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opposes McCoy

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Minority firm wins U.S. Air Force contract

by Kathryn Hall Bogle

A 40-million dollar contract, the largest ever awarded to a small minority business firm in the state of Oregon, has been awarded to Nero and Associates, Inc. (NAI) by the United States Air Force. The contract became effective January 1, 1984, according to an announcement made jointly by David M. Nero, Jr., Chairman and Chief Executive Officer of the firm and Brigadier General Rocky Sgarro (USAF Reserve) Director of Manufacturing and Quality Assurance, of the U.S. Air Force at a meeting held at the Portland Hilton Hotel on Tuesday, February 28th.

Terms of the contract require NAI to furnish complete operational services to include engineering, fire protection, water and sewage, grounds, vehicular maintenance, administration and security services for the U.S. Air Force Plant 42, in Palmdale, California.

The firm, organized in March 1971 by David M. Nero, Jr., received the 1983 Outstanding Achievement Award from the U.S. Air Force for its previous work at the USAF Plant 42, the air production facility in Palmdale.

Believing in diversity in its approach to attracting business,

NAI has acquired, in addition to its Air Force work, several ongoing contracts in the areas of marine sciences and environmentally-oriented programs. They are currently occupied with three studies for the U.S. Environmental Protection Agency including: The EPA Source Library Project; a Self-Teaching Course on Receptor and a Receptor Modeling training workshop in Kansas City, Mo.

The firm also provides recruitment and placement services for the Job Corps of the Department of Labor in Oregon, Idaho, Alaska, Texas, Oklahoma, Maryland and West Virginia, according to David Nero. For the Department of Energy and Bonneville Power Administration, NAI is conducting a study of nuclear power plants and environmental studies for conservation programs.

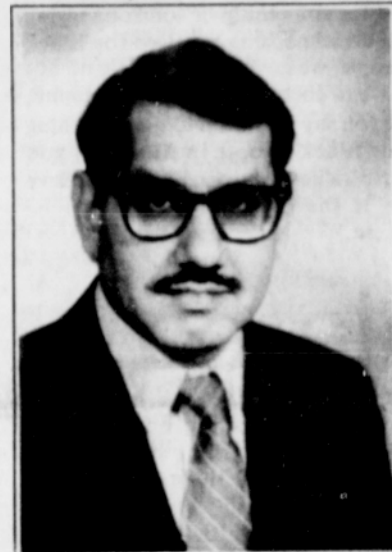
With offices operating in Anchorage, Oklahoma City, Houston and Washington, D.C., others in Boise, Pocatello and Twin Falls, Idaho, still others in Palmdale, Calif., and in Eugene and Salem, NAI employs about 200 regular full-time staff people.

On short notice, the firm draws from its listings of skilled and experienced consultants in the many different fields of scientific, technical and managerial specialties around the nation. Through a given

year, NAI may employ as many as 250 additional persons. In the current year, the NAI payroll reached \$4,500,000 with sub-contractors receiving \$1,300,000.

"We feel," said David Nero, "that the firm has had a favorable economic impact on this community. Over the past 12 years, we have employed over 1,300 employees with payrolls amounting to \$12,700,000. Our gross sales have been in excess of 20 million dollars."

Westinghouse Corporation, Weyerhaeuser Timber Company,



DR. KISH J. SHARMA

Boise Cascade, Booz-Allen & Hamilton are private sector customers, according to Kish J. Sharma, President and Chief Operating Officer of NAI.

"The company has made contributions to the Northwest and can make further contributions to this area," said Nero in an interview. "Dr. Sharma joined our company as a consultant in 1978 when our company was working on an energy conservation project for the Coast guard. Dr. Sharma is most interested in our environment and the conservation of its resources."

David Nero credits the Small Business Administration for guidance and encouragement for the firm as it grew. His credits for the successes of the firm extend to supportive attorneys Thomas Deering, Henry Hewitt, and Lew Delo, to the CPA firm of John D. Grimes and Company, and to Dr. Lewis Perry, formerly President of Standard Insurance Company.

Looking to the future, David Nero said, "We are aware that there are real needs for consulting groups working with the subjects of ground water quality, hazardous materials and toxic substances. Also needed is proper guidance for the availability and use of water to the western states. Laws," Nero added, "are lagging behind to govern farming

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DAVID M. NERO, JR.

Jobs program helps 144 welfare clients

by Chuck Goodmacher

"To help people obtain employment in the least expensive ways..." and also, to "realize that they still have a lot to offer," is how Elanora Fielder, Employment Specialist, describes the Jobs Program at the Oregon Department of Human Resources, Albina branch office. An official description says the program "concentrates on the rapid placement of ADC/WORTH applicants and recipients into unsubsidized unem-

ployment." Whichever way it is put, the program seems to be succeeding—144 people have obtained jobs during the last seven months.

