# Bottomine

THE VOICE OF MIDWEST INDEPENDENT RETAILERS # VOL. 34, NO. 6 # JULY-AUGUST 2023



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#### COVER STORY // MIRA HEADS TO MACKINAC!

It's been a few years since the Midwest Independent Retailers Association (MIRA) was represented at the Annual Mackinac Policy Conference on Mackinac Island. Bill Wild headed north to spend three days networking with Michigan's business and political leaders.



#### MIRA TEAMS UP WITH POPULAR METRO DETROIT BROADCASTER

During his popular podcast Jason Carr Drive!, Jason Carr focuses on positive topics, steering clear of politics or anything divisive. "Topics center on the nostalgia of growing up here and calling Metro Detroit home," said Carr, "but more specifically the importance of shopping local independent retailers and brands. I don't think I could get through one episode without talking about something MIRA-related."



#### MEET THE 2023 MIRF SCHOLARSHIP WINNERS

Midwest Independent Retailers Foundation is proud to award scholarships to these extraordinary and deserving students throughout the Midwest.



#### President's Message

BILL WILD // MIRA PRESIDENT & CEO



#### MORE Big Changes for MIRA in 2023

ith the July-August issue of MIRA's award winning *Bottom Line* magazine you will notice that it is packed with **MORE** great articles, interviews with the movers & shakers, all the latest industry news and **MORE** spotlights on membership. The BottomLine's stories, photos and industry information will reflect more of our multi-state, multi-industry membership. You can expect to see **MORE** about MIRA's portfolio of programs and services to help improve your Bottomline.

Another big change will be the new improved monthly MIRA Insider E-newsletter that is delivered free to your inbox and is available only to MIRA members. The improved E-newsletter will have timely updates on industry news but also, **MORE** insider information on new programs, discounts and rebates, and members will be able to list their businesses for sale here as well, giving you a sneak peek on what may be available before it is public.

You will also notice MIRA has created a larger footprint on social media and I ask you follow us on Facebook, Twitter, and Instagram. If your business has an active social media presence, we want to connect with you to help raise awareness of our membership and help build the MIRA brand. Please share photos of your storefronts, displays, employee milestones and community involvement and we will make sure they get noticed!

Speaking of the MIRA brand, with this issue please notice the slight change to the MIRA logo. We have added BUSINESS as one of our core values, alongside ADVOCATE and EDUCATE. MIRA's Board of Governors and staff are committed to partnering with you to improve your business's bottom line and bring continued value to your membership. You can expect to see new and innovative programs to deliver on this commitment, while we will continue to be the voice of Midwest independent retailers and be your partner in compliance.

Your business is part of the premier trade association in the food, beverage and petroleum industries since 1910 and your membership and support are much appreciated.

If you ever have any questions or concerns, please do not hesitate to contact me at (248) 671-9600 or bwild@miramw.org. ■

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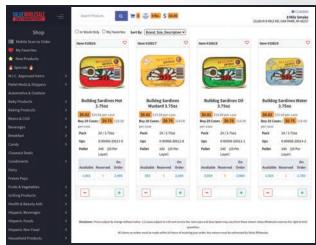
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#### Michigan Lobbyist Report

ANOOSHA VEMULAPATI // MIRA DIRECTOR, GOVERNMENT AFFAIRS

## Is Your Business in Compliance With the Law?

s independent retailers, it is important to be aware of the industry rules and regulations to avoid penalties against your business. In Michigan, here is what you can do to prevent violations or fines:

In a glass or plastic frame, suspend your liquor license on the wall. Failure to do so will result in a fine from the Michigan Liquor Control Commission. MIRA suggests investing in one large multipurpose frame to contain every single certificate/license that you have earned. This is an efficient method of keeping all your documents in one area and ensuring to potential inspectors that your business exhibits the proper qualifications, especially in a situation where the owner is not present. Displaying all documents in one presentable frame is also advantageous in keeping you mindful of the license expiration date, as well as to bring ease to the consumer.

- 2. Keep up to date with all certifications and licensing requirements.
  - Sales tax license. A sales tax of 6% on retail sales must be remitted to the State of Michigan. Therefore, retailers must be licensed to collect tax from their customers and remit the sales tax to the State of Michigan. Sales tax licenses must be renewed annually and expire in the same month administered of the following year.
  - Business occupancy permit. It is important to cross-check whether your operating business property is issued an approval permit from the city. Many cities, such as Detroit, require a permit to operate and will penalize your business if you are unable to provide one upon inspection. The business occupancy permit establishes that your building is safe for use and that it complies with all local laws and ordinances.

- It is not necessary to renew this license unless your business is undergoing major renovation or ownership change.
- Food service license. For a business selling any foods other than low-risk prepackaged foods, it is required to obtain your food service license prior to selling any ready-to-eat exposed food at your store. Failure to do so may result in hefty fines/misdemeanors (up to \$1000 per day per incident) or complete seizure of products. Food service licenses are administered by MDARD in Michigan and expire annually on April 30th. Therefore, it is important to renew your license at least a few days prior to this date.
- While you may be aware of regular compliance checks for tobacco sale for underage users,
  Michigan members may also consider that it is a requirement to keep four months of original copies of wholesale tobacco purchases available at the moment's notice for inspection by either local police authorities or state police. The FDA frequently engages in tobacco audits to search for cigarettes that are not properly taxed according to where they were purchased. Keep them available in hand immediately by the cashier, or risk potential seizure of all tobacco products.
- Lastly, for gas station owners, it is important to keep up to date with your underground storage tank certification. You must monitor the tank meters every month and have the reports available for an underground storage tank inspector, as it is a federal regulation. Be sure to identify and distinguish staff to be trained according to the Class A, Class B, and Class C operator requirements. With the exception of Class C operators, Class A, and Class B operators both must pass a written exam to qualify for the certification.

While this is not an exhaustive list, MIRA is here to support your business in all matters, beginning with avoiding pesky penalties. I encourage you to keep an eye out for the Michigan legislative agenda to be published near the end of the summer, which will serve to highlight MIRA's legislative priorities in Michigan.



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#### Ohio Lobbyist Report

TERRY FLEMING // TC FLEMING & ASSOCIATES

#### Race to Summer

he Ohio General Assembly is getting closer to finishing their work before the much-needed summer recess. The state operating budget is their main priority as the Ohio Constitution requires a

balanced budget be signed into law every two years by July 1st.

Governor Mike DeWine's proposed budget was introduced in the House in early February. The Ohio House of Representatives, led by Chairman Jay Edwards, made changes to the Governor's budget, and passed their version with a bi-partisan vote of 78-19 on April 26th. The Ohio Senate Finance Committee made changes to the legislation and favorably reported out of committee. The full chamber favorably passed the legislation on June 15th. The DeWine Administration, House, and Senate leaders now have a few weeks to negotiate a final version.

During his long career in public service, Governor DeWine has been an opponent of tobacco usage, so he included numerous measures in his budget proposal to curb tobacco usage, many of which would negatively impact MIRA membership. The most notable provisions were:

- Prohibiting any person from giving away, selling, or otherwise distributing a flavored tobacco product. Selling flavored tobacco products would be grounds for losing local food and tobacco licenses.
- Prohibiting an individual under the age of 18 from selling any tobacco product.

The General Assembly holds a less hostile view on tobacco and made several important changes to the Governor's proposal that benefits MIRA members. The most positive changes include:

- The Senate added language prohibiting local regulation of tobacco products and other nicotine products, a huge priority for MIRA, as it would save us time and energy lobbying against local proposals across Ohio.
- The Senate also included MIRA supported language to rescind a provision enacted in the prior General Assembly allowing Cuyahoga County to convert 30 cents of its existing 34.5 cent cigarette tax (the portion benefitting its regional arts and cultural district) from a per-pack flat rate to a varying rate based on wholesale cost of the cigarettes. The Senate also repeals the county's ability to levy a new wholesale tax on vapor products.
- The new proposal would allow Cuyahoga County to continue levying a cents-per-pack tax and removes the 30 - cent cap on the amount of tax that can be levied, provided voters approve the increased rate.
- The House removed the flavor tobacco ban, but the Senate reinserted language that would prohibit giving

- away, selling, or otherwise distributing solutions for use in electronic smoking devices that both contain nicotine and have a "characterizing flavor" other than tobacco or menthol.
- The House and Senate agreed with the executive proposal prohibiting an individual under 18 from selling tobacco products.

MIRA will be actively lobbying House leadership to support the Senate led changes prohibiting local regulation of tobacco products and repealing the Cuyahoga County tax changes when the two meet during the Conference Committee. While MIRA is not supportive of the Senate agreeing with the administration on banning the sale of flavored tobacco, we may have to accept the language being included in the final version of the bill as an exchange for the other provisions we do favor.

Both the House and Senate agree that Ohioans should receive income tax relief. The House plan would consolidate the number of income tax brackets from 4 to 3, combining the lowest state income bracket (income between \$26,050 and \$46,100) with the second lowest bracket (income between \$46,100 and \$92,150) beginning in 2023. The new combined income bracket tax rate would be 2.75%.

The Senate plan would consolidate the number of brackets from 4 to 2; a flat rate of 3.5% for the higher bracket and 2.75% for the lower bracket. A compromise between the two plans is the most likely outcome when the final bill is signed.

MIRA is also supportive of the Senate's proposal to exclude, for tax periods beginning in 2024, businesses with taxable gross receipts of \$3 million or less from the Commercial Activity Tax (CAT). For tax periods beginning in 2025 and thereafter, businesses with taxable gross receipts of \$6 million or less would be exempt. The CAT has long been viewed as an unfavorable tax for small retailers, so the Senate proposal to begin phasing out the CAT would be beneficial to MIRA members.

In other state government news, Governor DeWine has appointed Michelle Gilchrest to lead the Ohio Lottery Commission. The former Director was forced to resign due to alleged sexual harassment of staff members. Gilchrest has a long history in State Government and should bring competency and stability to the commission.

On a political note, Ohioans will be asked on August 8th to decide whether they want to make it harder to amend the Ohio Constitution. For context, there are several citizen-led groups that would like to legalize recreational marijuana and protect abortion rights. Seeking to block these proposals, the conservative legislature passed a ballot resolution, which if passed, would require a 60% affirmative threshold to be met for a ballot initiative to pass. There's not been any public polling conducted, so the only prediction that can be made now is that a lot of money will be spent!



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#### **Communications Corner**

VANESSA DENHA-GARMO // FOUNDER, EPIPHANY COMMUNICATIONS & COACHING

# Connecting, Communicating and Collaborating on Mackinac Island

ith the sounds of horses click clacking in the background and the aroma of fudge in the air, hundreds of movers and shakers congregated in northern Michigan for what has been touted as one of the State's premier networking events.

I have been attending the Detroit Regional Chamber Mackinac Policy Conference since the mid-90s. The first time I attended I was working as an editor of a local publishing company and then several years following, wore my WJR reporter's hat and then the hat of the press secretary for the Wayne County Executive. Over the years, I have produced video clips, news stories, blogs, and vlogs of event happenings. In addition to sharing stories, I used the time to reconnect with old acquaintances and meet new people. The goal is to always attend the conference with a plan.

This year as I drove up, I decided to spend much more time listening instead of talking. I wanted to learn about people and their work. A key component to connecting with people is listening to learn.

Sometimes the art of networking is creating a buzz before your get to the island, which MIRA's President and CEO, Bill Wild, did for several years as Mayor of Westland. He strategically placed billboards on I-75 just so conference goers can get a glimpse of his message before they hit the ferry docks.

One year, he brought along buttons with the message "My City Matters" to piggyback on his billboard message of "Your City Matters." His message was about revenue sharing from the state and how cities are negatively impacted economically by the revenue sharing formula.

The messaging prompted dialogue on the island. That is part of the goal, to create conversations.

Wild has attended the conference more than a dozen times over the years and for the first time this year he attended as President and CEO of MIRA. "Every year I attend, it's a little different; this year it was helpful to



reconnect with people who I have known for years; I was able to share with them the work I am doing with MIRA while I transition from the public sector to the private sector."

Often on the island attendees discuss plans to collaborate on projects. "It comes down to relationships," said Wild. "This is a great opportunity to network with those with busy schedules. You get all the movers and shakers under one roof for a couple of days. Sometimes it could take you all year to schedule meetings with people you can have during this conference. No matter the size of your organization, no one is big enough to do it on their own. Collaboration is key. It really comes down to relationships and that is what has made this event so successful over the years."

With each event, attendees can create their own networking style. "You fall back to your experience and what has worked for you in the past," said Wild. "This year, I downloaded the app and looked at the attendee list before I got on the ferry to the island. I was able target who I wanted to connect with and possibly collaborate on future projects."

Media also attends the conference every year, but earned media has become more challenging over the years with limited resources in newsrooms. While on the Island, Wild was able to talk about the future of gas stations and electric vehicles, as well as food desserts. "Issues we are addressing within the industry were part of the conversations at the conference," said Wild. "Bottom line, if you are not at the table, you are on the menu." \[
\times Vanessa Denha Garmo, founder of Epiphany

Communications & Coaching is the Communications

Strategist for MIRA. Follow her on Twitter, Instagram,

LinkedIn, and Epiphany Communications & Coaching

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# FORTHE HUSTLE





#### Distribution News & Views

LOUIS MOSCA // COO & EXECUTIVE VICE PRESIDENT, AMERICAN MANAGEMENT SERVICES

#### Company A's Journey Through Food Distribution Challenges

prominent food distributor in the Southwest, known for importing high-quality food products from South East Europe, is facing a problem.

From 2021 to 2022, they recorded a decrease of \$8 million in revenue and a three-point reduction in their gross profit. Though only halfway through the year, 2023 is on track for another sales decline.

As the COO of a management consulting firm, this isn't anything new or shocking. Sad to say, it's par for the course. We've seen our fair share of distributors who struggle yearly, and the state of the world these past few years hasn't really helped things.

There was talk of a recession as far back as 2018. To be fair, there will always be talk of a recession or some cataclysmic environmentchanging scenarios.

Inflation hit a ten-year high in 2021 at about 7%. And though things look better than two years ago, inflation rates are still more than double than the pre-pandemic era. Facts are the facts.

With inflation came global supply chain issues. Again, while the supply chain is improving from about a year ago, it's a far cry from where it was pre-2020.

I share all that to come back to Company A.

Sorry to say, the primary issues here revolve around ineffective management and accountability.

Of course, Company A's struggles reflect the larger issues many businesses face in the current economic climate. Long lead times, supply chain disruptions, and inflation contributed to their declining financial performance. As a result, they have also struggled to gather sufficient customer data to predict and meet demand accurately.

To address these real issues, every business, not just Company A, needs discipline, pricing, and accountability and precise management direction.

Every owner, and every business by extension, must have a plan to achieve their goals and a method to stick to timelines. Your people should be trained to execute the plan you set.

Products should be competitively priced; you want to make money, so price your items accordingly.

Supply chains, long lead times, and 'inflation' don't pick victims. Everyone is treated poorly and equally.

Discipline and pricing don't matter if you don't have a system of accountability set for you and your team. What does it look like when you achieve goals X, Y, and Z, and what does it look like if you come up short? How are you going to measure results daily, weekly, monthly, yearly, etc.?

So, what can Company A do to address these challenges and turn their situation around?

- They should set goals and develop timelines for each department to hit yearly targets.
- Annual training and retraining of their staff to ensure goals are met to the specifics set by upper management.
- Implement solid and transparent pay-for-performance plans. This isn't a commission-based comp plan but a

'bonus' based on how much individuals or departments bring in past the yearly profit target.

