

[BEEPING]

[THEME MUSIC]

SUZANNE Hi, and I'm Suzanne Anderson.

ANDERSON:

DAN DELEON: And I'm Dan DeLeon, and welcome to *TV Montrose*.

SUZANNE And Dan, it's always good to have you a *TV Montrose*. Our taping schedule this week conflicted with Kim, so Dan's

ANDERSON: here to fill in.

DAN DELEON: And speaking of Kim, she is opening a play tonight at Main Street Theater. It's entitled *An American Daughter*, an excellent play. I recommend you go see it, and it runs through October 18th.

SUZANNE And last week we put the word out that *TV Montrose* needed to attract five advertisers to the show this week in

ANDERSON: order to stay on the air into October.

DAN DELEON: And we are very pleased to announce there have been some great developments.

SUZANNE We're still working on our five advertisers, but we did sign a company called Ergocom, a gay and lesbian-oriented

ANDERSON: internet shopping mall.

DAN DELEON: And more details on Ergocom in the following weeks. In the meantime, we'd like to thank them for coming on board.

SUZANNE While everything has not yet been finalized at this time of the taping, the New York City-based gay financial

ANDERSON: network has stepped in with a plan to subsidize *TV Montrose* until it achieves the needed advertiser base required to stand on its own.

DAN DELEON: Walter Schubert founder and CEO of the gay financial network, GFN, was in Houston this past week and the keynote speaker of the September meeting for the gay and lesbian chamber of Commerce.

SUZANNE And JC Michalek of the Texas Triangle, brought Mr. Schubert to the offices of *TV Montrose*, and after a tour and

ANDERSON: watching some of the stories we'd done, he asked the producer, Steve Baker, to postpone cancelation of the show until he could return to his offices in New York and determine how to best support the show right now, and how best to pave the way for long term stability.

DAN DELEON: And Mr. Schubert has provided us with a video produced by CNBC last year about the gay financial network, GFN, and we will show you this so that you can see the man from the Big Apple that may have the answers to saving *TV Montrose*.

SUZANNE OK, Dan. Let's play it and we'll get back to you and tell you some more about the response to saving the show.

ANDERSON:

DAN DELEON: Great.

[MUSIC PLAYING]

REPORTER: And now, Business Center, with Maria Bartiromo and Tyler Mathissen.

And we bring you the story of Walter Schubert, the first openly gay member of the New York Stock Exchange, and his plans to target a group of investors who have been getting increased attention from Wall Street. Tonight on Business Center.

MARIA And for tonight's business centerpiece, Garrett Glaser joins us with a story of financial growth and personal triumph. Garrett.

GARRETT Maria, I think it really is that kind of story. Walter Schubert is a third generation member of the exchange and the very first member who is openly gay. He is already CEO of a floor brokerage known as SGI, and now he starts a second company, this one targeting gay and lesbian investors. It is all a far sight, Schubert says, from the way he used to live his life on Wall Street.

WALTER Hey, Tommy, it's Walter.

SCHUBERT:

REPORTER: Walter Schubert started as an order clerk on the NYSE two decades ago. At 37, after years as a closeted gay man, Schubert came out of the closet and never looked back.

WALTER For me, it was about being honest. And it was also about my father who has always taught me to be a leader. He had always taught me to stand up for what I believed in, and to be true to myself.

INTERVIEWER: Tell me about your family. Who was your dad and grandfather?

WALTER My grandfather was the managing partner of an odd law firm back in the early 50s of the New York Stock Exchange. And my father was a trading floor member on the New York Stock Exchange starting in the mid 50s. And two men that were pretty conservative, and believed, and loved Wall Street.

NYSE WORKER: 681 convert, Vinny. Price range.

WALTER I suffered a great deal in the closet. It was very difficult.

SCHUBERT:

INTERVIEWER: Lying about who you are.

WALTER Well, editing my life is a very painful process. Getting up in the morning and figuring out what my response is going to be when so-and-so asks me this question, and, you know, who was I with last weekend. And conjuring up girlfriends and fictitious names. It's a very exhausting and a very, very painful process. And I stayed there way too long.

I'm Walter Schubert.

REPORTER: But Schubert is making up for lost time. The launch party for his new company. Several friends and supporters were here. Politicians sent regards, and NYSE chairman and CEO, Richard Grasso, sent a letter of support.

