



Photo by Richard J. Brown

Flenard Grisby and Hattie Porter, Owners Broadway Hairweavers And Designers Beauty Salon

Broadway Hairweavers and Designers Beauty Salon, located at 1634 N.E. 7th is one of Portland's most successful Black beauty salons. Flenard Grisby and Hattie Porter are owners of the establishment.

Grisby and Porter have been in business together since 1980 and offer their customers a wide variety of designer weaves, cuts, and curls. In an effort to keep up with the latest hair styles, Grisby, Porter, and Ethel Bates, who is staff designer at Broadway Hairweavers, have attended classes in New York and Los Angeles to learn more about designer weaves and cuts.

Besides providing quality hair care services, Broadway Hairweavers offers their customers a selection of new and used clothing. The clothing store has been in operation since 1984. "It seems natural to add a clothing store to the salon. While a customer is waiting to get his or her hair done, they can walk up stairs and shop for a new outfit to go with their new look," Grisby said.

He encourages individuals to become entrepreneurs. "You work harder if you own your own business, and you get a lot more satisfaction from your work," he said.

Innovation Research Program Available

What's the most difficult kind of financing to get? Many small companies would argue that funding basic research projects is next to impossible. Many promising ideas have been left "on the shelf" for lack of funds. The risk involved in these projects is simply too great for most conventional funding sources.

The Small Business Innovation Research Program aims to address this situation by designating a portion of federal research budgets for small business competition only. "Phase I" grants of up to \$50,000 fund 6-month research projects to demonstrate feasibility of a concept. "Phase II" awards for promising Phase I results provided up to \$500,000 to develop prototypes and otherwise prepare the new technology for commercial application.

The first step in becoming involved in the SBIR program is to place your name on the SBA master mailing list. Every three months you will receive a brief list of topics in which federal agencies have an interest. A more detailed topic description is available directly from the agency, and you can prepare a Phase I proposal from this "solicitation." SBA has developed a "Guidebook to SBIR Proposal Preparation" that can assist in this process.

Companies in states such as California and Massachusetts have been very successful in this program, with literally hundreds of small companies submitting successful proposals. The business environment in those states has evolved around technological innovation and has enabled new and small companies to respond to the SBIR opportunity. We might call this their "cultural" advantage. Companies in other states such as Virginia and Maryland have also won a large number of awards, due in part to their proximity to Washington and their familiarity with government contracting. We might call this their "geographic" advantage.

Other companies have translated an affiliation with a federal laboratory or installation into SBIR success. For example, 15 of 16 SBIR winners in the state of Alabama received funds from either the Defense Department or the National Aeronautics and Space Administration (NASA) and are located in Huntsville, the site of a major U.S. missile command.

For more information about SBIR or the growing network of resources available for support of new technologies in Illinois contact SBA, Chicago District Office, 219 South Dearborn, Chicago, Illinois, 60604.

LEGISLATIVE BULLETIN

The following legislative and regulatory summary was prepared as a service by the National Association of Minority Contractors to help keep small business apprised of important issues.

H.R. 1961 & H.R. 2540

H.R. 1961, introduced on April 3, 1985, has now been rewritten and has

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been included as an amendment to H.R. 2540. The revised provisions make it a Federal crime for any person to make any false statement, or to make or use any false writing, regarding the status of a concern as a small business or small disadvantaged business, in order to obtain an 8 (a) contract, a small business set-aside, a subcontract under P.L. 95-507, or a contract or subcontract under the 10% set-aside program established by Section 105(f) of the Surface Transportation Assistance Act of 1982.

H.R. 3483

Congressman Parren J. Mitchell introduced H.R. 3483, the Legislative and Independent Agencies Small Business Procurement Act of 1985, that would affect the Legislative agencies and Independent agencies. These agencies which are not affected under P.L. 95-507 have a combined annual procurement budget of approximately three (3) billion dollars. Mitchell introduced H.R. 3483 to increase the participation of small and minority small business concerns in these agencies.

H.R. 1575

H.R. 1575, introduced by Congressman Mitchell, would amend the Equal Credit Opportunity Act of 1974 (ECOA), eliminating the current exemption for business credit except for narrowly defined classes or distinctions. The bill is needed to ensure objectivity and fairness in the evaluation and disposition of loan requests.

H.R. 3482

H.R. 3482 was introduced for the purpose of expanding the Minority Small Business Program and Capital Ownership Development Program and will replace the present Fixed Program Participation Term (FPPT) system with a tiered program encompassing three distinct stages (developmental, transitional, and mainstreaming). Each stage would provide the firm with different types of assistance, and movement of the firm from one stage to another would depend on how much progress the firm is making toward competitiveness. H.R. 3482 would, however, impose maximum time limitations on each stage as follows: eight (8) years for the development stage; four (4) years for the transitional stage; and two (2) years for the mainstreaming stage. In addition, H.R. 3482 also addresses other areas of vital interests to 8(a) concerns, such as fair matching prices, contract matching, employee evaluation and other matters.

