



2020 – 2021 IMPACT REPORT



DEAR FRIENDS,

Since 2010, Global Detroit has worked to build an immigrant-inclusive Detroit and Southeast Michigan. Over these last two years, we have seen even more clearly the importance of our effort over the last decade-plus. When the pandemic hit, critical information that could help a family pay their bills or a small business keep its doors open was coming in faster than ever. The information was often confusing, even to our own staff, and it rarely was translated into other languages. What's more, the Trump administration was amping up its anti-immigrant rhetoric, making our community members apprehensive about the very resources that could help them weather this crisis.

We could see that immigrant families and small business owners were being left out of opportunities, and that regulatory changes were creating fear and confusion for international students and global startup founders. This report illustrates the many ways Global Detroit stepped up over the last two years to ensure immigrant communities in Southeast Michigan remained connected to resources and our economy. The work Global Detroit does and the talents we bring to the table are essential to helping immigrant communities thrive, in times of crisis and in times of relative calm: our trusted relationships, our extensive network, our deep understanding of the issues, our ability to connect the dots.

These last two years have been unbelievably difficult for so many. Still, we are grateful: Grateful that our work made a difference. Grateful for the support of our funders, donors and partners. Grateful that we are here, working together, to build a Detroit and Southeast Michigan that comes back strong—for all.



A handwritten signature in blue ink that reads "Steve Tobocman".

