

Whitney Young Tutorial Center Opens September 14

The Urban League of Portland's Whitney M. Young, Jr. Education and Cultural Center will reopen for the new school year on Monday, September 14 at 10 N. Russell Street. The Center offers free tutorial assistance and educational resources to students in grades 6 through sophomore in college and to other residents of North and Northeast Portland.

The Center is open from 3-8p.m. Monday through Thursday. Facilities and activities include study space for 70 students, professional tutors, a reference library, computers, a student newsletter, guest speakers, films and transportation assistance.

Students in grades 6-12 must be accompanied by a parent or guardian on their first visit. Parents also are encouraged to register for a parent enrichment

program which will explore ways parents can become more involved in their children's education.

The Center is housed in the Urban League's main building, providing students with easy access to other League programs, such as youth and employment services.

During the 1991/92 school year, the Center served 303 students, an increase of 17% over the previous year. The facility is named for Whitney M. Young, Jr., who was executive director of the National Urban League from 1961-71.

The Whitney Young Center is seeking volunteers with educational experience to serve as a tutorial assistants. Interested individuals should contact Herman Lessard, Jr. at the Urban League of Portland, 280-2600.

Workshop Offers Tax And Recordkeeping Information For The Self-Employed

The Lane Community College Business Development Center will present a workshop, "Basic Tax and Recordkeeping Information for Self-Employed People," on Wednesday, Sept. 30, from 10 a.m. - 4 p.m., at the LCC Downtown Center in Eugene. The cost is \$73 if registering on or before Sept. 25 and \$83 otherwise, plus a \$2 registration fee per term. Parking validation will be provided.

Instructor Jan Zobel returns for her fifth consecutive year to lead this fact-filled workshop. She operates a tax preparation service in San Francisco and is certified to practice before the IRS. Her workshop is designed for people just getting started in business and for independent contractors as well as experienced business owners who need a review.

Topics include deductible expenses, how to set up a simple recordkeeping system, and how to pay estimated quarterly taxes. A 20-page guide will be available in addition to IRS publications and forms. Zobel will review recent tax legislation affecting the self-employed.

For more information, contact the LCC Business Development Center at 1059 Willamette Street in Eugene, telephone 726-2255.

REAL MINORITY BUSINESS:

C O N C L U S I O N

If you look at this five-part series as a community investment, then the returns are already coming in. The latest "profit" is a reader who has just cleaned out his garage for space to manufacture that special kind of paint scraper on his mind for years: "Can't be too difficult--a blade, a handle and some fasteners."

He has already gotten a Benson High School student to do the initial drawings for the Patent Attorney he located in the professional section of the phone book. Between the business section of the library and the local chamber of commerce he discovered as I had told him that the metal for the blades came on spools of various widths, one foot on up (like large rolls of "adding machine tape"). And the wood for the handles, along with the rivets for the fasteners were as equally accessible.

At the same library, and by visiting some local small manufacturing plants, our reader found that he could buy his initial equipment, some new, some used, for less than \$5000; including shears, punches, stampers, grinder and riveting machine. Interestingly, the same evening I talked to this inventor, local television showed a Beaverton golf pro who has invented a "putting trainer device" he manufactures in his garage--35,000 sold nationwide in 7 months.

One of the fastest growing areas of our economy for this decade and the next is Health Care--jobs, equipment, supplies and services. Several years ago while I was a volunteer at a large local hospital, I took an "inventory" of all the services and supplies that were (or could be) supplied by a small vendor. The assessment was fantastic, both the ongoing businesses and the possible opportunities. I talked to personnel, doctor, nursing supervisors, purchasing managers, maintenance people, laboratories, you-name-it. This was Providence Medical Center, the same hospital where I set up the summer work/study programs for minority youth.

I cataloged 50 easily manufactured items the hospital bought and a score of services purchased. Of particular interest was a contract held by two females

who supplied and maintained the hundreds of beautiful plants throughout the complex. This was one of the enterprises I had my business class explore at P.S.U. during the 1970's. Also, a mother and daughter team chose as their class project the purchase of "dilapidated" old houses which they could renovate to sell or rent (while living in one part until finished). Always "reality" with me; that works.

This was in 1973 and if you are renting in northeast, their well advertised firm might be your landlord. Like a lot of successful young business people, they were not job oriented, so they quit the university for community college, taking construction and management/accounting courses. In a span of 15 years they have moved from houses to apartments.

While we are speaking of "real estate", let us look at that particular aspect of the so-called "Non-Profit Corporations". Whether anybody has noticed or not these types of organizations can accumulate huge amounts of resources in terms of both monies and other property--they can supply jobs, positions, golden parachutes (United Way disaster) and they can influence politics and communities. My experiences, here and around the country, indicate that minorities could do a much better job of utilizing the available leverage.

Now, in that very same business class at P.S.U., I designed a class project for the students to pursue. Contrary to conventional wisdom, I insisted that a properly designed proposal to local foundations could secure Ownership Of Real Property--not just grant money. Happily the students were too naive to realize "this wasn't done" so they studied and worried and collaborated. I gave them one firm direction: Imagine the foundation's board of directors sitting around a table examining proposals. What would "you" want to hear? What would move "you"?

