

# Minority Opportunity News

VOLUME 1, NUMBER 4

2730 STEMMONS FRWY • 1100 TOWER WEST • DALLAS, TEXAS 75207

APRIL 1992

## George Allen Sr.: His Life and Times

Born 1908 in New Orleans, La  
Died 2/22/91 in Dallas, Tx

1938 - First African American to enroll at the University of Texas; attended 10 days and he was asked to leave because he was African American

1953 - Omega Psi Phi Fraternity - Man of the Year

1955 - Dallas County Community Chest - Community Service Award

1955 - Alpha Phi Alpha - Dallas Citizenship Award

1959 - Dallas-Ft. Worth Catholic Diocese - Holy Trinity Medal of Honor

1960's - Served on a committee of 14 to begin the process of desegregating public facilities, schools and employment places in Dallas

1961 - Omega Psi Phi Fraternity - National Human Relations Award

1964 - South Dallas Business and Professional Women's Club, Inc. - Trailblazer Award

1969-1975 - Served three consecutive terms on the Dallas City Council as the first African American to be elected to the council (1969, 1971, and 1973)



1970 - Dallas Big Brothers, Inc. - 20 year Service Award

1970 - Introduced ordinance to relieve automobile exhaust emissions by phasing out led from gasoline in Dallas, later adopted

Also introduced an open house ordinance which was later adopted

1971 - City of Dallas - Distinguished Councilman Award

1971 - Fought the building of freeways through neighborhoods around the Spence community in South Dallas

1973 - Elected Mayor Pro Tem of the Dallas City Council. Served until 1975

1973 - Introduced and sought to have a commuter tax imposed on those people who worked in Dallas but who lived in suburbs to help defray cost of public services to them. He was unsuccessful in this endeavor.

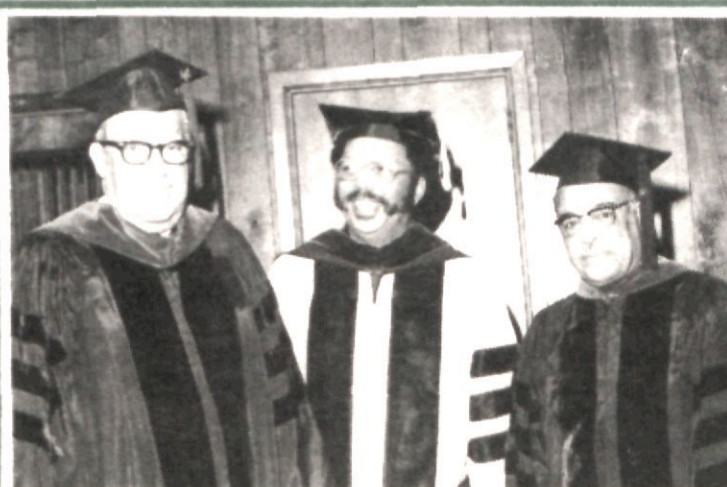
1976 - Took the oath of office as Justice of the Peace in District 8

1974 - Honorary Degree of Doctor of Human Letters from Bishop College

1977 - Supported single member districts for council elections



George L. Allen Building at Texas Southern University



Left to right - Thurgood Marshall, President of TSU  
Dr. Granville M. Sawyer and George Allen.



George L. Allen, Sr. Courts Building in Downtown Dallas renamed in his honor February 1992



**THURMAN JONES**  
Publisher

### Publisher's Note

There is a sizable body of literature which suggests and details the buying power of the African American community. More and more, major corporations in the country are becoming sensitive to the needs to reach out in a very specific way to this new and emerging market. As a publisher of a newspaper directed towards the African American community, I find it important that our readership understand the relationship of this form of advertising to our continuing ability to provide this worthwhile service to the community.

First and foremost it is important that we all understand that having a major corporation advertise in a minority media outlet is more than just a point of symbolism or social benevolence. Ultimately, the corporation hopes to realize some financial or other gain as a result of their advertisement. To this end, it places an obligation on the newspaper to do the most it possibly can to attract the readership as specified by our advertising customer. Here in lies one of the challenges for any journalist, to have a newspaper that does in fact reflect the issues and concerns of the community while balancing the need for generating advertising revenues to support the continuance of the publication.

We at the Minority Opportunity News intend to maintain the highest levels of journalistic integrity as we respond to the needs of our community, as well, as with business people. We will continue to try to seek out and identify those advertisers that wish to pursue, in a constructive fashion, a business relationship with the African American community. We will be vigilant to make sure that we provide advertising that is reflective of community needs and the quality that our readers expect.

A second and very major issue that is currently confronting the minority publishing community is that of the disparate advertising rate treatment that we are afforded. Individually, the minority press generally will represent a smaller market share than our major daily competitors. As a result the advertising rates that corporations anticipate paying is far less, even on a per capita basis, than what the major media could demand. As a result, we find ourselves in the continuing situation of having to constantly negotiate fair and reasonable rates with advertisers.

A related issue which involves our ability to demand a more reasonable rate for our services is the lack of cohesion that currently exists among numbers of

Continued on page 12

# IN THE NEWS...

## Opportunities Network

The monthly Dallas Minority Business Development Breakfast is Thursday, April 16, from 7 a.m. to 8 a.m. at the Clarion Hotel, located on the corner of Mockingbird and I-35. The breakfast features 2 to 3 minute speeches on business topics. The cost is \$4. For more information, call Raymond Cervantes at (214) 767-8001.

## Family Outreach Recruiting Volunteers

Family Outreach of Southern Dallas, a new program, is recruiting volunteers to be trained to administer prevention services to families in Oak Cliff and South Dallas. The main purpose of Family Outreach, a nonprofit volunteer program, is to prevent child abuse and neglect.

The trained volunteers provide continuous in-home services to families with a potential for child abuse or neglect or to families with incidences of abuse or neglect not considered life-threatening. All Family Outreach Services are free to the community. For more information about volunteer opportunities, call Vernetta Dean at (214) 467-7659.

## Family Enrichment Bible Conference

First Baptist Church of Hamilton Park presents Family Enrichment Bible Conference on April 24-25, at the Ramada Renaissance Hotel, 701 East Campbell Road and Central, in Richardson. The theme is "Discover the Reasons Why We Were Given Each Other." Guest speaker during the Friday general assembly is Dr. James Martin of Mt. Olivet Baptist Church.

