



Young executive points the way for aspiring entrepreneurs

by Henry Duvall

At age 22, Anthony C. Robinson is on the business fast track.

No, he is not moving up the corporate career ladder.

He is vice president of a small aviation company, founder and president of a financial brokerage firm, and is involved in a business venture to install cable TV systems.

On the entrepreneurial track, he shares his business know-how with other young people through the Howard University Entrepreneurial Society he cofounded.

Before graduating in May from the Howard School of Business and Public Administration, Robinson spearheaded a student initiative a year earlier that resulted in the formation of the student group, and served as its first president.

"There are a lot of smart people coming out of school with business ideas," he says. "But some students aren't motivated, or don't know where to go or what to do in making their ideas into reality."

This is especially true among blacks, he indicates. "Why do we have to be servants or employees rather than employers?" he asks.

The young black executive, who earned a bachelor's degree in finance, started his own financial brokerage firm last year in Washington, D.C. Calling it the Intercontinental Monetary Funding Group, he serves as the firm's president, but has scaled down his business activities to take on another post.

This past summer he became vice president of Stuart Aviation, a 2½-year-old company that provides helicopter sightseeing tours in the nation's capital. Robinson plays a leadership role in the small firm's growth.

Then this fall the Alabama native, who was reared in California, returned to the university as a first-year law student. Asked how he manages the rigors of both law school and his business activities, he replies, "I pride myself on discipline."

He notes that he doesn't have to be in the office eight hours a day. "I usually go out to the airport every evening and on weekends."

And unlike many young adults his age, he says he often spends what little free time he has taking a plane out for a trip to southern Virginia for a couple hours of fishing. He has been flying with his father, who works for a major airline, since he was about 10 or 12 years old, he says, noting that he acquired his private pilot's license at age 20.

Yet, he still finds time to promote what he calls "self-sufficiency" among young blacks, encouraging them to explore alternative career opportunities in his role as an adviser to the Howard University Entrepreneurial Society.

The society's current president, William F. Fisher, a 19-year-old sophomore at Howard, considers Robinson his mentor.

Robinson and other entrepreneurs play an important function in the group as role models, showing students the way to business opportunities.

"If you take care of your money—invest it right—the money will work for you instead of you working for it," stresses another adviser to the group, T.M. Alexander, founder and president of T.M.

Alexander and Company, Inc., believed to be the oldest and one of the largest black insurance brokerages in the nation.

Alexander feels a special commitment to helping young people. "So many of our folk who are successful never have time to work with our young people, or encourage them, or give them guidance. This is what I consider payback time. This could further the race."

The Howard Entrepreneurial Society started with 10 members and has grown to some 65 active members, including non-students, in little over a year.

It has the support of the university's Small Business Development Center, which provides counseling and business research, says Robinson.

"It has really been good for the students. Now they realize that there is a resource at the university that they can tap for information on entrepreneurship and business development."

Most schools in this country are geared toward producing managers for major corporations rather than entrepreneurs, Robinson contends. He advocates increased emphasis on entrepreneurship not only at the nation's business schools but also in other disciplines, such as communications and engineering.

"I think students are beginning to see that there is an opportunity for them to go out into society, in the business world, to do something on their own," he stresses.

One student entrepreneur, engineering senior Eldridge R. Ryan, 24, says, "I have my heart set on starting my own business. With that kind of determination, I don't think any man-made obstacle will stop me."

Ryan is involved in a joint business venture with Robinson, bidding on a contract to provide house-to-line cable TV installation in suburban Maryland.

He acknowledges that starting your own business lacks security, but "when the risks are high, the payoff is sweet."

Howard's entrepreneurial organization plans to develop student-run businesses at the university or in the surrounding community. Thus far, the group has been trying to establish a janitorial service and is exploring the possibility of setting up a campus fast-food operation.

The group is also trying to establish internships with various small businesses, which Robinson says would give students a chance to see the "lifeblood" of businesses.

