

MINORITY BUSINESS DEVELOPMENT

Black Labor, White Wealth. Part III

By Prof. McKinley Burt

Again, I am using as a heading, the title of a very relevant book on the "black economy" (or lack of it) -- if, indeed, we may entertain such a notion. For a review of the book, see my article of the same title in the September 6 issue of the Portland Observer.

It is becoming quite obvious that what I'm doing is building a case for my contention that there is no distinction between that competent and rigorous educational experience required for academic excellence as a child and that required to assure a successful economic future as an adult. I further emphasize this in my "Perspectives" column on page 2, where I describe the achievement of a 95% black elementary school in topping the 400 other Los Angeles schools in the I.Q. Tests.

It was rewarding to see, on the front page of last week's Portland Observer Newspaper, a picture and news item on the Pamela Slaughter family: Mother, Pamela; son, Jonathan; daughter, Ashely. These pre-teens are shown, "getting a lesson in math and science by taking to the skies" under the tutelage of the "Centers For Airway Science" program, "which steers kids away from drugs and gangs into fun activities emphasizing math science and computers. Children 9 to 12 are enrolled." Excellent!

But again, I would distinguish between "special programs, good as some may be, and a school system which consistently delivers a daily

diet of the basic math, science and reading skills. The latter pedagogic enterprise may not lend itself as well to photo-ops and other publicity, but it is certainly what a school district must be about if there is to be any reality to that worn out polemic about "steering kids away from drugs and gangs." Please! We are not fools. It is a matter of every day, day in, day out.

Now, as a matter of fact, I have known the Slaughter family since "day one" and have watched this divorced mother of two, single-handedly and with an unflinching commitment, expose her children to the best learning environment possible during the critical formative years. I met the children years ago when doing a math and computer demonstration at the "Black Education Center", 4919 N. E. 17th. This is a "learning place par excellence for the early grades.

As with my demonstrations in the public schools, I always give "the word" ("In the beginning was 'the word' children and unless you can understand 'ar-tic-u-late' words, there can be no math and science!"). Several weeks ago I met the family at a neighborhood shop and I asked Jonathan and Ashely, "what's the word?" Without hesitation and, after a span of years, they replied "articulate". Phonics is where it is at "Every day, day in, day out."

Staying with the same theme, let me ask if you saw "Sixty Minutes" Sunday Evening. The middle segment was priceless, about the famed

black educator in Chicago, Marva Collins. She is the one who for so many years has delivered a Consistently excellent elementary school education to African American children in Chicago. The on-site program was doubly interesting because Ed Bradley, the interviewer, had been at the very same school about 16 years earlier: Talking with the 5 to 10 year-olds.

We were shown film clips of Ed's earlier visit, then shown today's dialogue with the very same now-grown up children, college juniors and seniors, and several already with degrees. Others had already made progress up the career ladder in several viable occupations. With a student body drawn from every economic niche, even the worst high-rise public housing war zones, not a single graduate was in the penitentiary or dead as a victim of gang wars. More like lawyers-economists.

But of course, for as the bright young men and women told it, Ms Collins took them over from a stupid, incompetent school system that had many labeled as border-line retarded, learning disabled, too hyper/needs Ritalin, etc. Sound familiar? It was also established that Richard Herrnstein and Charles Murray, the racists who wrote "The Bell Curve" (a polemic against black intelligence), refused to acknowledge Ms Collins' proof that a consistent and excellent early childhood education for black children did not result in reversals at a later age. Well done sister, well done.

Program For Minority Business Capital

Continued from MBE Front

tify a commercial lender, and the pre-qualified loan applicant can then apply for a loan with an SBA preliminary commitment in hand.

The usual 7(a) loan guaranty application process requires small business borrowers to first apply for a loan at a commercial lender. The SBA can consider backing the loan

only if the lender makes that guaranty a condition of its approval.

In addition to the Seattle pilot program which serves 15 counties in Western Washington, the pre-qualification loan program's pilot locations will also operate in conjunction with SBA field offices in Boston, New York, Philadelphia, Baltimore, Columbia, S.C., Miami, Detroit, Milwaukee, Houston, Kansas City,

St. Louis, Helena, Mont., Fargo, N.D., Los Angeles and Santa Ana, Calif.

Western Washington small business owners and entrepreneurs who want to know more about applying for a loan under the program should contact the SBA Seattle District Office's intermediary, Parker & Thomas Inc. at 206/324-4330.

Minority Firms To Be Honored

Continued from MBE Front

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quiet, beginning at 7:00 p.m. where the awards will be presented to the fourteen MBDA and SBA award winners. The National MED Week Public-Private Sector Committee will also present the Distinguished Corporate Award to Texas Instruments, headquartered in Dallas, Texas, for their continued support to the minority business community.

