

The Portland Observer's

# Minority Business Week

## Cross - Continent Engineers (C2E)

**C**ross - Continent Engineers was formed in 1989 and serves clients in Oregon, Washington and in the Philippines. The firm is unique because it was made possible through the efforts of a husband and wife team who are both engineers and have over 25 years experience in their chosen fields -- civil, sanitary, chemical/process and environmental engineering. C2E offers services in project management oversight, construction management and inspection, design, environmental studies and research, regulatory compliance, quality assurance/control, surveying and actual construction.

**How did your business get started?**

Jun Lumapas: My parents were business people. It was probably in my blood that I wanted to be an entrepreneur. Since I've been in the consulting business since 1976, I know how it works. I started in a small firm called Cooper and Associates and learned alot by watching how their business had grown.

**What were some of the challenges you had faced that were unique to being a**

**minority - owned business?**

Jun and Teresita: Some people thought we were trying to take advantage of being a minority. We finally got some jobs and did well on them. We had to prove ourselves and that we were not just a minority business in name but we have qualified people that can do the job as expected of us.

**What were your company's growth challenges?**

Jun and Teresita: Capital and cash flow. We were using credit cards, personal

funds and our home equity loan to meet our employees' payrolls. In our expansion phase in 1992-1995, we hired 26 employees.

Normally, when you have contracts, you don't get paid upfront. There's a 60 day turnaround before you get your money back. We had to meet the employees' payroll first. We managed to survive through proper management of revenue and overhead expenses.

We've expanded to the Philippines. In 1994, we opened two offices in Manila and Cebu. Their doing very well. This year, we've suffered some stagnancy because of the Asian currency devaluation. It has halted some of the projects.

**What could you have done differently to expand your business?**

Jun and Teresita: We could have used the help of agencies like Small Business Administration to save a lot of money and create a strong business plan to start. We never had a business plan with a set of goals. It would have been easier if we had sought some expert advice from agencies that help minority businesses. We also could have been more aggressive in marketing and used a consultant for that.

**Any advice for other minority-owned businesses?**

Teresita Lumapas: Don't give up. There will always be hurdles along the way.



Teresita and Jun Lumapas, Asian business owners of Cross - Continent Engineers.

Be prepared and plan properly. Do a good job because a minority owned company has to stand out more than other big businesses because we have a "smaller backbone" to rely on. If you do a good job with quality work, people will seek you out.

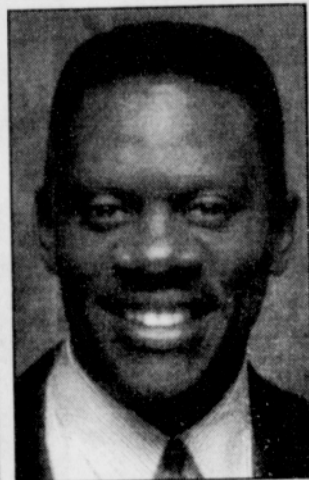
Jun Lumapas: *Being a minority is a plus, but you cannot bank on it all the time. When you get a job, be sure you can really do it. I encourage others to be a member of OAME (Oregon Association of Minority Entrepreneurs). Also, take advantage of business loans from local banks. And, have faith in the Lord.*

Office (503) 287-5504

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### Dr. Billy R. Flowers

Chiropractor



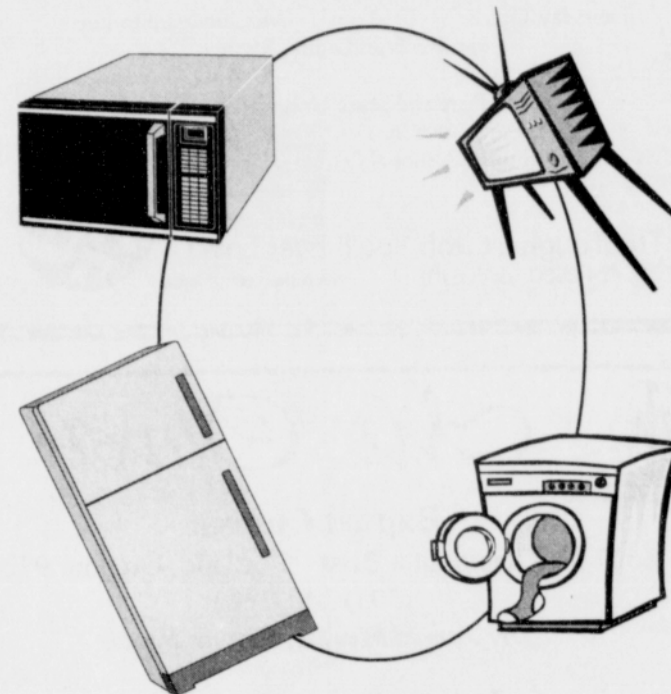
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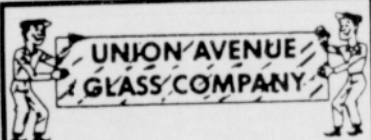
## We Appreciate Minority Business Ainsworth Market