Registration is from 12:00 noon to 4:00 p.m. on Friday, April 24. The conference fee is \$30 per person; conference with lunch is \$42; conference with all meals is \$66. For more information, call (214) 618-9457.

## NationsBank Provides Minority Scholarships

In an effort to help Texas Christian University (TCU) meet its goal of increasing diversity in the student body, NationsBank of Texas has established the NationsBank Minority Scholarship Program, designed as a additional incentive for students who qualify for other financial aid and scholarships.

Low-income minority applicants, preferably from Texas, will be automatically considered for the awards. NationsBank is contributing \$100,000 to the program, which should benefit 15 to 20 students over a four-year period. More

information is available at the TCU office of Financial Aid, Sadler Hall, Room 108 or call (817) 921-7853.

## Cultural Center Opens Theatre Season

The South Dallas Cultural Center opens its community Theatre with Norman Harrison Jordan's ritual "In the Last Days" on March 19 through April 12. The performance addresses the ever continuing rites and passages of the universe and presents an unsettling glimpse of modern America from the oneness of the earth's beginnings through troubled contemporary times.

Tickets can be purchased at the South Dallas Cultural Center, 3400 South Fitzhugh (across from Fair Park Starplex), for \$10 per person or \$4 for students/seniors. Group discounts are available. For more information, call Sandra Scruggs at 670-0314.

## Theater Presents Plays

Dallas Theater Center presents "Miss Evers' Boys", a dramatization of the infamous Tuskegee Study conducted by the US Public Health Service in rural Alabama 1932-1972. The study covered a period (after penicillin became available) in which treatment was systematically withheld from a group of poor tenant farmers in order to chart the effects of venereal disease in the human body. Performances run from March 24 to April 12 at the Kalita Humphreys Theater, 3636 Turtle Creek Blvd. in Dallas; ticket prices range from \$16 to \$24.

Also, the Theater presents "Taking Steps", a fascinating and hilarious comedy by England's Alan Ayckbourn. The self-absorbed characters try to sort out their lives over the course of one uproarious night and morning with constant running up and down stairs, in and out of rooms. Performances run from May 1 through May 17 at the Arts District Theater, 2401 Flora in Dallas. Ticket prices range from \$16 to \$26. Group discounts are available. For reservations, call (214) 522-8499.

## Care Circle Annual Workshop

Mount Tabor Baptist Church Tender Care Circle holds its third annual workshop on April 4 at the Mount Tabor Baptist Church, 3700 Simpson Stuart Road, in Dallas. The workshop will provide information on insurance, pre-need funeral arrangements, consoling the bereaved, and planning a will. Donations are accepted. For more information, call 225-1702.

## Support African-American Press

## Fund Raisers for Sickle Cell Anemia

Proceeds from Dallas area 7-Eleven stores and Stephanie's Collection of African-American Art fund-raisers benefit the Sickle Cell Anemia Foundation of Dallas. The Dallas Area 7-Eleven employees collected almost \$14,000 from an in-store fund-raising campaign. Checks personally donated by local 7-Eleven employees totaling \$1,007 were also presented to the foundation.

African-American artist Gilbert Young will discuss and sign his popular works during a wine and cheese reception on Saturday, March 28, from 1 p.m. to 7 p.m., and on Sunday, March 29, from 2 p.m. to 5 p.m., at Stephanie's Collection 8371 Park Lane in Dallas. Proceeds from the art sale will benefit the Foundation. For more information, call Stephanie's Collection at 369-4438 or 368-2024. Call Eric Wells, SCA Foundation, at 942-1262.

## Area Newsletters Update

Two newsletters, *Single Parenting* and *NIBA New Image Business Associates*, inform and provide support to the area.

*Single Parenting*, produced by Le-Jor Productions, discusses topics and issues concerning single parents. The subscription rate for one year is \$8. Also, Le-Jor presents a single parenting workshop titled "Taking Care of Me; Ain't it About Time?" at the Kiest Park Recreation Center in Dallas on Saturday, April 4, from 12 noon to 2:00 p.m. For more information, call 686-0842 or write Le-Jor Productions, P.O. Box 2806-47, Dallas, 75228.

*NIBA* provides business spotlights, advertisements, stories, events, articles, and commentaries. NIBA holds committee meetings on the first Tuesday of each month at the Whitehouse, 6115 Denton Drive, in Dallas. For more information, call 350-9590.

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**Minority Opportunity News**

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**PUBLISHER**      **EDITOR-IN-CHIEF**  
 Thurman R. Jones      Jim Bochum

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Editor.....Sharon Egiebor  
 Business Editor.....Randy Lester  
 Staff Writer.....Allen R. Gray  
 Staff Writer.....Agatha Richardson  
 Staff Writer.....Cherita Montgomery  
 Sales.....Frank Lott II  
 Photographer.....Darryl R. Barnes  
 Typesetter.....Roselyn Hill

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# BSEAT Pickets First Gibraltar Bank

By Allen Gray

The Black State Employees Association of Texas (BSEAT) is picketing the Oak Cliff branch of First Gibraltar Savings & Loan on charges that the institution is insensitive to the needs of African-Americans.

Dr. Darren L. Reagan, founder and executive director of BSEAT, said his organization began picketing the institution in February 1992 after two years of negotiations deadlocked.

"We had reached a good faith agreement between Gibraltar and ourselves, but they went back on their word," said Reagan, who was instrumental in obtaining better hiring practices and economic development for minorities after picketing Red Oak Bank and the University of Texas Southwest Medical Center.

Reagan said the organization is picketing the Oak Cliff branch, instead of the headquarters in Las Colinas, because it directly benefits from the African-American community.

Randy Hicks, a First Gibraltar spokesman, denied the allegations.

"We are in complete compliance of all the rules and regulations," he said. "We do not discriminate in any way. That's the bottom line of the dispute. He [Reagan] thinks that we don't, and we do."

"We've only been in business for three years and it takes time for programs to be established," Hicks said. "There are some things that have to be brought in line and corrected and we're doing it."

BSEAT, which was founded in April 1989 by Reagan and 12 others, questions First Gibraltar's hiring and procurement practices, specifically that:

- No African-American or other ethnic person serves as branch manager on the local and state level. BSEAT has provided lists of qualified African-Americans for these positions, to no avail.