In the meantime I approached Ron Herndon, then of the Black Education Center which was located in a dwelling

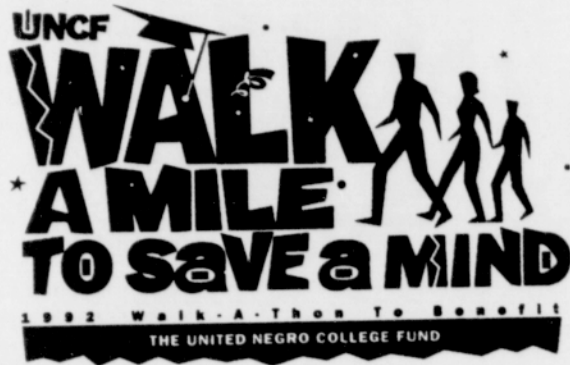
on N.E. Morris St. at the time. I told him I could design a two-page letter that would bring the funds in for a permanent school and bookstore--and whether he thought I was crazy or not, Ron got the organization to give me the go-ahead. The rest is history, the former library building on N.E. 17th, the bookstore and apartments on Alberta (now the Umoja Facility lease), and the adjacent dwelling. What was done?

First, the technique of "analysis" was used, the essential approach for all activities, business or otherwise--just what is really going on here, not just what people say. Secondly, as I taught those students in that class, project the "play" theme. What came out of all this was a realization that foundations were getting sick and tired of funding half-assed projects that might last six months or a year--leaving the foundation directors and/or employees in jeopardy themselves, and their trust funds depleted.

What I said in a 1 1/2 page narrative over B.E.C.'s signature was almost this down to earth; "look folks, we are a dedicated group of committed young educators with the following relevant experience that began at a local college. We saw this need and have sought to fill it but we need your help. We need a permanent location and blah! blah! blah!" Now that's one page. The second and final half page, simply introduced that "play" theme I mentioned"...twenty years from now your board of directors will be able to point to our facility with pride and say we funded this gift to the Albina Community". It worked like a charm.

Back in the P.S.U. classroom, two of my business students who worked for a mental health clinic used the exact same technique to acquire for the program that beautiful mansion and estate on the west side of Martin Luther King Blvd., near Portland Blvd. You simply have to think and open your mind, we are "Black Inventors".

Also, try subscribing to Black Enterprise, subscription service P.O. Box 11602, Des Moines, IA 50350-1602, \$14.95.



Saturday, October 3, 1992
Grant Park, Portland, OR
 USWEST
 Northwest Natural Gas
 Registration Opens **7:30 A.M.**
 Walk Starts **9:00 A.M.**

Do it alone, or do it with pals
 Do your part to support our private, historically Black colleges and their students. Recruit a team from your place of employment, church, club or organization.
 Earn valuable prizes.
 Contact the United Negro College Fund (503) 223-8890 for more details.



Commission Meeting

Date: September 23, 1992
 Place: Portland Building
 1120 SW Fifth Ave., 11th Fl.
 Portland, OR
 Time: 9:30 a.m.

Commission meetings are open to the public. A complete agenda is available at PDC. Call 823-3200.

PDC is the City of Portland's urban renewal, housing and economic development agency.

A HOME LOAN for PEOPLE WHO THINK THEY CAN'T GET ONE.

Not everyone has the money it takes to take out a home loan from a bank.


But right now, a lot of people in Oregon who think they can't qualify for a home loan, can. With a HomePartners loan from U.S. Bank. It gives you the money you need to buy a house without costing an arm and a leg. Or even a foot. Here's how it works.

With a HomePartners loan, the amount of money you need for a down payment is about one third

less than even the usual federally insured home loan requires. And most closing costs, for things like title insurance and other fees, don't have to be paid up front--they can be borrowed with the rest of the money.

Not only does this home loan cost less, it's easier to qualify for. A steady income and a good history of paying your bills might be all you need.

Now, we aren't exactly giving away these loans to everyone who walks in the door. But, we guarantee

A CONVENTIONAL HOME LOAN	VS	A HOMEPARTNERS HOME LOAN
<u>DOWN PAYMENT</u>		
5%		2%
<u>HOW DO YOU GET YOUR DOWN PAYMENT?</u>		
Must be from your own savings		Can be a gift from a relative
<u>NECESSARY REPAIRS</u>		
Must be done before loan is given		All repairs (except those required for health or safety reasons) can be done after loan is given
<u>ADDITIONAL CLOSING COSTS</u>		
All costs must be paid up front		Most costs can be financed
<u>TOTAL CASH REQUIRED AT CLOSING FOR A HOUSE WITH A SALES PRICE OF \$30,000</u>		
(For down payment, up front closing costs, estimated taxes and insurance)		
\$3,587		\$2,115
<u>DO YOU QUALIFY?</u>		
<u>% OF MONTHLY INCOME ALLOWED FOR HOUSE PAYMENT</u>		
28%		Up to 33%
<u>CREDIT HISTORY</u>		
Previous loan experience on cars, credit cards, etc.		Without prior loan experience, landlord references or a good record of paying utility bills can be used to establish credit history.
The HomePartners program can help you purchase a house in Oregon for up to \$49,000. You are eligible to apply if your annual household income does not exceed the following income		level guidelines: 1 person--\$26,000, 2 people--\$30,000, 3 or more people--\$34,000. HomePartners loans are offered through U.S. Bancorp Mortgage Company.

that a lot of people who thought they'd never be able to get a home loan, will get one.

So, before you give up on the idea of owning your own home, take a look at what U.S. Bank's HomePartners loan has to offer. It could save you from a lifetime of rent.