- Install a series of defensive procedures I like to call 'blocking and tackling.' What I mean:
  - Enhancing Supply Chain Visibility: By closely monitoring each stage of the supply chain and working with reliable partners, they can better anticipate potential disruptions and take proactive measures to mitigate their impact. This will help reduce lead times and improve overall efficiency.
  - Fostering Stronger Supplier Relationships: By maintaining open communication channels, sharing forecasts, and collaborating on problem-solving, both parties can work together to overcome challenges and improve lead times.
  - Implementing Cost Management Strategies: These can include renegotiating contracts with suppliers, exploring costsaving technologies, and re-evaluating pricing strategies to maintain profitability.
  - Investing in Customer Analytics: By analyzing purchasing patterns, preferences, and trends, they can make more informed decisions about inventory management and marketing strategies, ultimately improving their ability to meet customer demand.
  - Embracing Agility and Flexibility: By remaining open to new ideas, adopting innovative technologies, and regularly reevaluating their strategies, they can adapt to changes in the market and stay ahead of the competition.

Though the challenges faced by Company A are significant, they are not insurmountable. By taking a proactive approach and implementing the suggested strategies, the company can work towards overcoming its struggles and regaining its footing in the market.

Remember: It doesn't matter how many people you have working for you; if they aren't executing the plan you set, it becomes exponentially more difficult for your business to overcome challenges.

While the road to recovery may be long, with determination and a focus on continuous improvement, Company A can emerge stronger and better prepared for the future from these difficult times.

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\*Based on \$1,000 non-tobacco purchases weekly

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# MIRA heads to Mackinae!

BY EPIPHANY COMMUNICATIONS & COACHING\*



t's been a few years since the Midwest Independent Retailers Association (MIRA) was represented at the Annual Mackinac Policy Conference on Mackinac Island. The day after Memorial Day MIRA President and CEO, Bill Wild, headed north to spend three days networking.

The 2023 conference focused on "The Power of &" which according to the Detroit Regional Chamber, invited dialogue among speakers and attendees as to why Michigan needs an "and" approach instead of "either or" regarding policy solutions. The "and" approach was designed to create a healthy and productive tension among leaders with different points of view. When it comes to Michigan's greatest issues and opportunities, "The Power of &" brings otherwise polarized sides closer together to provide the needed stimulus for leaders to bring nuanced thinking to problem solving, as stated on the Chamber website.

While on the Island, Wild attended talks by Ford Motor Company Chairman, Bill Ford, and by Fareed Zakaria, author, analyst, and Columnist with the Washington Post, among others. On the porch of the Grand Hotel, he spoke with dozens of people including legislators, local leaders, CEOs, and operators of non-profits. He sat down with members of the media set up on Media Row inside the dining room of the Grand Hotel to share the MIRA story and current initiatives.

"It was important to be here because a lot of the relationships I've formed and nurtured over the years are valuable relationships for MIRA, which will ultimately help us grow," said Wild sitting on the porch overlooking Lake Huron. "It's important to reconnect with these relationships and share with them my work with MIRA to advocate for MIRA and to raise our name recognition; the time here has been very helpful."

Those attending the conference included thought leaders and business leaders who are trying to craft an economic strategy to grow the state, raise the population and create jobs. "Nine out of 10 jobs are created by small businesses, so to have MIRA here is important," said Wild. "We have small business members across Michigan, Ohio, and Illinois. Small businesses are going to play a big part in crafting the economic strategy for the State. MIRA needs to be at the table."

Wild is also gauging the changes happening, while keeping MIRA abreast of issues so they are able to change with the times. "The state is changing, the economy is changing, transportation is changing, and the climate is changing and all of it will have an effect on business," said Wild. "Small businesses will get hit harder because they don't have large budgets. Small businesses need to be resolute and forward thinking. It is hard sometimes to look far ahead in the future because as a small business owner, you are working the business. You must think about the future and how your business as a retailer, supplier, or vendor factors into the changes."

Wild spent a lot of time talking about the association itself, but was



BILL WILD WITH DTE COO JOI HARRIS AND DTE PRESIDENT/CEO JERRY NORCIA



WAYNE COUNTY COMMISSIONER AL HADIUS AND DETROIT MAYOR MIKE DUGGAN WITH BILL WILD



ZOE CLARK, RICK PLUTA AND BILL WILD ON THE SET OF DPTV INSIDE THE GRAND HOTEL



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also focused on helping further the goal of the Midwest Independent Retailers Foundation (MIRF). "Along with the business leaders, philanthropic leaders, as well as non-profits were at the conference," said Wild. "There is a lot capital that nonprofits are trying to access, and we will do the same."

The annual event is an opportunity to connect and collaborate with people many might not get a chance to meet otherwise. "We had a great conversation with Jerry Norcia, President and CEO of DTE Energy," said Wild. "The DTE Foundation has always been a big supporter of MIRF. I also had time to talk to Gary Torgow, chairman of the board at Huntington Bank who was our keynote speaker of this year's MIRF Scholarship Luncheon; these are examples of the people you are able to connect with at the conference."

The Leadership Conference also provided Wild an opportunity to connect with elected officials. "The governor was there, and she is accessible," said Wild. "Key legislators like Senator Joe Bellino Jr., former chairman of MIRA attended, and we talked about the layout of Lansing and legislation important to MIRA. I also spent time with the Speaker of the House Joe Tate. He is going to be a very influential individual in the state. The three-day event was a great opportunity to meet with local, state, and federal officials."

"There are leaders of all major corporations of Michigan and many of them are members of MIRA such as our suppliers. It is important we connect with them, and I met people in the Detroit area and as we grow our footprints in Southeast Michigan, we rely on those relationships moving forward," Wild continued.

While on the Island, Detroit Mayor, Mike Duggan, made a big announcement that could have a positive impact on MIRA members with businesses in Detroit. "He announced a new plan to lower taxes for those operating businesses in Detroit while raising the tax on owners of vacant land. It is designed to penalize the investors and speculators, but to give a tax break to those helping in the regeneration of the city," said Wild. "We have a lot of members who have real estate and who are operating business in the city of Detroit. I always had a great relationship with Mayor Duggan. We will keep an eye on that initiative as we move forward."

\*Writers with Epiphany Communications & Coaching are content creators for Bottom Line.



BILL WILD WITH WJR'S PAUL W. SMITH OUTSIDE THE WJR BOOTH



STEPHEN GRADY MUHAMMAD, ASST. WAYNE COUNTY EXECUTIVE WITH BILL WILD



TONY TOMZACK AND KHALIL RAHAL FROM DTE ENERGY WITH BILL WILD



MATTHEW EVANS OF ROCKFORD CONSTRUCTION WITH BILL WILD



BILL WILD, MACOMB COUNTY PUBLIC WORKS COMMISSIONER CANDICE MILLER, AND MICHAEL PATRICK SHIELDS, HOST OF MICHIGAN'S BIG SHOW



BILL WILD WITH LOUIS PISZKER, CEO WAYNE METRO COMMUNITY AA



BILL WILD SITS DOWN WITH JEROME VAUGHN OF WDET RADIO



MARY ZATINA AND ANNE MASTERSON FROM WDET TALKING TO BILL WILD ABOUT BUSINESS OPPORTUNITIES IN DETROIT FOR MIRA MEMBERS

#### MIRA CEO Sits Down with Macomb County **Executive Mark Hackel**

■ BY EPIPHANY COMMUNICATIONS & COACHING\*

Born and raised in Macomb County, Michigan, Mark A. Hackel is a proud graduate of Warren Consolidated Schools where he never missed a day of classes. He holds an associate degree from Macomb Community College, a bachelor's degree from Wayne State University and a master's degree in public administration from Central Michigan University.

He began his career in law enforcement in 1981 as a dispatcher with the Macomb County Sheriff's Department. Over the next 20 years he worked his way through every rank and was ultimately elected sheriff in 2000.

As sheriff, he was recognized for his innovative law enforcement practices and his fiscal discipline. Hackel was elected to serve as Macomb's first-ever county executive in November 2010, finishing first in every voting precinct in the county. During his time as executive, he has transformed county government by making it more economical, efficient, and ethical.

As chief executive officer of Michigan's third largest county, Hackel is aggressively focusing on both economic and community development. He created an awardwinning marketing and branding campaign "Make Macomb Your Home' that has raised the profile of Macomb County. Executive Hackel actively promotes the county's strong defense, automotive and advanced manufacturing capacity.

He is also championing the

"Blue Economy" initiative, which supports clean water, tourism, recreation and economic development of Lake St. Clair and the Clinton River. Hackel is a forceful advocate for Macomb County on key regional issues and has been an effective voice with Macomb's elected delegation in Lansing and Washington D.C. He is committed to providing innovative leadership for the region, while delivering services citizens and businesses expect.

MIRA President and CEO, Bill Wild, has had a long-time professional relationship with the Macomb County Executive and the two recently caught up with each other at the Mackinac Policy Conference. We share this month's CEO-to-CEO.

#### You have been a long-time public servant, what attracted you to public office and what keeps you interested?

I was drawn to public service early in my career. It all began when I took on a job as a dispatcher, where I quickly realized my passion for helping others and making a positive impact on the community, which has grown stronger over the years.

My experiences with police work played a crucial role in exposing me to the multifaceted nature of public service. Through my service in law enforcement, I witnessed firsthand the challenges faced by our society and the importance of effective governance and leadership. This exposure motivated me to contribute on a larger scale and pursue a career in public office.



MACOMB COUNTY EXECUTIVE MARK HACKEL

What keeps me interested in public service is the ability to make a meaningful difference in people's lives. Every day presents an opportunity to address critical issues, improve public safety, enhance community well-being, and promote positive change.

#### How important are your public/ private relationships?

Public/private relationships are essential in helping our communities thrive. These relationships serve as a vital bridge between government entities and private sector organizations, enabling dynamic collaboration and community driven solutions.

Public/private partnerships allow us to use the reach of government with the creativity of business. By fostering partnerships with private businesses, community organizations, and other stakeholders, we can tap into diverse expertise, resources, and perspectives that make our communities stronger.

Overall, the importance of public/private relationships cannot be overstated. That is the difference maker. That is how things get done.

# You have been attending the Mackinac Policy Conference for several years, why is it important and how has networking on the island benefited Macomb County?

I have been attending the Mackinac Policy Conference for several years because it holds great importance for both Macomb County and myself. This annual event provides a unique opportunity to connect with chief decision-makers, bringing together leaders from various sectors and regions.

The significance of the conference lies in its ability to serve as a platform for highlighting the impact Macomb County has on the larger region and the state as a whole. It allows us to showcase the vital contributions, accomplishments, and potential of our county, shedding light on our economic strengths, innovative initiatives, and community-driven projects.

Overall, the Mackinac Policy Conference offers a dynamic environment where we can engage with influential leaders, strengthen ties with our counterparts, and collectively address the challenges and opportunities facing Macomb County. It helps us amplify our voice, showcase our strengths, and forge partnerships that benefit not only our county but also the broader region and the state as a whole.

## 4. How can MIRA members and our association best engage you and Macomb County?

MIRA members and your partner networks can best engage with Macomb County through our planning and economic development team. This dedicated team is responsible for driving growth, fostering economic opportunities, and enhancing the overall quality of life in our county.

Connecting with our planning and economic development team, MIRA members can explore potential collaborations, share ideas, and discuss opportunities for partnership. Our team is well-versed in the unique strengths and needs of Macomb County, and they can provide valuable insights and guidance to support your association's initiatives.

More information can be found at www.business.macombgov.org.

# 5. You have been a big advocate for small business, tell us how you have engaged with the business community over the years?

Engaging with the business community has been a top priority for me over the years, as I strongly believe in the importance of supporting and advocating for small businesses. As the county executive, I and my team have been dedicated to fostering an environment where businesses can thrive.

To engage with the business community, we have taken several measures to provide support and resources tailored to the unique needs of businesses at every stage of growth. We have established a range of services and programs designed to assist small businesses in Macomb County.

So, whether you're a startup, an established business, or anywhere in between, we are your business partner here to support your growth and success.

#### 6. What are the top issues you are addressing today in Macomb

#### County?

Currently, in Macomb County, we are actively addressing two top issues that are of critical importance to our community:

Mental Health and Infrastructure.



MIRA PRESIDENT AND CEO BILL WILD (CENTER) PICTURED WITH OAKLAND COUNTY EXECUTIVE DAVE COULTER (LEFT) AND MACOMB COUNTY EXECUTIVE MARK HACKEL (RIGHT) INSIDE THE GRAND HOTEL ON MACKINAC ISLAND FOR THE DETROIT REGIONAL CHAMBER POLICY CONFERENCE

In recent years, there has been an increase in advocacy, awareness and understanding of mental health, but many communities and individuals still face significant barriers to accessing mental health services. Many times, people in crisis end up in jails instead of in the care of trained professionals, who are prepared to deal with and treat a wide variety of concerns. This cycle escalated when a number of state facilities, and facilities across the country, began to be decommissioned in the 1960s. Through its new jail intake center, Macomb County plans to address this decades-long gap in care.

**CEO TO CEO** continued on page 24.

#### 

#### Partners Revamp Old **Businesses into Thriving** Gas Stations/C-Stores

■ BY EPIPHANY COMMUNICATIONS & COACHING\*

rank Awdish Jr. and Javante Shamammi became business partners not long after meeting for the first time. "We just met last year," said Awdish. "Our dads are good friends. They have done various business ventures together. When this opportunity came up, we talked about it, and it made sense."

The two began coordinating efforts and preparing to take over two businesses. They converted Cork & Rye on Northwestern Highway in Farmington Hills, Michigan, into a gas station and opened a brand-new BP gas station in Lathrup Village, Michigan, as well. They purchased the business at 14 mile and Northwestern across from the Home Depot, gutted it, revamped it, added to it, and opened it. It is a 4,500 square foot c-store and gas station.

The store in Lathrup Village used to be a Verizon store. "We bought it, gutted it and revamped that one as well," said Awdish. "That store is about 3,000 square-feet."

When the two created a plan to update the store on Northwestern, they had a clear vision. "We really wanted to make it one of the nicest gas stations in the area and when people walk in that is what we wanted them to see — how beautiful the store is with our high ceilings, open spaces and the variety of products we carry."

Awdish said their goal is to be known for their variety. "It truly is a one-stop-shop. We have liquor, wine, beer, and tobacco. It truly is a market with 35

CORK & RYE BP BP LATHRUP VILLAGE Locations: Farmington Hills and Lathrup Village, Michigan MIRA Member Since: 2023 Slogan: "Our niche is the variety we carry."



coolers filled with craft beer, seltzer and so much more. Our niche is the variety we carry."

Awdish and Shammami work on the two businesses together. Awdish also owns a Tim Horton's in West Bloomfield, Michigan, where he spends a few hours a day as well.

"Javante is a morning guy who comes in and reconciles the register where I place orders and work with the customers,' said Awdish. "It is great to be an owner operator, because you can control your own hours."

Although Awdish works several hours a day between his businesses, he does make time for entertainment. He plays both hockey and golf. "I also workout at the gym about four to five days a week," he said.

The two have a third partner who works more behind the scenes. "Tarek Gayar is more of an investor," said Awdish. "He doesn't work the day to day."

They are still working on acquiring licenses to sell liquor, beer, and wine, "but the store in Lathrup Village is also beautiful with plenty of parking and electric charging station," said Awdish.

After purchasing Tim Horton's on Maple and Orchard Lake with his father at 18 years old, Awdish dropped out of college. He was studying business at Oakland University at the time. "It just got to be too much trying study while working 364 days a year," said Awdish. "We only close on Christmas."

While Tim Horton's runs like a well-oiled machine, the two gas stations are slowly increasing in sales and foot traffic. "Javante has experience in the gas station business," said Awdish. "He is a great operator."

Shammami and Awdish have similar business philosophies. "He is a great partner; relentless hard work," said Awdish. ■

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#### 

#### MIRA Teams up with Popular Metro Detroit Broadcaster

■ BY EPIPHANY COMMUNICATIONS & COACHING\*

uring his popular podcast Jason Carr Drive!, Jason Carr focuses on positive topics, steering clear of politics or anything divisive. "Topics center on the nostalgia of growing up here and calling Metro

Detroit home," said Carr, "but more specifically the importance of shopping local independent retailers and brands. I don't think I could get through one episode without talking about something MIRA-related."

