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joins with

The Portland Observer

in Celebrating

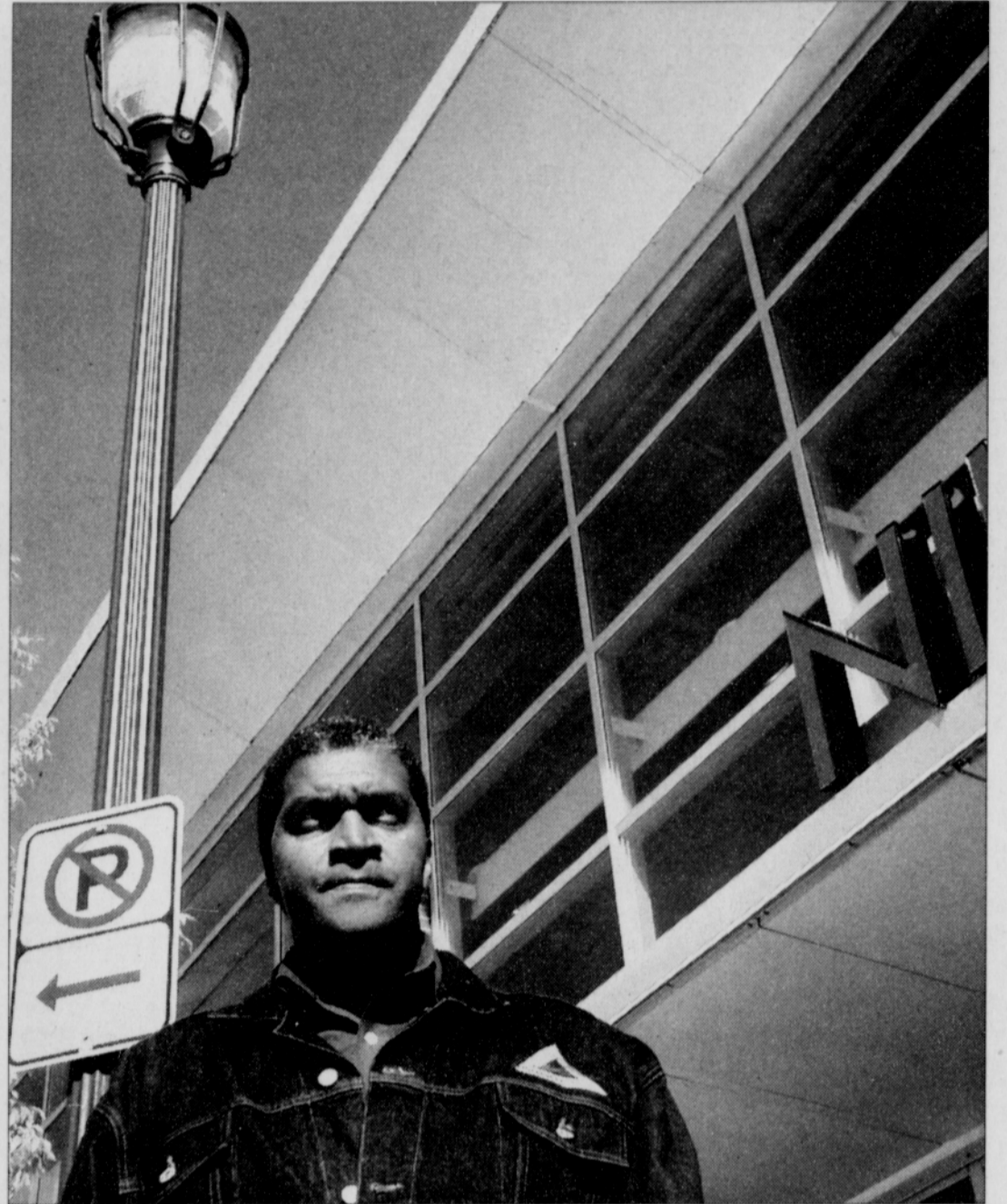
Minority Enterprise Development Week

Let us take time to honor the energy, determination, and optimism of our state's minority entrepreneurs.

PacifiCorp believes that support of the Enterprise Zone can be an integral part of the development of an economically strong and livable community.

"Together We Will Succeed"

The Rise of Ampere Electric



Ed Wilson of Ampere Electric stands outside the Nike store on Martin Luther King Jr. Boulevard where he installed street lighting. PHOTO BY MARK WASHINGTON/THE PORTLAND OBSERVER

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Business Administration with an emphasis in Accounting from the University of California at Berkeley in 1985. She joined her brother here in 1996.

"After 3 years, I had to set up an in-house system for accounting because he was growing too fast and needed an accounting system," she said. Today she manages his payroll for a staff of 8 and runs his office.

Wilson encourages smaller subcontractors to get involved with organizations such as OAME, the African-American Contractors Federation, the International Brotherhood of Electrical Workers, the Portland Development Commission, Port of Portland, and the City of Portland as a way to become more successful.

An early break for him happened when he joined the Port of Portland Mentorship Program, which pairs smaller contractors with more successful ones to share expertise and provides loans.

"Get involved with these organizations. Take control and be involved with the growth and functions of these organizations. Also, develop a good relationship with banking

people," Wilson said.

This involvement led to access to larger projects. Formerly 80 percent of his projects were residential. The PDC program led to more commercial projects. At first, there were not enough of the latter.

*You can do it if
you think you can.
It's doable.*

—Ed Wilson, Electrician Supervisor

"Because Ed's expertise had been street lighting, we really wanted to do street lighting. But we were in a Catch-22 situation. We couldn't qualify to do street lighting without experience and we couldn't get experience because we hadn't done one," Cook said.

They remedied this by applying to the City of Portland's Sheltered Market Program in 1998 not only to get experience, but also to become bonded with performance bonds, which help establish a better reputation among potential employers because if you fail to do the job well, the contractor you work for will be paid by the bond.

Today Wilson and Cook are excited about the near completion of lighting and duct work on the Interstate Max line, a project worth over \$750,000. The medium size subcontractor is aggressively going after new markets and expanding at every opportunity.

The Oregon Lottery Supports Minority Enterprise Development Week

As a member of Oregon's dynamic marketplace, the Oregon Lottery is committed to contributing to the success of our communities by providing opportunities for Oregon merchants selling a wide variety of goods and services. If you offer high-quality products or services at competitive prices, we are interested in meeting you. We invite you to contact us and find out more.

For more information, please call our Supplier Diversity Program Manager at (503) 540-1338.



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