

JOBS & CLASSIFIED ADVERTISING

MARKETING MANAGER AND ASSISTANT TO THE PRESIDENT

Salary Range: \$29,954 to \$49,924 Plus Excellent Benefit Package
The Private Industry Council, Inc. (TPIC) in Portland, Oregon is seeking a communications professional to fill its primary marketing and public relations staff position.

This manager will be a member of the management team and be responsible for external communication, organizational marketing, public relations and public affairs. This person will be a top advisor to the president and will serve as a spokesperson for the organization.

TPIC is a private, non-profit organization dedicated to job training and self-sufficiency for the unemployed low-income residents of Multnomah and Washington Counties. TPIC serves youth and adults directly and through a variety of contractors.

Write or FAX for a copy of the complete job description and the official application form. NO PHONE CALLS PLEASE.

Human Resources Manager
The Private Industry Council, Inc.
520 SW 6th Ave., Suite 400
Portland, OR 97204
FAX (503) 241-4622

All application materials must be received no later than 5 PM on January 12, 1990.

TPIC is an Affirmative Action/Equal Opportunity Employer

FIXED ASSET ACCOUNTANT

We have an immediate opening for a fixed asset accountant. Duties will include maintaining our computerized fixed asset records, preparing monthly, quarterly and annual reports, participating in budget preparation and filing required property tax reports.

If you are a successful candidate you will have minimum two (2) years of college education in accounting or equivalent. Previous experience with fixed assets is required; familiarity with the McCormick and Dodge Fixed Asset System is a plus.

If you are interested in this position, please send your resume to Carl Nelson, Human Resources Dept., P.O. Box 22127, Milwaukie, OR 97222. PRINCIPLES ONLY PLEASE.

Equal Opportunity Employer

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RETAIL COUNSELOR

West Coast Grocery Company, Oregon Region, is accepting resumes from individuals qualified for the position of Retail Counselor.

Candidates must have proven successful experience in retail supermarket management. Background in discount store formats strongly preferred, including all facets of store operations.

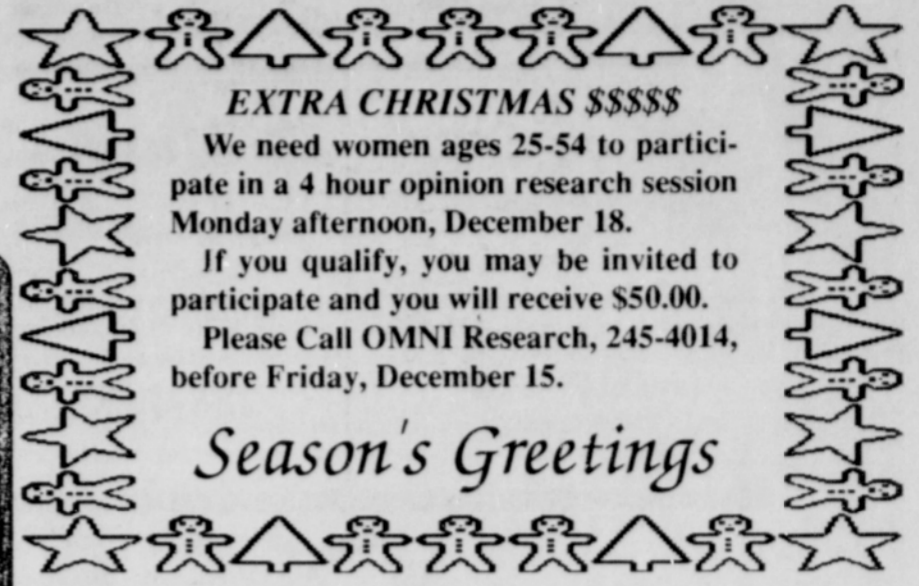
Skill in analyzing financial statements, advertising, promotions and store merchandising required.

Salary commensurate with background & skills. Blue Cross/Blue Shield or Kaiser Permanente, WDS dental & profit sharing are available. A company car is provided.

Resumes must include past employers who are available for references. Please send resume to:

WEST COAST GROCERY CO.
a Super Valu Company

Att'n: Human Resources
P.O. Box 12909
Salem, OR 97309



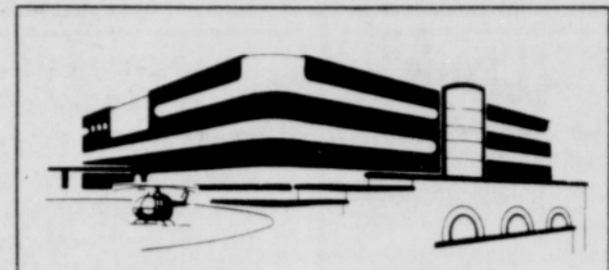
EXTRA CHRISTMAS \$\$\$\$\$

We need women ages 25-54 to participate in a 4 hour opinion research session Monday afternoon, December 18.

If you qualify, you may be invited to participate and you will receive \$50.00.

Please Call OMNI Research, 245-4014, before Friday, December 15.

Season's Greetings



JOB OPPORTUNITY

Call our 24-Hour JobLine at 280-4727 for a listing of current openings at Emanuel Hospital & Health Center.

EMANUEL HOSPITAL & HEALTH CENTER

A Legacy Member
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REAL ESTATE EXPRESS

Weak Office Building Market Shows Only Modest Improvement

Squeezed by falling rents, stubborn vacancies, rent delinquencies, and rising operating costs, office building owners' income fell in 1988, continuing the previous year's downward trend. However, healthy increases in miscellaneous income helped minimize the negative effects.

This is reported in the new 1989 edition of the Income/Expense Analysis: Office Buildings, an annual research study published by the Institute of Real Estate Management (IREM). The survey analyzes operating income and cost figures for over 3,400 U.S. and Canadian office buildings, totaling over 460 million square feet of space.