- Virtually no African-American is employed as senior manager, department head or supervisor.

- The S&L does not have a minority procurement program, even though BSEAT has offered to help develop one through the use of Minority Business Development Consultants.

- African-Americans vendors are not provided an equal opportunity to compete for contracts and general services.

The S&L also was asked to host a reception at its Las Colinas headquarters, but refused. According to a press release, Reagan says BSEAT was seeking "a simple gesture of recognizing cultural diversity in the work place."

Hicks, declined to provide specific numbers on minority staffers. Although the chief credit officer, Tony Torres, who has the ultimate say over all the lending practices of the bank, small and large, is a minority, he said.

He said First Gibraltar has received a rating of 1 from the Office of Thrift Supervision, which is the best the agency can provide for a financial institution. The institution also is planning to do a series of lectures at Paul Quinn College in South Oak Cliff. This fall, the S&L plans to have a scholarship in place at the college.

During this recession, it is difficult to completely fund programs, such as the reception Reagan asked the S&L to host, Hicks said. They have to contribute to some programs and is planning to discuss cultural awareness programs. On March 23, the institution met with a person who offers cultural awareness programs and training.

Hicks said a recent internal audit showed First Gibraltar awarded a significant number of vendor contracts to minorities. An outside consultant is helping the institution ensure that this will continue, he said.



Reagan, who also serves as chief spokesman for the Dallas chapter of the Southern Christian Leadership Council and the Fort Worth branch of the National Association for the Advancement of Colored People, called First Gibraltar's actions small concessions. In his opinion, they have totally refused to comply.

Recently, First Gibraltar set up a number of security check points at its Las Colinas location to deter Reagan and his supporters from entering the building. Hicks said the new security is not related to Reagan's protests.

"It's more of an inconvenience to their customer's service than a means of stopping us," chuckles Reagan. "What's never mentioned is how they (picketed institutions) will hound you down to offer you several thousands of dollars to have you look the other way and deter you from the real issues."

The area south of the Trinity River has historically had little or no banking facilities or lending institutions to serve the needs of the residents.

Two years ago, Common Ground, a public advocacy group, formed its own credit union to provide financial support for the community. Many people in West and South Dallas were dependent on liquor stores, pawn shops and check-cashing places to do their banking.

John Fullinwider, Common Ground's co-founder and executive director, said there are three areas that indicate discrimination in banking. The first is location, he said.

Last year, NationsBank, formerly NCNB-Texas, opened a branch in South Dallas. Bank One will be opening a branch sometime this summer in the same neighborhood.

"The second area where you can see discrimination is in your lending personnel, who tend to be primarily Anglo," Fullinwider said. "In your top management and board representation ... generally banking still tends to be white males."

The third area is lending practices, he said. Throughout the 1970s and well into the 1980s, in an area such as South Dallas, there were only a handful of mortgage loans made to residents.

"You can see the results," said Fullinwider, who also has been active in fighting housing discrimination in Dallas. "It's not just that a house is old. What you see is deferred maintenance, where home improvement loans were denied. Some of the oldest homes in the Dallas area are in the Park Cities area, but they are not in sub-standard conditions because [residents] are able to get home improvement loans."

In the 1970s, apartment developers and land speculators were able to secure financing to buy rental property in South Dallas, while residents were denied home mortgage loans.

"In effect, a poor person paying rent is paying off the mortgage of a rich person, who was able to get a good deal from the bank," Fullinwider said. "People who are living in those little frame homes in South Dallas have bought them three or four times ... for someone else."

"Economics and racism are tied together ... two links on the same chain," he said.

BSEAT's picketing is the "kind of aggressive citizen action that causes banking institutions to change their practices," Fullinwider said.

Continued on page 5

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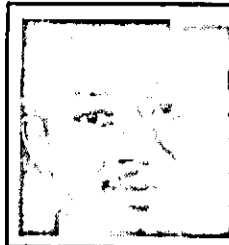
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# BUSINESS



Randy  
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Business Editor

## TEAM WORK CAN SOLVE COMMUNITY PROBLEMS TOO

By Randy Luster

As I attend meetings with community groups, churches, individuals and business persons, they all are seeking a solution to crime, education, unemployment, and lack of economic development opportunities in the community. Most people agree their individual efforts have produced very little. With a group of people working together to achieve a common goal, positive things can happen.

A team is a group of individuals coming together to work towards solving a problem, completing an objective and taking actions to continuously improving the system. Working as a team can result in improved communications, develop mutual trust in one another, create new opportunities, give our community a new attitude, and empower us to solve our own problems.

As the New World Order continues to take shape, companies in America are faced with more leaner and meaner competition. To stay competitive, companies are implementing Total Quality Management Strategies that includes sharing of resources and building teams. Team building is a means of sharing resources; making it effective in solving problems and producing positive business results. This strategy is being used to solve internal problems, strengthen companies where they are weak and could help in solving community problems that

we all want to help resolve as well.

Sharing of resource and development of teams is not a revolutionary concept. These concepts are used in athletic competition, the work place, and can be used to solve problems in the minority business community too.

Most of us have heard "two heads are better than one", and "there is strength in numbers". Let us begin to combine our efforts and put individual pride aside for community pride. Trade in personal greed to plant a seed that will lead to economic empowerment. I appeal to the leaders of MON, The Dallas Weekly, Dallas Examiner, Post Tribune, and any other small community based paper to take the first step. Let us join forces and share resources to better serve our readers and give the community the ONE great paper it deserves.

Imagine all the small papers coming together and start producing a daily paper that is truly sensitive to its readers. Imagine the Minority Business News beefing up the Dallas Weekly's business section. MON expanding its community news and devoting more efforts to seek economic opportunities. Imagine another news paper in Dallas with over a 100,000 daily subscribers. Imagine us coming together as ONE.

Recently, International Business Machines Corp. announced it has chosen Texas Instruments to assist it in establishing industry standards for multimedia personal computers. TI was selected because of its ability to design and manufacture microprocessors and IBM will provide its personal computer expertise.

As a result of this, TI is expected to develop microprocessors to be sold as standard product to all personal computer manufacturers. This is one example of many companies sharing resources to create opportunities and become more competitive. We can use these same ideas, transplant them into our community involving minority businesses, and achieve the same success. Please contact Randy Luster at (214) 492-8724 for questions and comments.

