



Mr. Joseph Taylor is the new President of the Columbia River Unit of the Oregon Society of Tax Consultants. He was elected in August for 1985-86 by unanimous vote. Mr. Taylor is a Licensed Tax Consultant and former instructor for H & R Block and Portland Community College. He taught both Basic and Advanced Income Tax classes. In 1981, Mr. Taylor began his own successful tax firm, J & M Taylor and Associates, located at 5621 N. E. 39th, Portland.

## Bend food service firm chosen minority enterprise honor

A Bend minority business owner will be honored in Portland on October 8, 1985 as the Small Business Administration's Minority Small Business Person of the Year for Oregon. This presentation will be made in conjunction with the National Minority Enterprise Week, October 6-12, 1985.

That week has been proclaimed by President Reagan to honor this nation's 600,000 minority-owned businesses and the many vital contributions they have made to our nation's economy.

Luzon Services, Inc., Luzviminka McKittrick, President, was selected on the basis of its outstanding success in business development. Established in 1979 to provide full food services and facilities management to major government and commercial installations nationwide, Luzon Services, Inc. has been successful in penetrating a highly competitive market. Over this past six year period, the firm has grown to employ 280 people and has attained a sales level of almost 3 million a year.

In his proclamation designating Luzon Services, Inc. as the Minority Enterprise Development

Week, President Reagan said that "the talents, insights and hard work of minority Americans are adding to our nation's technological prowess providing us with new solutions to important problems and creating jobs in many industries."

Peter A. Plumridge, acting District Director of the Portland Small Business Administration Office, said "Minority Enterprise Development Week provides all Americans a special opportunity to salute minority entrepreneurs. As the President said in his proclamation, 'We should do everything in our power to preserve (economic) freedom and expand it so that opportunity for all will continue to be the defining characteristic of our society.'"

Luzon Services, Inc. will be formally honored at a special Minority Enterprise Development Week luncheon to be held at the Red Lion Motor Inn, Jantzen Beach, on October 8. This luncheon will be held in conjunction with Minority Business Opportunity Day VIII, a day-long celebration which will include a reverse trade fair, awards luncheon and business workshops.

## Minority Report

"The average annual failure rate of minority firms in existence since 1972 is only 12.7 percent — a substantially lower rate than had been assumed," according to economist Gavin Chen. He also noted that the best estimation of failure rates for all business is approximately eight percent annually.

Chen, an economist for the Minority Business Development Agency (MBDA) is co-author of the report, *Minority-Owned Business Problems and Opportunities: a 1983 Update*.

This report also found that the annual average failure rate for businesses owned by Blacks, Hispanics, and Asian-Americans are almost identical. They were 12.3 percent, 13.9 percent and 12.3 percent respectively.

However, a major difference was found in the business formation rates among the three ethnic groups. Blacks had an annual average formation rate of 14.9 percent compared to 17.2 percent for Hispanics and 20.7 percent for Asian-Americans.

According to Chen, "Frequently in the press, and sometimes in scholarly journals, we find statistics suggesting that anywhere from 50 to 95 percent of all minority businesses fail each year. However, actual tabulations of minority firms in existence in 1972 indicate that, five years later, 63.5 percent had gone out of business. This converts to an average annual failure rate of 12.7 percent."

This study compiled by the Research Division of MBDA revealed that minority-owned businesses are rapidly becoming more diversified.

While minority-owned firms remain heavily concentrated in personal services and retail trade, today they are expanding in areas such as business services, finance, insurance, real estate, transportation, and wholesale trade.

Minority firms in the expanding industries "tend to provide significant earnings to their owners and yield profits often larger than similar non-minority firms," the report stated.

## Agency Perspective: Department of Treasury

The U.S. Department of the Treasury has established a "Procurement Preference Program" to open up procurement opportunities to small businesses. In 1984 small business contractors received 40% of Treasury's awards, and the goal for 1985 is 50%. Treasury's central resource for assisting small businesses is its Office of Small and Disadvantaged Business Utilization (OSDBU).

The total projected budget for 1985 is \$247 million with 50% targeted to small businesses. Breaking this down further, 5.9% of the total amount is slated for 8(A) companies, 3.4% of the total to direct awards to minority enterprises, and 2.6% going to women-owned businesses.

The first step a small business interested in Treasury procurement must take is to have the company placed on the "bidders' list" of the appropriate procurement office (see below). Procurement offices maintain copies of current invitations for bids for ready reference. In addition to formal bids, Treasury may make informal requests by telephone or

mail for small purchases under \$5,000 to firms selected from the bidders' list or to firms known by the procurement office to be interested.

According to Treasury, "Business firms are invited to inform the various Treasury procurement offices of the articles and/or services they have to offer. An appointment should be made in all cases where a visit is desired."

The Office of Small and Disadvantaged Business Utilization (OSDBU) coordinators and contracting officers for Treasury's 12 procurement offices can be reached at the following telephone numbers:

• Office of the Secretary — OSDBU coordinator, 202-566-6992, contracting officer, 202-566-8070.

BUREAU	OSDBU	CONTRACTOR
Office of the Secretary	202-566-6992	202-566-8070
Alcohol, Tobacco & Firearms	202-566-7421	202-566-7421
Comptroller of the Currency	202-447-1833	202-477-1833
Customs Service	202-566-2405	202-566-2405
Engraving & Printing	202-447-9391	202-447-9449
Law Enforcement Training Ctr.	912-267-2200	202-267-2229
Financial Mgmt. Service	202-535-9176	202-535-9351
Internal Revenue Service	202-535-4787	202-535-4804
U. S. Mint	202-376-0470	202-376-0470
Public Debt	202-447-0693	202-447-0693
Savings Bonds	202-634-2061	202-634-2061
Secret Service	202-566-6940	202-566-6940

## Bonneville Power Administration

### Part of the U.S. Department of Energy

BPA welcomes the small business bidder able to furnish needed goods and services.

By encouraging small business firms, the agency seeks to broaden competition among potential suppliers and to help strengthen the regional economy.

The goods and services BPA buys are often the same as those used by major electric utilities. We have ordered armor rods, conductor, control cable, substation steel, and survey markers.

Current bid openings include requests for such varied items as insulators, bushings, common interface boards, memory upgrade, and wooden poles.

BPA also contracts for construction work. Recent awards were made for two new substations; relay house construction at the Columbia Falls, Montana, substation; and the addition of 230kV GIS equipment at the Ponderosa, OR substation.

Future bid openings for substation-related work include construction of storage buildings; weatherization; oil spill containment projects at three locations; and drainage renovation at a Washington substation.

Other bid openings will include substation remodeling, clearing of construction sites, and construction—including foundations, tower erection, and conductor stringing.

BPA will also be upgrading three transmission lines in the state of Washington.

To find out about bid openings, apply for placement on bidders mailing lists, and obtain further information about doing business with BPA, call Carl H. Deiz, Small Business Specialist, (503)230-3630, between 7:30 and 4:15.

