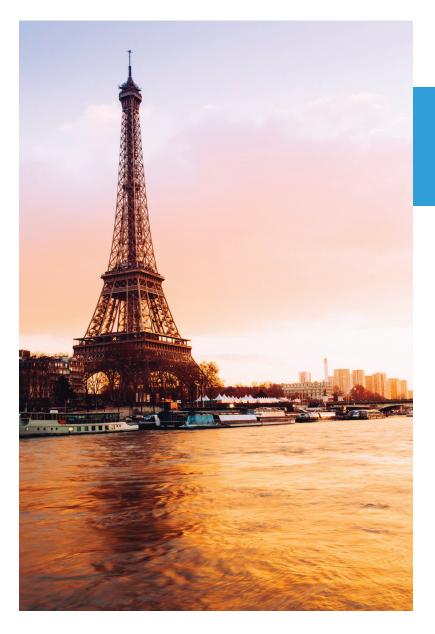
THROUGH NOVEMBER | 9 A.M. - 5 P.M. MARTIN LUTHER KING, JR. NATIONAL HISTORIC SITE

This exhibition highlights Georgia's two great leaders of change, President Jimmy Carter and Dr. Martin Luther King Jr. The exhibit shares images that depict the close bond between the Carter and King families through the years and tells the story of the creation of The King Center.

nps.gov



techbyte



LAYAWAY TO LIFT OFF

Airfordable, a black-owned startup, unveiled itself as a "humane travel financial company" whose sole mission is to help you travel more, but in an easy and financially responsible way. In short, it is making it easier to afford flights so that you can go on a trip without having to pay a huge lump sum at once.

The startup allows you to pay for your trip in more affordable installments by submitting a picture of your itinerary and travel plans, and after an initial deposit plus a fee to activate the payment plan, you can make payments up to your departure date.

Airfordable will secure your airfare in advance when prices are cheaper — sidestepping late booking price hikes. The process is simple. First, find a flight from your favorite travel site, take and upload a screenshot of your flight details. Then, secure your ticket with a deposit, and pay the rest in installments before your departure date. Finally, receive your guaranteed e-ticket after your last payment.

In the future, the company hopes to expand into layaway payments for vacation packages and hotels. They also are working on a custom travel search platform so users don't have to upload their own travel screenshots. *Airfordable.com* **AT**



DECLUTTER YOUR LIFE: Which Records to Toss and When

Now is a great time to clean out that growing mountain of financial papers and documents that clutter your home and office. Here's what you need to keep and what you can throw out.

Here's a checklist of the documents you should hold on to:

Capital gains and losses. Your gain is reduced by your basis - your cost (including all commissions) plus, with mutual funds, any reinvested dividends, and capital gains. But you may have bought that stock five years ago, and you've been reinvesting those dividends and capital gains over the last decade. And don't forget those stock splits. You don't ever want to throw these records away until after you sell the securities. And then if you're audited, you'll have to prove those numbers. Therefore, you'll need to keep those records for at least three years after you file the return reporting their sales.

Expenses on your home. Cost records for your house and any improvements should be kept until the home is sold. It's just good practice, even though most homeowners won't face any tax problems. That's because profit of less than \$250,000 on your home (\$500,000 on a joint return) isn't subject to capital gains tax. If the profit is more than \$250,000 (\$500,000 joint filers) or if you don't qualify for the full gain exclusion, then you're going to need those records for another three years after that return is filed. Most homeowners probably won't face that issue, but of course, it's better to be safe than sorry.

Business records. Business records can become a nightmare. Non-residential real property is depreciated over a period of 39 years. You could be audited on the depreciation up to three years after you file the return for the 39th year. That's a long time to hold onto receipts, but you may need to validate those numbers.

Employment, bank, and brokerage statements. Keep all your W-2s, 1099s, brokerage, and bank statements to prove income until three years after you file. And don't even think about dumping checks, receipts, mileage logs, tax diaries, and other documentation that substantiate your expenses.



Tax returns. Keep copies of your tax returns as well. You can't rely on the IRS to actually have a copy of your old returns. As a general rule, you should keep tax records for six years. The bottom line is that you've got to keep those records until they can no longer affect your tax return, plus the three-year statute of limitations.

