

The
Portland
Observer

Business

&
Finance

USDA & Burger King benefit minorities

The Clinton Administration reaffirmed its promise of economic development for rural America through a landmark agreement between the U.S. Department of Agriculture (USDA), Burger King Corporation, and Restaurant Services Inc. (RSI).

When implemented, this new partnership will promote new jobs and business opportunities in rural areas for minorities.

In signing the agreement at a special ceremony, USDA Secretary Dan Glickman praised Dayton Watkins, Administrator of USDA's Rural Business-Cooperative Service (RBS), and Wilbur Peer, Associate Administrator, RBS, for their leadership in conceptualizing and working out the pioneering partnership with Burger King and RSI officials.

USDA and Burger King officials believe the agreement will be a "tremendous boost" toward expanding entrepreneurial opportunities and creating new jobs for citizens in rural America and help feed the hungry through cooperative efforts.

Other key members of the team which worked diligently in formulating this agreement were Jill Long Thompson, USDA Under Secretary for Rural Development, Joan



Top officials of the U.S. Department of Agriculture, Burger King Corporation, and Restaurant Services, Inc. recently signed a landmark agreement to promote new jobs and business opportunities in rural areas for African-Americans and other minorities.

Fonseca, Director, Minority Development Agency, U.S. Department of Commerce, and Attorney O. Jerome Greene, a consultant to USDA.

The memorandum of understanding between the USDA and Burger King was facilitated by Joan Fonseca, who saw the potential of an alliance between the public sector and a private sector business, such as Burger King, which is serious about expanding business opportunities for mi-

nority entrepreneurs.

Working on behalf of USDA, Mr. Peer and Mr. Green were responsible for crafting this historic agreement, which will serve as a model for other Fortune 500 companies.

Under this agreement, Burger King officials have agreed to work with USDA/RBS in expanding the number of suppliers, franchises, and other facilities in rural communities, particularly counties experiencing persistent poverty.

As part of this agreement, USDA/RBS will assist new and existing businesses and cooperatives through guaranteed business loans, grants, and economic partnerships to take full advantage of opportunities to become suppliers and franchise owners in the Burger King system.

RSI, a non-profit corporation with cooperative form of ownership which acts as the exclusive purchasing agent for the Burger King in the United States, agreed to treat new and expanded suppliers in rural areas fairly and to encourage suppliers to work with agricultural cooperatives in supplying products for Burger King.

Burger King and RSI will also work with USDA's food rescue efforts by identifying products to be donated to not-for-profit food service organizations dedicated to serving the neediest of the hungry in the U.S.

"This initiative is in furtherance of Burger King Corporation's diversity commitment," said Mark A. Gresi, Senior Vice President and General Counsel for Burger King. "We believe qualified minority businesspeople will be able to participate in this initiative to increase our supplier base with support from the USDA loan guarantee program. This will

create new jobs, help to bring new, diversified business to rural America, and is very good business for Burger King System in terms of expanding our customer base."

RBS Administrator Watkins said, "This strategy brings corporate America and USDA into a partnership that represents the kind of creative leadership of the Clinton Administration. This is only the beginning. We will be working on similar arrangements with other Fortune 500 companies in focusing on rural economic development."

Because one of the major benefits of this program is jobs, Burger King and RSI officials proudly point out their partnership with Diversity Foods, a black-owned meat processing plant in Petersburg, Virginia, as evidence of the economic impact of such a partnership.

Diversity Foods has a long-term commitment from Burger King and RSI to purchase and process in excess of a million "Whopper" and hamburger patties per week.

Added Greene, "This program makes it possible for jobs to be created through supplier companies in rural areas and, eventually, will reverse the traditional migration from rural to urban areas.

BUSINESS BRIEFS

Real estate seminar

An all day "Real Estate Seminar for Paralegals, Legal Assistants and Legal Secretaries" will be held Friday, September 20th, 1996 at the Oregon Convention Center. The seminar will provide an in-depth look at real estate practice and the support staff's involvement in it from sales and leases, closing and title insurance, financial instruments and enforcement and foreclosure. Further information can be obtained by calling (206) 463-1953.