The MED Week conference concluded on Wednesday, Sept. 27 with business opportunity consultations where prime contractors, government procurement representatives and representatives from financial institutions will counsel minority vendors on accessing money and markets.

MBDA is the only federal agency specifically established to foster

minority business growth in the United States. The agency provides management and technical assistance to minority individuals through its nationwide network of funded Minority and Native American Business Development Centers, Minority Enterprise Growth Assistance Centers, Minority Business Opportunity Committees and Business Resource Centers.

In Fiscal Year 1994, the agency assisted 14,900 minority clients to secure over \$722.6 million in business contracts and over \$269.8 million in business loans.

The Commerce Department has identified more than one million minority-owned businesses in the United States providing over 836,000 jobs and reporting over \$78 billion in annual sales and receipts.

Science And Technology Diversity Addressed

More than 2,000 scientists, students, science educators and other leaders in science education are gathering this week in Washington, D.C. for the National Science Foundation's, 4th annual "Diversity in the Scientific and Technological Workforce Conference."

This is one of the largest gatherings of the nation's science and technology leaders to highlight national efforts toward diversity in the science, mathematics, engineering and technology fields.

The conference will showcase outstanding research achievements by more than 350 African American, Native American and Hispanic students participating in foundation-funded research projects.

There will be discussion of the current status of education programs to assure diversity in scientific enterprises and the progress made in diversity programs.

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THE WALL STREET JOURNAL
How a Giant Wooed and Won The Entrepreneur's Business

"I thought I was going to run into another dead end," Mr. Pollock says, invited to his pay dirt.

Key Bank officials "were the only ones who really talked to me and tried to make the loan go through."

Such tenacity has helped make KeyCorp one of the nation's leading small-business lenders.

KeyCorp deploys a team of traveling small-business bankers with authority to approve loans from \$25,000 to \$250,000 on the spot.

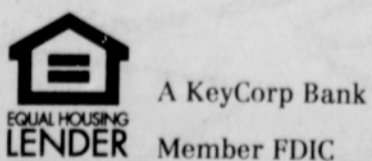
"It surprised me," says Richard C. Capriola, a local small-business owner. Given KeyCorp's size, "to actually hold a forum and listen to people, that was astounding."

Meanwhile many small businesses prefer to deal with a lender of KeyCorp's reach... community banks aren't always savvy enough for Frank Hoffmann's fast-growing construction management firm. He says he recently sought help from KeyCorp's commercial side in arranging the complex financing of a new health-care facility.

The big banking company also has worked to retain and woo small-business clients.

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PORTLAND DEVELOPMENT COMMISSION

Minority, Women & Emerging Small Business Enterprise

1995-1996 Opportunities

The Portland Development Commission encourages participation of Minority, Women and Emerging Small Business contractors in its projects. To receive certification as Minority, Women or Emerging Small Business Enterprise, contractors must register with the State of Oregon.

During the balance of Fiscal Year 1996, ending June 30, 1996, these and other contracting opportunities are anticipated.

PROJECT	CONTRACTING NEED	ESTIMATED COST
Central Eastside Eastbank Riverfront Park	Environmental Reviews/Mitigation work Site preparation/remediation Design/Engineering Alternatives	\$ 10,000 \$ 5,000 \$ 10,000
Airport Way Public Improvement	Design work, surveying, prep legal descriptions, services during construction Construction	\$ 6,100 \$ 50,000
South Waterfront Environmental Site Preparation	Environmental site clean-up & dirt removal	\$ 40,000
Union Station Agricultural Center	Appraisals/Land survey	\$ 10,000
South Park Blocks Mixed Use Housing	Appraisal/Real Estate Negotiation	\$ 8,000
River District Land Acq./McCormick Pier Accessway	Demolition of parking shed Architectural & Engineering for Walkways Construction for Accessways	\$ 50,000 \$ 35,000 \$ 95,881
South Waterfront Greenway Development	Design Advisor, Market & Engineering feasibility services Architectural services for Greenway Improvements Design Construction - Greenway trail	\$ 10,230 \$ 30,000 \$ 163,000
North Macadam Pre-development	Land use, design & transportation	\$ 20,000
Teams Training	Personal services in Team development, & special skills needed foreffective team interaction & involvement	\$ 30,000
Diversity Training	Personal services in diversity awareness & sensitivity	\$ 30,000
Target Industries & Workforce Assessment	Needs assessment for yet to be identified target industries	\$ 12,500 max.

The above items are estimates only. Contractors interested in these projects are urged to respond to Advertisements for Bids or Requests for Proposals which are published prior to a contract award. Appropriate documents and specific bid conditions will be available from the project coordinator when each contract opportunity is announced.