Jason Carr Drive! is a MIRA-sponsored weekday talk show hosted on Facebook Live every morning at 9 a.m. and in the evenings at 9 p.m. called OVERdrive. Carr focused on shopping locally before he knew about MIRA.

He has broadcasted his show from MIRA member businesses and will continue to look for opportunities to host remote broadcasts at MIRA member establishments.

At the MIRA Chairman's Dinner in May, where Carr was the Master of Ceremonies, Bobby Hesano, MIRA Chairman, announced his goal to double the MIRA membership. "And just like the Chairman's goal of doubling MIRA membership, I have a goal of expanding Jason Carr Drive! to other social platforms and media partners. Stay tuned!"

Carr noted how his childhood was rooted in all things local. "My parents bought my BMX bike in 1982 from a bike shop in Northville, my Intellivision video game console from Adray Appliance in 1980, and my Big Boy burgers with extra sauce from Elias Brothers throughout my childhood," said Carr. "We saw movies at the Penn Theater, ate halibut fish 'n' chips at Sutherland's, and bowled at Plaza Lanes and Super Bowl— all locally owned and operated. Supporting local businesses and brands is in my DNA. I'm very proud to not just 'talk the local talk but walk the local walk,' to this day."

Carr first met MIRA President & CEO, Bill Wild, when he was Mayor of Westland; he hosted Mayor Wild many times during his tenure as a Detroit TV talk show host. "We had an easygoing banter as host and guest, and he was among the first people I thought to reach out to when looking for sponsors for Jason Carr Drive! said Carr. "As it turns out, that same connection has proven to be mutually beneficial for MIRA and my "mom 'n' pop" livestream. I consider him not just an advertiser, but a friend."







IASON CARR WITH MIRA BOARD MEMBER PHIL KASSA AND OWNER OF HEARTLAND MARKETPLACE

Carr has had a successful 30-year career in broadcasting and is still going strong. "I am eternally grateful to have had a colorful, rewarding and never-boring broadcast career," said Carr. "Too much to get into for this article, but they say if you do what you love you'll never work a day in your life. And I've had very few 'work' days over almost three decades."

A significant part of what MIRA does is collaborate with others, and Carr agrees that collaboration is key. "I had the good fortune (and God's blessings) to host two top-rated talk shows consecutively on two different Detroit TV stations—the first such shows since Kelly & Company went off the air a long while ago," said Carr. "The amount of teamwork that goes into creating hours of entertaining and informative TV every week- I think would boggle the mind of the average viewer. And I think of MIRA as being my teammate in producing and hosting Jason Carr Drive!"

Carr also enjoys his downtime. "When I'm not hosting or wearing many hats for my show, I am an avid golfer during the summer and bowler in the winter," he said. "I love to bass fish, shop my local grocery, music, and hardware stores, and go bargain hunting and thrifting with my daughter."

Carr not only collaborates professionally, but in his personal life as well. "My wife, Taryn Asher, is a dynamo: one half the main anchor team with Roop Raj on Fox 2 News, working mother, loving daughter and loyal friend, always thinking of others and always with an Italian pasta sauce on simmer (lucky me!)," said Carr. "For us it's all collaboration and that includes raising our 12-yearold 'junior dynamo' Gia, who is such a kind soul among the many accolades I could say about her. We are very proud parents."

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#### 

#### MIRA Members Save Big with Office Depot Discount **Program**

A peak into the life of the man behind the program.

■ BY EPIPHANY COMMUNICATIONS & COACHING\*

fter spending a couple of semesters in college, Mitchell Rosenau joined the Navy and credits his time in service to not only valuable discipline skills, but adopting a philosophy in life that has proven to be fruitful in both his personal and professional life.

"I have met so many amazing people while serving in the Navy and those people-skills I acquired have been so valuable," he said. "No matter what kind of day you are having or someone else is having, treating people with kindness goes a long way. From my experience, that kindness can turn someone around and even make a positive impact on my life at that moment."

An injury forced Rosenau to leave the military after 3½ years of service. Today, he is an Account Sales Representative at Office Depot. Through his efforts, MIRA members now have access to a discount program with Office Depot.

"We are able to provide MIRA members corporate pricing on all of their office needs. This includes everyday office supplies, cleaning supplies as well as supplies for the breakroom or waiting room like a Keurig coffee machine," said Rosenau. "MIRA members are able to get corporate pricing, which is a

major savings compared to the retail prices that they would pay somewhere else."

The Office Depot Corporation is an American office supply holding company headquartered in Boca Raton, Florida. The company has combined annual sales of approximately \$11 billion and employs about 38,000 associates with businesses in the United States.

MIRA members can call the MIRA office at (248) 671-9600 to get enrolled into the discount program. Once enrolled into the system, Rosenau will call you and facilitate the easy set-up process on their app. After that, MIRA members use the app to order.

"Our goal is to make sure MIRA members have the best pricing and the best service," said Rosenau. "We have teams working on projects for clients such as updating office furniture or technology. We have dedicated specialists to assist all our customers."

When he is not serving MIRA members and his other clients, Rosenau is raising his 5-year-old daughter and spending time with friends and family. "I love going to concerts and listening to live music," he said.

From his office in Texas, Rosenau connects with MIRA members as often as needed. "We are focused on making sure the client's needs are met in a timely manner," he noted. "We don't want to just meet your expectations, we want to exceed them. We also partner with schools on electronic needs working with libraries, labs, and redesigning workstations. It's a team approach."

Reflecting on his military service, Roseau brings his best efforts to work daily. "I really do try to put my best foot forward, to treat people with kindness no matter what challenges I am facing on any particular day," he said.

Check out the program details on page 23. ■

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# MIRA MEMBER EXCLUSIVE

Members with guestions call the MIRA office at 1-800-666-6233



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#### 

#### **CEO TO CEO**

continued from page 17.

The proposed new jail intake facility is projected to cost \$228 million and will be paid for utilizing both county and state funding.

We understand that being in contact with law enforcement can be an overwhelming and stressful experience, especially for individuals who may be struggling with mental health issues. Our goal is to provide a supportive environment where individuals can receive the appropriate care and resources they need, rather than just being locked up.

The new planned intake process includes a comprehensive mental health assessment to ensure that every individual receives the proper care and support they require. We work with a team of experienced mental health professionals who can provide clinical assessments and ensure that individuals are connected with the appropriate resources and services, such as counseling and therapy.

Macomb County is committed to advocating for improved mental health care for individuals in the community and will continue to partner with stakeholders to achieve this goal, including the experts at Macomb County Community Mental Health (MCCMH).

We want to provide a safe, supportive, and compassionate environment for everyone who comes through our doors. We recognize that mental health support and resources are crucial to help individuals thrive and reach their full potential.

Infrastructure is another key issue we continue to prioritize in Macomb County. From the roads that we travel each day to the utilities that serve our homes and places of business, our nation, state and local communities continue to face generational challenges to invest in these assets.

Here in Macomb, we have continued to develop modern tools and programs that can ensure we have the strategies in place to enhance our infrastructure network. From our asset management program examining real time road conditions to our capital investment plans with Public Works Commissioner Candice Miller, we are committed to investing in these foundational community building blocks. As with every community asset it always comes down to funding. There isn't one road or bridge that we couldn't fix if we had the funding. We have engaged our legislative counterparts at the federal, state, and local level to help advocate for more resources in these areas. We will continue to champion for more infrastructure dollars, which in turn will help our communities prosper.

We are dedicated to engaging with stakeholders, leveraging partnerships, and utilizing data-driven strategies to effectively tackle these top issues and make a positive impact in Macomb County.

What else would you like our MIRA members to know about the work you are doing in Macomb County?

In addition to what has already been mentioned, talent retention, building vibrant communities, and the welcoming nature of Macomb County, there are several other aspects of our work that I would like MIRA members to know about.

Talent retention is a critical priority for us. We recognize the importance of attracting and retaining skilled professionals, entrepreneurs, and innovators in our county. We currently have strong partnerships with Ford Next Generation Learning, Macomb Community College as well as our Macomb Intermediate School District that we see continuing to strengthen with current and new relationships in the business community. Building vibrant communities is another key focus area. We understand that vibrant communities are the heart of Macomb County. We work to create spaces that offer a high quality of life, with access to amenities, cultural events, recreational activities, and social opportunities.

The welcoming nature of Macomb County is also a core value. We celebrate diversity and promote inclusivity throughout our community. We believe that embracing different perspectives, backgrounds, and cultures strengthens the fabric of our county.

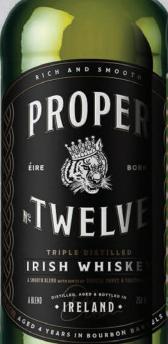
By focusing on talent retention, building vibrant communities, and promoting the welcoming nature of Macomb County, we are committed to creating an environment that attracts businesses, nurtures innovation, and enhances the overall well-being of our community.

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#### MIRA Corner



MIRA BOARD CHAIR BOBBY HESANO WITH OTHER FORMER MIRA CHAIRMAN IN ATTENDANCE



AMIR AL'NAIMI, CHRIS ZEBARI AND NABBY YONO



**JOHN DENHA AND NAJIB ATISHA** 



MIKE CAVIN, BYRON YONO AND CONRAD HAREMZA



**BURT KASSAB, FRANK AYAR AND DAVE ORLANDO** 

EVENT RECAP //

#### Reconnecting with Old Friends at the Chairman's Dinner

■ BY EPIPHANY COMMUNICATIONS & COACHING\*

On a beautiful Michigan evening overlooking the golf course, at Shenandoah Country Club in West Bloomfield, more than 130 people gathered for MIRA's Annual Chairman's Dinner. While Saxophonist Kareem Kamal's music played in the background and Tap Snap photography snapped photos of the event, atendees scattered throughout the room chatting about old times and current events.

The event included a cocktail hour, dinner, silent auction, live entertainment, photo booth and a short program. The night was topped off with cocktails and dessert.

Along with the association's chairman Bobby Hesano, 13 past chairmen gathered to celebrate the association's 113-year history and reminisce about MIRA's storied past. "This is about unity." said Hesano. "We are here to re-connect and share ideas."

"One of our goals is unifying our association," said Hesano. "We want to elevate our influence in the industry through our chairman's position and through the Board of Governors. This dinner is part of that goal. We have been blessed with a vast array of talent that dates to the inception of this association."

Longtime Detroit TV Personality, Jason Carr, served as the evening's Master of Ceremonies. "I grew up in Plymouth/Canton and I have been a strong proponent of small businesses, mom and pop shops and independent retailers," he said. "Growing up, my family shopped at independently owned retail businesses. When I was a kid, my dream was to have a BMX bike and my parents went to this little bike shop independently owned and bought me my bike. My family has always been consumers of local products. My grandfather's home was always stocked with Faygo Red Pop."

Carr is the host of the popular livestream podcasts Jason Carr Drive! and OVERdrive. He recently interviewed MIRA President and CEO, Bill Wild, during his show from Johnny Pomodoro's Fresh Market, a MIRA member.

Past chairmen who attended included Jerry Yono, Edward Acho, Philip Kassa, Amir Al-Naimi, Bill Viviano, Mark Karmo, Nabby Yono, Sam Dallo, Ronnie Jamil, Chris Zebari, Joe Bellino, Cliff Denha and John Denha. "It's so great to be here tonight and catching up with old friends," said Jamil. "I am glad the association organized this event. It is a wonderful event."

During the dinner Wild, like Hesano, noted MIRA's deep-rooted history that includes its relationship with business and government leaders, a tradition that continues today. He recognized several who attended the event including elected leaders: Sen. Joe Bellino Jr. (who was also a former MIRA chairman), Rep. Alabas Farhat, Rep. Karen Whitsett, Rep. Mike Mueller, Sen. Mike Webber, Sen. Sylvia Santana, and former Rep. Harvey Santana.

On each table were copies of the Bottom Line issue featuring the cover story about current Board of Governors Chairman, Bobby Hesano. Also, there was information about upcoming MIRA events.

Throughout the event, several board members shared their favorite memories of the association. See Ask the Member on page 27. Several sponsors donated valuable items to the silent auction including a Shinola watch donated by Walters Market, two sets of four Tiger tickets and parking passes donated by D&B Grocers, 1 set of Tiger Tickets and parking pass donated by Proximo Spirits, who also donated a Titleist Golf Bag. Casa Décor donated a \$1,000 gift certificate and a Mackenzie Childs Tea Kettle. Tito's Homemade Vodka donated a cooler and Fox Hills Golf Course donated a golf foursome. Dash Jewelers donated a 14k white and yellow gold pendant necklace and a beautiful conversational piece of a blown glass dragon-liquor was on the auction display.

Sponsors of the event also included Michigan Lottery, Tito's Handmade Vodka, Proximo Spirits, Borden Dairy, Conifer Insurance and Kassab Law Group P.C. sponsored the Valet. ■

\*Writers with Epiphany Communications & Coaching are content creators for Bottom Line.

#### Ask the Member

#### What are Your Favorite Memories of the Association?

"When they tried to roast me at the Chairman's Roast a few years ago, and I flipped the script on them; I roasted everyone else. No one would roast me. They were scared. They said 5 minutes of fame would create a target on their backs for life. Someone gave me \$500 just so I would *not* roast him and his wife. Also, the board trips were awesome. I loved the Miami trip; It was my first year with the association."

- JOHN DENHA // HURON FOODS

"The Miami trip for sure. It was my first year as the chairman and I went all out. Bacardi hosted us. We had a great time. Miami has great dining. We toured the Bacardi building. We did a trip to Busch Gardens and to South Carolina, as well. They were great. We paid for our own travel expenses, but we were sponsored for events, dinners, and shows. We have been all over. Nashville was a great trip. Clearwater was wonderful and Louisiana was a blast: it was like Mardi Gras. We always had supplier sponsors. The entire board attended. We made the trips very productive. We made the trips a board retreat. We put in hours of meetings. The wives became very close to each other. When we worked, they were out shopping or doing day spa trips. It was so much fun. We really created a family. Those retreats bonded us as a big association family. - RONNIE JAMIL // BELLA VINO WINE

- "My favorite memories are the golf outings. I love them. I love the camaraderie. It is always such a great time."
- DAVID ORLANDO, PRAIRIE FARMS
- "They were all good memories. One that really stood out was in 1967. A photo of my store during the riots ended up on the cover of *TIME Magazine*. My brother was in Korea at the time, and he called to ask me what was going on because he saw the

picture on the cover. My store was the only store in the area not damaged in the riots. Our customers protected our store. They stood in front of it with shot guns. Our store was never touched."

— JERRY YONO // FORMER MIRA CHAIRMAN

"All the trips for the board retreats. They were all productive, successful, and fun. Myrtle Beach was a blast. Every board member was there with their wives. It was a great time."

— JIM GARMO // KUZANA ENTERPRISES

"The trip we took in Miami. It was a wonderful time. The Annual Trade Dinner is always fun, but the scholarship luncheons are just exceptional. I like the venue, the speakers and supporting the college students."

- NAJIB ATISHA // INDIAN VILLAGE MARKET

"It was the golf outing, my very first one.

It was so much fun. We had way more fun than we are supposed to have; I saw so many people, friends, and relatives I hadn't seen in a while. The association puts on great golf outings. They are truly amazing."

— ROY RABBAN // JACKSON SAVE-A-LOT

"The retreats were the best. The board retreats that were out of town were just so successful. It was at no cost to the association. It really created closeness and camaraderie. New Orleans was a lot of fun. Bourbon Street was a blast. Busch Gardens was also a great trip."