Oregon State Legislation, H.B. 2577

The Oregon legislature has enacted best faith efforts legislation which details the steps contractors must take to meet minority or women business enterprise subcontracting requirements in contracts. The legislation establishes the rebuttable presumption that if the contractor has not met the goal requirements established for the contract, but has taken the required steps to meet the goals, then the contractor is deemed to have made best faith efforts and therefore should be awarded the contract. The legislation also establishes the state's Department of Transportation as the official agency for certifying the eligibility of minority or women business enterprises. A standard form and procedure for determining a firm's eligibility as an MBE or WBE is called for in the statute.

PCC Offers Basic Course In Sign Language

Portland Community College announces an introductory course in sign language will begin the evening of September 29 and run for eight weeks during the fall term.

"Sign Language, Beginning" was designed for those who wish to start learning and practicing sign lan-

Child Awareness Training

With child abuse programs multiplying at a rapid rate, how did the Portland Area Council of Camp Fire convince United Way and the Oregon Community Foundation to fund its Child Awareness Training (CAT) program for a second year?

It did it by having a program different from the rest. CAT is a prevention program designed to teach children to pay attention to situations they may be in and how to respond to those situations. The word abuse may never be mentioned. Instead, the children role play and talk about how they feel as they practice the skills of prevention.

The adults who teach CAT (frequently Camp Fire leaders, although the program is open to all adults) are already trusted adults who the child respects. This immediately puts a child at ease in a potentially threatening situation. The problems of physical, sexual and mental (bullying) abuse are explored in a fun atmosphere using puppets and games which are appropriate for all ages.

Over 5600 children in Multnomah, Washington, Clackamas and Clark counties went through the CAT program last year and more are currently being trained.

Learn To Lose Weight— Permanently

Participants will learn how to permanently lose weight at a new session of the "Weighing the Choices" class sponsored by St. Vincent Hospital and Medical Center. It will be held Mondays, Oct. 6 through Dec. 8, from 7 to 8:30 p.m. at the hospital's Health and Lifestyle Center, 11640 S.W. Parkway.

The class will focus on nutrition habits, physical activity, stress reactions and emotions. Free weight management classes are available to participants after their completion of "Weighing the Choices."

Class fee is \$95. To register, persons may drop by the center weekdays, 8:30 a.m. to 5 p.m., or mail in a registration form.

For more information, call Jill Jaccard, press relations officer, 291-2225.

Minority Shut Out In Pharmaceuticals

A Survey Analysis

A recent survey conducted by the Office of U.S. Congressman Charles A. Hayes, suggests that minorities are being shut out of the multi-million dollar pharmaceutical industry.

More than 30 governmental agencies were surveyed to determine the dollar amount of pharmaceutical purchases, the names of suppliers receiving the largest dollar amount of pharmaceutical contracts and the basis for awarding these contracts.

"We have singled out government because the public sector has a primary responsibility to spend taxpayer dollars with the utmost concern for price and social consciousness," said Harith Razaar, executive aid to the Congressman.

Analysis of the survey revealed that the largest single federal purchaser of pharmaceutical products is spending more than \$100 million a year for pharmaceutical products. As one would expect, the leading pharmaceutical suppliers and manufacturers are getting the bulk of the orders; Pfizer, Smith, Kline and French, Upjohn and Marion.

The survey indicates that most of these prime contractors do have some type of plan for minority subcontracting. However, the plan designates 28 percent in purchases from small businesses and only 1 percent for small minority-owned businesses.

Another interesting trend being set by the government's largest single purchaser of pharmaceutical products, was the basis used to award contracts. Over the past three years, 95 percent of the contracts were awarded as sole source.

"If the interest of government is to get the best price and to save taxpayer dollars, then this practice of no-bid awards is unethical. It's institutional welfare for the drug industry," said Razaar.

The bottom line for minority firms is how many contracts were awarded to MBE's either sole source or competitive bid. The largest single purchases showed three for 1983, none for 1984 and three for 1985.

If this is the trend set, then how do these agencies comply with government rules and regulations concerning minority purchases? Through indirect purchases for catering, maintenance, security, landscaping and the like.

"With this kind of data, we wonder, are minorities being encouraged or discouraged to participate as pharmaceutical manufacturers and suppliers," asks Razaar.

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| 1979 Subaru 2dr 5sp AC AM/FM cassette | | \$1600 |
| 1961 Mercedes Benz 4sp Sun Roof | | \$850 |
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