## NATIONAL ASSOCIATION OF TELECOMMUNICATION PROFESSIONALS (NATP)

By Anne Gaines and Susan Lee

The National Association of Telecommunication Professionals is an organization whose nucleus is made up of Telecommunication professionals as well as professionals in other technical disciplines. NATP was organized in 1990 to identify and develop networking opportunities for the Telecommunication Professionals.

The focus of NATP is on accomplishing a number of goals, including the resolution of issues between and among industry and community members at an individual level. Their goals include a workshop on Workforce 2000, and the implementation of Diversity Management Programs. Also, NATP expects to open the doors of opportunity for participation and involvement in meaningful community activities.

NATP is involved in various community activities and programs such as the African-American Museum of Life and Culture and the Inner city Economic Development Corporation. They will also be conducting a job fair during the month of April or May of this year.

In addition to professional development, NATP takes an active role in personal development and fulfillment. Individuals are encouraged to assume responsibilities and positions that will promote development of skills that they are not exercising in their current occupations or activities.

NATP believes that there is an absolute requirement to achieve a

fundamental mind-set change, recognizing that it must begin thinking, planning, and acting TODAY, in terms of the restructured global environment of the year 2000 A.D. With this vision, the organization expects to complete a three-phase approach over the next several years.

Already in its third and final year of phase I, NATP anticipates very challenging and rewarding opportunities in the phases to come.

The challenges for the year ahead will be managed/directed by NATP's newly elected officers and members. Installation services were recently held at Southern Methodist University for the governing body of NATP. Officers are as follows:

Chair	Clifton Miller
Vice Chair	David Adams
Secretary	Hassan Pruitt
Treasurer	Tracey Ferguson
Communications	Marsha Jackson
Convention Planning	Margie Brown
Finance	Tracey Ferguson
Information Management	

	Mary Ann McPhaul
Membership	Denise Wilkerson
Professional Development	Leon Prather
Public Affairs	Dorothy Brooks

**NATP MEETING:**  
Date: Third Thursday, each month  
Place: Southern Methodist University - Caruth Hall Room 128 - Thompson Seminar Room  
Time: 6:00 pm - 8:00 pm

If you are willing to begin thinking, planning, and acting TODAY in terms of the restructured, global environment of the year 2000 A.D., then NATP is for you. For membership, please contact Denise Wilkerson at (214) 464-4412.



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Attorney at Law

## Mediate Your Disputes

Would you like to avoid a trial at the courthouse to resolve a dispute or legal matter? Mediation can give you that opportunity.

Mediation is an alternative dispute resolution (ADR) process that is designed to provide private, fast efficient and reasonably priced settlement of conflicts. It is being utilized increasingly by people and organizations to find workable solutions to all types of conflict. The process can be less time consuming and costly than court litigation.

Mediation involves an independent third party, who is trained to facilitate communication and decision-making, working with the disputing parties to achieve a mutually acceptable resolution of the issues. The independent third party, known as the mediator, does not act as a judge and all decision-making ability remains with the parties. Rather, the mediator enables communication and problem solving through his ability to work with each side, owing to his neutrality.

For example, a couple who cannot resolve by themselves the issues of child custody, child support, division of community property and/or division of community debts, may choose to utilize the mediation process to find solutions that meet their family's special needs. Or, a person injured on the job or in an automobile accident may choose to handle the questions of damages and liability in mediation, which can offer confidentiality and the opportunity to determine solutions that are tailored to fit individual needs.

In the business area, all types of disputes, including commercial transactions, contracts, and employment relationships can be resolved in an informal setting that allows maximum flexibility and opportunity for good business decisions for problems.

What happens in a mediation?

Typically, each party with or without an attorney meets with the mediator in what is known as joint session and then the mediator meets in private alternatively with each party. The mediator facilitates the communication process between the parties by assisting the negotiations of the parties and helps the parties find solutions.

The disputing parties may elect to utilize mediation before or after filing of a lawsuit. This is called a voluntary mediation. Or under state law, judges may order a lawsuit to mediation. This is called court-ordered mediation. If the mediation is successful, a settlement agreement is usually signed by all parties and the proper court documents are submitted. If the mediation is unsuccessful, the parties are able to continue to trial. Either way the parties are better off.

A mediator is forbidden by law from disclosing any information given to him in confidence by a party to a mediation and the mediator may not come to court as a witness for any party.

Is mediation successful? In most cases, the answer is yes. Mediation has been utilized successfully in virtually every type of legal dispute.

Getting into mediation is simple. Mediation services are available from a wide range of sources, including non-profit and profit. If you think mediation might resolve your dispute, you should discuss this matter with your attorney, or consult your business phone directory.

Brenda Thompson  
(214) 363-1022

BSEAT continued from page 3

The federal Community Reinvestment Act of 1977, pushed through legislation with the help of the Association of Community for Reform Now (ACORN), provides leverage at the bargaining table for community groups, such as BSEAT. If a lending institution violates the CRA, it can be denied a permit by a federal regulator.

Elizabeth Wolff, western regional director for ACORN, says the CRA has many banks "running scared".

Both NationsBank and Bank One have implemented programs to better serve the community because of CRA, says Wolff. ACORN has been instrumental in forcing financial institutions to make public their lending records and then initiating changes.

Before NationsBank was created, its predecessor NCNB and C&S Sovran, were reviewed by federal regulators. As part of the merger, the bank agreed to supply loans totaling \$10 billion over the

next 10 years to low and moderate-income individuals.

Wolff encourages customers to write to a lending institution if they have a problem. "Ask that the letter be put into their CRA file, and send a copy to the bank's federal regulator," she said. "That way, a track record - good or bad - can be established of their lending practices."

BSEAT's Reagan is seeking the community's support in his efforts to instigate change at First Gibraltar.

"Do not support corporate apartheid. Divest Now!" says a press release that is given to the S&L's customers. "Move your account now!! Don't compromise the future of our community (Our Children)!"

BSEAT - (214) 371-7710

April 8, 1974  
Henry Aaron breaks Babe Ruth's  
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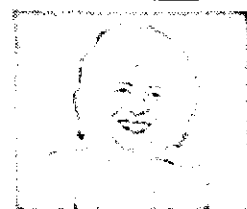
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# Profile: Judge George Allen

By Cherita Montgomery

The adjectives flow best from those who knew him well. George L. Allen Sr. was concerned, even-tempered, kind, manipulator and a thinker.