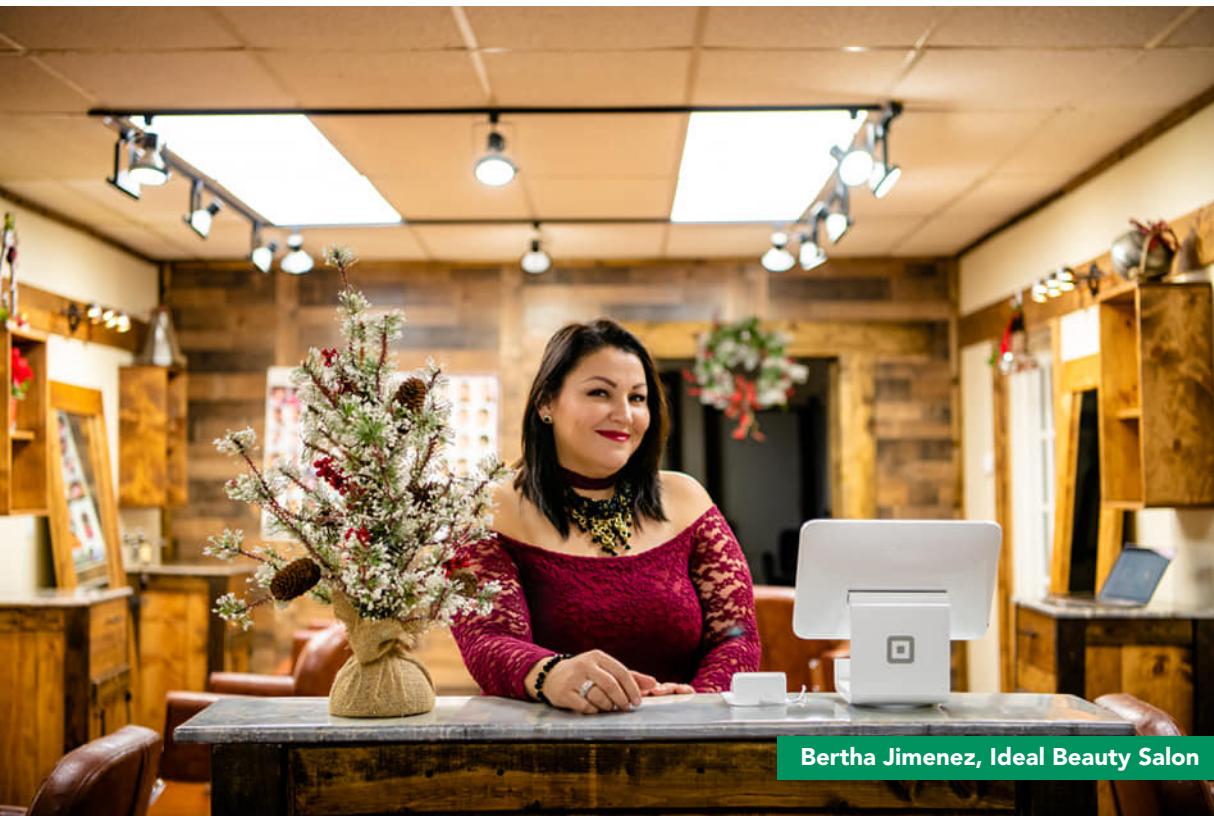
Steve Tobocman
Executive Director



A handwritten signature in blue ink that reads "Karen Phillippi".

Karen Phillippi
Board Chair

WE HELPED SMALL BUSINESSES WEATHER A CRISIS



When the pandemic hit, funding and other resources for small businesses were rolled out quickly. But immigrant business owners didn't always learn about—or trust—these opportunities. Global Detroit stepped in to ensure business owners in Detroit's immigrant communities weren't left behind.

WE HELPED 11 small business owners in Southwest Detroit secure more than \$185,000 from the Paycheck Protection Program. We also connected businesses in Banglatown and other parts of the city to several smaller grants from **TechTown**, the **Detroit Economic Growth Corporation** and **Wayne County**.

WE PARTNERED with **MI-OSHA** to provide a series of virtual “safe reopening” workshops for immigrant business owners and for small business support organizations working in immigrant communities.

WE CREATED clear, multilingual **information on emergency funding and resources** for small businesses. We established a digital distribution group of all the business owners in our network to quickly disseminate information to them, and also made everything available on our website.

WE PILOTED **Small Business Basics for Immigrant Entrepreneurs** in fall 2021, working in partnership with **ProsperUs Detroit**. Fifteen entrepreneurs looking to launch or grow their small businesses attended weekly workshops on business registration and documentation; accounting and bookkeeping tools; business operations; and hiring, training and retention. Participants also received one-on-one consultations to address specific needs. We will be expanding this partnership in 2022.

CONNECTING SMALL BUSINESSES TO THE FUNDS THEY NEED

In March 2020, **Mayra Torres** had just finished her final inspection and was preparing to open the doors to her new juice bar, **ArteSano Juice Bar & Café**. But COVID and the state stay at home order put those plans on hold. To make matters worse, Mayra also had to reduce the hours at her adjoining clothing boutique, **Lotus Essences**, to appointment-only. And work came to a halt for her husband Jose, a carpentry and masonry contractor, too.

As a new business, ArteSano doesn't qualify for PPP funds, and Lotus Essences did not initially qualify because Mayra is the sole employee. Contractors were initially excluded from the funding, too. Small grants from Wayne County and TechTown for Mayra's businesses helped, but spring 2020 was incredibly stressful.

Bridget Espinosa knew what Mayra and Jose were going through, and they were the first people she called when the PPP rules changed in early 2021. Bridget is the owner of **Puente Cultural Integration**, a small business services firm that provides bilingual support to Latinx/Hispanic-owned businesses. Global Detroit recognized early in the crisis what the data is now showing: that immigrant business owners and businesses of color received PPP funding at a far lower rate than white-owned businesses. So we partnered with Puente to inform businesses in Southwest Detroit about the new rules and help them apply. Twelve businesses have received \$185,000 and counting.

Lotus Essences would now qualify for funds, Bridget explained. Not only that, but contractors were now eligible, so Jose could apply as well. Mayra and Jose both received initial PPP funds in spring 2021 and, after that, they were both approved for their "second draw" loans.

Today, a steady stream of customers comes into ArteSano for fresh juice and sandwiches. In warm weather, they can sit under the hand-crafted pergola that Jose built over the patio. Mayra plans to rent the space for birthday parties and other private events. When asked what the funding has meant to her, Mayra's actions say it all. "I'm glad," she says simply, then envelops Bridget in a huge hug. Even behind a mask, her giant smile is evident.