During the society meetings, speakers are often invited, and talks may focus on how contracts are negotiated, how to secure lines of credit and how to identify government agencies offering grants or subsidies for business ventures. "There's a multitude of things we discuss," Robinson points out.

The young executive remembers a recent telephone call he received from an engineer in his late 40s, employed by a major firm, who lamented, "Working for someone else just isn't where it's at!"

"He told me that he's in a position that binds him to his job because of family and other obligations. He's not sure if he can take the risk of starting a business at this point in his life."

"I really felt sorry for the guy," Robinson emphasizes. "I hope I'm never in that predicament."

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Bids accepted until 11:00 AM, Oct. 15, 1985

ADDRESS	DESCRIPTION	PRICE	CASE NUMBER
* 6022 SW 170th Ave, Aloha	3 Bd, 2 Ba, 1410 Sq Ft	'52,000	431 161643-203
* 130 SW 142nd Ave, Beaverton	3 Bd, 1 Ba, 982 Sq Ft	'45,000	431 165144-203
* 12780 SW Percheron Ln, Beaverton	3 Bd, 2 Ba, 1125 Sq Ft	'49,000	431 154352-203
* 722 SE 8th St, Gresham	3 Bd, 2 Ba, 1172 Sq Ft	'52,000	431 16049-203
* 9504 SE Stanley Ave, Milwaukie	2 Bd, 1 Ba, 1085 Sq Ft	'37,000	431 155848-203
* 1532 NE 45th Ave, Portland	2 Bd, 1 Ba, 830 Sq Ft	'21,000	431 154626-203
* 1130 SE 84th Ave, Portland	3 Bd, 1½ Ba, 1344 Sq Ft	'56,000	431 159106-203
* 26 NE Farragut St, Portland	2 Bd, 1 Ba, 849 Sq Ft	'16,000	431 148646-203
* 5110 SE Rex Dr, Portland	2 Bd, 1 Ba, 1092 Sq Ft	'34,000	431 156956-203
* 413 NE San Rafael, Portland	4 Bd, 1½ Ba, 1728 Sq Ft	'23,000	431 155-445-203
* 4626 Duchess Ct NE, Salem	3 Bd, 1 Ba, 1014 Sq Ft	'30,000	431 150781-203
* 38625 E Cedar Flats Rd, Springfield	4 Bd, 2 Ba, 1638 Sq Ft	'43,500	431 155551-270
* 319 N Cherry, Battleground	3 Bd, 2 Ba, 1140 Sq Ft	'30,300	569 015059-203
* 10421 NE 78th St, Vancouver	4 Bd, 1½ Ba, 1542 Sq Ft	'35,300	569 016295-203
* 803 SE 104th Ave, Vancouver	3 Bd, 1 Ba, 988 Sq Ft	'31,300	569 012578-270

PREVIOUS WEEK'S LISTINGS-BID OPENING MON. OCT. 7, 1985 AT 1:00 PM

Bids accepted until 11:00 AM, Oct. 7, 1985

ADDRESS	DESCRIPTION	PRICE	CASE NUMBER
* 7105 SW 169th Ave, Aloha	2 Bd, 1½ Ba, 1096 Sq Ft	'35,000	431 156761-203
* 797 Skipper Ave, Eugene	2 Bd, 1 Ba, 884 Sq Ft	'19,000	431 147920-270
* 5121 NE 11th Ave, Portland	1 Bd, 1 Ba, 696 Sq Ft	'11,000	431 149828-203
* 3443 NE 75th Ave, Portland	2 Ba, 1 Ba, 618 Sq Ft	'19,000	431 151907-203
* 9208 N Ivanhoe St, Portland	2 Bd, 1 Ba, 864 Sq Ft	'19,500	431 145409-203
* 1705 NE Saratoga St, Portland	4 Bd, 2 Ba, 1470 Sq Ft	'23,000	431 150362-203
* 1069 N 20th St, Springfield	4 Bd, 2 Ba, 1450 Sq Ft	'22,000	431 163911-203
* 1272 Parker St, Springfield	2 Bd, 1 Ba, 690 Sq Ft	'18,500	431 145432-203
* 10116 NE 208th Ave, Brush Prairie, Wa.	3 Bd, 2 Ba, 1536 Sq Ft	'48,700	569 015030-203
* 15812 NE 10th St, Vancouver	2 Bd, 1 Ba, 780 Sq Ft	'28,500	569 014965-203
* 15904 NE 10th St, Vancouver	2 Bd, 1 Ba, 780 Sq Ft	'28,500	569 014962-203
* 307 NE 103rd St, Vancouver	4 Bd, 2 Ba, 1542 Sq Ft	'37,500	569 012914-203