Take Charge With Small Business Skills

Two Portland Community College courses offered Tuesday evenings at Grant High School starting Sept. 24 can help chart your business path.

Instructor Kathleen Spike, a home-based business owner for 24 years, encourages you to jump the 9-to-5 track in Reclaim Your Life and Work at Home (CRN 47761). Tuition is \$23.50

Designing a plan of action

ILO (International Labor Organization) experience has made it clear that no single action against child labor is likely to have a lasting impact unless it forms part of an overall national plan.

The problem of child labor will not be solved overnight. It is one of the many facets of poverty and underdevelopment. Resources available to reduce its extent and damaging effects are by definition scarce in the countries that need them the most. Priorities must therefore be set.

The report warns that "working children should not be viewed simply within the context of labor law which requires the immediate dismissal or withdrawal from work of under-age children as such action may in fact work against the children's immediate welfare." A broader approach is required. National plans of action must provide for suitable alternatives, in other

words schools and vocational training facilities.

The problem of child labor, ILO concludes, is so deeply rooted and diverse in its causes and manifestations, that only "an active and concerted participation of all groups of society" can hope to achieve progress. Respect for international labor standards needs reinforcing; national policies need to spur immediate measures to eliminate the most egregious forms of abuse.

In the longer term, government actions need to be geared toward improved legislation and effective enforcement and to address the underlying causes of child labor, which means "promoting economic growth, and even more importantly, a type of growth that would focus greater concern on the most disadvantaged population groups, facilitating their access to productive and adequately paid employment."

UAW, Ford Resume Labor Talks

Amid an atmosphere of optimism, negotiations between Ford and the United Auto Workers resumed today in Dearborn, Mich. Ford Chairman Alex Trotman says he hopes a tentative agreement will be reached later in the day. The two sides talked through the weekend in marathon sessions aimed at forging a new national labor contract. Trotman says there are a number of issues yet to be resolved, but says there is no single item as a sticking point in the talks. UAW officials also expressed optimism.

Retail Inventories Up in July

Stocks of unsold goods piled up on the shelves of all types of businesses in July. The Commerce Department is reporting that July retail inventories climbed 1.1 percent, — the biggest increase since a 1.3 percent surge in January 1995 — after a slight 0.1 percent June increase. Auto inventories rose strongly by 1.4 percent, the largest addition to monthly supplies since a 2 percent jump in March 1995.

Case Manager needed to provide supportive therapy and a full range of intensive case management services to chronically mentally ill adults from multicultural backgrounds. Minimum 2 years related experience required. Must be QMHP or QMHA. (Team I) Ref # CM-1.

Now Hiring Policy Analyst-Education

One full-time continuing Policy Analyst in the Education issue area to work for the Legislative Administration Committee. Salary is \$3,206 - \$4,301. For application information call (503) 986-1373. Employee Services, Room 140 State Capitol Salem OR TTY: (503) 986-1374 FAX: (503) 986-1684. Deadline for application is September 27, 1996.

Our Most Important Asset is People

Blue Cross and Blue Shield of Oregon/HMO Oregon is currently recruiting for the following positions: For more information about current openings call our Job Information Line:

• Sr. U/W - PC Specialist (#318)

1-800-231-1617

We are strongly committed to equal opportunity in all phases of employment.



BlueCross BlueShield of Oregon HMO Oregon

KeyBank wins top award

KeyBank of Oregon has been tapped to receive the Small Business Administration's Seattle Regional U.S. Export Assistance Center Award.

The first ever award recognizes KeyBank as the leading regional lender in conjunction with the SBA's Export Working Capital Guarantee Program.

Lenders from Oregon, Washington, Idaho, Montana, and Alaska were considered under SBA's pro-

gram.

"KeyBank was chosen by the SBA as the region's outstanding lender because of the volume and number of loans it has made to Northwest companies that export products," said John Gilman, District Director of the Portland Small Business Administration office.

"KeyBank is our largest lender and has been very helpful to us in promoting our services to small and

medium sized exporters," Gilman continued.

KeyCorp is ranked as one of the country's largest small business lenders. KeyCorp, headquartered in Cleveland, is one of the nation's largest holding companies.