Mayra Torres and Bridget Espinosa

WE CONNECTED IMMIGRANT NEIGHBORHOODS TO RESOURCES



At the onset of the pandemic, our team quickly created multilingual fact sheets on stimulus payments, unemployment, eviction protection and more. The information addressed specific fears and concerns we were hearing in immigrant communities. We distributed this information through our digital networks and created a COVID-19 Resources for Immigrants portal on our website. One of our partners called our resources "the clearest & most useful we've seen."

WE HELPED shape and were one of five organizations serving as sub-grantors for the **Detroit UndocuFund**, providing emergency financial support to Detroit families ineligible for stimulus payments due to their immigration status. Global Detroit provided a total of \$79,900 to 61 families, with an average payment of \$1,288 per family.

WE CONNECTED more than 300 homeowners with nearly \$2 million in free energy efficiency upgrades in partnership with **DTE's Energy Efficiency Assistance program**. In 2021, our efforts were recognized with DTE's annual Allstar Award for being the top performer statewide in this program.

WE PARTNERED with the **League of Conservation Voter** and several others to disseminate voting information in immigrant communities, in light of the pandemic and changes to Michigan law. In 2021, working with the **Michigan Nonprofit Association**, **APIAVote-Michigan** and others, we supported residents in Banglatown to successfully advocate for the Bangladeshi community to be a "community of interest" in Michigan's redistricting process.

WE HELPED the **East Davison Village Community Group** secure its tax-exempt, charitable 501(c)(3) status. Building on a years-long partnership, we continue to support them as they turn a vacant home and surrounding lots into a community hub and commons.

ROOTED IN COMMUNITY

East Davison Village is a tight-knit, largely African American community where many residents have lived for generations and family members often live within walking distance of one another. The neighborhood borders Banglatown, and joining the long-time residents are new neighbors from Yemen and Bangladesh.

If you ask long-time East Davison Village community members what it was like to live there five years ago, you might hear residents say that they felt forgotten. From inside the community, though, the story couldn't have been more different. Community members were working together to clean up alleys, keeping vacant homes from falling into disrepair and looking out for one another. Residents who had grown up in the neighborhood were moving back.

In 2018, the **East Davison Village Community Group**, noticing Global Detroit's work in Banglatown, invited us to partner with them to establish a nonprofit, attract grants and other resources to the neighborhood, and plan for a community hub in the neighborhood. Funding for home repairs was a crucial need in the neighborhood, so Global Detroit secured a **Michigan State Housing Development Authority** minor home repair grant, which enabled six residents to fix their roofs and porches, and make other necessary repairs. Working with East Davison residents is directly in line with Global Detroit's mission to build inclusive neighborhoods for all.

In June 2020, the group realized a major milestone when they received their nonprofit designation. This qualified them to purchase a home and vacant lots from the Detroit Land Bank Authority. Working with Global Detroit staff and community engagement consultant Orlando Bailey, and with support from a **Kresge Innovative Projects (KIP:D)** grant, the group has created a plan to turn the properties into a community hub.

The group, in partnership with 20 Books, has received a grant from **Detroit Future City** to purchase and beautify vacant lots, and they are participating in the **City of Detroit's** City Edge lot improvement program. Additional funding proposals are pending. The group has met with Mayor Mike Duggan to discuss their priorities. "Our voices are being heard more so now," says Miriam Smith, EDVCG board president. "It needs to be because, historically, we've been there forever. We're rooted, you know."



East Davison Village cleanup

WE HELPED INTERNATIONAL STARTUPS LAUNCH IN MICHIGAN



Global EIR founder Chening Duker and Millie Chu, former Global Detroit staff

Global EIR provides a pathway for foreign-born entrepreneurs to launch their companies in Michigan, placing them with universities to mentor and teach while working on their startups.

