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### Turning Point Magazine Founder Dies at Age 67

(Los Angeles) Pat Means, co-founder, former president and publisher of Turning Point Magazine, one of the most prominent and largest Los Angeles-based magazines targeting African-American small business owners died on Jan. 8 from cancer. She was 67.

Means, who most recently served as director of communications and community at AltaSea at the Port of Los Angeles, served as the visionary and head of the dynamic business publication for 16 years from 1992 to 2008. At its peak, Turning Point had a national distribution of 50,000 copies every two months and a web presence with more than 2 million visitors per month. The inspiration for the magazine grew out of the city's civil unrest in 1992 with a goal of stimulating and supporting African-American business and community development.

Funeral services will be held on Thursday, Jan. 19, 11 a.m., at West Angeles Church of God in Christ, 3045 S. Crenshaw Blvd., Los Angeles, CA 90016.

Means was known for having a big heart. She was a mentor, generous with her advice and support. She was always giving and reliable, providing "a hand" when needed. She dedicated her life to helping fellow entrepreneurs and community members flourish.

Her generous spirit and kind heart was nurtured from her early beginnings.

Born in Henderson, Texas on Dec. 15, 1949 to Eddie and Corean Miller, Patricia Ann Miller grew up in a small Southern town where black businesses were the norm. People took pride in self-determination and cooperative economics. Her aunt and uncle, Odell and Doris Holman, were among those entrepreneurs. Odell had a garage shop, while Doris owned a beauty salon next door. Means was very close with her aunt, her mom's sister. She admired her business success in a time when black women were largely expected to be domestics. In addition, Means' grandma Josie and mom Corean helped instill in her values about loyalty to family and community.

Means' own smarts and talents emerged early. Henderson's Hill High School named her valedictorian for having the highest GPA. She was their lead drum majorette and lead singer in a group that won a school talent competition. She was always the leader and excelled in everything, her family says.

She moved to Los Angeles in 1967 with her husband and high school sweetheart, Carl Means Sr. She completed a bachelor's degree in business management and an MBA at USC in 1971 and 1972, respectively. Her relationship was less successful. The couple divorced, with Means pursuing her dreams while a single mom with two children, Carla and Carl Jr.

Fresh out of college, Means worked as a communications professional for several companies including Motown, Purex, Foote, Cone and Belding/Honig Advertising. An entrepreneur at heart, she left corporate America after 11 years, moving with her two children to Dallas in 1983 to start a record label

with friends. The business partners made several records with artists including Maxine Nightingale but never saw the success they wanted.

Means worked as a business consultant for several years in Dallas before returning to Los Angeles in 1989. Her stint as vice president of marketing at ProServ, a sports marketing firm, would be her last corporate job before she found success in several ventures under the auspices of Turning Point Communications. Los Angeles' civil unrest in 1992 served as catalyst.

With hundreds of largely retail stores in her community burned to the ground and with a renewed focus on black-owned businesses, Means and her good friend, Karen Hixson started Turning Point Magazine in the same year as the unrest to emphasize and encourage community and business development among African Americans in the Greater Los Angeles area. Both also served as co-hosts of a Sunday morning "The Turning Point" talk show on KACE radio.

Means became sole proprietor, president and publisher of Turning Point in 1995, growing the magazine as a statewide and later national publication with a team of editors, writers, photographers, graphic designers, account executives, event planners and more.

Means also established the highly successful annual African American Business Summit. For more than 10 years, the business summit provided solutions to the issues that confront diverse urban small businesses—from access to capital, new business acquisition, to operational excellence. It drew notable keynote speakers including the Rev. Jesse Jackson and Iyanla Vanzant. Mean's monthly BizNotes e-newsletter had over 300,000 subscribers while [www.turningpointmagazine.com](http://www.turningpointmagazine.com) had a peak of more than 2 million visitors per month.

"What drove my mom was wanting to make a difference," said daughter Carla. "It sounds so cliché but she always wanted to mentor people and to encourage people to do the same."

Known for her energy, vision and grace, Means expanded Turning Point from a one-magazine operation to a company with a nonprofit (TPC Foundation), the summit and other meetings that drew hundreds of entrepreneurs annually. Her ventures drew major advertisers and sponsors from Toyota, Nike and AT&T to UPS and Southern California Edison. She served as a consultant to public officials and executives looking to navigate the "turning points" in their careers through personal and business development. Means printed her last issue in 2008, shifting to an online version while continuing to serve as a business coach and trainer.

In recent years, Means moved to San Pedro where she began serving as director of communications and community for AltaSea in 2014. She was very proud of their work creating a research center for marine science. Means enjoyed the networking and outreach, particularly bringing South Los Angeles youth for tours of the Nautilus ocean exploration vessel to gain exposure to careers as marine scientists.

Some area youth came from the Al Wooten Jr. Heritage Center where Means served on the board of directors from 2013 till two months before her passing when she resigned for medical reasons. Her family is requesting donations to be sent to the South Los Angeles youth center in honor of Means. See Donate at [www.wootencenter.org](http://www.wootencenter.org).

In recognition of her achievements and service, Means received many awards including Outstanding Alumni of the Year from the USC Black Alumni Association and Female Entrepreneur of the Year from the California Black Chamber of Commerce. Other board memberships were with agencies including

Wells Fargo Foundation, Greater LA African American Chamber of Commerce and West Angeles Community Development Corp.

Means died on Sunday, Jan. 8, surrounded by family and friends at her daughter's home in San Pedro, California. She is survived by her daughter and son-in-law Carla and Tony Callaway; her son and daughter-in-law Carl and Tonja Means of Lee's Summit, Missouri, grandchildren Tristan, Carlysea, Jaylyn, Alexxis, Kai and Bayli; mother, Corean (Scourten) King of Dallas; brothers-in-law and sisters Francisco and Debra Obera and Andrea and Delores Hawkins, both of Dallas; and a host of beloved nieces and nephews and other family and friends, plus her dogs: Peanut and Butter. Means' brother Charles Miller preceded her in death in 2004.

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