"George L. Allen ... was by far the most interesting person I've ever met," says his oldest son, George Jr., "not just because he was my dad, but because he did so much for the public; Not so that he could be given credit for it, but because he genuinely cared for people. He was a public servant all [of] his life."

Allen Sr. served the Dallas County community for about 50 years. First he served as a businessman, who sought to improve the plight of African-Americans. Then as the first African-American City Councilman in 1969 who sought the betterment of Dallas through racial diversity and equality. Before his death in 1991, he served as a justice as of the peace who corrected things that were wrong.

In between and during the stints of public service, Allen Sr. also was the ultimate volunteer who served on several community organization boards.

The Dallas County Commissioner's Court, in honor of Allen's service and dedication to the city of Dallas, recently named the white courthouse on Commerce Street the George L. Allen Courthouse.

Even in his death, Allen Sr. was a trailblazer. The downtown building is the first to be named for an African-American.

"My only regret is that he wasn't here to be a part of it," said his widow, Juanita Allen.

Longtime friend R.C. Hickman, a noted photographer, heralds Allen as the "greatest black man in the city of Dallas." "He was very much a living legend if there ever was one in Dallas," he said. "He served on the City Council very effectively and was highly respected in this community."

"If he wasn't as great a person as he was, there surely would not be a courthouse named after him today," said Hickman, who has been honored for his many years of covering the black community through photography.

The courthouse is not the first nor the only building named in Allen's honor. In 1984, the Texas Southern University Board of Regents renamed its School of Business Building the George L. Allen Building. The regents were honoring Allen's 25 years of faithful service as chairman of the board of directors.

Allen was born in 1908 and reared in New Orleans, La.

In 1938, he enrolled by mail at the University of Texas at Austin, even though African-Americans were not allowed to attend. Allen, who had a fair complexion, attended college for 10 days before officials discovered he was black.

He was called to a professor's office and told to leave because Texas law prohibited "colored and white students" to attend the same school.

A 1987 article in the *Alcalde* magazine, the UT Austin alumni publication, says Allen threatened to sue the school on behalf of African-American's right to a higher education with the backing of the National Association for the Advancement of Colored People.

Within nine months, the Texas Legislature had voted to create a program that would provide funds for African-Americans to attend college out-of-state.

At the time, Allen already was an established businessman. He was employed as a district manager for Excelsior Life Insurance Co.

Allen received his undergraduate degree in business administration from Xavier University in Louisiana. He later attended Southern Methodist University's Institute of Insurance Marketing and the University of Southern California, School of Business. He held honorary degrees from Bishop College and Texas Southern University.

"Judge Allen believed education was the most important thing for us as a people," said his youngest son, Arthur Allen. "That may be why he tried to go to the University of Texas."

A scholarship in Allen's name has been established at St. Anthony's Catholic School in South Dallas. Arthur, who is a member of the school's board of directors, said the fund is a fitting tribute to his father.

"If a child really wants to attend school at St. Anthony's and get a good education, all they need to do is ask," said Arthur Allen, who owns a financial company in Dallas. "We at St. Anthony's would like to educate our next generation of kids. That's what I'm about and that's what Dad was about."

The more money contributed to the funds, more students can be helped, and the school can stay on stronger financial ground, he said. The scholarship is offered on a first-come, first-serve basis, Arthur Allen said.

Before joining the City Council in 1969, Allen initiated several business ventures. Among them were George L. Allen and Co., an accounting firm in 1945; Southwest School of Business in 1950; and Great Liberty Life Insurance Co. in 1955. Friends and family say the businesses flourished under his direction because he tried to help others.



Dallas City Council 1972



Left to right: Dolph Briscoe (former Texas Governor), Judge George Allen, John Conally (former Texas Governor) and Lee Daniels (former Texas Governor).

"George was very instrumental in helping me get at \$10,000 life insurance policy," said Hickman. Back then Negroes didn't write policies to other Negroes for over \$2,000. As a personal favor to me, he contacted one of his white colleagues and explained to him my situation," he said.

Allen used his business acumen to initiate several ordinances and programs when he served as a City Councilman. During his four-consecutive terms, he worked to ease racial tensions in the Dallas area.

His achievements as a councilman included:

- Introduced and adopted a Civil Rights Ordinance providing public accommodation for all citizens in every class and type of business establishment.

- Introduced and adopted an ordinance to relieve air pollution from automobile exhaust emissions by phasing out leaded gasoline.

- Authored and introduced resolutions in the City Council, which resulted in the Texas State Highway Department reversing its position and plans to build Interstate 45 as an elevated highway through the Spence Community in South Dallas.

- Introduced and had adopted an Open Housing Ordinance aimed at removing discrimination in the rental,

sales and financing of housing because of race, color, religion or national origin. It also guaranteed free access to housing for all citizens in every part of Dallas.

- Sponsored and campaigned vigorously for the adoption of a "head tax" on airline passengers using Dallas Love Field.

- Authored and sought adoption of an Earnings Tax Ordinance, a measure to tax commuters using Dallas' public services. A similar ordinance has been discussed by other City Councils as the suburbs continue to prosper and Dallas declines.

"My father was a strong believer in raising funds to help African-Americans in Dallas," said George Allen Jr who works in the Investigation Branch of the U.S. Department of Health and Human Services. "This was his motivation."

"He sought to tax white policemen, firemen and others who worked for the city of Dallas but who lived in Fort Worth, Richardson, Duncanville and other cities in the Dallas area. He [wanted] to put the money back into poverty programs. Of course the Council threw it out and wouldn't allow it to happen. But they are talking about it again now, and that's 10 years later."

Continued on page 7



George Allen sworn in after appointment to Dallas City Council 1969.

Allen continued from page 6

Allen was appointed to the Justice of the Peace, District 8 position in 1975 by Roy Orr. He later won election and served 3 terms.

There he met his second wife, Juanita, who had worked for him 12 years. Their friendship turned to love and they were married in 1988.

Mrs. Allen characterized her husband as an even-tempered man. "He said it was called self-discipline," she said.