WE'VE ATTRACTED seven international founders from six companies to launch their startups in Michigan through our Global EIR program at the University of Michigan, **attracting \$15 million in** venture capital investment and creating **50 full-time and part-time jobs**. Five of those founders relocated to Michigan from other states so they could participate in Global EIR.

WE'VE VETTED another half dozen founders who are in our Global EIR pipeline. We launched a second Global EIR partnership with **Wayne State University**, and we are establishing additional university partnerships in Southeast Michigan.

WE RECEIVED a \$150,000 grant from the **Ewing Marion Kauffman Foundation** to create a **National Global EIR Peer Network** to share learnings and best practices with other Global EIR programs across the U.S., and collectively advocate for smart policies to attract and support global entrepreneurs. We are planning a national convening for 2022.

HARNESSING GLOBAL STARTUP TALENT

In late 2018, **Ashok Seetharam** and **Ilya Preston** founded **PAXAFE** in Milwaukee. The company develops hardware and software IoT solutions that enable cheaper, intelligent shipping insurance. A native of India, Ashok was permitted to remain in the U.S. and continue developing PAXAFE for a short time following his graduation from Brown University, but he needed an H-1B visa to stay and develop his company. Fortunately, he found Global Detroit's Global EIR program, one of several such programs across the U.S. Global EIR places foreign-born startup founders at universities to teach and mentor. By working at the university, Global EIRs are able to legally work in the US while they devote time to their startups. Global Detroit's first Global EIR university partner was the **University of Michigan** and its **Economic Growth Institute**. Ashok was accepted to the U-M program, and PAXAFE moved their headquarters to Ann Arbor. In late 2019, the company closed on a \$650,000 round of pre-seed funding. In April 2021, the company closed on a seed funding round totaling \$2.25 million led by Silicon Valley venture capital firm Ubiquity Ventures, bringing the company's total amount of capital raised to more than \$3.2 million.

"I didn't think it was possible to continue building my company in the U.S. when I didn't make the H-1B lottery," Ashok recalls. "That all changed when I learned about Global Detroit and Global EIR. Not only did they help with my immigration through the Global EIR program but also continued to provide unparalleled support—both personally and with the business—which maximized our chance of success."



Ashok Seetharam and Ilya Preston

WE CONNECTED EMPLOYERS TO GLOBAL TALENT



"If I had to use a word to describe **The Global Talent Accelerator**, it would be holistic. We not only learned how to sell ourselves in the U.S. job market, but we also had the opportunity to learn about the immigration and work visa process, racial equity, and even how to keep a healthy mindset during this difficult situation. Also, we were able to talk to people who went through the experience of looking for a job, and we got to ask questions. Finally, we even had the opportunity to connect with some companies in southeast Michigan."

—Berenice López, automotive interaction designer and 2021 GTA Graduate

WE ESTABLISHED relationships with **1,000+** **international students** over the last two years through online workshops and one-on-one consultations, helping them connect to employers and employment resources.

WE HELPED **20+** **Michigan employers** navigate the process of hiring international students.