— NABBY YONO // ARAB AMERICAN CHALDEAN COUNCIL

"I would say my favorite memory was always the Turkey Drive. They Turkey Drives always meant so much to me and my family. I raised my kids taking them to the Turkey Drive every year. My one daughter used to bring her college sorority sisters to help. My other daughter used to bring along fellow special needs teachers and my son would bring his hockey team mates to help and volunteer. My kids have fond memories of it. I started in my mid 20s working the Turkey Drive and volunteered for years.

— CHRIS ZEBARI // TAYLOR FREEZER

"The effort we made to change the way the Bridge Card distributed funds. It used to be 19 days, but we paid the State of Michigan more than \$200,000 in private funds to create a new program to expand the days the money is distributed. Two years later, other states were replicating the system our association paid to implement in Michigan. We had to raise money to pay Michigan to implement the software. This should be common sense, but it wasn't for people at the state level. The employees working in the department for the State of Michigan didn't experience the challenges people who are dependent on Bridge Cards face but as grocers and retailers, we saw it firsthand."

— JOE BELLINO, JR. // MICHIGAN SENATOR

"There are so many memorable moments. The scholarship luncheon is my favorite event. I like to see us giving back and helping these college students; we see the fruits of our labor."

— CLIFF DENHA // WINE PALACE

"I really like the golf outings and the gala is very cool. I love the events because they are always about the people."

- MIKE CAVIN // RNDC

"Being on the board was very memorable. The board meetings were productive but very fun at the same time. We became good friends and we joked so much with each other. I was on the board for almost 30 years, and I just loved it."

— AMIR AL'NAIMI // FORMER MIRA CHAIRMAN





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EVENT RECAP //

#### Scholarship Luncheon Inspires Students and Promotes **Higher Education**

BY EPIPHANY COMMUNICATIONS & COACHING\*

Inside the Detroit Athletic Club (DAC) on June 13th, 35 college students were honored as they each received a scholarship from the Midwest Independent Retailers Foundation (MIRF) in the amount of \$1,500.

MIRF Chairman, Bill Wild, served as the afternoon's Master of Ceremonies. "This period of time marks a key milestone in your education career, and we couldn't be prouder to help you along this journey," said Wild. "You are the future, and your ongoing education will help prepare you to face the challenges of tomorrow."

MIRA Board Member, Michael Cavin, led the attendees in the Pledge of Allegiance and with his powerful voice sang the National Anthem.

Gary Torgow, Chairman of Huntington National Bank, delivered this year's keynote speech, starting with a message of congratulations to the student. "You are the future leaders of our community and what you are doing today is remarkable." He told a story about meeting former British Prime Minister, Margaret Thatcher, at a banking conference; he was seated next to her at the head table. He asked her about one of the great things that happened as Prime Minister. She replied that there were many. Then he asked her to share something bad that happened and she proceeded to tell the story about her first State dinner in her honor at Buckingham Palace hosted by Queen Elizabeth II. Shortly after arriving at the dinner, Thatcher realized that she was wearing the same dress as the Queen. Mortified by her faux pas, she wrote an apology letter to the Queen when she returned to her office. A couple days later the Queen responded through her secretary that no apology was

necessary because the Queen never notices what commoners wear. "I was thinking about that story and how it is a terrific lesson to what is happening here," said Torgow. "There are no commoners in our world. Every single person is precious. Every single person is royalty and no matter what we do or what our job is, no matter where you stand in the world or what your economic platform or education platform is, we must remember that every single person we encounter, in heaven's eyes, is royalty. What you (speaking to MIRA and MIRF board) are doing today is wonderful, to award scholarships to these students, to lift them up; they will be the royalty of our next generation. What a privilege and what an honor. What tremendous opportunity that you (the students) are taking."

Today, Torgow is the chairman of the 21st largest bank in the United States with 20,000 employees; they are the largest SBA lender in the US. They have 1,000 offices in 11 states.

During his speech, Torgow shared a few stories including one related to MIRF Scholarship Sponsors, DTE. Torgow is very familiar with scholarship programs. He gives out the SWAG awards through Huntington Bank which stands for Students Wired for Achieving Greatness. He met a young man named Alex. "During his interview, he was wearing a bowtie and he looked like he was going to be the President of the United States," said Torgow. "I asked him to tell me about himself. He was headed to Michigan State University."

However, Alex wanted to attend Morehouse College, the leading black

**SCHOLARSHIP LUNCHEON** continued on next page.





KEYNOTE SPEAKER, GARY TORGOW, CHAIRMAN OF HUNTINGTON NATIONAL BANK



SCHOLAR CONNOR EILAR AND HIS FAMILY WITH **D&B GROCERS SPONSOR, BOBBY HESANO** 



BORDEN DAIRY SPONSOR, JIM EVANS, WITH SCHOLAR SERINE JAFFAL AND HER FAMILY



SCHOLAR LILY LOBERT WITH SPARTANNASH SPONSOR, JIM GOHSMAN

#### MIRF Corner

#### SCHOLARSHIP LUNCHEON

continued from previous page.

institution in America because Martin Luther King Jr. graduated from there but his 3.2. grade point average didn't earn him a scholarship to pay for the \$250,000 tuition fee. As a new board member of DTE, Torgow was set to fly to Florida for his first board meeting later that afternoon. At the DTE board member dinner that night, he sat next to a longtime DTE board member who happened to be the president of Morehouse College,

#### **EVENT SPONSORS**

The MIRF scholarships are made possible because of generous sponsors. A special & heartfelt thank you to all of our sponsors. We are so grateful for your support and you have truly made a difference in the lives of these students!

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David Thomas. "You know there are no coincidences," said Torgow.

He proceeded to tell Thomas about Alex, and how he was accepted to Morehouse College but couldn't afford the tuition. "This kid is going to be the president of the United States one day and you will want him at your college," Torgow told Thomas.

Thomas proposed to Torgow if he gave half the money, Morehouse would give the other half. The two men shook hands and made a deal. Today, Alex is the number one student in his class at Morehouse College. "If you put your head and your heart in the right place, the opportunities are there," said Torgow. "When you want to do something good, there is always little push to help and, in that story, that push came from DTE and the DTE Foundation. The hard work they do, and these sponsors do to help these young students is paying off...you see on the faces of these students the promise and opportunity and it is such a beautiful thing."

MIRF Board members Nabby Yono, Paul Elhindi, Cliff Denha. Khalil Rahal and Vanessa Denha Garmo read the biographies of each student as Wild handed them their checks.

Near the end of his 20-minute talk, Torgow talked about his own academic life and how he was a C student and how ended up in law school wanting to follow the footsteps of his grandfather but, "I wasn't a very good lawyer," noted Torgow.

At one point a real estate opportunity came his way and Togow ended up in the real estate business and ultimately the banking business. "It doesn't matter if you are smarter, richer, more handsome, or more beautiful ... you keep your eye on the ball and your eye on the ball means your job in life is to do good things for people. If you make it your life's passion to do good for yourself so you can do good things for other people, you will see tremendous benefit."

Torgow continued to share more of his own personal experiences. "The smartest people in my law school class never achieved all that we thought they would with all the great grades," said Torgow. "Ask yourself if you are using the opportunities you are given to better the world? We live in one of the most complicated times in our history ... what your job is to keep your eye on your world and to make sure that you do the right things, say the right things, and treat people the right way. If you see someone less fortunate than you, try to lift them up and give them an opportunity. You don't have to be the best at what you do...but be the kindest, most gentle, and fine person and have a lot of gratitude."

Torgow went against the old cliché that nice people finish last. "Nice people do finish first," he said. "When a person shares kindness on this planet, when you do something for someone else and treat people with dignity, it triggers a kindness platform upstairs that sends kindness back down to you here," said Torgow. "When you do something good for someone else, heaven looks at you and says 'wow, they are taking care of my children, I need to take care of them.' When you find ways to benefit others, you will benefit from the goodness you share with others."

\*Writers with Epiphany Communications & Coaching are content creators for Bottom Line.

SpartanNash







#### MARY KATHARINE ACHO TARTONI

Mary Katharine is a sophomore at University of Michigan studying International Relations - Political Economics and Development. She is currently the Marketing & Communications Coordinator for the Sanger Leadership Center at the Ross School of Business and the owner of her own marketing agency, MKAT Media. Mary Katharine is passionate about serving her community, advocating for safety as the President & Founder of her local March for Our Lives chapter, serving on the Our Lady of Sorrows Father Solanus Casey Committee, tutoring elementary students, and volunteering at St. Christine's Soup Kitchen.

"Being selected as a recipient of the MIR Foundation scholarship is an incredibly gratifying honor. MIRF is a wonderful organization that makes higher education possible for so many, paving the way for new leaders and changemakers. I am so grateful to be a recipient of this generosity. I look forward to pursuing my education and one day being able to give back and share the same gift."

Conifer Insurance

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SUBMITTED THROUGH: CUMMINGS, MCCLOREY, DAVIS, & ACHO, PLC



#### **AUSTIN BARBOUR**

Austin is a freshman at MIAT College of Technology, where he is enrolled in the Welding Specialist program. He graduated from Fowlerville High School, where he was a lineman and two-way starter on the football team. In his last two years of high school, Austin also completed the Welding Technology program at the Wilson Talent Center in Mason, Michigan. He has a passion for welding that was ignited at a young age. His welding project, which he completed with a partner this spring, received 1st prize at the Michigan Industrial and Technology Education Society (MITES) conference and 3rd prize at the State conference.

"My goal is to pursue a career in welding. I have a passion for welding that was sparked at a young age. This scholarship is an honor to receive to help me financially in furthering my education and accomplish my career goal of becoming a Welding Specialist, thank you!"

SPONSORED BY: MARKHAM OIL COMPANY, INC.
SUBMITTED THROUGH: MARKHAM OIL COMPANY, INC.



#### ELENA BODAGH

Elena is a freshman at Wayne State University. In high school, she was Class President for all 4 years, National Honor Society Vice President, Student Council Treasurer, and Head Drum Major of the Woodhaven High School Marching Band. Elena has also volunteered with Gleaners, numerous Children's Hospitals, Victory Day, and more.

"This scholarship means a lot to me, as I wanted to be as independent as I could for college, because I knew that my parents had more than just me to take care of. I wanted to feel like I could relax during college instead of worrying about the costs of things."

SPONSORED BY: BLUE CROSS BLUE SHIELD OF MICHIGAN SUBMITTED THROUGH: EASY PICK MINI MART







Company



#### **BROOKLYNN BUTLER**

Brooklynn is currently enrolled in cosmetology school at Douglas J. Aveda in Ann Arbor, Michigan. She graduated from Howell High School in 2021 where she was a member of National Honor Society, as well as the cheerleading team and advanced drama. Brooklynn has had many volunteering opportunities, such as preparing meals for others and devoting her time to help with the Howell Melon Fest.

"Receiving the MIR Foundation scholarship means a lot. Finishing my education and starting a career is important to me. I have taken out loans and work as many hours as possible to pay for school myself. At the beginning of the school year, I was hit driving home and got into a car crash. Although I was alright, my car was not. That means, on top of the monthly tuition I am paying, I also have to save money for a car. The last several months I have had to rely on the generosity of family and friends to get to and from work and school. Receiving this scholarship will help me tremendously regarding school payments. Thank you."

SPONSORED BY: MIDWEST INDEPENDENT RETAILERS FOUNDATION

SUBMITTED THROUGH: MIDDLETOWN MARKET



#### **EMILY CHIOU**

Emily is a freshman at Texas A&M University studying accounting and finance. She graduated from Neuqua Valley High School, where she was part of the girls' varsity tennis team and served as co-captain. Additionally, Emily was involved with Illinois Youth and Government, Interact Club, and Business Professionals of America at her high school along with serving as a teacher's assistant at the Naperville Chinese School.

"I would like to express my gratitude for this scholarship; I appreciate the recognition of my efforts thus far and the support for my desire to continue to pursue higher education. Because of this, receiving the MIR Foundation scholarship means so much to me and I am extremely honored. I plan on using this scholarship to reduce the amount of loans I will have to take out to pay for college and will it allow me to focus on my studies instead of worrying about financial stability."

SPONSORED BY: BLDI ENVIRONMENTAL ENGINEERING SUBMITTED THROUGH: CERMAK FRESH MARKET





#### PAIGE EBELS

Paige is a freshman at Mid Michigan College pursuing a degree in the medical field, while also playing basketball on the college team. She graduated from Northern Michigan Christian High School in McBain, Michigan, where she was a three-sport athlete and was the captain of both varsity basketball and varsity soccer, and a team leader on her varsity volleyball team. Paige made the all-area dream team in all three sports. She was a member of the yearbook committee, a teacher's aide, and a mentor for vounger elementary and middle school students at her school.

"It is such an honor to receive the MIR Foundation scholarship. Receiving this scholarship will put me one step closer to reaching my goals in the near future. I am thankful that my hard work has paid off and will continue to help me grow knowledge as I enter into the medical field. My parents are part owners of Ebels General Store which consists of grocery, retail meat counter, catering, and a USDA processing plant. I have been working here since I was 12. I appreciate having the chance to work at a young age and receiving this scholarship to help me continue my education."

SPONSORED BY: MIDWEST INDEPENDENT RETAILERS FOUNDATION SUBMITTED THROUGH: EBELS GENERAL STORE



#### **CONNOR EILAR**

Connor is a freshman at Aquinas College where he will play on the soccer team. He plans to double major in Biology and Chemistry and earn a pre-medical degree, hoping to later secure his Doctorate of Medicine to become an Oncologist. Connor attended Grand River Preparatory High School where he participated in varsity track and field, varsity basketball, and varsity soccer. He maintained a 4.0 GPA and volunteered in and around his community.

"This scholarship means the world to me. My parents lived on one income to be able to raise me and my brothers. My brothers and I have always been told that we will need to pay for our own college. This scholarship will be able to help pay for my cost of tuition and/or books. It will also lessen the debt that I might incur. Thank you so much to the donors that provided this to me. I feel truly blessed."

SPONSORED BY: D&B GROCERS WHOLESALE & DISTRIBUTORS SUBMITTED THROUGH: H.T. HACKNEY



#### MADISON FAGERSTROM

Madison is a freshman at Central Michigan University studying Broadcasting and Cinematic Arts. She graduated from Clio High School where she was captain of the bowling team and drum major of the marching band. Madison was a member of National Honor Society, a national qualifier in DECA, and an officer of the Student Council and Band Council. She has volunteered with New Covenant Church, Theater 57 and the Clio High School Theater Department.

"What it means to me to have received the MIR Foundation scholarship, is receiving the opportunity to follow my career goals and dreams. It shows that hard work and dedication pay off and to continue to strive for excellence. Overall receiving this scholarship has been a blessing and without it I would not be in the position I am right now."

SPONSORED BY: DTE FOUNDATION

SUBMITTED THROUGH: OSCAR W. LARSON CO.





#### **LUCAS GAVILAN**

Lucas is a freshman at University of Michigan studying sport management and business. He graduated from Stoney Creek High School, where he was the captain of the soccer team and a Scholar of Highest Distinction. Lucas was a member of DECA, Link Crew, and Model United Nations. He is also a first generation American born to two parents who immigrated from Argentina.

"Receiving the MIR Foundation scholarship means a lot to not just me and my family, but to my community at Papa Joe's Gourmet Market in Rochester Hills, Michigan. In October of 2020, at just 15 years old, I started working at Papa Joe's to try and help a local business in my area during the pandemic, as well as set a beginning to my working career. Since then, it has only changed my life for the better. From learning the responsibilities and determination that is required in the workplace, to meeting new, amazing employees and customers each and every day, Papa Joe's has shown me the importance of having a sense of purpose and contribution to my community. Through my service over these past years, I have seen firsthand what it means to be part of something greater than yourself. Because of this, I truly appreciate this scholarship as not just an acknowledgement of my individual academic efforts, but as an active symbol of what can happen when you give back to your community."