WALTER Have you ever heard about us, Miles?

SCHUBERT:

MILES: No.

WALTER You haven't? Well, come on over.

SCHUBERT:

REPORTER: New York's recent gay business expo. Schubert presses the flesh and gets the word out. Gay financial network has arrived.

WALTER You can't screw this up.

SCHUBERT:

REPORTER: Backed by 19 investors, he expects to place at least \$2 million into the venture by the end of next year.

WALTER This is the first fully integrated online financial services network for the gay community.

SCHUBERT:

REPORTER: It will not be easy. Mainstream brokerages have already begun to target gay and lesbian investors. GFN offers all of the usual investment and personal banking options already available, but will offer something else too, Schubert says. It's built as a partner referral network of pre-screened gay and gay-friendly financial professionals. Bankers, real estate brokers, insurance executives, and others.

With a nod toward the affinity investing strategy used by other groups, GFN is also publishing data on corporation's gay-friendliness factor. Things like hiring policies, marketing history, and availability of domestic partner benefits.

GARRETT Turnout here and its similar expose around the country indicate that corporate America is increasingly keeping

GLASER: an eye on the gay and lesbian market. And for GFN, there is good news as well. Simmons market research indicates that 62% of gay and lesbian Americans own PCs, versus 38% of the country at large.

ALEC STEIN: I think the prospects for a gay financial network are excellent.

REPORTER: Alec Stein likes the idea of GFN, but says timing is critical. Stein is a principal with Gomez advisors in Boston, which consults and rates online brokerage services.

ALEC STEIN: The cost of delivering a competitive product is greatly increasing. I think Walter is coming in a window of opportunity where he can fill a gap that's today unfilled. I expect that to go away over the next year to 18 months.

REPORTER: Online brokerage is a booming business. 70 companies now compete. 17% of all retail orders are now done online, and there are dramatic projections for growth.

INTERVIEWER: When you walk the floor today at the exchange, how do you think people regard you?

WALTER I think with respect.

SCHUBERT:

GARRETT GFN's business plan does not project profitability for two years. Schubert says the hope is to one day launch a GFN mutual fund or two. And if you want to check it, out the company's web address is GFN.com.

SUZANNE That is an incredible story on how our community is growing in terms of business and financial presence, and on a national level.

DAN DELEON: And what GFN is doing for *TV Montrose* will be announced this week in the print media, and in our next week's show.

SUZANNE But what's most important to remember is that Mr. Schubert and GFN are giving us a life raft, so to speak.

ANDERSON:

DAN DELEON: That's right, and it's still up to the Montrose business community and new advertisers to take advantage of the advertising opportunities that exist here at *TV Montrose*.

SUZANNE Our crisis isn't over. The only thing that's different is that we have more time to get it together.

ANDERSON:

DAN DELEON: So we still need you. The business community to step forward and be counted.

SUZANNE One of the many people who called last week in support was Shirley Knight of the Athena Art Project.

ANDERSON:

DAN DELEON: And Shirley is also organizer of the 1998 women's festival this year.

SUZANNE Shirley had a lot words about *TV Montrose*, and she sent us a video that she produced about the 1998 women's

ANDERSON: festival.

DAN DELEON: And that festival is next month, so let's take a look at the video and preview it.

[MUSIC - ZRAZY, "KEEP IT REAL"]

(SINGING) Sometimes, I find it so hard to talk about my feelings. So I'm going to try and sing them to you instead. I'm trying to find the words within to tell you what I'm feeling, baby.

You gotta see me, yes, I am. I'm not the way you want me to be. Sometimes, you're my lover darling. Sometimes, you're my friend. We've seen each other through the bad times, we're going to make it to the end.

All my life been fooled for you. Do anything that you want me to. I'll beg, I'll borrow, I'll steal for you. Got the feel, keep it real. Keep it real. Keep it real. Keep it real. Keep it real.

Nothing less than happiness is what I wanted to give to you. I'll do my best to be the one you come running to. You'll do anything for me, and I'll do anything for you. Honesty's the policy. The one it's going to keep us true.

All my life been fooled for you, do anything that you want me to. I'll beg, I'll borrow, I'll steal for you. Got the feel, keep it real. Keep it real. Keep it real. Keep it real. Keep it real.

Love is the wrapping paper, love is the glue. Love is the ball of string that keeps me tied to you. Love is in the ordinary, love is in the every day. It's the little things that tell me, this love is here to stay.