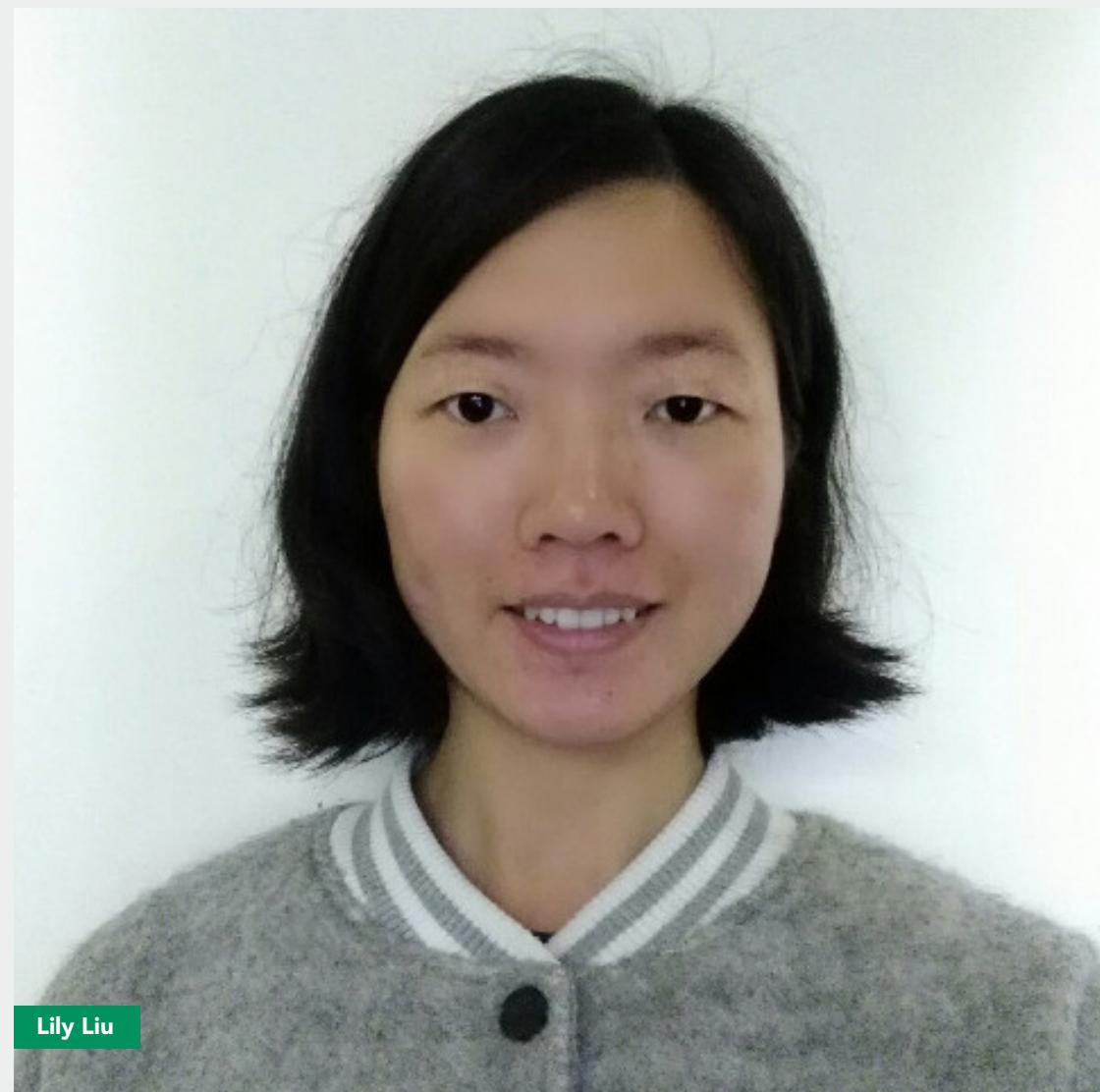
WE TRANSITIONED our **Global Talent Accelerator** intensive soft skills training program online. Since 2019, GTA has prepared nearly **50 international students** for the U.S. workforce, placing 80% of its graduates with major employers, from the Big Three to small and medium sized companies.

PREPARING A GLOBAL WORKFORCE

An established engineer with seven years of experience working for both Ford and GM, **Lily Liu** could not think of a better location than Michigan to further her education. But after Lily received her master's in engineering management from Kettering University in December 2019, she had a difficult time landing job interviews. That's when she learned about our **Global Talent Accelerator**, an intensive program that offers one-on-one career coaching and mentoring, employer meet and greets, and workshops on resume writing, elevator pitches, networking and interviewing skills, and more. In March 2020, Lily joined the GTA program's second cohort of international students.

Lily was one of the program's most dedicated students. Committed to attending all of the sessions, Lily planned to take an Uber from Flint to Detroit every week since she did not own a car. We were just one week into the program when the first statewide stay-at-home order went into effect. We got the program up and running online within 24 hours and hosted Zoom graduation later that month. Despite the uncertain times, Lily's dedication and past work experiences helped her land her dream job as an algorithm engineer contractor for **Ford Motor Company** in May 2020.