SPONSORED BY: DTE FOUNDATION

SUBMITTED THROUGH: PAPA JOE'S GOURMET MARKET & CATERING





#### **EVA GRAY**

Eva is a freshman at Northern Michigan University studying medicinal plant chemistry. They graduated from Michigan Virtual Academy in 2022, but attended Williamston High School until their last semester. While in high school, Eva was in National Honor Society and National Society of High School Scholars. They were section leader and drum major in marching band, and president of Art Club as well as Interact Club.

"It is an absolute honor to be chosen for the MIR Foundation scholarship. I am endlessly grateful for the generous donation towards my higher education, this scholarship will allow me to work less hours while in school to focus more on my learning. I am so excited to be able to put so much time and dedication into my degree and my time at Northern Michigan University. Thank you so much to the donors for offering me this wonderful and priceless opportunity."

SPONSORED BY: PEPSICO BEVERAGES SUBMITTED THROUGH: H.T. HACKNEY





#### LAUREN HAGGART

Lauren is a senior at Aquinas College, where she is studying Psychology and Mental Health Counseling. She graduated from Houghton Lake High School in Houghton Lake, Michigan where she was a part of National Honor Society, Rotary Club, Competitive Cheer, and Track and Field. Lauren also volunteers at her church by helping the elderly with yard work, running can drives for the needy, and cooking Thanksgiving dinner for the homeless through Degage Ministries. She has traveled to El Salvador with Rotary club, where they helped build homes for people without homes.

"Receiving this MIR Foundation scholarship means a lot to me. Not only is this scholarship going to help me to accomplish my degree, but it is also an honor to be given this award. MIRF contributes and gives back to the communities in Michigan, which I think is very important and valuable. To be awarded this scholarship from such a giving and spectacular association is a great honor that I am proud to have achieved."

SPONSORED BY: MIDWEST INDEPENDENT RETAILERS FOUNDATION

SUBMITTED THROUGH: H.T. HACKNEY



#### SERINE JAFFAL

Serine is a sophomore at John Carroll University majoring in Biology and Peace, Justice, and Human Rights with a minor in Leadership Development. She graduated from North Olmsted High School where she was the president of Key Club, Vice President of the Class of 2022 and Model UN, and was a member of National Honor Society, National Technical Honor Society, and yearbook. At university, Serine is the founder and president of RITC at JCU, a non-profit that raises awareness on child sexual assault, the society coordinator for the Pre-Medicine Society's executive board, the public relations chair for the Muslim Student Association, and an employee on the campus' coffee shop.

"Receiving this MIR Foundation scholarship means so much to me! It means that I am capable of achieving my dreams, no matter how high I aspire, and that there are people in the world who see my potential and are willing to support them!"

SPONSORED BY: BORDEN DAIRY

SUBMITTED THROUGH: ADAM MEAT CORP. SHOP EXPRESS



#### RITA KRIKO

Rita is a freshman at Wayne State University majoring in biology in hopes of becoming a doctor. Rita attended Mercy High School, where she was a part of National Honor Society and Spanish Honor Society. She was also the leader of Health Occupations Students of America (HOSA) and science club and founded Youth Movement Against Alzheimer's. In Rita's free time she loves to babysit as well as feed the poor on Saturday mornings. She currently volunteers as a tutor, at Friendship Circle, Beaumont Hospital, nursing homes, and as a catechism teacher at her churches Vacation Bible school. Once a doctor, Rita hopes to be fluent in Spanish so that she can visit and practice medicine in underdeveloped countries in South America.

"I am very grateful for the opportunity to obtain this scholarship. Winning this prestigious scholarship has not only brought me immense joy but has also provided me with an incredible opportunity to pursue my educational goals. It serves as a testament to the countless hours of hard work, determination, and sacrifices I have made along my academic journey. Your investment in my education has not only given me a chance to broaden my knowledge but has also instilled in me a sense of responsibility to make the most of this opportunity. With your support, I will strive to excel academically and make a positive impact on my community."

SPONSORED BY: MIDWEST INDEPENDENT RETAILERS FOUNDATION

SUBMITTED THROUGH: MR. C'S DELI AND PIZZA



#### **GRACE KIZY**

Grace is a sophomore at Grand Valley State University studying biology with a veterinary emphasis and is currently a member of the university's pre-veterinary club. She graduated from Mercy High School where she was an editor on her school's yearbook and was also the leader of her school's animal rights club. Grace swam on the Mercy varsity swim and dive team and served as captain her senior year. She is a big animal rights activist and has volunteered at Walled Lake Veterinary Clinic.

"This scholarship means a lot to me because I try to work hard at everything that I do especially my schoolwork, so being acknowledged, and awarded for something I am proud of makes me want to keep working hard. I also work for my father at his store, so being able to get this award because of him makes it more special."

SPONSORED BY: PRAIRIE FARMS DAIRY CO. SUBMITTED THROUGH: PARTYVILLE LIOUOR



#### AVA KONJA

Ava is a sophomore at Wayne State University majoring in Biological Sciences and minoring in Psychology, aspiring to become a doctor in the field of Genetic Counseling. She was on the Wayne State Academic Dean's list during the 2022 fall semester. Ava graduated from Notre Dame Preparatory School in 2022 as a member of the board of the National Chinese Honor Society, and a clarinet and bass clarinet player in Notre Dame's marching/symphony band, and as a hobby she has been playing guitar for 5 years. With any spare time, she enjoys volunteering at her church, Mother of God Chaldean Catholic Church, helping with any events she can.

"To me, receiving this MIR Foundation scholarship means that I can honor this scholarship by continuing to do well in college and in my future. Receiving this scholarship gets me that much closer to having a debt free degree as well as helping with some of the responsibility my parents to provide for me as I go through college. Doing well and finishing my degree are incredibly important to me, so receiving this scholarship means I can look a little further into my future."

SPONSORED BY: REPUBLIC NATIONAL DISTRIBUTING COMPANY (RNDC)
SUBMITTED THROUGH: LAKEVIEW MARKET

REPUBLIC NATIONAL DISTRIBUTING COMPANY



## JOSEPH KONJA

Joseph is a sophomore at the Wayne State Mike Ilitch School of Business, majoring in accounting and finance. At Wayne State, he holds the position of Vice President of Finance for the professional co-ed business fraternity Alpha Kappa Psi, is a mentee in the Corporate Mentorship Program, and a member of Warrior Consulting Group. Joseph has gained practical experience through tax-related internships at Datamatics and Masco Corporation, and he will be interning at EY this summer. Maintaining a 3.96 GPA, Joseph has consistently made the Dean's list and has been recognized as part of the business school's "25 under 25" list, showcasing his exceptional academic achievements and leadership abilities.

"Receiving this scholarship means a lot to me as I am extremely blessed to be able to represent my ethnicity in my everyday life. It is truly an honor to be nominated along all the other candidates and I am very fortunate to be able to be able to accept it. This scholarship will be extremely beneficial helping me pay for college."

SPONSORED BY: GREAT LAKES WINE & SPIRITS SUBMITTED THROUGH: YPSI CONVENIENCE





## **CONER KOUZA**

Coner is a freshman at Michigan State University - Lyman Briggs College studying human biology. He graduated from the University of Detroit Jesuit High School and Academy where he was a member of various clubs, serving as the president of the Pastoral Team, co-president of the Arab/Chaldean Club, and a member of the Business Club. Coner has also played lacrosse for four years at UofD Jesuit. Along with a strenuous academic schedule and other school activities, Coner volunteers at a refugee center called Hope Care and Beyond for women immigrating from the Middle East. He served as an ESL instructor at the center. Upon earning his bachelor's degree, Coner plans on attending medical school.

"Winning the MIR Foundation scholarship shows me that hard work pays off. Winning this scholarship shows me that the countless hours I spent doing homework and studying was worth it. This scholarship will also help me in the future by enhancing my credibility and distinguishing myself from others."

SPONSORED BY: D&B GROCERS WHOLESALE & DISTRIBUTORS

SUBMITTED THROUGH: SAV-A-LOT ROCKWOOD



## **ALLISON LIIGSOO**

Allison is a sophomore at Miami University of Ohio studying business analytics. She graduated from Buffalo Grove High School with Highest Honors and was co-captain of the varsity girl's tennis team. In high school, Allison was involved in Girl Scouts and tutoring. She is currently a part of the service fraternity Alpha Phi Omega and Secretary of the Information Systems and Analytics Organization.

"This scholarship will help me to achieve my education. Because I am attending university out of state, the tuition is higher. This scholarship will help lower my student debt after graduation. I am grateful for the sponsors awarding this scholarship because it will help me achieve my goals in life."

SPONSORED BY: MIDWEST INDEPENDENT RETAILERS FOUNDATION

SUBMITTED THROUGH: GARDEN FRESH MARKET



## **ALEX LLOYD**

Alex is a freshman at Kalamazoo College studying physics. They graduated from Grandville High School, where they served as Secretary for their Choir Leadership Team and were a member of National Honor Society. Alex also participated in the school's Gay Straight Alliance organization and Writing Club. They volunteered at the Kent District Library for three years, so it's probably no surprise that Alex loves to read and has plenty of fantasy and science fiction checkouts on their library card.

"A huge dream of mine for a very long time now is to become an astrophysicist. This is going to require quite a bit of schooling, which comes along with many expenses. Earning this scholarship takes some of that financial burden off my family and gets me one step closer toward what I want to do in life."

SPONSORED BY: EASTOWN DISTRIBUTORS
SUBMITTED THROUGH: KEN'S FRUIT MARKET





## LILY LOBERT

Lily is a freshman at Mid-Michigan Community College taking her general classes before transferring to Ferris State University, to pursue her passion to become a dental hygienist. She graduated 7th in her class from Montabella High School, where she was active playing volleyball and basketball all four years. Lily also participated in band, National Honor Society, Student Council, and SADD.

"Receiving the MIR Foundation scholarship means that I will be able to finish my degree with less debt and will have to worry just a little less about the financial burdens that come along with going to college. I will be able to focus more on my studies and less on the financial worries."

SPONSORED BY: SPARTANNASH

SUBMITTED THROUGH: GINGRICH TIRE CENTER





## ERICA MALADECKI

Erica is a freshman at South Dakota State University studying political science and public health. She graduated from Livonia Churchill High School where she was the captain of the varsity volleyball team. Erica was a member of Spanish National Honor Society and Science National Honor Society. She also volunteered with Scleroderma, St. Kenneth Church, and First Step. Erica also participated in the American Legion Auxiliary Girls State in 2022.

"To me, receiving this scholarship is an acknowledgement of my hard work and dedication to both my academics and work ethic. I am blessed and honored to receive this monetary award as the cost for a college education is extremely high."

SPONSORED BY: BLUE CROSS BLUE SHIELD OF MICHIGAN

SUBMITTED THROUGH: DUNKIN'







## **GEORGE MIKA**

George is a first-generation college student pursing his Bachelor of Science in Pre-Professional Health Sciences at Oakland University. He has goals to advance his education further by going to Medical School to achieve a Doctorate Degree in Human Medicine. George occupies his time with doing various activities involving volunteering, specifically with the community and organizing events that contribute to charity organizations. George has also been recognized on the Dean's List every semester since he started at Oakland University. While George's undergraduate experience is coming to an end, he is preparing for medical school by working as a scribe at IScribeMD and volunteering for Corewell Health.

"It is a great honor to receive the MIR Foundation scholarship. It means a great deal to me to receive this scholarship especially since COVID-19 has taken a toll on many families financially, and this allows me to further my education more by contributing to it. Thank you to God and thank you to the selection committee for considering me for this opportunity."

SPONSORED BY: MIDWEST INDEPENDENT RETAILERS FOUNDATION

SUBMITTED THROUGH: BARNO'S LIOUOR SHOPPE



## HAYLEE MILLER

Haylee is a junior at Siena Heights University studying elementary education. She is a part of Siena Heights dance team, as well as the Treasurer for Aspiring Educators of Michigan. Haylee graduated from Pittsford High School where she was a part of the National Honor Society and the President of the 2021 class.

"I am so honored to have received this scholarship. This scholarship is helping me to continue going to Siena Heights University for Elementary teaching. Thank you for making this possible."

SPONSORED BY: HARVEST SHERWOOD FOOD DISTRIBUTORS

SUBMITTED THROUGH: M&M SMOKEHOUSE





## NOAH MIO

Noah is a freshman at University of Michigan. He graduated from Detroit Catholic Central High School where he was a member of the baseball team and participated in intramural football and basketball leagues. Noah was also a member of National Honor Society, Fellowship of Christian Athletes, and Student Activities. Additionally, he was co-founder of the Middle Eastern Student Association at Catholic Central

"I am very grateful to receive the MIR Foundation scholarship. My education is extremely important to me, and I am fortunate to be able to receive this scholarship to put towards my college tuition. I am looking forward to continuing my academic career in college, and this scholarship will help cover some of the expenses of my education."

SPONSORED BY: REPUBLIC NATIONAL DISTRIBUTING COMPANY (RNDC) SUBMITTED THROUGH: PARK PLACE LIOUOR





## YASMINE MUSTAFA

Yasmine is a freshman at Cleveland State University. She graduated from North Olmsted High School where she participated in Key club and volunteers for Islamic community services in Cleveland. Ohio, Yasmine also spends her time volunteering at wedding halls on the weekends.

"For me to receive this scholarship is a wonderful opportunity. I have worked so hard to get where I am today, and I hope my education will reflect that work. I am thankful that this gives me the chance to follow my dreams and get a good education."

SPONSORED BY: REYES COCA-COLA

SUBMITTED THROUGH: ADAM MEAT CORP. SHOP EXPRESS



## **DELANEY PAFF**

Delaney is a freshman at Xabier University in Cincinnati, Ohio. She graduated from Oak Hills High School in Cincinnati, Ohio where she was on the varsity swim team for three years, while swimming for all four years. Delaney was part of National Honor Society, National German Honor Society, Writing Center, Class Officers while being the Class Secretary for the class of 2023.

"This scholarship is really important to me because it will not only help me to be able to pay for a portion of my school, but it's also important because my parent's company has worked with MIRA for a long time. It just really shows the support that they have for those that they work with."

SPONSORED BY: PEPSICO BEVERAGES SUBMITTED THROUGH: DUEBBERS CARRYOUT





## JAY PATEL

Jay is a rising Senior at Miami University of Ohio majoring in data science and statistics with a minor in information and cyber security management. He graduated from Strongsville High School, where he was actively involved in various extracurricular activities and held leadership positions. Jay was President of KeyClub and was on the Executive Board for Student government. Currently, he is Secretary for India Student Association at Miami University. Jay is also part of Miami's dodgeball team and was recently selected to try out for National Dodgeball Team. Additionally, he has a passion for exercise, hiking, and traveling.

"I am truly honored and grateful for this opportunity. Receiving this scholarship means a great deal to me as it will provide valuable financial support for my college education and help me pursue my academic goals. It also serves as recognition of my hard work and dedication, further motivating me to excel in my studies and contribute positively to society."

SPONSORED BY: BORDEN DAIRY

SUBMITTED THROUGH: GURUVANDAN LLC/BP GAS STATION



### SARINA SAGMANI

Sarina is a senior at Oakland University studying health sciences. She graduated from Walled Lake Central high school, where she was a member of National Honor Society, was on the board of the club CASA (Chaldean American Student Association) and had honors all four years of high school. Sarina has volunteered for organizations such as PB&J Outreach to provide food and supplies to the homeless, including churches, shelters and schools.

"The MIR Foundation scholarship I received is very important to me. It gives me the opportunity to continue my studies and show my loved ones that anything is possible. I am truly honored to know such a giving organization that cares for students furthering their education. This scholarship has made me very happy to receive and I can't thank the sponsors enough."

SPONSORED BY: FAYGO BEVERAGES INC. SUBMITTED THROUGH: PARKWAY FOODS



## PAEDYN SCHULTE

Paedyn is in her gamma stage of cosmetology school, where she attends Douglas J. Aveda Institute. She will be graduating in October of this year. Paedyn currently works as a receptionist at Bliss Hair Studio in East Lansing, Michigan. She has always been hands on when it comes to learning and working. The love and dedication for the trades started in high school where she helped build a house from the ground up in her construction class.