"KeyBank has a strong record in working with small businesses to help them achieve their business goals," said Jim Atkinson, President and Chief Executive Officer of KeyBank of Oregon.

CLASSIFIEDS

Job Opportunity: City Of Portland New Job Listings

Clerical Specialist
Approximate Monthly Salary: \$1,693 at entry to \$2,361 after 3 years
Tentative Closing Date: Friday, September 20, 1996, Postmarks Accepted.

Program Specialist (Communications)
Approximate Monthly Salary: \$3,288 to \$4,198.
Tentative Closing Date: Monday, September 23, 1996, No Postmarks Accepted.

Secretarial Clerk I
Approximate Monthly Salary: \$18,470 at entry to \$22,131 after 1 year.
Tentative Closing Date: Friday, September 27, 1996, No Postmarks Accepted.

City Planner: Transportation
Approximate Monthly Salary: \$2,995 at entry to \$3,470 after 4 steps.
Tentative Closing Date: Friday, September 27, 1996, No Postmarks Accepted.

Electrician
Approximate Hourly Salary: \$18.52 at entry to \$20.13 after six months
Open Continuous

Special Job Recruitment: Two Days Only On September 20 And 21, 1996 Utility Worker
Approximate Hourly Salary: \$12.14 at entry to \$13.83 after six months
September 20th applications available at 1400 SW 5th Ave. 10th floor from 8 am to 4:30 pm and Maintenance Bureau, 2929 N. Kerby, September 20th from 4 pm to 9 pm and September 21st from 9am to 3 pm.

For other job listings call (503) 823-4573.
TDD (503) 823-3520.
For application questions call analyst listed on job announcement; for application assistance call (503) 823-3530.

PLEASE IDENTIFY MINORITY PAPER ON APPLICATION FOR EMPLOYMENT FORM

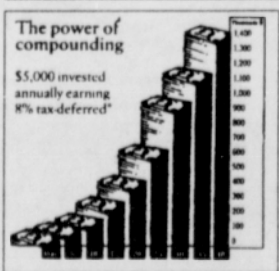
Submit completed applications to City of Personnel 1400 SW 5th Ave., 10th Fl., Portland, OR 97204. SOME applications are also available by TUESDAY NOON at local TPIC branch offices, NE Workforce Center and Urban League.
The City of Portland is an AA/EEO employer.

Port of Portland

Career Opportunities Information about career opportunities with the Port of Portland can be obtained by calling the Job Hotline at (503) 731-7480. Hearing impaired applicants may call TDD. (503) 731-7485. Applications for open positions are available at the Port's employment office, located at 700 NE Multnomah, 14th. Flr. Office hours are Monday through Friday, except Holidays, 8 a.m. to 12 p.m. and 1 p.m. to 5 p.m. The Port of Portland is an Equal Opportunity Employer.

You don't have to be rich to retire with over a million.

A Merrill Lynch Financial Consultant can show you how.



Retirement is a time to enjoy life, not a time to worry about money or to start scaling down your lifestyle. But if you don't start planning now, that's exactly what could happen.

By the time you retire, you may need 60 percent to 80 percent of your pretirement annual income for living expenses. That is why getting an early start is critical. For example, if at age 25 you contributed \$5,000 annually to a tax-deferred retirement account and earned an 8 percent annual return on a diversified portfolio, by age 65 you could end up with \$1,398,905. By comparison, if you waited until age 40 to make the same contribution, you could end up with \$394,772.*

Your Merrill Lynch Financial Consultant can make a difference. He or she will help you develop a long-term financial plan, advise you on investments and an asset allocation strategy that can help meet your financial goals.

Can you afford to retire?

So you see, you don't have to be rich to retire with over a million. You just have to know how to get it. For more information on what steps you should take to afford the retirement you want, call the number below.

The difference is Merrill Lynch.

*Any taxable investment earnings would be taxed in the year earned, so they would grow less quickly. The actual rate of return will depend on factors such as the securities selected and market conditions. Investors should take into consideration currency and investment risks.



Maurice Valdruios
503-699-7201
FAX 699-4113
"Se Habla Español!"
1-800-

Merrill Lynch
A tradition of trust.