Lily credits the GTA program for helping her navigate the job search process. "GTA had a lot of discussions and seminars, which helped us to step out of our comfort zones from different perspectives," she says. International students bring diverse perspectives and ideas that help American companies create innovative products, and Lily notes: "Talent is not all in one country, they are worldwide."



Lily Liu

WE HELPED WOMEN GAIN ECONOMIC EMPOWERMENT



Common Bond

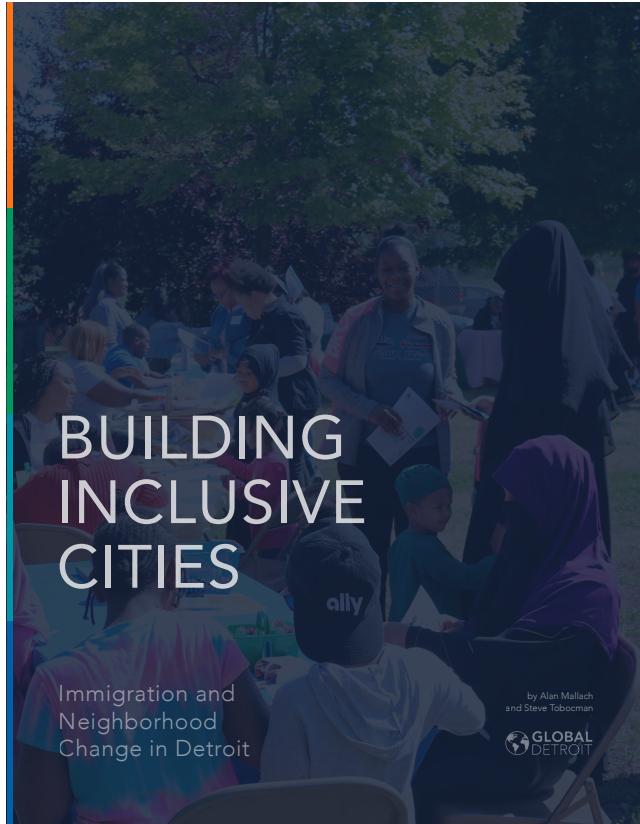
Common Bond gathers immigrant women in Detroit around textile arts to help them build their social networks, and encourage them to express and realize financial goals.

WE QUICKLY TRANSITIONED this program online when the pandemic began and provided **digital training and tools** for the women—skills they can bring with them into the workplace.

WE SUPPORTED three women from the program to launch **Aynaa Events and Decor**, a cooperatively owned event planning business. They were selected for the **Detroit Community Wealth Fund's Co-op Incubator** and won \$1,000 in the culminating pitch competition.

WE WORKED with **Detroit Public Schools** to establish its first all-women ESL course after many women in the program expressed a desire to improve their English language skills. Nine women completed the course, and six of them went on to complete the **University of Michigan's English Conversational Program**. The women self-reported that ESL training has: increased their confidence in conversational English to communicate with their English-speaking neighbors and resource providers in their communities; decreased their dependency on family members and translators to communicate; increased their independence and leadership to navigate their own learning and employment journeys; and helped them become better advocates for themselves.

WE RELEASED GROUNDBREAKING RESEARCH



"In this study, we tell the powerful story of the impacts that immigration has had on the quality of life in two Detroit neighborhoods—Banglatown/East Davison Village and Chadsey Condon. ... We make the compelling argument that welcoming and supporting immigrants can be a significant, concrete strategy to build quality of life in disinvested neighborhoods with tangible benefits to new and long-term residents without demanding massive public subsidy or triggering gentrification."

—From the Introduction, *Building Inclusive Cities*

WE RELEASED "Building Inclusive Cities" in August 2021. The report documents a **first-of-its-kind study** that proves immigration is a powerful force for revitalizing Detroit's neighborhoods.