"Winning this scholarship means that I have been recognized for my hard work and dedication to my education. It also means that I have the opportunity to pursue my academic goals without worrying about financial burdens."

SPONSORED BY: MIDWEST INDEPENDENT RETAILERS FOUNDATION
SUBMITTED THROUGH: MIDWEST INDEPENDENT RETAILERS ASSOCIATION



## CRYSTAL SHAMO

Crystal is a sophomore at Oakland University studying computer science in hopes of one day becoming a software engineer. She graduated from Walled Lake Central High School where she was a board member of CASA club (Chaldean American Student Association) and had honors all four years of high school. Crystal is currently a member of the Alpha Lambda Delta Honor Society and was on the President's list throughout her two years at Oakland University. She has volunteered with PB&J Outreach, and Chaldean youth mentoring.

"Receiving this scholarship is a significant achievement. It is an honor to be selected for the MIR Foundation scholarship as it is an opportunity to continue pursuing my educational goals and aspirations without the burden of financial constraints. This scholarship will push me towards my goal of one day becoming a software engineer. As a first-generation college student, I have been burdened by the unexpected cost of higher education. Not only does this scholarship reduce the financial burden but it also inspires me to one day pay it forward to future students. I am sincerely grateful for this remarkable opportunity and remain determined to make a meaningful impact, just as others have done for me. Thank you!"

SPONSORED BY: D&B GROCERS WHOLESALE & DISTRIBUTORS SUBMITTED THROUGH: WYANDOTTE LIQUOR



## **SOPHIA SHAMOUN**

Sophia is a freshman at Michigan State University studying business and entrepreneurship. She graduated from Marian High School in Bloomfield Hills, Michigan where she was a member of National Honor Society and Spanish Honor Society. Sophia was also a co-founder of the Chaldean American Student Association club at Marian.

"Receiving the MIR Foundation scholarship means so much to me, because of the hard work and dedication I have put in throughout my years of schooling. This scholarship not only means a lot to me, but to my parents as well because they have worked so hard in order for me to go to the best schools and get the best education."

SPONSORED BY: MIDWEST INDEPENDENT RETAILERS FOUNDATION

SUBMITTED THROUGH: RUSHTON PETROLEUM



## **JOSHUA SICARD**

Joshua is a freshman at University of studying computer science. He graduated from Chesaning High School where he was a member of National Honor Society and Robotics. Joshua bowled on the varsity team all 4 years of high school. He has volunteered at Racy Free Methodist Church and Trinity Methodist Church.

"It means a lot to me to receive this MIR Foundation scholarship. I have worked hard throughout high school to get to where I am today, and this scholarship will help me to attend college and achieve my goals in life."

SPONSORED BY: LIPARI FOODS

SUBMITTED THROUGH: FRANKS SUPERMARKET





## SABRINA THOMAS

Sabrina is a freshman at Oakland University studying health sciences. She graduated from Mercy High School, where she was Magna Cum Laude and was a member of National Honor Society, Spanish Honor Society, a Student Government Class Officer, and a Science Club Leader. Currently, Sabrina is the president of the OU Mental Health and Wellness for Women in STEM club, as well as a member of the Chaldean American Student Association, the Chaldean Pre-Professional Health Society, and the Pre-Physician Assistants Society. She also volunteers with various organizations such as the Chaldean Angels of Charity.

"Receiving the MIR Foundation scholarship means the world to me. Throughout my first year of college and all throughout high school, I always strived to earn good grades and to become more involved with my school community. It certainly is hard at times however, receiving this scholarship proves that the dedication and commitment I made to prioritizing school has paid off. Receiving the scholarship will be very helpful to enable me to further my studies throughout college."

SPONSORED BY: ARAB AMERICAN/CHALDEAN COUNCIL (ACC)

SUBMITTED THROUGH: HEATHER'S LIQUOR LAND





## MIA TOSTO

Mia is a freshman at Southeast Missouri State University studying theater production with an emphasis in sound design. They graduated from Bloomfield Hills High School, where they were a member of the International Thespian Society. Mia was the captain on their competitive dance team at the studio Dance Academy of Bloomfield Hills where they danced for 15 years. They have also volunteered for St. Hugo of the Hills, The Academy of Sacred Heart, and Bloomfield Hills High School various events and volunteer opportunities.

"Receiving a MIR Foundation scholarship means less stress for my whole family. As the youngest of 4, I always knew that paying for college would be hard. Being awarded any scholarship is a huge blessing in my family and we could not be more grateful."

SPONSORED BY: MIDWEST INDEPENDENT RETAILERS FOUNDATION SUBMITTED THROUGH: HILL'S FINE WINE AND SPIRITS



## **JUSTIN WIDE**

Justin is a freshman at Purdue University to major in mechanical engineering. He graduated from Pike High School in Indianapolis, Indiana. Throughout high school, he entered the engineering and technology track. As a result, Justin is a member of the Robotics Club, Project Lead the Way and Minorities in Engineering Program of Indianapolis (MEPI). This summer, Justin will work with engineers at Eli Lilly and Company. In addition to maintaining honor roll status, Justin played baseball throughout high school. Outside of school, he volunteers at various organizations and enjoys photography.

"This scholarship is a way to assist me in paying for college. I am grateful for every dollar received because it means less student loans."

SPONSORED BY: MONSTER ENERGY SUBMITTED THROUGH: OFFICE DEPOT



## **MIRA Gives Back**

The Midwest Independent Retailers Foundation, established in 1999, provides college scholarships and promotes education for the families of MIRA members and staff. The Midwest Independent Retailers Foundation also participates in industry research and other projects related to the food, beverage, and petroleum retail industries.

### **ACADEMIC SCHOLARSHIP PROGRAM**

The Midwest Independent Retailers Foundation is known for its scholarship program, which is designed to reinforce the importance of education among its member companies and future generations. MIRA believes its support for educational growth will continue to strengthen the voice for independent food, beverage, and petroleum retailers in the Midwest.

Every year, a committee of educators evaluates applicants according to academic merit, participation in extracurricular activities, and community involvement. Over the years, the Midwest Independent Retailers Foundation has distributed more than \$892,500 in scholarship funds to the employees and family members of MIRA member businesses, their customers, and financially disadvantaged young adults.

For more information on eligibility criteria, visit www.MIRAmw.org/foundation/scholarshipapplication.

### **MAKING A DIFFERENCE**

We encourage MIRA members to volunteer their time and resources to sponsor Midwest Independent Retailers Foundation programs as an extension of your involvement in our community. We are grateful for the donations made by MIRA members and friends. You can help with financial contributions, fundraising activities, and volunteering in any of the Foundation's education, charitable, and humanitarian projects.

Midwest Independent Retailers Foundation
EIN# 38-3457246 is a 501(c)(3) non-profit organization.
All contributions to the Midwest Independent Retailers
Foundation are voluntary and tax deductible.
To make a contribution, please send to:
Midwest Independent Retailers Foundation
5779 West Maple Road, West Bloomfield, MI 48322.

T: (248) 671-9600 • F: (866) 601-9610 • www.MIRAmw.org



### SINCE 1999, THE FOUNDATION HAS:

In addition to the scholarship program, the Midwest Independent Retailers Foundation engages in other important charitable causes and research supporting the food, beverage and petroleum industries.

- Every year, the MIRF Turkey Drive Committee pledges to put a turkey on the Thanksgiving table of more than 6,000 families throughout Michigan, Ohio and Illinois that may not otherwise enjoy this special meal. Since 1980, MIRA and its members have provided 107,100 Thanksgiving turkeys to needy families and each year the list of charitable groups asking for turkeys grows.
- Engaged in a collaborative effort with various area organizations to increase employment opportunities in the community.
- Partnered with Michigan Department of Agriculture Select
   Michigan to support farmers and agribusiness by encouraging
   retailers and consumers to select Michigan grown and processed
   local foods.
- MIRA members funded, through a joint private-public initiative, the change in disbursements of food stamps from the 1st through the 23rd of each month, rather than the first 10 days. This initiative helps the bottom line of MIRA retailers, while allowing beneficiaries to receive fresh food and produce throughout the entire month. This was accomplished through an \$180,000 investment by the Midwest Independent Retailers Foundation and its generous members. Michigan was the first state to accomplish this initiative. Now, eight other states have followed the MIRA model.
- 2013-2021: Partnered with Fair Food Network to fund grocery stores to participate in the Double Up Food Bucks program, which originally required a special USDA waiver. In 2016, over 50 grocery stores participated in this program. Double Up Food Bucks draws on a pool of funds raised from foundations to "match" purchases at participating locations. When recipients use their SNAP EBT card to shop at these markets, they receive Double Up Food Bucks to match the amount they spend. Families have more purchasing power to buy fresh fruits and vegetables. \$100 million was allocated in the Federal Farm Bill to support projects like Double Up Food Bucks.
- Worked in collaboration with a wide range of community organizations and agencies to assist with programs for the hungry and at-risk youth.



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# Support the PAC to Advance MIRA'S Legislative Efforts

MIRA's Political Action Committees (PACs) are the voice of independent retailers in the political process in Michigan, Ohio and Illinois. Could you imagine opening up the newspaper and reading about how you, as a Michigan business owner, would no longer have to accept empty bottles and cans in your store? Or could you imagine if 40 years ago, the industry found out they are going to have to begin accepting these filthy items from their customers? What if instead of fuel retailers in Ohio reading about how they saved up to 94% on their Commercial Activity Tax bill, they read about their tax bill going up 94%?

These examples of government having an effect on your business could very much be a reality and are examples of an infinite number of possibilities. Government effects your business and bottom line more than you know. How do we protect ourselves from detrimental policies that cost us money, time and headaches? How do we promote positive reforms that could save us money, time and headaches? The answer is: We contribute to the MIRA PAC.

The MIRA PAC allows the association to financially support candidates that understand our industry and how different policies affect us. The MIRA PAC is our voice in Lansing, Columbus, and Springfield. We need your help in building our PAC. Please consider donating to the MIRA PAC today. Any amount helps. We face a lot of competing interests and need to show our strength. Think of a MIRA PAC contribution as an insurance payment. Government is much more likely to affect your business than a natural disaster or freak accident. Similar to property insurance, the MIRA PAC can help protect your business and bottom line. For more information on contributing to the MIRA PAC, please call the office at (248) 671-9600.

To donate, please complete this form and mail to: 5779 West Maple Road West Bloomfield, MI 48322



Yes! I want to help MIRA at the state level of government in support of candidates who appreciate and understand the food and petroleum retail industry. I know that I can contribute personal funds to the MIRA PAC, and that the contribution will be allocated to the MIRA PAC.

**MICHIGAN** (State ID #503592-8): Please enclose a personal check or money order (no cash or corporate checks accepted), *made out to MIRA PAC*.

**OHIO** (State ID # CP1331): Please enclose a personal check or money order (no cash or corporate checks accepted), *made out to MIRA OHIO PAC*.

\$50 \$75 \$100 \$500 Other \$00
State law requires you to complete all the following information:
Name:
Employer:
Occupation:
Address:
Phone:
Email:

Contributions to the MIRA PAC are used for political purposes. All contributions to MIRA PAC are voluntary.