Oh, all my life been fooled for you, do anything that you want me to. I'll beg, I'll borrow, I'll steal for you. Got the feel, Keep it real. Keep it real.

Keep it real. Keep it real forever. Keep it real. Keep it real. Keep it real. Keep it real. Keep it real.

Keep it real. Keep it real. Yeah, keep it real. Keep it real. Keep it real. Keep it real.

[CELTIC MUSIC]

SUZANNE So put it on your calendar! October, the 24th at the Garden in the Height.

ANDERSON:

DAN DELEON: And for more information, please call the number on the screen.

SUZANNE Our own Kim Sevier will be the emcee along with comedian, Vickie Shaw. Who by the way, Vickie Shaw will be

ANDERSON: hosting her, the comedian, at the next lesbian and business meeting, which will be held on the 18th of this month. And it's a little bit different meaning, we're going to have it at the spaghetti warehouse. So call and make reservations for that too.

DAN DELEON: It sounds like it's going to be a fun event.

SUZANNE It is going to be fun. It's going to be well attended also.

ANDERSON:

DAN DELEON: Great.

SUZANNE Well, let's take a commercial break and we'll be right back.

ANDERSON:

WALTER Hi, I'm Walter Schubert of the Gay Financial Network, and you're watching *TV Montrose*.

SCHUBERT:

COMMERCIAL Celebrating 15 years, it's Houston's premiere alternative dance club. Rich's has the hottest music hits, the largest **ANNOUNCER:** dance floor, four huge bars, and the wildest theme parties. Rich's is the place to be for fun and action. The only New York style dance club for the gay and lesbian scene. Rich's is where the real world ends, and your imagination begins. Be a part of the fun and Rich's this week. Rich's, where you can always be yourself.

SUZANNE Don't even think about buying or selling a home without hiring a professional. A home is the biggest financial

ANDERSON: investment that you will ever make, and I am always amazed at how casually people select a realtor. They'll call the name off of a sign, or take the name of a friend of a friend. To be a good realtor, you have to be a good listener, and I listen to my clients, and I customize my services to fit your needs. We listen, present creative solutions, and help you make decisions in buying or selling a home.

COMMERCIAL The Texas Triangle is a free weekly newspaper reaching over 60,000 readers every week. Available every

ANNOUNCER: Thursday throughout Houston, Austin, San Antonio, and Dallas, and 20 other Texas cities, the triangle offers the best in news features and entertainment. A six-time award winner, it's the only gay newspaper to receive an outstanding journalism award from the National Gay and Lesbian Journalists Association.

The Houston Press writes, for gay and lesbian news, by far the best is the Texas Triangle. So pick up The Triangle every week. Quality makes a difference.

LEE BROWN: I'm mayor Lee Brown, and you're watching *TV Montrose*.

SUZANNE You know Dan, one of the reasons why *TV Montrose* is so important to the community is the television coverage
ANDERSON: that we provide to non-profit organizations.

DAN DELEON: That's true. Our stories are not only about events going on, they are about people helping people.

SUZANNE And in the seven months on the air, we have produced stories about 19 non-profit organizations and their efforts
ANDERSON: to help others in our community.

DAN DELEON: And since we're fortunate to have seen some help from the community this week, we thought it would be good to rerun a story on an organization that works hard to help others.

SUZANNE Next, we're going to show the story we did on HATCH earlier this summer.

ANDERSON:

DAN DELEON: Gay youth are vulnerable to all kinds of problems, and HATCH provides the supportive atmosphere that these youth need to cope.

SUZANNE Well, let's take a look.

ANDERSON:

DAN DELEON: OK.

BRIDGET Tonight, we're at a HATCH meeting with Jason and Tracy, and what Jason is going to do first is he's going to tell
HOLMES: us what HATCH stands for.

JASON: HATCH stands for Houston Area Teen Coalition of Homosexuals.

BRIDGET And how has it helped you?

HOLMES:

JASON: The socialization. We also have speakers come in and talk to us about different topics. I used to be extremely depressed, and just the socialization has helped me a whole lot and become a lot more well-adjusted.

BRIDGET How did you find out about HATCH?

HOLMES:

TRACEY: I called the Houston Gay and Lesbian Switchboard, and I asked them if they had a support group for gay and lesbian youth, and they gave me HATCH's number, and I gave them a call.