WE PUBLISHED an op-ed in *The Washington Post* by **Steve Tobocman** and **Alan Mallach** detailing the study's findings and the promise those findings hold for the arrival of Afghan families to the U.S.

WE HELPED more than 70 practitioners dig deeper via a webinar with study authors Steve, Alan and **Detroit Future City** executive director **Anika Goss**. The study's findings have also been presented to **Johns Hopkins University 21st Century Cities Initiative**, the **Michigan State Housing Authority's Building Michigan Communities Conference** and to the **Detroit Future City Housing Consortium**.

WE'VE USED the study's findings to engage in deeper policy conversations with the **City of Detroit Housing Equity Team** and the **Michigan State Housing Development Authority's Statewide Housing Plan**.

2020 – 2021 FUNDERS

2020 FUNDERS

\$500,000

William Davidson Foundation

\$200,000

New Economy Initiative

\$50,000+

Doris Duke Charitable Foundation

Kresge Foundation

Open Society Fund (via Detroit Hispanic Development Corp.)

\$25,000+

Bank of America

Immigrant and Refugee Funders Collaborative of the Community Foundation for Southeast Michigan

National League of Cities

Welcoming America

\$10,000+

City of Detroit

Comerica

DTE Energy Foundation

League of Conservation Voters

United Way for Southeast Michigan

\$5,000+

A&H HVAC

Colucci Family Foundation

Mott Foundation

Skillman Foundation

Gary & Janet Van Elsander

\$2,500+

Elite Hospitality

Howard and Howard

Multiverse Investments

New Solutions Group

\$2,499 or less

Numerous corporations,
foundations and individuals

2021 FUNDERS

\$500,000+

William Davidson Foundation

\$20,000+

Comerica Bank

\$100,000+

Anonymous

Ewing Marion Kauffman Foundation

New Economy Initiative

\$10,000+

Doris Duke Charitable Foundation

DTE Energy Foundation

Don and Anaïs Hicks

Michigan Nonprofit Association

Wayne County

\$60,000+

Western New York Refugee and
Asylee Consortium

\$50,000+

Kresge Foundation

Welcoming America

\$40,000+

Bank of America

\$25,000+