He was trying to help others, she said. Once a young lady who was in his court said her lights had been turned off because she couldn't pay the bill. Allen gave her the money out of his own pocket, she said.

Aside from all of his business endeavors, Allen remained family oriented, she and his four adult children from a previous marriage say.

"He was an excellent father, loyal husband and a great provider," said George Allen Jr. "He taught us to respect and honor the family -- women in particular -- [and] to think before doing."

"Back then if your kids got into something socially defined as wrong, it would be a direct reflection on the parent and possibly indicated a lack of discipline in the home," he said.

"We wouldn't dare take a chance on getting caught because we knew that it would more than likely disrespect my mother and father."

Hickman said Allen was the key initiator of many vital programs here in Dallas, and we will continue to see and feel the results of his actions as a faithful servant to African-Americans in this city.

**April 2, 1984**  
Coach John Thompson of Georgetown University becomes the first Black coach to win the NCAA Basketball tournament.

## The Ronnie Robinson Award

The Ronnie Robinson Award created to encourage, motivate and inspire excellence in educational growth in low income and poverty-stricken environments, was presented March 13, to Daniel Chappie James Elementary School. In a ceremony held in the school's auditorium, Thurman Jones, MON Publisher, presented the awards to ten deserving students.

The school received \$100 which was divided between each student. In addition to the cash prize, each winner received a medallion and a pair of Reebok athletic shoes. Nominees for the award received a ten dollar gift certificate for the purchase of a book at the Book Bazaar in Oak Cliff to encourage reading among the African-American community. Fourth grade teacher, Cynthia Rowe, also honored at the ceremony received a fifty dollar cash award.



Marilyn Calhoun (Principal), Ronnie Robinson, and Thurman Jones (Publisher MON) congratulates winner

The award's programs, sponsored by Robinson and a team of volunteers, allow students to compete for prizes in spelling, computer skills and speed reading contests.

In its first year, the program included nine schools.

"By the end of the 1992-1993 School Year," said Robinson, "we anticipate having a total of 18 schools in South, East, West and North Dallas."

Current participating schools include St. Phillip's, Colonial Learning Center, H.S. Thompson, Charles Rice, Jose Navarro, Phyllis Wheatly and D. C. James.



Left to Right - Ronnie Robinson, Joyce Robinson and Searna Haron

"With the change in demographics," he said, "a great portion of workforce 2000 will come from low-income families. For that reason we seek to make academics our nation's top priority."


The question was asked, who is responsible for the academic growth/improvement of the students?

DISD Superintendent, Marvin Edwards answered, "It is up to everyone in the community. The entire community must be held responsible."

MON fully supports the programs of the Ronnie Robinson Awards and its efforts to provide greater educational opportunities to African-American students. For more information on award criteria, contact Ronnie Robinson, (214) 340-5336.



Back Row Standing - Thurman Jones and Ronnie Robinson; Jimmy Williams, Dorshema Ambrose, Cassandra Williams, Beunna Taylor, Denise Curtis, Monica Thomas, Bobby Montgomery, Margarita Parra, Blanca Santos, Antonio Medellin, Jr. and Duvo Smith



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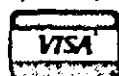
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(Drawing to be held 6/1/92)

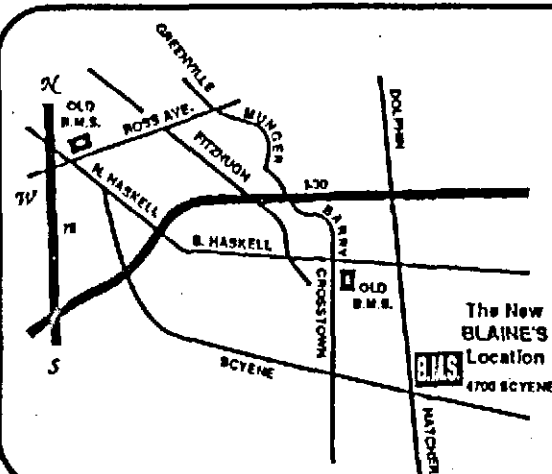
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Blaine's Motor Supply, recognized as a friend to the community, is known to hire unskilled workers, train them at an entry level, and present an opportunity for those workers to move upward in the company.

Taylor said he has experienced low turnover in staff, and has grown to employ over 100 people.

"This company continues to prosper," Taylor said, "because of the

rising prices of new cars. Our customers are opting to rebuild their motors and drive their cars longer."

Taylor also plans to launch a mail order program to market its products nationwide. He projects this venture will bring an additional fifty jobs to the area.

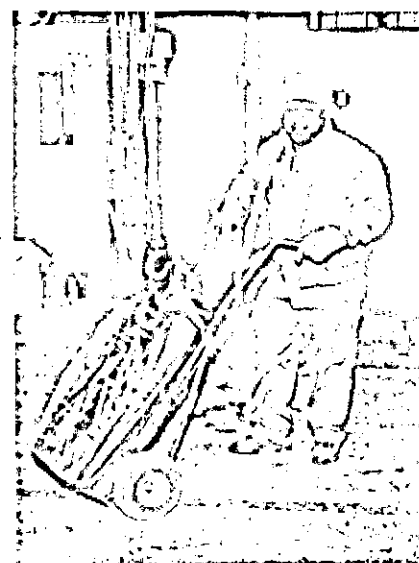
Blaine's Motor Supply, Inc., one of the largest of its kind in the southwest, re-builds automobile engines, as well as grind crank shafts and cam shafts.



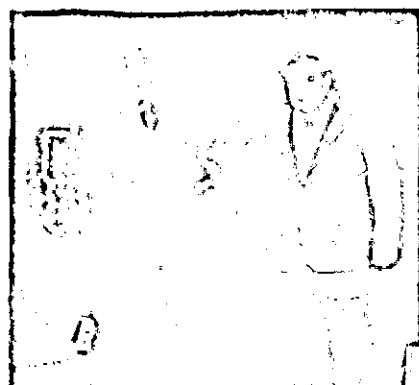
Taylor Family - front to back: Bertha (wife), Judith (daughter), Blaine, and Tim (son)



Mr. Blaine Taylor, President and CEO



Little John, 5 year employee



Mr. Willie Rivers, Owner of Core Supply (parts supplier), shakes Blaine Taylor's hand upon completion of deal.