BRIDGET So what triggered you to come out and find an organization like this?

HOLMES:

TRACEY: I was actually watching a movie on the movie channel, and there was a girl in there who had problems with drugs, and she was going to a peer support group and it helped her. And I thought to myself, maybe there's a gay support group out there that can help me.

KEVIN DAVIDSON: Well, I'm the President of the Board of Directors. So it's my job to recruit and raise funds so that we can have the program here.

BRIDGET HOLMES: All right, so how do you get the word out on like people that you need and funds?

KEVIN DAVIDSON: It's mostly by word of mouth. We do have some media that happens. We're right now getting information out to the Houston Independent School system with our brochures and such.

BRIDGET HOLMES: How did this organization get started?

KEVIN DAVIDSON: Back in 1987, at First Unitarian church, a young youth came and said he wanted to have a gay group, so they started it. It lasted, oh, I don't think quite a year and it died out. And then in 1992, Trish Morgan Kolodny resurrected it, and it became HATCH. We incorporated in 1992, and it's been running program since.

NATHAN: I came out when I was 16 unintentionally, and I probably wouldn't do it again to my family. I came out in school on my own terms. I went around telling people because, I just, I'm not very good at lying, and I'd rather people just know. And I don't like to stand up for myself and whatever. It wasn't really too bad. I was lucky.

JEREMY: HATCH has really helped me a lot. HATCH is a place where I can go, and it's kind of like a second family. I guess the biggest thing about HATCH is I know whenever I've had a really bad day at work, or the things that are going on in my life, I can always come here and I'm surrounded by people I'm comfortable with, and can talk, and they can talk to me, and you feel a lot better.

DENNY: I've been coming to HATCH for about four or five years now, and they've always been there for me, through thick and thin. I mean, I've been way down at the bottom, and they've always been here, providing help whenever they could, and just a shoulder to cry on. And then, we've also had a lot of fun, and I've met a lot of good people here.

NATHAN: Well, whenever I first came out, I was real scared, and I was real nervous, and I was dealing with my family, and my family didn't want to be around me. Well, they want to give me the support I needed. And the way HATCH is set up, they're not just a support group, they're all your friends.

ANNISE PARKER: Kids are important, and gay and lesbian kids have particular problems that need to be addressed. There are very few safe places to address those problems. HATCH is one, and I try to support it whenever I can.

BRIDGET HOLMES: And how does it help you?

ANNISE PARKER: Actually, tonight was a little bit different. I do speak to a lot of different kinds of groups, but tonight, I came to talk about myself. And there are a lot of things about myself that maybe I'm not always proud of. But I can embrace them and accept them when I share them with other people.

BRIDGET HOLMES: Sure you seem to get a lot out of it. And that's a good thing.

ANNISE PARKER: This is a warm group. And I think I can identify with some of the things that I know folks in this room are going through. It wasn't easy for me. But it gets better, and I hope I can tell them that.

RUDY: I mean, it's taught me a lot. It's taught me how to be myself. Taught me about different kinds of relationships, and taught me how to be safe. And I've met a lot of people too.

NATHAN: It's just, it's a good place to be, just to be, and to feel OK.

JEREMY: I graduated a year early with my diploma, and I've done pretty well for myself after high school.

DENNY: The bar scene is great and all, but you can always meet other people outside of the bar. And it's a good place.

KEVIN DAVIDSON: In 1989, the federal government did a study and found that 30% of all successful suicide amongst youth was based upon gay and lesbian youth, so we're saving lives here.

JASON: Just to help them, be there for them, and be a good role model.

RUDY: When I decided to become a member with HATCH, it was more like I really didn't know anybody who was like me.

NATHAN: When I came out, it made it so much easier. Just letting people know, and then they left me alone. And also the way I did it was different. I mean, I just came right out and said, hey, it's true. So if you have any questions, ask me, and I'll tell you. And I'd rather there be a known gay person, and knowing what their life is like, than just some mysterious gay guy that no one knows anything about.

BRIDGET HOLMES: HATCH is a non-profit organization that helps support gay and lesbian youth. And each time they meet, they have different people that come out and speak. And tonight, Clarence Bagby came in behalf of Sheila Jackson Lee to give her support. Dr. Robert McLaughlin, who's assistant professor of Family and Community Medicine.