Colucci Family Foundation

Community Foundation for
Southeast Michigan

\$5,000+

A&H HVAC

Catholic Charities

Jewish Family Services –
Washtenaw

Rice Allen Foundation

Samaritas

U.S. Committee for Refugees
and Immigrants

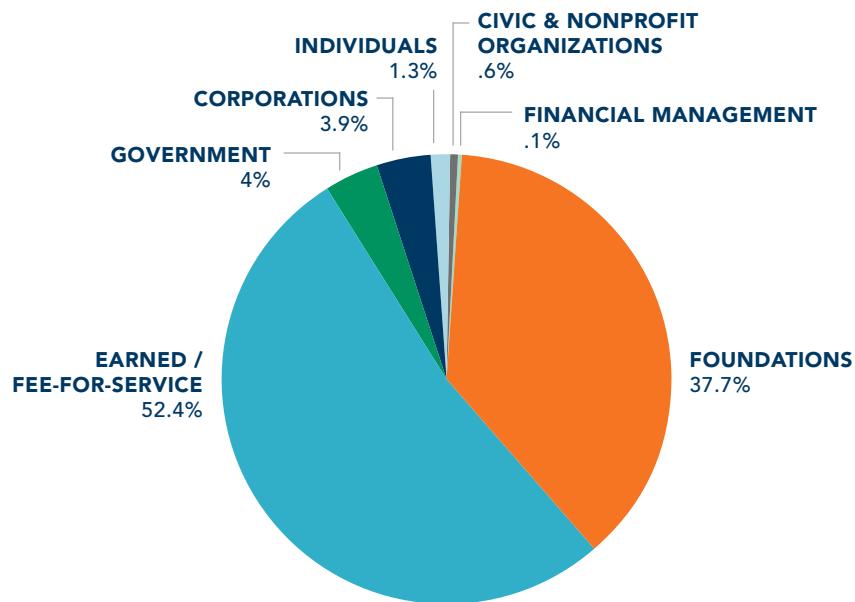
Gary & Janet Van Elsander

\$2,499 or less

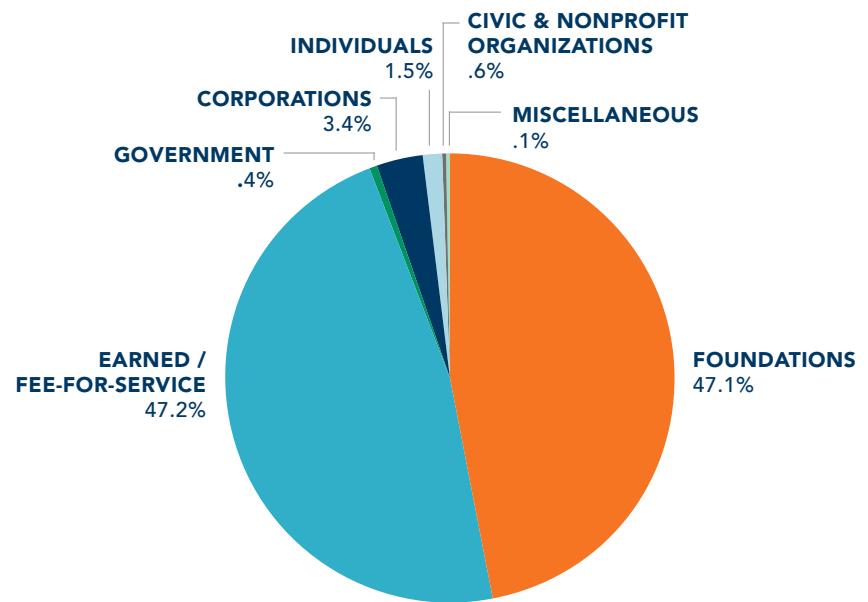
Numerous corporations
and individuals

2020 – 2021 FINANCIALS

2020 REVENUE BY SOURCE



2021 REVENUE BY SOURCE



GLOBAL DETROIT STAFF

Kathryn Brennan
Program Manager

Rezaul Chowdhury
Community Engagement Specialist

Emma Davis
Community Development
Program Manager

Tariq Fanek
Director of Opportunity
Neighborhoods

Sloan Herrick
Chief Operating Officer

Aijan Isakova
Global EIR National Peer
Network Program Manager

Ernestine Lyons
Global EIR Program Manager

Kinsey Mantay
Public Policy Specialist

Kristin Palm
Director of Communications

Scott Preston
Special Projects Manager

Autumn Simmons
Social Cohesion Project Manager

Ashleigh Stagg
Operations Manager

Steve Tobocman
Executive Director

Gracie Xavier
Director of Corporate and
Economic Development Strategy

GLOBAL DETROIT BOARD OF DIRECTORS

James Becker
Treasurer
Principal and Managing Director,
Avison Young

Aghogho Edevbie
Secretary
Michigan State Director,
All Voting is Local

Tim Gilson
Associate Broker,
Gilson Home Group

Greg Handel
Vice President, Education and Talent
Programs, Detroit Regional Chamber
of Commerce

Luz Meza
Research and Design Manager,
Wayne County Economic
Development

Md-Abdul Muhit
District Business Liaison (District 3),
Detroit Economic Growth Corporation

Karen Phillipi
Board Chair
Director,
Office of Global Michigan

Sam Singh
Senior Consultant,
Public Policy Associates



4444 Second Ave., Detroit, MI 48201
www.globaldetroitmi.org

[f facebook.com/globaldetroit](https://facebook.com/globaldetroit) [@globalDET](https://twitter.com/globalDET) [@globalDET](https://instagram.com/globalDET)

TEXT: Kristin Palm DESIGN: Kate Scheible, Scheible Design
PHOTOGRAPHY: Julianne Lindsey, Juan Carlos Dueweke-Perez, Global Detroit staff