## Community College: An Excellent Choice

By Juanita Austin

The community college, frequently referred to as "the people's college", is appropriately labeled because among its many missions is the charge to respond to the *unique* needs of the community being served. Besides the generally stated advantages of attending a community college—smaller classes, personalized instruction, support services, developmental classes, leadership development and lower tuition—community colleges offer an environment which promotes student success. Within the context of the mission statement is a commitment to create an environment which will help people: to live creative, humane, ethical, healthy, and sensitive lives; to recognize, accept, and encourage differences in personal, racial, ethnic, and cultural backgrounds; to acquire the skills necessary for earning a living in a way that will promote the general welfare; and to prepare for beneficial use of leisure time.

Community colleges offer many degree and certificate programs in business, social sciences, physical sciences, arts and humanities which can lead to the associate or baccalaureate degree. Because articulation agreements are signed with four-year colleges and universities, courses transfer from the community college to the receiving institution and count toward degree credits there. The community college is accredited by the same accrediting agencies as public four-year schools; therefore, you will receive quality education at a community college.

Although the tuition is generally much lower at community colleges than at four-year colleges and universities, financial assistance is available to

students. In addition to grants, scholarships and college work-study, students may earn money by working for the college through the student assistant program. The rate of pay for student assistants generally exceeds minimum wage and will accommodate the students' class schedule. By working as a student assistant, students earn money, attend class, and gain valuable work experience.

Community colleges offer many opportunities to acquire leadership skills. Student organizations, cultural activities, field trips and in-class exercises encourage students to assume leadership roles. Once acquired, leadership skills will transfer into other aspects of professional and personal life.

If you want a quality education that is student-centered, close to home and offered at an affordable price, then the community college is an excellent choice.

Juanita Austin is dean of Developmental Education at Collin County Community College.

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## Lane College Alumni Association

The Lane College Alumni Association, DFW Metro Chapter, was recently organized. Composed of Lane College graduates and friends, the organization meets monthly. For additional information, please contact Willie H. Deberry at 255-4878 or Thomas McCorvey at 241-1100.

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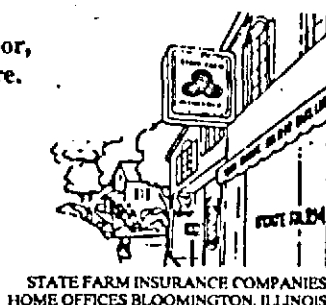
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## Brown Beats the Odds

By Agaitha S. Richardson  
Staff Writer

In the turmoil of the 60's, when many African-Americans demonstrated for the right to be, Ken Brown was forging a path for many brothers and sisters to follow. Ken Brown was successful through sheer determination to be a winner, and leave behind the cotton fields in Plano, as a distant memory.

Many doors that are now open in corporate America (and by the way, slowly closing again) came about by the efforts of men and women such as Ken

Brown. Brown and others have passed the baton to this new generation.

As president of not one, but two successful businesses in the metroplex, the question one may ask is, who is Ken Brown? Ken Brown is a trailblazer! He is the president of ADCO DeCal Co. and Quality Electronic Hardware (Q.E.H.) located at 1313 S. Shiloh Rd., Suites 103 and 104, Garland, Texas. Mr. Brown's daughter, Kennaria Brown, is the manager of operations and sales of ADCO DeCal Co.

Mr. Brown is a Dallasite who spent his high school years at Manual Training High School in Muskogee, Oklahoma, which is one of the premier

high schools in the country. He earned his Associate's degree from Pace University in West Chester County, N.Y. and his B.S. degree from Syracuse University, N.Y. During this period, he also served in various positions at I.B.M.

Let us review his track record: it was Mr. Brown who:

- \* served in the military as the 1st Black assistant to a Jewish chaplain
- \* 1st Black field service technician in the office product division (I.B.M.) in the southwest
- \* served as 1st Black president of (I.B.M.) employee club (approx. 2400 employees at that time)
- \* 1st Black Field Manager (I.B.M.) in

Houston

- \* 1st Black Branch Manager at the age of 26 (I.B.M.)
- \* 1st Black Senior Manager, (I.B.M.) Lexington, Kentucky
- \* 1ST Black Regional Manager, (I.B.M.) Lexington, Kentucky

After reviewing Mr. Brown's past achievements, it is enlightening to meet this man who is at ease discussing the art of doing business and/or obtaining defense contracts with giants in the business, i.e. Bell Helicopter, General Dynamics, Texas Instruments, Lockheed and Varo. Q.E.H., basically, has two

Continued on Page 11



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## WORKFORCE 2000 FROM AFFIRMATIVE ACTION TO AFFIRMING DIVERSITY

By Susan Turner Lee

In its original intent, Affirmative Action Programs were put into place over thirty years ago for several reasons. Most importantly, to eliminate widespread racial, sexual and ethnic prejudices. While affirmative action will inevitably die a natural death, its achievements, however, have been great in many areas.

While Affirmative Action Programs are dying, we find that prejudice not only ceased to exist, it has suffered. With most American companies now made up of progressive employees, these prejudices are deeply suppressed and sometimes do interfere with the hiring process.

Many corporations are still wary of women and minorities, but are realizing that they offer them qualifications and education which are being placed over nationality or sex. Affirmative action is intended to give managers the opportunity to correct injustices, mistakes or an improper ratio of women and minorities.

Companies are worried about productivity and profit and are well aware that women and minorities represent a disproportionate share of the undertrained and undereducated.

We find that women and African Americans who are seen as having the necessary skills and energy can get into the work force relatively easily. It's later on that their managers' inability to manage a diversified office hobbles them and the companies they work for.

While Affirmative Action Programs are being played down, the problems that managers and corporations are having is managing women and minority employees. Corporations are finding themselves hiring consultants to educate themselves as well as minorities entering the work place.

Before such seminars ceased to exist, managers feared from diversity as it was perceived as a "lowering of standards". By educating their employees on various ethnic cultures, the managers' grip on an employee's spirit and desire to excel will soon be eliminated.

In creating these changes, affirmative action has had an essential role to play and played it well. In many companies it still plays that role.

For more information, questions or comments, contact Lee's Personnel Service, Inc. at (214) 323-3223.

