

Neighborhood business: Training for future leaders



Charles Maxey has provided high quality retail service to Portland's Albina community for well over thirty years.

(Photo: Richard J. Brown)

by Lanita Duke

Grassroot News, N.W.—In the retail business of buying and selling no businessman in Portland has as much experience as Charles Maxey. For over thirty years Maxey has provided some type of retail service for the Albina community. He is most noted for his grocery store, Maxey's Better Buys. Currently, he is an agent for the Oregon Liquor Control Commission and operates the Union Avenue Liquor Store.

ject into that person responsibility and will end up with a worker who will do the job my way."

During his years in business, Maxey found his biggest problem to be community lending agencies. "It is very hard for a person going into business to have enough capital to start. You sometimes have to rely on loans to help further your business—and this problem supercedes race." He says he believes that careful planning helped him overcome this business hurdle, "not overplan-

"You are either a business person or not. Stay away from those get-rich-quick schemes."

He says he believes his successes in business could not be measured in monetary terms. "It is the personal satisfaction I have gotten out of every business venture. The main ingredient which made each one a success was the understanding and backing I received from my wife, Mrs. Johnnie Maxey. Having someone on your side can really make a difference no matter what you do."

Maxey and his retail businesses have served as grassroot employers for years in the community. Modesty prevented him from claiming his fame but his business outlets have provided many youths in the Albina community with their first job experience.

He says that as often as possible he tries to hire from within the area he serves. "I found out that was an advantage in more ways than one. I know it is much harder for an Afro-American to get a job. Also I can in-

ning nor overspending."

Maxey shies away from the term MBE or minority business. "You are either a businessperson or not. Legitimacy is the key to good business. Make sure you have records which show what you are doing. Have a business without locked doors. And stay away from those get-rich-quick schemes."

At a grassroot level Maxey gives business advice which would cost a fortune if it came from a consultant. But like millions of other small retail businesspersons he is becoming an endangered species in the face of multi-national corporations. "The small businessperson doesn't have the safeguards in bookkeeping to take write-offs like the larger businesses. This is the item that will hamper and will be the sudden death of the small business in America." ica."

In the business of lending money

"A penny saved is a penny got," said Benjamin Franklin. The Benj. Franklin Savings and Loan Association has put the savings of Oregonians to work — helping finance nearly 100,000 homes by 1980.

The Benj. Franklin was founded by Ben H. Hazen in January of 1925. By 1930 the assets had topped \$1 million.

The Hollywood branch opened in 1951 with Bob Hazen, recently retired chairman, as manager; Lois Scherner, current Senior Executive Vice President, as loan officer; and Bob Downie, currently President and chief operating officer, as savings officer.

In 1959 Ben Hazen retired as board chairman, and he was followed by his son Bob. By October of 1977 the Benj. Franklin surpassed \$1 billion in assets — the first S&L in Oregon to pass this important point. In 1982 the company acquired Equitable Savings & Loan.

Following the retirement of Bob Hazen, Dr. G. Dale Weight was named Chairman and Chief Executive Officer.

Dr. Weight, 49, assumed the \$3.2 billion Benj. Franklin's top management position Sept. 1st. He formerly was president, chief executive officer and trustee of the \$1.2 billion

Syracuse Savings Bank. He holds master's and doctorate degrees in economics from the University of Oregon, where he also served as a professor.

Dr. Weight joined Syracuse Savings Bank in 1972 as executive vice president and has served as president and c.e.o. since 1974. Prior to his employment at Syracuse Savings, he worked at two federal banking agencies, as economist and director of research for the Federal Bank of Cleveland, and as senior vice president of administration and operations for the Federal Home Loan Bank, Pittsburgh.

A native of Salt Lake City, he was graduated from the University of Utah and from 1963 to 1968 did postgraduate work at Oregon and served on the faculty.

Benj. Franklin, largest thrift in the Northwest and among the 25 largest in the nation, has 82 offices in Oregon, Washington, Idaho and Utah. The company offers the full range of investments, banking, savings and lending opportunities for an individual, organization or business needs.

Subsidiaries include: Willamette Factors (the developer of Charbonneau); the Benj. Franklin Leasing Company, Inc.; Franklin Service



DR. G. DALE WEIGHT

Corp. (land development); Franklin Appraisal, Inc. (real estate appraisal); Fir Tree Insurance Agency; Franklin Securities, Inc. (investment services).

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