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## WEST COAST BLACK PUBLISHERS ASSOCIATION

15TH ANNUAL CONVENTION

OCTOBER 21-24, 1998  
MGM GRAND HOTEL • LAS VEGAS, NEVADA

Theme: "POSITIVE PARTNERSHIPS FOR PROGRESS"

**Wednesday, October 21, 1998**

6:00 P.M. - 9:00 P.M. Welcome Dinner

**Thursday, October 22, 1998 - Corporate Day**

9:00 A.M. - 10:30 A.M. Corporate Breakfast  
10:00 A.M. - NOON Workshop: Politics for Inclusion  
12:00 P.M. - 2:00 P.M. Corporate Luncheon  
2:15 P.M. - 3:30 P.M. Workshop: Black Church/Black Press  
6:30 P.M. - 7:30 P.M. Corporate Gala Reception  
7:30 P.M. - 10:00 P.M. Corporate Awards Dinner

**Friday, October 23, 1998 - Youth Day**

8:30 A.M. - 10:00 A.M. Youth Day Breakfast  
10:15 A.M. - NOON Youth Day Summit  
12:15 P.M. - 2:00 P.M. Youth Day Luncheon  
6:00 P.M. - 7:00 P.M. WCBPA President's Reception  
7:00 P.M. - 9:00 P.M. WCBPA Awards Dinner

**Saturday, October 24, 1998**

9:00 A.M. - 11:00 A.M. The Africa No One Knows  
1:00 P.M. Golf Outing, The Las Vegas National Golf Club

### INVITED SPEAKERS

|  |  |   |
|--|--|---|
| <b>HARRY ALFORD</b><br>National Black Chamber of Commerce                        | <b>MELVIN P. FOOTE</b><br>Exec. Dir., Constituency for Africa                            | <b>JOSEPH LOEB</b><br>Founder/President BreakAway Technologies                |
| <b>JOHN BRYANT</b><br>President/Founder, Operation Hope                          | <b>BYRON V. GARRET</b><br>President/Founder The L.I.E.E. Institute                       | <b>JOHN MACK</b><br>President, L.A. Urban League                              |
| <b>HON. WILLIE BROWN</b><br>Mayor, City of San Francisco                         | <b>WEBSTER J. GUILLORY</b><br>President, National Organization of Black County Officials | <b>ASSEMBLYMAN KEVIN MURRAY</b><br>Chair, CA Legislative Black Caucus         |
| <b>REV. AMOS BROWN</b><br>Pastor, Third Baptist Church San Francisco, CA         | <b>DR. PETER HARRIS</b><br>Acclaimed Poet and Author Claremont College                   | <b>GREG ROBERTS</b><br>President/CEO Magic Johnson Foundation                 |
| <b>JAMES BURKS</b><br>Exec. Dir., African MarketPlace                            | <b>DR. MAULANA KARENGA</b><br>Professor and Creator of Kwanzoo                           | <b>GAYLE ORR-SMITH</b><br>San Francisco Business and Professional Women, Inc. |
| <b>ERIC DAVIS</b><br>Baltimore Orioles Outfielder Founder, Eric Davis Foundation | <b>HON. BARBARA LEE</b><br>Congresswoman, 9th District State of California               | <b>HON. CODY WILLIAMS</b><br>Councilman, City of Phoenix *as of 9/15/98       |

Inquiries, please call: ALESCIA BUFORD & ASSOCIATES  
818-995-6545

Reservations: MGM GRAND - 800-929-1111

CONVENTION REGISTRATION FORM PLEASE FAX TO 818-905-8801

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\* Registration fee includes admission to all conference activities and food functions.

|                        |                     |          |
|------------------------|---------------------|----------|
| CORPORATE REGISTRATION | \$250.00 per person | \$ _____ |
| GENERAL REGISTRATION   | \$150.00 per person | \$ _____ |
| SPOUSE /GUEST          | \$125.00 per person | \$ _____ |
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Individual event tickets may be purchased —Call for details, 818-995-6545