EXTENDED LISTINGS - BIDS OPENED DAILY

ADDRESS	DESCRIPTION	PRICE	CASE NUMBER
* 2409 SW 218th Dr, Aloha	3 Bd, 1 Ba, 1198 Sq Ft	'56,000	431 162878-261
* 205 3rd St, Amity	3 Bd, 1 Ba, 998 Sq Ft	'29,500	431 148699-203
* 1331 Acorn Park, Eugene	3 Bd, 1 Ba, 1008 Sq Ft	'26,500	431 146315-270
* 3911 Burlwood, Eugene	3 Bd, 1 Ba, 1286 Sq Ft	'28,900	431 145477-203
* 3084 Delta Pines Dr, Eugene	2 Bd, 2 Ba, 1224 Sq Ft (Mobile Home)	'38,000	431 160710-203
* 226 SW Spring St, Grants Pass	3 Bd, 2 Ba, 1404 Sq Ft	'31,000	431 158022-203
* 3980 NE Laura St, Hillsboro	3 Bd, 2 Ba, 1209 Sq Ft	'50,000	431 154345-203
* 450 W Vine St, Lebanon	2 Bd, 1 Ba, 791 Sq Ft	'15,250	431 146270-201
* 248 Amanda Ct, Oregon City	4 Bd, 3 Ba, 1916 Sq Ft	'65,000	431 162694-203
* 1012 Leonard St, Oregon City	3 Bd, 1 Ba, 924 Sq Ft	'35,000	431 159835-203
* 7911 SE 76th Pl, Portland	3 Bd, 1½ Ba, 1006 Sq Ft	'46,000	431 155527-203
* 3542 SE 77th, Portland	1 Bd, 1 Ba, 800 Sq Ft	'25,000	431 149500-270
* 3833 SE 148th, Portland	3 Bd, 2 Ba, 1316 Sq Ft	'57,000	431 165666-503
* 2744 SE 170th Ave, Portland	3 Bd, 1 Ba, 1054 Sq Ft	'35,000	431 13502-203
* 6328 NE Failing St, Portland	4 Bd, 1 Ba, 1534 Sq Ft	'44,000	431 149500-270
* 3537 N Missouri, Portland	2 Bd, 1 Ba, 906 Sq Ft	'12,000	431 158204-203
* 1736 N Prescott, Portland	2 Bd, 1 Ba, 608 Sq Ft	'17,000	431 150213-203
* 4132 SE Taggart St, Portland	5 Bd, 2 Ba, 2096 Sq Ft	'53,000	431 151899-203
* 1316 SW Spring Garden, Portland	2 Bd, 1 Ba, 1028 Sq Ft	'28,000	431 157736-203
* 11646 SE Yamhill, Portland	4 Bd, 2 Ba, 1672 Sq Ft	'50,000	431 160971-203
* 1142 N 56th St, Springfield	3 Bd, 1 Ba, 1158 Sq Ft	'28,500	431 151368-270
* 350 SE 5th St, Toledo	2 Bd, 2 Ba, 1145 Sq Ft	'21,500	431 154625-203
* 420 A St, Vernonia	10 Bd, 6 Ba, 3456 Sq Ft (4 Plex)	'62,000	431 160834-203
* 405 Allison Way, Goldendale	4 Bd, 2 Ba, 1800 Sq Ft	'31,000	569 016209-203

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