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## MIRA Corner

## Welcome These New and Recently Renewed MIRA Members!

COMPANT, CITT, STATE MEMIDER SINCE	COMPANT, CITT, STATE MEMIDER SINCE	COMPANT, CITT, STATE MEMID	EK SINC
127 Party Store, HudsonMI5/4/94	City Market, Detroit MI5/23/12	Fresh County Market LLC, Gary IN	11/1/1
4723 Harvard Gas, Newburgh OH	Commerce Wine & Liquor, Commerce Twp. MI	Freshway Market, Walled Lake MI	
6 & Lodge, Detroit MI	Convenience First - BP, Davison MI	Fruitport Orchard Market, Fruitport MI	
7 Star Food Center, Detroit MI	Convenient Food Mart, Eastlake OH	G & D Liquor Store, Cadillac MI	
8 Mile Foodland, Southfield MI	Convenient Food Mart #3017, Fairview Park OH 12/31/18	Gas & Go #1403, Cleveland OH	
8 Mile Shell, Livonia MI	Convenient Food Mart #3039, Painesville OH	Gas & Go Marathon, Commerce MI	
A & A Food Market, Jackson MI	Convenient Food Mart #3046, Cleveland OH3/29/18 Convenient Food Mart #3065, Cleveland OH8/27/21	GEB Clarkston, Clarkston MIGeorge's Liquor, Riverview MI	
A & B Liquor and Tobacco Outlet, Clinton Twp MI7/29/99 A & B Party Store, Shelby Twp. MI5/27/10	Convenient Food Mart #3120, Mentor OH	Gibraltar Boat Yard Party Store, Gibraltar MI	
A & G Liquor, Port Huron MI	Convenient Foodmart, Olmsted Twp. OH	Glessner Enterprises, Inc., Wheeling WV	
A & M Party Store, Taylor MI	Copley Mini Mart, Akron OH	Gorman's Food Market, Lansing MI	
Abro's of Coldwater / Super Liquor II, Coldwater MI2/28/17	Copper Creek, New Hudson MI	Grafton Convenient Express, Grafton OH	
AGFA Gas Inc BP, Northville MI	Cork and Bottle Liquor, Charlotte MI5/31/18	Great Lakes Custom Meats, Howell MI	
Al-Haramain Food Center, Hamtramck Ml 12/28/09	Country Smoke House, Almont MI	Greenfield Super Market Inc., Detroit MI	
Al-Haramain International Food Center, Hamtramck MI 4/24/18	Coventry Food Mart & Fine Wine,	H & B Friendly Market, Portage MI	3/24/2
Al-Haramain International Foods, Farmington MI6/7/12	Cleveland Heights OH	H & H Mobil, East Lansing MI	
Alex's Market & Grill, Holly MI	D&K Delicatessen, Berea OH	H.T. Hackney, Wyoming MI	
Alpine Marketplace, Linden MI	Dado Market, Flint MI	Haggerty & Joy Mobil, Canton MI	
Ambruster Energy Stores, Grafton OH	Danny's Fine Foods, Monroe MI	Harbor Springs Market, Harbor Springs MI	
Americana Food Store Inc., Detroit MI	Danny's II, Monroe MI	Hardings Friendly Market #421, Richland MI	
Amsterdam Country Corner, Bergholz OH	Dave's Market Place, Warren MI	Harper's Restaurant & Brew Pub, East Lansing Ml	
Andy's Auto Wash, North Olmsted OH	Dearborn Italian Bakery, Dearborn MI	Harry's Food Mart, Olmsted Twp. OH	
Annies Party Store, Commerce Twp. Ml	Detroit Saveway, Cleveland OH	Harvard Gas USA, Cleveland OH	
Ashville Beverage Center Marathon, Ashville OH7/31/07	Dobry's Supermarket, Detroit MI	Harvest Liquor Shop, Ypsilaniti MI	
Audrey's Deli, Parma OH	Dominick's Deli, Pizza & Liquor, Taylor MI	Harvest Sherwood, Detroit MI	
Avenue Market, Ypsilanti MI	Dots Bellbrook Market, Bellbrook OH	Hazim Market, Flint MI	
Ballville E-Z Shop, Fremont OH4/24/18	Dots Market, Kettering OH4/26/16	Heidi's Farmstand, Lowell MI	4/20/1
Barno's Liquor Shop, Detroit MI8/17/11	Dream Market 1, Sterling Heights MI	Hi Lite Fresh Market, Monroe MI	
Bay Food Mart, Bay Village OH1/5/07	Dublin Marathon, Dublin OH5/25/99	Hills Fine Wine & Spirits, Bloomfield Hills MI	
Bay Shore Food Market, Petoskey MI	Duck Lake Mobil, Highland MI9/19/14	Hills Foodmart, Racine OH	
Beck's Liquor, Novi MI	Duebbers Auto Service Center, Cincinnati OH 12/18/12	Hillsdale Market House, Hillsdale MI	
Beechy's, Inc., Winesburg OH	Duebbers Carry Out, Cincinnati OH	Hirsch's Sunoco, Berea OH	
Bellaire Gas USA, Cleveland OH	E & A Grocery #1, Whitehall MI	Hoffman's Corner Store, Portage MI	
Beverage Warehouse, Beverly Hills MI	E & A Grocery #2, Muskegon MI	Home City Ice, Cincinnati OH	
Bi-Rite, Olmstead Falls OH	E & L Meat Co., Detroit MI	Honey Bee Market, Detroit MI	
Big J Market Inc., Detroit MI	East Ave. Convenient, Elyria OH	Horton's Tree Service, Livonia MI	
Blanchard Thriftway Inc., Crystal MI 10/25/12	East Lansing Jonna's 2 Go, East Lansing Ml 10/10/16	Howell 2 Go, Howell MI	
BLDI Environmental Engineers, Livonia MI12/2/15	Eastman Party Store, Midland MI	Hudson Market House, Hudson MI	4/7/0
Bondis Beverage & Deli, Willoughby, OH	Eastport Market, Eastport MI9/7/99	Huron Foods, Waterford MI	
Boomers Party Store & Pizza, Brighton MI	Eastside Grocery - Wikk Inc., Cleveland OH	Hutchinson Neighborhood Market, Flint MI	
Boyne Marathon, Boyne City MI	Ehrhart's Drive Thru, Bucyrus OH	IGT Global Solutions, Lansing MI	
Bozek Meat Market, Sterling Heights MI	Elaina LLC DBA Mobil, East Cleveland OH	Imperial Fresh Market, Detroit MIImperial Super Store, Detroit MI	
Brecksville Deli-4-Less, Brecksville OH	Elgin Fresh Market #1, Elgin IL	Imperial Supermarket #2, Southfield MI	
Bristol Store, Luther MI	Elgin Fresh Market #2, Elgin IL	Indian Village Market, Detroit MI	
Broadview's More-4-Less, Broadview Heights OH 4/20/16	Etna Shell, Pataskala OH	Insurance Advisors, Commerce Twp. MI	
Buk's Party Store, Inc., Ovid MI3/11/16	Euclid Mart LLC, Euclid OH	J & D Market Croswell, Croswell MI	
Buntings Cedar Market, Inc., Cedar MI	Euclid Superior Shell, Cleveland OH3/26/09	J & D Market Jeddo, Jeddo MI	6/28/1
Buscemis, Saint Clair Shores MI	Express Food Mart, Cleveland OH	J & D Market Yale, Yale MI	
Buscemis of Macomb, Macomb MI	EZ Go Food Mart #1, Painesville OH	J & R Market Inc., Wyoming MI	
Busch's Fresh Food Market, Saline MI	EZ Mart Food Store, Cleveland OH	Jabco Petroleum, Cleveland OH	
Busch's Fresh Food Market, Ann Arbor MI	Fabiano's Grocery & Deli, Grand Ledge MI	Jack's Fruit Market Inc., Bay City MI	
Busch's Fresh Food Market, Ann Arbor MI	Fairline Food Center- BHP, Inc., Detroit MI	Jack's Service Center, Grand Rapids MI  Jacks Fruit Market, Essexville MI	
Byline Bank, Southfield MI	Family Foods Market, Harper Woods MI	Jacks Fruit Market Inc., Saginaw MI	7/2 <i>)</i> /2 12/2/
C-D's Quik Mart, Hopkins MI	Farmers Market, Clinton Twp. Ml	Jacks Fruit Market Inc., Midland MI	
Campus Corner Inc., Ann Arbor MI	Ferndale Foods, Ferndale MI5/18/01	Jenny's Food Store, Saginaw MI	
Canopy, Birmingham MI	Fieldstone Market & Deli, Traverse City MI6/22/18	Jerry's Food Market, Wyandotte MI	
Cantoro Italian Market, Plymouth MI	Firestone Mini Mart, Akron OH5/17/06	Johnny Pomodoro's Fresh Market, Farmington Hills MI.	
Cantoro Italian Market, Livonia MI	First Choice Convenience, Akron OH	Jonna's Bar & Grill, Howell MI	
Capital Sales Company, Hazel Park MI2/17/92	Fiz N Pour Market, Redford MI	Jopatico - Little Caesar's Pizza, Bay City MI	
Carl's of Dimondale, Inc., Dimondale MI	Flanagan's Car Care, Delphos OH	Kashat Mediterranean Market, Farmington Hills MI.	
Carnegie BP, Cleveland OH	Fleet Caspely, Cleveland OH	Kassab Law Group PC, Farmington Hills MI	
Carry-Out Express, East Springfield OH	Flicks Package Liquor, Lambertville MI	Ken's Farm Market, LLC, Ionia MI	
Caseville Family Market, Caseville MI	Food Giant Supermarket, Detroit MI	Ken's Fruit Market, Grand Rapids MI Ken's Fruit Markets, Grand Rapids MI	
Cattlemans Meat & Produce, Taylor MI	Frank's Marathon, Columbus OH	Kens Quick Stop, Indian River MI	
CB Discount, Bay City MI	Frank's Super Market, Chesaning MI	Kens Village Market, Indian River MI	
Center Ave Rebel Food Store, Essexville MI6/28/99	Franklin Liquor & Deli, Southfield MI	Kings Cove, Holland MI	
Chandler's Market, Hemlock MI	Franklin Market, Pontiac MI2/22/13	Kingston Village Express, Bourneville OH	9/7/2
Chillies Beverage & Deli, Cleveland OH4/25/08	Freel's Market, Tawas City MI	Kowalski Sausage Co., Hamtramck MI	
Circle Convenience Claveland OH 0/11/12	Froch Chaica Wayna MI	VroativModia Wost Plaamfield MI	1/5/2

## MIRA Corner

COMPANY, CITY, STATE MEMBER SINCE	COMPANY, CITY, STATE MEMBER SINCE	COMPANY, CITY, STATE MEMBER SINCE
Vric Mart Lincoln MI (116/14	Daca Cuctom Printing Northvilla MI 1/15/1/	Smith Brake of America, Boardman OH 2/20/10
Kris Mart, Lincoln MI	Pace Custom Printing, Northville MI	Smith Brake of America, Boardman OH
Lang's Automotive Service, Mayfield Hts. OH	Parkwood Drive Thru, Cleveland OH	Snida's Corner Store, Berlin PA
Langleys Liquor & Lottery, Lincoln Park MI	Parma Quick Mart, Parma OH	Sockman's Automotive, Bowling Green OH
Larry's Foodland, Livonia MI	Party Stop, Allen Park MI	Spring Lake Orchard Market, Spring Lake MI6/24/10
Lee's Party Store, Newport MI	Partyville, Monroe MI	Stadium Market, Ann Arbor MI
Leroy Country Store, Painesville OH	Payment Gurus-Bitcoin Kiosk Machine, Birmingham Ml 9/15/21	Star Market, Cleveland OH
Lewis Fresh Market, Waukegan IL	Pelzer's Party Shoppe, Detroit MI	Stop Shop and Roll, Hopkins MI
Liberty Food Center, Detroit MI	Pepsi Beverages Company, Mason OH	Stoutsville Mini Mart, Stoutsville OH6/21/17
Linda's Superette, Cleveland OH	Perch's IGA Foodstore, Alpena MI6/20/12	Success Systems, Norwalk CT8/28/17
Lucas Auto Center, Lakewood OH7/23/99	Petro Energy North East, Cleveland OH	Sun Valley Supermarket, Redford MI
Lucky R Market, Centerline MI	Petruzello's, Troy MI	Sunes DM Goods & Grocery, Drummond Island MI 6/13/17
Luxor Liquor, Detroit MI	Phoenix Environmental, Plymouth MI6/17/22	Sunrise Market, AuGres MI
Luxury Lanes & Lounge, Ferndale MI	Picnic Basket Market, Plymouth MI	Sunshine Party Shop, Redford MI2/24/11
M & M Smokehouse, Osseo MI	Pine Knob Wine Shoppe, Clarkston MI	Tailgaters Dunkin Sunoco, Okemos MI
M & M's Pit Stop Party Store, Jackson MI	Pinebrook Party Store, Sterling Heights MI5/9/12	Tamar Design's LLC, Farmington Hills MI
M-59 Enterprises, LLC, Macomb MI	Pinky's Beverage, Painesville OH	Tank Traders Midwest, La Salle Canada
M&M Marathon, Holly MI	Pit Stop Market, Lakemore OH	Taylor Ice Co., Taylor MI
Mack & Bewick Market, Detroit MI	Plain City Marathon, Plain City OH	Tel-Penn Sunoco, Dearborn MI
Mackinaw Family Market, Mackinaw City MI	Plain City Village Market, Plain City OH	The Beer Depot, Ann Arbor MI8/24/16
Majestic Wine & Deli, Southfield MI	Plum Market, Bloomfield Hills MI	The Goody Nook, Circleville OH
Mangol Inc., Independence OH	Plum Market, West Bloomfield MI	The Reef Convenience Store LLC, Spring Lake MI 9/27/16
Marathon Gas - I71 Rt 82 Marathon, Strongville OH 6/16/16	Plymouth Donut Inc., Plymouth MI	Town Center Market #290, Mount Vernon OH3/27/15
Marv's Meats, Brighton MI	PMI Global Services Inc., Washington DC	Town Center Market #801, Mount Vernon OH3/27/15
Mary's Kountry Korner, Sterling MI	Pointe Liquor / MGBS Inc., Hazel Park MI1/14/05	Treasure Island, Southfield MI
Matt & Terry's Market, Fenton MI 10/27/17	Pontiac Foodland, Pontiac MI	Tremont Convenience Food Mart, Cleveland OH12/8/04
McAuliffe's Meats, Addison MI	Porter Robson Car Wash, Dublin OH8/3/99	Trentwood Farm Market, Woodhaven MI
Mega Convenient Food Mart, Cleveland OH	Premier Express Market, Detroit MI	Trentwood Farms, Southgate MI
Mega-Bev Cedar Street, Lansing MI2/23/18	Prime Cuts, Jackson MI4/12/00	Treve's Party Store LLC, Brown City MI
MEGA-BEV, Marshall, Marshall MI8/16/04	Prince Valley, Inc., Detroit MI	Trinity Liquor, Detroit MI
Memphis Shell, Cleveland OH	Priority Waste, Clinton Township, MI5/9/23	Twin Beach Market, West Bloomfield MI
Mert's Specialty Meats, Lansing MI	Proximo Spirits, Commerce Township MI9/30/15	Tyrone Party Store, Fenton MI
Mike's Fresh Market, Detroit MI	Quick Stop Beverage, Parma OH	UBCR LLC, Wixom MI
Mike's Fresh Market, Detroit MI	R & J's Best Choice Marketplace, Houghton Lake MI 1/30/15	Uncle Joe's Market, Wayne MI
Mike's Party Store, Dearborn MI	R & N Fast Track, Taylor MI	UNFI, Wind Point WI
Mike's Party Store, Dearborn Heights MI	Race Fuel - Sunoco 1203, Cleveland OH 10/24/08	Union Beverage, Cleveland OH
Mobil, Strongsville OH	Rahilly's IGA, Newberry MI	University Foods, Detroit MI
Mobil Crescent, Waterford MI	Railway Express, Chillicothe OH	Upson Shell, Euclid OH
Mobil Express, Ray MI	Ravidas Snack City - Marathon, Cleveland OH	Uptown Yramn LLC, Lakewood OH
Mobil X, Almont MI	Ray's Party Store, Eastpointe MI	V & B Market, Mount Morris MI
Mocha Gas - Sunoco, Livonia MI	Red Wagon Shoppe, Rochester MI	Van Dyke Liquor, Bruce Twp. MI
Monnette's Market, Toledo OH	Rich's Mini Mart, LLC, Parma OH7/19/99	Vasko's Bi-Rite, Fairport Harbor OH
Monnette's Market LLC, Toledo OH	Richmond Heights One Stop LLC	Victory Liquor & Food, Detroit MI
Monster Energy Company, Warren MI9/20/10	Richmond Heights OH	Village Food Market, Grosse Pte Farms MI 10/30/09
Montrose Express, Montrose MI	Riverside Market, Durand MI	Village Fresh Market, Carpentersville IL
Mr S Dayle Store Detroit MI	Rochester Mills Beer Co., Rochester Ml	Village Market, St. Clair Shores MI
Mr S Party Store, Detroit MI	Romulus Liquor, Romulus MI	Village Market Leroy LLC, Leroy MI
Mugg & Bopps, Howell MI	Royal Fresh Market, Detroit MI	Village Party Time, Milford MI
Mugg & Bopps #5 Dexter, Howell MI	Royal Fresh Market Harper, Flint MI	Vintage Wine & Deli, Westland MI
Mugg & Bopps #16 Munith, Howell MI	Rushville Marathon, Rushville OH5/14/04	Vreeland Market, Woodhaven MI
My Town Mobil, Waterford MI	SAC Energy, Inc. #506, Bedford PA	Warner Food Market, Cleveland OH
Nino Salvaggio, St. Clair Shores Ml	Saddle Up Grocery, Bear Lake MI6/22/12	Weiss' Meats & Deli, Chesterfield MI
Nino Salvaggio, Troy MI	Sahara Restaurant, Oak Park MI8/17/11	West Pointe Party Shoppe, Adrian MI
Nino Salvaggio, Clinton Township MI	Sai Convenient Food Mart, Garfield Heights OH	Westborn Fruit Market, Livonia MI
Nino Salvaggio, Bloomfield Hills MI5/24/19	Saini Petroleum, Parma OH2/16/22	Western Fruit & Meat Market, Ferndale MI3/6/02
Nixon's Grocery, Brant MI	Sam's Grab & Go Deli, Parma OH	Whipple & Co., Lake City MI2/25/99
Norm's Liquor Express, Detroit MI	Sam's Sunoco, Toledo OH	Whistle Stop Party Shoppe, Howell MI
Norm's Market, Taylor MI	Sanvi Oil LLC, Temperance MI	Williams Marathon, Levering MI
North Lake Country Store, Chelsea MI	Sav Mart Supermarket Inc., Detroit MI	Willow Creek Market, Belleville MI
Northgate BiLo, Harmony PA4/22/15	Save More Food Center, Gary IN	Wilson Mills Marathon, Highland Heights OH
Northshore Market, Linden MI	Savon Foods, Detroit MI	Wilsons General Store, Hart MI
Northside Market, Ludington MI	Schott's Supermarket, Fraser MI	Wilthrop & Six Liquor, Detroit Mi
Norton BP Food Mart, Norton OH	Seaway Cash-N-Carry, Cleveland OH	Woodland Supermarket, Cleveland OH
Oak Liquor and Wine, Oak Park Ml	Seaway Gas & Petroleum, Cleveland OH2/18/00	Woody's Super Bargain, Mecosta MI
Oakridge Supermarket, Fraser MI9/27/89	Sgt Peppers General Store, Ann Arbor MI4/4/08	Wyandotte Liquor, Wyandotte MI
Obetz Shell, Columbus OH5/17/07	Sharar's Grocery, Newport PA	Wyoming & Six Food Market, Detroit MI2/13/92
Off The Wagon, Clawson MI	Shop Express, Beachwood OH1/1/08	Wyoming Mini Mart, Detroit MI
Ohio Gas Food Mart/ Noble Joe LLC	Shoppers Market Plus #2, Warren MI	Yoders Country Market, Centreville MI6/22/12
Cleveland Heights OH	Sims Marathon, Lancaster OH	Ypsi Convenience, Ypsilanti MI
Omni Food Concepts, Pittsburgh PA	Sinbad Fruit Market, West Bloomfield MI	Ypsilanti Food Co-Op, Ypsilanti Ml
Owens Party Store, Midland MI	Siwang Food Mart, Cleveland OH	Zeina Gas Inc Citgo, Plymouth MI
r a Eroua wholesalers, Flynhouth Mil	SIN LUNES I GILY STOLE, WILLE LANE WIL 11/29/10	ZZ Market and Grill, Detroit MI