Jobs program participants are drawn from people applying for assistance and those who have been assigned a "jobs worker". The "jobs worker" discusses the skills and experience of the job seeker and designs an individualized plan for getting that person a job. Depending on the situation, the job seeker might be referred to other programs or, if they lack job search skills, a

one-week class, led by Mrs. Fielder, may be assigned.

There are now only six "jobs workers" at the Albina office; each with loads of 100-110 people. Because the workers simply cannot spend enough time, they often don't get all the information needed to design an appropriate plan. Important information about job seekers' skills and limitations often slips through these hurried interviews and qualified people may be accidentally overlooked for jobs, said jobs program supervisor Michael

VanOrsow.

Ten to thirty people a week attend Mrs. Fielder's class and learn most of the basics for getting a job. Some of the important information Mrs. Fielder conveys to the students includes:

- how best to use the phone to get an interview
- the best days and hours to call;
- do's and don'ts of what to wear;
- material to bring to interviews, and
- how and why to research potential employers.

Class participants also learn the best way to fill out an application, especially what to emphasize and what might best be left out. Mrs. Fielder has the job seekers fill out a sample application which she reviews in class.

Since employers hiring jobs program participants are eligible for tax credits through the Federal Targeted Jobs Tax Credit (TJTC), Mrs. Fielder makes sure the students utilize this valuable asset. Job seekers are provided eligibility forms for employers to use.

TJTC credits are based upon 50 percent of the first year's wages up to \$6,000 (or a minimum of \$3,000) and 25 percent of second year wages up to \$6,000 (maximum \$1,500) for each eligible employee. For "Disadvantaged Summer Youth" only, the tax credit will be 85 percent of the first \$3,000 paid during any 90-day period between May 1st and September 15th.

More than 500 potential employers are contacted by Mrs. Fielder; who spends about half her time introducing employers to the benefits of the program. The Marriott Hotel, Sunshine Pizza Co. (in Union Square), and Del's Care Center are just a few of the businesses which have utilized the service.

Stevenson makes bid for Oregon Senate

Former Oregon Labor Commissioner and State Legislator Bill Stevenson has filed for the Democratic nomination for the District 8 State Senate seat, which covers North and parts of Northeast Portland, currently held by Bill McCoy.

The 44-year-old Stevenson, who spent eight years in the legislature—including the District 8 Senate Seat—prior to being elected Labor Commissioner, listed jobs and economic development, meaningful property tax relief, and crime control as the most important issues facing the state today.

"Economic success stories in states like Massachusetts, Connecticut and North Carolina should be examined to find programs that would work in Oregon," Stevenson said.

He said he feels "strongly that my background and experience could be put to good use in the critically important areas of helping to restore Oregon to economic health."

He points to his experience as a member of the Joint Ways and Means Committee as evidence of his knowledge of Oregon's fiscal situation.

"We were able to come up with a successful property tax relief package which fit the demands of that time when I was on the committee," Stevenson said.

He was somewhat critical of the legislature's role in the last session's property-tax relief efforts.

"The legislature was reacting to a mixed mandate throughout the state on this issue. But that was a good part of the problem on all levels in Salem—reaction versus leadership. It was a do-nothing session which didn't take advantage of the leadership opportunities available on this issue," he said.

Following his first term, he was so



BILL STEVENSON

well established that he received both the Democratic and Republican nominations in the 1968 primary and was unopposed in the general election.

In 1970, he was re-elected to the House by a margin of approximately three to one and received 81 percent of the vote in his 1972 bid for the District 8 Senate position.

He was appointed to the Joint Ways and Means Committee in 1969 and re-appointed in 1971 and 1973. Stevenson also served as Senate co-chairman of the Special Committee on Alcohol and Drugs and was a member of the Senate Human Resources Committee and Senate Rules Committee.

Prior to joining the legislature, Stevenson served as a Field representative for the Oregon AFL-CIO and as a staff assistant to then-Congresswoman Edith Green. He has been licensed as a real estate salesperson and broker since 1968 and is currently with Township Properties.



Jesse Jackson for President Committee volunteers Ingrid Swenson (second from left) and Carol Paige (second from right) register Velma Johnson and Dawn Zeigler to vote with a little help from La Tasha and Wanda Paige. Ninety-two volunteers registered 334 new voters in Portland, Saturday.

bringing the local total to 700. More than 100 additional volunteers were also recruited. The next door-to-door drive will be held on March 24th. For information, visit the campaign headquarters at 3608 N. Williams Avenue.

(Photo: Richard J. Brown)