Brown continued from page 10

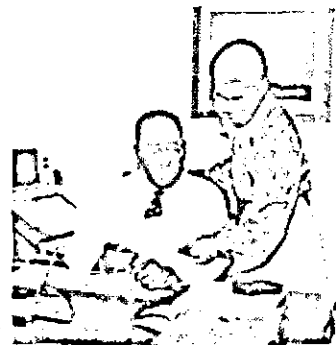
product groups or categories. Q.E.H. sells fastener products and electronic hardware. Fasteners, in our marketplace, may be described as any item or device that is used to hold a part, subassembly or product together, such as nuts, bolt, screws, washers, rivets, eyelets, clamps grommets, clevises, rods and adhesives. The application of these products range from computers and household appliances to space vehicles. Q.E.H. customer base is largely defense contractors, the administrative, quality control and record keeping requirements are enormous.

The requirement for quality control is supreme. It is for this reason that a defense related manufacturer will source from a distributor as opposed to buying direct from the manufacturer. The distributor has the responsibility of filtering out potential.

He acquired Q.E.H. in January 1990 and ADCO DeCal in July 1991. ADCO DeCal is the 2nd oldest decal manufacturing house south of Chicago. It is 38 years old.

His entrepreneurial ventures occurred directly following a downsizing at Data General, his last place of employment. At that time, he said that the one of his goals was to be a wholesale distributor.

Mr. Brown said, "One thing that influenced me was a good friend who was very successful in Chicago in wholesale. I wanted to be able to target products to government entities and large companies, because all these entities respond to pressures of affirmative action. Wholesale distribution was the best fit for my predetermined criteria."



Ken Brown, seated, and his daughter Kennaria.

He explained that affirmative action pressures were enforced prior to the pre-Reagan years. Mr. Brown explained the environment before the pre-Reagan era. "What we had was a very strong affirmative action, not only for purchases, but for inclusion of minorities into the corporate structure, as employees or as owners. There were forces making that happen in the 70's. The set-aside was really working."

Mr. Brown illustrated his point by using Chicago as an example. He said, "Let us focus on a major contract working, such as \$100 million. The large companies could set-aside legally a portion of the contract, and let minorities bid for that contract prior to legislative changes. Companies cannot set-aside, cities cannot set-aside, so what you get is the small business going head to head, with the largest business in his market place."



QEH Employees: Virginia Frazier, Ken Brown, Kennaria Brown, Sherry Vance and Dennis Morris

Whenever large companies and small companies bid for a contract, the smaller companies will lose the contract."

He concluded that, "With the Bush administration being anti-affirmative action, it sends a signal that says to a company, you are not going to be too closely scrutinized, if you don't pay particular attention to minority owned business or minority employees. That's how the environment changes with the administration."

In November 1990, Q.E.H. was awarded a contract in excess of one million dollars from a major defense contractor. With contract in hands, Mr. Brown was unable to secure a bank loan to finance the contract. This is when he truly began to experience the realities of being a small business. Ethnicity was a factor to some



ADCO Employees: James Bennight, Dore Bennight, Ken Brown and Kennaria Brown

extent, but being a small business was the primary factor. With assistance from the defense contractor, Q.E.H. secured financial support for a smaller portion of the contract. With this contract as a base, Q.E.H. was able to have a successful year in 1991, the second year of operation.

He stressed that in order to learn what's going on, you must be involved. Minimal involvement is reading the newspaper and listening to the news. We must become involved in influencing the decision-making process wherever you are and that is by voting.

Mr. Brown manifests his sense of commitment to others by being active in many civic and community organizations. Truly, a trailblazer. He and his wife, Mildred, have two lovely daughters, Kennaria and Kyria. You may contact Mr. Brown at (214) 487-1483 or (214) 272-0789.

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NEWS continued from page 2

## Journalism Workshop

Texas Christian University (TCU) Department of Journalism is sponsoring an urban journalism workshop, designed to introduce all phases of the news media to minority students in the Metroplex area, on June 7-19 at TCU. The students will hear presentations by media representatives from the Dallas-Fort Worth area and produce a newspaper using electronic equipment. Mercedes Olivera, TCU mass communications instructor, is directing the workshop.

The Dow Jones Newspaper Fund Inc., the Fort Worth Star-Telegram, and the Dallas Morning News are funding the workshop. For additional information and application forms, contact Olivera at TCU Journalism Department, Box 32930, Fort Worth, 76129, or call (817) 921-7425. The deadline for submitting applications is April 17.

## Holmes to Voice Concerns to Regents

Rev. Zan Holmes, a University of Texas regent, has promised to aid Black leaders by voicing their concerns to the board of regents in April about the absence of African-American candidates on the list of University of Texas at Arlington (UTA) presidential candidates to replace UTA's retiring president.

Prior to the board of regents meeting, Holmes plans to arrange a meeting between coalition leaders and Louis Beecherl, board of regents chairman.

## Blair Writes Second Book

William Blair, Jr., publisher of Elite News, has written his second book titled The Dallas "I" Know II. The book presents a pictorial history of the Negro in Dallas. A host committee unveiled the book at Peoples Baptist Church in Dallas on February 28. For more information, call 372-9969 or 376-6500.

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but will train.

**NATIONS BANK 411 N. AKARD**

Publisher continued from page 2  
the minority media. Now, I am not  
suggesting that all of us should join  
collective forces in producing one  
publication. However, to the extent that  
we can work cooperatively to help the  
advertising firms and corporate  
advertisers in our area to understand the  
importance of reaching out to the minority  
community, it is incumbent upon us to  
support our collective needs.

Likewise, it is also very important  
that we inform you, our readers, of the  
support that has been expressed by our  
advertisers and to encourage you to utilize  
these firms. Of course, we shall always  
attempt to promote the support of African  
American owned firms and particularly  
those that advertise in the Minority  
Opportunity News. It is also important  
that you know that many of the major  
corporate sponsors which advertise in our  
firms have displayed a level of interest  
and support which justifies your  
purchasing consideration as well.

Unfortunately, in the midst of our  
efforts to expand our scope of services to  
the African American community, we  
often find that we are our own worst  
enemies. To this extent I specifically  
refer to two factors. First there are a  
number of individuals, who work as the  
advertising directors at corporations and  
advertising agencies in our area, that  
belittle the contribution aid minority press  
can make to their overall marketing  
efforts.

Publisher's commentary continues next  
month