Social Security records. You will need to keep some records for Social Security purposes, so check with the Social Security Administration each year to confirm that your payments have been appropriately credited. If they're wrong, you'll need your W-2 or copies of your Schedule C (if self-employed) to prove the right amount. Don't dispose of those records until after you've validated those contributions. AT

Try a little **TENDERNESS®**



and save 77% on world-famous Omaha Steaks



Get our world-famous, exquisitely tender Omaha Steaks® Filet Mignons, Top Sirloins and more. 100% guaranteed and delivered right to their door, save 77% when you order the Family Gourmet Feast.

The Family Gourmet Feast

2 (5 oz.) Filet Mignons

2 (5 oz.) Top Sirloins

2 (4 oz.) Boneless Pork Chops

4 Boneless Chicken Breasts (1 lb. pkg.)

4 (3 oz.) Kielbasa Sausages

4 (4 oz.) Omaha Steaks Burgers

15 oz. pkg. All-Beef Meatballs

4 (3 oz.) Potatoes au Gratin

4 (4 oz.) Caramel Apple Tartlets

Omaha Steaks Seasoning Packet

40332ZVR

Reg. \$219.91 | Now Only \$4999

Limit 2 pkgs. at this price. Your 4 free sausages will be sent to each shipping address that includes the Family Gourmet Feast 40332. Limit of 1 free box of 4 (3 oz.) Kielbasa Sausages per shipment. Standard S&H will be added per address. Not valid with other offers. Expires 5/3/16.











PLUS, 4 more Kielbasa Sausages

©2015 OCG | 610B120 | Omaha Steaks, Inc.

Season's Eating HOMEMADE APPLESAUCE

an apple lover, so apple "anything" — pie, crisps, tarts, candy (you get the picture) — has always been a welcomed part of my eating repertoire. Applesauce is no exception and, in fact, has been a favorite since my earliest childhood memories.

While I've done my fair share of apple dishes over the years, last year's Thanksgiving dinner was the first time I decided to make homemade applesauce. Where had I been all this time? It was every bit as scrumptious and satisfying as I anticipated — pairing beautifully with my roasted pork loin — and easier than most apple creations that come through my kitchen. It was clear: this recipe was a keeper.

As wonderful, seasonal dishes go, this is one that belongs in your fall/holiday repertoire, for sure. I like the mix of sweeter red and tarter green apples, but you can use whatever you like — or happen to have on hand. Although simple, it's a stunner of a dish with the taste to match.

Happy Eating and Happy Thanksgiving!



Ingredients:

4-6 lbs. of apples, peeled, cored and cut into slices
1 cup apple cider
Juice of a lemon
1/2 cup light brown sugar
Heaping teaspoon of cinnamon
Pinches of allspice and nutmeg

Method:

ΑТ

Combine all ingredients into a large pot and cook over a medium-high heat, stirring occasionally to prevent sticking/scorching, about 25 minutes.

Once apples have softened and begun to dissolve/melt, remove from heat and blend to desired texture and consistency with an immersion blender or in a food processor. Serve warm or chilled — and enjoy!





Dawn M. Richards is the founder of the food and lifestyle brand, D.M.R. Fine Foods. With her food passion leading the way, Dawn shares recipes, travel stories, fashion, entertainment and lifestyle features on dmrfinefoods.blogspot. com and other media outlets, while maintaining a career as a FORTUNE 500 legal executive.



UPS, Wells Fargo, and Grady Health Systems hosted **Atlanta Tribune's** third installment of the 14th annual Moving Your Business Forward Conference which featured a Small Business Toolkit Panel that gave attendees insightful tips on ways to grow their companies through marketing, supplier diversity and finance; and two sessions on film and entertainment which both explored the impact that the film and entertainment industries are having on Georgia's macro and micro economies and the tools small business owners need to secure clients and connections within the growing industries **AT**















Atlanta's Jazz Station Classic. Cool. Contemporary.



Morris Baxter
Morning Jazz
6A - 10A



Rivablue Midday Jazz 10A - 2P



Jamal Ahmad SOUL of Jazz 2P - 7P



Debb Moore Jazz at Sundown 7P - 10P

WCLK.COM



We know a thing or two about building a good foundation.

The people of Georgia-Pacific don't see giving back as a virtue. We see it as a necessity. That's why GP employees have provided thousands of classroom toolboxes of much-needed school supplies to schools throughout the nation. In addition, GP has donated cases and cases of office paper, paper towels and tissue products. Helping kids build their future is a project in which we can all take part.

To find other ways GP is active in education, visit gp.com/education.