And also, Annise Parker came out and spoke to the kids a lot. She gave a lot of her heart. It was a wonderful, wonderful speech that she gave, and I'm sure that it helped them a lot. This is Bridget Holmes reporting for *TV Montrose*.

SUZANNE ANDERSON: Dan, Judith and I participated in HATCH for a while and it was truly one of the most meaningful experiences that I've ever had. Those kids were incredible. And at that time, my son was about the age of a lot of those young men and women, and it was terrific watching them grow. And it was just really fun seeing what that organization could do for the youth of our community.

DAN DELEON: And you really identified it with them through your son?

SUZANNE ANDERSON: Very much so, very much so.

DAN DELEON: Great, that's nice. At the top of the show, we told you about Ergocom becoming a new advertiser, and also about the major support coming from Walter Schubert and the gay financial network.

SUZANNE And as we said, we didn't meet our goal of five new advertisers this past week, and had it not been for GFN, our
ANDERSON: show would have been very different tonight.

DAN DELEON: Well, we still need at least four more new advertisers as quickly as we can locate them.

SUZANNE So listen up, business world, we're offering, get this, free commercial production to any business that agrees to
ANDERSON: running its commercial for six consecutive shows. You can't beat that.

DAN DELEON: And after that, you can run your commercial as often as you please.

SUZANNE And the cost for 30 seconds of commercial time is only \$150 a week.

ANDERSON:

DAN DELEON: But we'll produce the commercial free of charge.

SUZANNE Absolutely.

ANDERSON:

DAN DELEON: Great! For more details, please call the number on the screen.

SUZANNE And viewers can also help by talking to people that they in business and letting them know that they should take
ANDERSON: a look at becoming a part of *TV Montrose*. Dan, people know who you are by being on this show, and they know
what product you have. I was in an open house the other day, and a couple of guys came in to look at the house,
and they're like, oh, that's that woman that's on *TV Montrose* that has a real estate company. It pays off!

DAN DELEON: And you, the viewers out there can do a lot more than you think by simply mentioning *TV Montrose* to the
businesses that you do business with.

SUZANNE It shows these businesses that you're watching *TV Montrose*, and that their commercial dollars are being well
ANDERSON: spent.

DAN DELEON: So to recap what you the viewer can do.

SUZANNE Call the businesses that you think should be on *TV Montrose*.

ANDERSON:

DAN DELEON: Write or email your feelings about the importance of *TV Montrose*, and the need for our community to rally
behind the show to the editors of our community newspapers. And their addresses are.

SUZANNE The Houston Voice, 811 Westheimer. Suite 105. Houston, Texas. Zip code, 77006. And their fax number, if you'd
ANDERSON: like to send a fax, is 713-529-8490. And for those of you that are in the 21st century, the email is
editor@houstonvoice.com.

DAN DELEON: The next publication is Outsmart Magazine, 3406 Audubon Place. Houston, Texas, of course. 77006. Fax number,
713-522-3275. Email address, outsmartmagazine, all one word, .com.

SUZANNE The Texas Triangle is located at 315 West Alabama, Suite 101. Houston, Texas. The infamous 06 zip code,
ANDERSON: 77006. And the fax is 713-521-5830.

DAN DELEON: And lastly, we have Twit, this week in Texas. 500 Lovett Boulevard, Suite 102. Fax number, 713-527-8948. Email, twtmag@aol.com. Great, I hope you got all that information, and for you slow writers, if you have any questions, or need more of the information, please feel free to call the studio at any time.

SUZANNE And coming up we're going to show you a piece that the producer put together that I think is kind of neat that
ANDERSON: shows you some of the people in the places and the events that have occurred on *TV Montrose*.

DAN DELEON: Great, let's watch it.

[UPBEAT INSTRUMENTAL MUSIC]

SUZANNE On behalf of everyone associated with *TV Montrose*, we want to thank all of you out there for everything you've
ANDERSON: done to help out.

DAN DELEON: And especially thanks in advance to all of you who are going to do something to make a difference.

SUZANNE And we look forward to some very good news to announce on our next show. And until next week, for *TV*
ANDERSON: *Montrose*, I'm Suzanne Anderson.

DAN DELEON: And I'm Dan DeLeon. Good night.

BODY POSITIVE You're watching *TV Montrose*.

CROWD:

[CHEERING]

[THEME MUSIC]