As in last year's survey, suburban office buildings felt the pinch most. Suburban rents were 4.3 percent lower than for downtown properties. Loss of potential income due to vacancy and delinquent rents was a staggering 39 percent higher in the suburbs, while total rent collections trailed downtown projects by 12 percent.

But the cost of operating suburban offices was lower--by 11 percent--than for downtown properties. The biggest difference was in the dramatically lower maintenance and repair costs for suburban properties (\$1.26 per square foot, compared to \$1.56 for downtown).

For the second year in a row, total rent collections in the suburban office market dropped by about 1.7 percent, according to the study. This was due to decreases in virtually all potential income sources--including parking, retail, and pass-throughs--plus an 8.7 percent spike in vacancies and delinquent rents.

Central business district properties experienced similar income drops. Total collections were down 2.7 percent, to \$12.61 per square foot (from last year's \$12.96). The biggest contributing factor here was a hefty 14.6 percent increase in vacancies and delinquent rents.

In both office markets, however, rising income from miscellaneous sources was able to cushion some of the blow. Miscellaneous income jumped 16.7 percent for suburban properties and 11 percent downtown.

Suburban net operating costs stayed relatively stable, growing only 0.7 percent to \$4.13 per square foot. Small hikes in utilities (1.4 percent) and insurance costs (2 percent) were reported. Utilities continued to make up the largest portion of total operating costs (28.4 percent), followed by maintenance (23.8 percent).

For downtown properties, net expenses climbed 1.5 percent, pushing the total cost

of operating a building to \$5.96 per square foot (from \$5.83). The largest increases were in benefits and administrative costs (5.3 percent) and utilities (3.3 percent).

Maintenance and utilities accounted for more than half a typical property's total operating costs, at 26.2 percent each, while taxes consumed 21.3 percent of total expenses.

The Income/Expense Analysis breaks down office building income and expense figures into several categories, including property age, type, and size. Regional data is also included.

The study is a handy resource for property owners, investors, managers, developers, appraisers, syndicators, lenders, and other real estate professionals.

The 256-page book can be purchased for \$105, plus shipping and handling. To order, contact IREM's Publications Sales department at 430 N. Michigan Ave., P.O. Box 109025, Chicago, Illinois 60610-9025, (312) 661-1953, FAX (312) 661-0217.

Realtors Look At Growing National Dilemma: Family Homelessness

DALLAS--The growing complexity of family homelessness was discussed at a wrap-up session of the Board Leadership Forum of the National Association of Realtors during its 1989 Annual Convention and Trade Exposition here today.

David Jordan, editor-in-chief of Better Homes and Gardens magazine and chairman of the board of The Better Homes Foundation, a separate non-profit organization, explained the changing face of homelessness.

"The typical image of the homeless person as an adult male, sleeping on a grate, abusing drugs or alcohol is changing," Jordan said. "Today's homeless could be our grandchildren."

Jordan noted that while estimates vary, there may be as many as 3 million homeless persons in America, of which approximately one third are homeless families. These families contain between 500,000 and 750,000 children, half of whom are under the age of five.

"Homeless families are invisible be-

cause you don't see them on the streets. They're living in cars, in church basements, in motels and in shelters, which fill as rapidly as they open," said Jordan.

Jordan divided the homeless into three categories: (1) adult men and women; (2) teenage runaways and throwaways; and (3) homeless families.

Jordan said homeless families comprise the fastest growing segment of the homeless population. He explained that The Better Homes Foundation, under the direction of its president, Ellen L. Bassuk, M.D., associate professor of psychiatry at Harvard Medical School, works exclusively to help homeless families.

The session also explored the larger issues of family dysfunction, drug and alcohol abuse, physical abuse, joblessness and general bad luck, which so often contribute to the demise of the family unit.

"Shelter is not enough," Jordan said. "Comprehensive support services must be provided to meet the complex needs of our nation's homeless families."

As part of a nationwide fundraising effort this fall, Realtors from 130 Better Homes and Gardens Real Estate Service member firms participated in the first annual "Great American Yard Sale," which raised \$175,000 to aid the foundation in its efforts to help homeless families. Donations from concerned readers of Better Home and Gardens Magazine also contributed \$1 million to the foundation. With these donations, the foundation has funded programs in 18 cities and towns throughout America, ranging from support for a social worker who counsels sheltered families in Idaho to support for a medical van that brings medical services to homeless children in Massachusetts.

Jordan commended Realtors for their hard work toward finding solutions to "this national disgrace" and urged them to continue to support charitable efforts at both local and national levels.

The National Association of Realtors, the nation's largest trade association, is the voice for real estate, representing nearly 800,000 members in the real estate industry.

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Priced Right at \$17,000.
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Ask for Mr. L.H. Harrison, after 5:00 P.M. at 281-8764.

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NEED FOUR BEDROOM? \$44,950. This home may be just the ticket. Cape Cod style with two bedrooms on main floor and two upstairs. There's a large yard for the kids to play. The home is clean and ready for move-in area of good homes.
Frank 287 - 287-8989 or 287-1476 (Agent).

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Ora Hart
President

CENTURY 21 PENINSULA REALTY "Home of the Week"

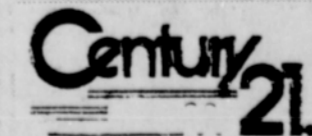
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Are you interested in selling your house and aren't sure of what the value would be in today's market call for a free "Competitive Market Analysis."

A "Competitive Market Analysis" will give you a range of value by showing you what homes are currently selling for, what your competition is in today's market and what buyers are not willing to pay for homes similar to yours.

Call Rose Marie Davis for your Free "Competitive Market Analysis!"



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Rose Marie Davis
Sales Associate

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