

Linking Small Biz with Big City

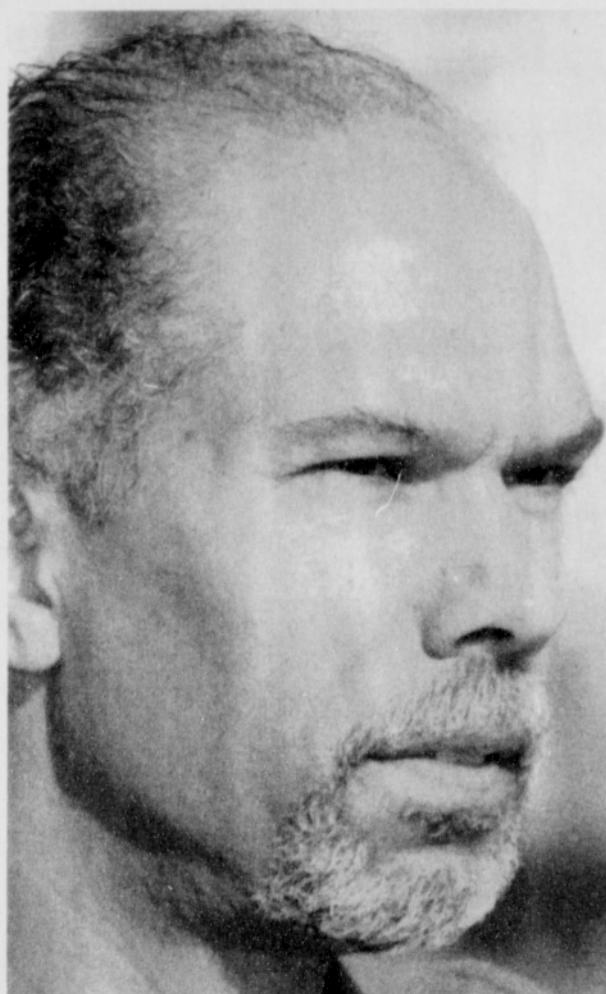
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colleagues, the group brainstormed ideas of how to work further with the city.

Warnock had first met Wolley through a networking program he created called First Friday Professionals. Warnock attended the monthly group of women, minority and emerging business owners as she was securing a three-year, flexible contract with Portland Department of Transportation. Even though she had initiated the contract process, she said she appreciated Wolley's knowledge of the "ins and outs".

"You're little and you're not known, and it used to be you were on your own in trying to navigate the system," Warnock said. "Greg gave me information about the system, its nuances and policies and way to navigate as small business owner."

First Friday meetings are held



As part of Portland's Bureau of Purchases, Greg Wolley serves as a liaison for local businesses, including minorities, women and small emerging firms seeking city contracts for services and products.

PHOTO BY SEAN O'CONNOR/
THE PORTLAND OBSERVER

at the Oregon Association of Minority Entrepreneurs (OAME) in north Portland, allowing participants to combine their resources and expertise to act as a bigger company - promoting and furthering each other's business.

The meetings launch significant connections that begin with Wolley's assistance, but soon take a life of their own.

"Greg understands that small business is the backbone of our society," Warnock said, "and it's great to have an advocate like him."

Wolley in turn gives credit to his supervisor, Loretta Young, who oversees all outreach and marketing programs and gives her staff the freedom to be innovative in its approach.

"It would have been difficult to accomplish the things I've done with the City of Portland without the support and guidance of Young," Wolley said.



Janet Harte

Raising Capital

Expert shares tips with black entrepreneurs

From savings, grants and loans to home equity, investors and initial public offerings, business-development expert Janet Harte will discuss the real deal on raising capital with Black Entrepreneurs of Clark County.

Harte is the guest speaker before the next meeting of the business group on Thursday, Sept. 28 from 5:30 to 7:30 p.m. at the Evergreen School District Administrative Service Center, Tan Complex-Lewis Room, 13501 N.E. 28th St. in Vancouver. The session is free and open to the public.

A sought-after expert with the Washington State University Small Business Development Center, Harte offers a no-nonsense, candid look at the myths, methods and realities of funding a business - the nitty gritty of raising capital. A certified business counselor, she holds a

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Northeast's New Excitement

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in the bar, for example, or moving to the more formal side of the restaurant and savoring a fine meal and an expensive bottle of champagne.

The idea is to provide "some-

thing for everyone."

Martinez has also given the establishment an extensive remodel. In addition to the main dining room, which seats 70, he has divided the space into sub-areas called the Wine Cellar, Living Room, Cuban

Room (smoking allowed), the upstairs Sky Room, and the outdoors Manhattan Roof. He plans to promote the rental of these areas for banquets and special occasions.

Developer Bill Reed created the restaurant and bar as

part of his redevelopment of the old Standard Dairy Building in the 1990s.

The complex including other stores, merchants and housing, became a signature gathering space. However, Reed seemed to be groping for a formula that

would make the establishment succeed financially.

Martinez, who formerly served as banquet and catering manager for Shiloh Inns, says, "Bill Reed has been great to us. He's given us this opportunity."

Chase & Weil, LLP

Salutes

Minority Enterprise Week

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Interior Designer Finds Niche

Nancy Duong has joined Neil Kelly Company Design/Build Remodeling as a design associate.

A Portland resident, Duong earned a degree in Interior Design from Oregon State University. Before joining Neil Kelly, she worked as a design center/sales associate with a children's furniture and accessories store, then as a kitchen designer with a national retail outlet.

As a design associate, she drafts computer-aided project plans, aids in specification development, creates materials lists and client presentations, gathers project estimates and bids from sub-




Nancy Duong

contractors, and then helps coordinate day-to-day client job progress with the designer and project manager.

Duong enjoys working with clients and helping them understand, then get excited about their new kitchen, bath or addition.

Neil Kelly Design/Build Remodeling (neilkelly.com) was established in the Albina community of north Portland in 1947, and has earned a national reputation for innovative design and quality workmanship, with special emphasis in environmentally sound and sustainable building and remodeling practices.



MOON STAR
7410 N.E. MLK
503-285-1230

Saluting Minority Business Development Week

Insterstate Bar & Grill
4234 N Interstate Avenue
503-281-6888

Minority Enterprise Week

**Honoring Minority Enterprise
As a Strong and Dynamic Force
for the Health and Vitality of Portland**

Neil Kelly

Design / Build Remodeling
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New Homes
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