## Please Support These MIRA Supplier Members

☐ Indicates supplier only available in MI☐ Indicates supplier only available in OH☐ Indicates supplier only available in IL
ATM Payment Gurus/ATM Machine(248) 755-1474
BAKED GOODS DISTRIBUTORS  Kordas' Metropolitan Baking Co (313) 875-7246
BEER DISTRIBUTORS Eastown Distributors
BOOKKEEPING/ACCOUNTING CPA UHY Advisors-MI
BUSINESS AND MEDIA COMMUNICATIONS/ PUBLIC RELATIONS/STREAMING  Citadel FM
C-STORE & TOBACCO DISTRIBUTORS  S. Abraham & Sons, Inc (616) 453-6358 Team Sledd 1-800-333-0374 Capital Sales Company (248) 542-4400 H.T. Hackney-Grand Rapids 1-800-874-5550 Seaway Cash-N-Carry (216) 361-5757
C-STORE MISC. TAXABLE MERCHANDISE Novelty, Inc
CHECK CASHING Check Casher Money Machine

Indicates a supplier program that has been endorsed by MIRA

CHIPS, NUTS, CANDY & SNACKS
Lipari Foods, Inc
Better Made Snack Foods
D&B Grocers Wholesale
Eden Snacks (248) 670-1766
Frito-Lay, Inc
Motown Snack Foods (Jays, Cape Cod, Tom's, Archway, Stella D'oro) (313) 931-3205
Julys, cape coa, John s, Alehmay, Stella Doloj (313) 731 3203
COFFEE DISTRIBUTOR
New England Coffee (207) 252-0164
COMPLIANCE TRAINING
Underground Storage Tank 1-800-666-6233
COUPON REDEMPTION/MONEY TRANSFER/
BILL PAYMENT
MIRA Coupon Redemption1-800-666-6233
(405) 525-9419
CREDIT CARD PROCESSING
MIRA Credit Card Processing1-800-666-6233
National Merchant Solutions
CURBSIDE & DELIVERY
Mobile Food Menu(816) 305-6356
DELI & MEAT MANUFACTURERS & DISTRIBUTORS
Lipari Foods, Inc(586) 447-3500
Harvest Sherwood
Kowalski Sausage Co (313) 873-8200
Wolverine Packing Company (313) 259-7500
ENERGY, LIGHTING & UTILITIES
Running Right(248) 884-1704
DTE Energy
DTE Your Energy Savings1-855-234-7335
ENVIDONMENTAL ENCINEEDING
ENVIRONMENTAL ENGINEERING  BLDI Environmental Engineers
Phoenix Environmental
Filderita Environmental
FOOD EQUIPMENT, MACHINERY & KIOSKS
Taylor Freezer/Broaster Chicken
GAS STATION BRANDING & MAINTENANCE
OWL Services M
BLDI Environmental Engineers (734)-838-0008
GASOLINE WHOLESALERS
CFX Management(937) 938-5156
Markham Oil Company, Inc (517) 861-7366
Teer Management LLC (810) 584-7975
GREETING CARDS
Leanin' Tree 1-800-556-7819 ext. 4183
Econini 11cc

Lipari Foods, Inc
T.I. Spices, Inc./Amal Distributing (586) 790-7100
D&B Grocers Wholesale(734) 513-1715
Denha Group Distribution (586) 464-7615
P&L Food Wholesalers(734) 451-2760
SpartanNash
UNFI West Region(262) 942-3387
Value Wholesale Distributors (248) 967-2900
HOTELS, CONVENTION CENTERS & BANQUET HALLS
Suburban Collection Showplace (248) 348-5600
I <u>CE</u> CREAM SUPPLIERS
Prairie Farms Ice Cream Program 🛚
1-800-399-6970 ext. 200
Welvet Ice Cream Co
Blue Bunny Ice Cream
Sum, ice cream (010, 199 0550
ICE PRODUCTS
Arctic Glacier Premium Ice 1-800-327-2920
Home City Ice
Taylor Ice Co
rayion ice co
INSURANCE SERVICES: COMMERCIAL
CBIZ Insurance(216) 525-7163
• • • • • • • • • • • • • • • • • • • •
Canopy
Insurance Advisors, Inc (248) 694-9006
INCUDANCE CEDVICES, HEALTH & LIFE
INSURANCE SERVICES: HEALTH & LIFE  BCBS of Michigan M(313) 448-2756
,
Ascension Michigan Foundation
Business Benefits Resource, LLC(248) 482-8282
INSURANCE SERVICES: WORKERS' COMPENSATION
Conifer Insurance Company (248) 559-0840
Sedgwick 🖸 1-800-837-3200 ext. 7188
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Detroit Chemical & Paper Supply /
1st Impressions
15t IIIIpressions (300) 336-0003
LEGAL SERVICES
Cummings, McClorey, Davis & Acho, PLC (734) 261-2400
John J. Doyle, Attorney
Kassab Law Group, PC(248) 538-2200
LIQUOR CUELETACE
LIQUOR SHELF TAGS
Saxon, Inc. 🔟(248) 398-2000

GROCERY WHOLESALERS & DISTRIBUTORS

All-Star Gaming	LOTTEDY
Borden Dairy	All-Star Gaming
Lipari Foods, Inc	NOTE OF THE PARTY
Prairie Farms Dairy Co.	
MONEY ORDERS Retailers Express Money Orders	
## Retailers Express Money Orders	•
## Retailers Express Money Orders	MONEY OPDEDS
## Office Depot	MIDA
PAYROLL SERVICES  ConnectPay Payroll Services	OFFICE SUPPLIES & PRODUCTS
ConnectPay Payroll Services	Office Depot(855) 337-6811
PET SUPPLIES MISC.  Cost Less, Inc	PAYROLL SERVICES
PIZZA SUPPLIERS  Omni Food Concepts 1 1-888-367-7829 Hunt Brothers Pizza	ConnectPay Payroll Services(248) 594-6900
PIZZA SUPPLIERS  Omni Food Concepts © 1-888-367-7829 Hunt Brothers Pizza	PET SUPPLIES MISC.
Omni Food Concepts	Cost Less, Inc(810) 715-4500
Omni Food Concepts	PI77A SUPPLIERS
Great Lakes Data Systems (LOC Software) (248) 356-4100 ext. 107 Petrosoft LLC	MIRA
Great Lakes Data Systems (LOC Software)	Hunt Brothers Pizza(615) 259-2629
Petrosoft LLC	POINT OF SALE & RETAIL TECHNOLOGY
Petrosoft LLC	
Success Systems/Smokin' Rebates . 1-800-653-3345  BMC-Business Machines Company	
PRINTING, PUBLISHING & SIGNAGE  Saxon, Inc	
Saxon, Inc.	BMC-Business Machines Company (517) 485-1732
Ahearn Signs, Inc	PRINTING, PUBLISHING & SIGNAGE
PRODUCE DISTRIBUTORS Anthony Marano Company	
PRODUCE DISTRIBUTORS Anthony Marano Company	
PRODUCE DISTRIBUTORS  Anthony Marano Company	
PROPANE Tank Traders Midwest	•
PROPANE Tank Traders Midwest	
Tank Traders Midwest	Antifolity Marano Company(73) 321-7300
Planet Propane	MIM
REAL ESTATE Sell Your Business Program	
Sell Your Business Program	Tunet Topane (249) 047 0000
REFRIGERATION SOLUTIONS (COMMERCIAL)  American Refrigeration Manufacturer (248) 747-2045 Raves Cooler Doors	NUMBER OF THE PROPERTY OF THE
REFRIGERATION SOLUTIONS (COMMERCIAL)  American Refrigeration Manufacturer (248) 747-2045 Raves Cooler Doors	
American Refrigeration Manufacturer (248) 747-2045 Raves Cooler Doors	Sissai. Chorasisois EEC, Elevate Next Home (014) 532-0702
Raves Cooler Doors	
RETAIL FIXTURES, DISPLAYS & FLOORING	
NETA .	raves Coulei Douis
<b>T</b> Display Max(810) 494-0400	RETAIL FIXTURES, DISPLAYS & FLOORING
	W Display Max(810) 494-0400

RESTAURANT EQUIPMENT & SUPPLIES All American Restaurant Equipment (313)	368-5331
REVERSE VENDING MACHINES & SERVICE UBCR, LLC(248)	529-2605
ROOFING: COMMERCIAL & INDUSTRIAL	
Technique Roofing Systems1-800	-653-1631
SECURITY, SURVEILLANCE & MORE  DensityUSA(314)	798-8747
Clearview	
SODA POP, WATER, JUICES & OTHER BEVERAC	
Faygo Beverages, Inc. M(313)	925-1600
Reyes Coca-Cola (Metro Detroit program)	
Belleville M (734) Flint M (810)	397-2700
	690-2653
Garden Food Distributors(313)	
Monster Energy Company(800)	
Pepsi Beverages	
	-308-3343 -878-8239
Pontiac (248)	334-3512
Twinsburg (330)	963-5300
TREE & ARBORIST SERVICES	
Horton's Tree Service(734)	422-1634
TOBACCO ALTERNATIVES	
JUUL Labs(810)	632-9900
Swisher International (904)	635-9477
TOBACCO COMPANIES & PRODUCTS	
Altria Client Services (513)	
PMI Global Services Inc (810)	
R.J. Reynolds Tobacco Company (336)	741-0727
UNIFORMS, LINENS & SUPPLIES	
UniFirst Corporation (888) 256-525	55 ext. 232
Socks Galore Wholesale (248)	545-7625
WASTE/GARBAGE DISPOSAL	
Priority Waste(586)	228-1200
WEB DEVELOPMENT	
KreativMedia	721 0010
riedlivmedia (246)	721-9919
WINE & SPIRITS COMPANIES	
Benchmark Beverage Co(734)	744-6132
Cornerstone Wine Distributor (586)	
Hard Truth Distilling Co (812)	
Luxco(313)	
Proximo Spirits (810)	
Tito's Handmade Vodka(248)	
WINE & SPIRITS DISTRIBUTORS	
Great Lakes Wine & Spirits	-860-3805

RNDC of Michigan ......1-888-697-6424

### FOOD RESCUE / FOOD BANKS

### **MICHIGAN**

Feeding America West Michigan Food Bank(616) 784-3250
Feeding America West Michigan Food Bank - Benton Harbor(269) 926-2646
Feeding America West Michigan Food Bank - Cadillac(231) 779-0056
Food Bank of Eastern Michigan(810) 239-4441
Food Bank of South Central Michigan (269) 964-3663
Food Gatherers(734) 761-2796
Food Rescue US-Detroit(407) 718-2962
Forgotten Harvest(248) 967-1500
Gleaners Community Food Bank (866) GLE-ANER
Greater Lansing Food Bank(517) 853-7800
Kalamazoo Loaves & Fishes (269) 343-3663
The Manna Food Project (231) 347-8852
Western Upper Peninsula Food Bank(906) 482-5528
ОНІО
Akron-Canton Regional Foodbank(330) 535-6900
Cleveland Foodbank (216) 738-2265
Freestore Foodbank(513) 482-3663
Mid-Ohio Foodbank(614) 277-FOOD
SE Ohio Foodbank & Kitchen(740) 767-4500
Second Harvest Food Bank of Clark, Champaign and Logan Counties(937) 325-8715
Second Harvest Food Bank of North Central Ohio
(440) 960-2265
Second Harvest Food Bank of the Mahoning Valley
(53) 974-5522
Shared Harvest Foodbank(513) 874-0114
The Foodbank, Inc
Toledo Northwestern Ohio Food Bank (419) 242-5000 West Ohio Food Bank (419) 222-7946
west Unio Food Bank(419) 222-7946
ILLINOIS
Central Illinois Foodbank(217) 522-4022
Eastern Illinois Foodbank (217) 328-3663
Greater Chicago Food Depository (773) 247-3663
Northern Illinois Foodbank (630) 443-6910
Peoria Area Food Bank(309) 671-3906
River Bend Foodbank(563) 345-6490











### IULY 19, 2023

### MIRA'S 47TH ANNUAL MICHIGAN GOLF OPEN

This outing is a social event where retailers, wholesalers, manufacturers and service providers all come together to have a little competitive fun. A day on the course includes breakfast, dinner and 18 holes of golf! Sponsorship opportunities are available.

Fox Hills Golf & Banquet Center // Plymouth, MI



### **AUGUST 8, 2023**

### MIRA'S 18TH ANNUAL OHIO GOLF OUTING

This outing is a social event where retailers, wholesalers, manufacturers and service providers all come together to have a little competitive fun. A day on the course includes breakfast, dinner and 18 holes of golf! Sponsorship opportunities are available.

Shale Creek Golf Club // Medina, OH



### SEPTEMBER 26, 2023

### MIRA'S 24TH ANNUAL HOLIDAY FOOD & BEVERAGE BUYING SHOW

As Michigan's largest liquor show, retailers come from miles away to see, sample and buy a wide variety of new products. Admission for MIRA members is free. Must be 21 years or older to attend this show.

Suburban Collection Showplace | Novi, MI



### NOVEMBER 16 & 17, 2023

### MIRF'S 43RD ANNUAL "HIGH FIVE" TURKEY DRIVE

As the holiday season approaches, the Midwest Independent Retailers Foundation turkey drive committee has pledged to put a turkey on the Thanksgiving table of over 6,000 needy families throughout Michigan, Ohio and Illinois that may not otherwise enjoy this special meal. Michigan // Ohio

### **Publishers Statement**

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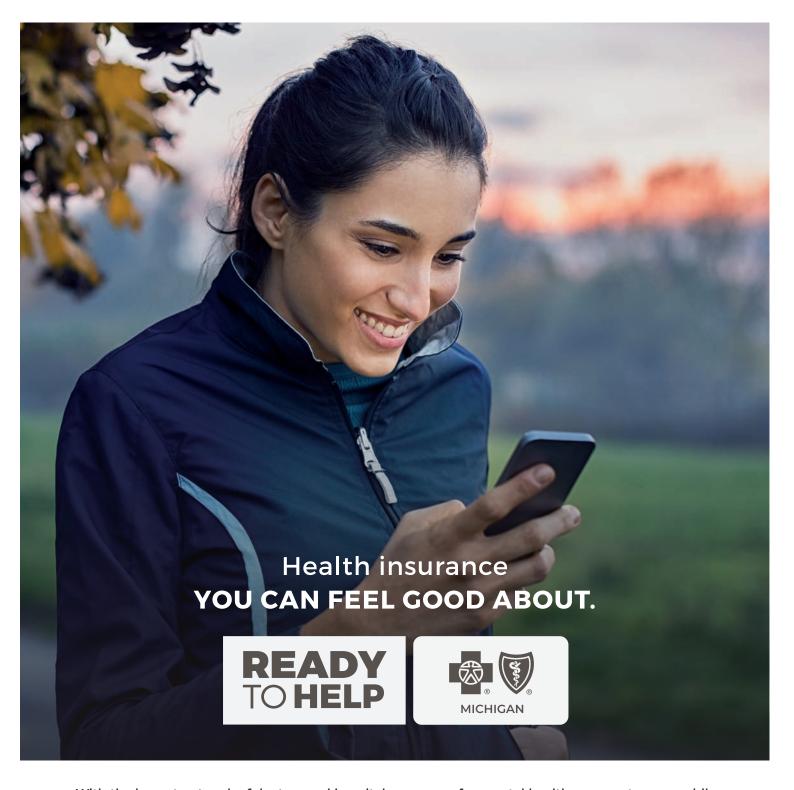












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