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Minority Opportunity News

VOLUME 2, NO.10 2730 STEMMONS FRWY. STE. 1202 TOWER WEST, DALLAS, TEXAS 75207 OCT. 1993

YEP

**Minority contractors
strike out getting
contracts at The
Ballpark in Arlington**



OUT!



Stop the Noise

Rev. Derrick Harkins decries
the profane lyrics of rap music
spilling over the airwaves

Banking Breakthrough

Guaranty Federal Bank
makes pact with community
leaders



**From the
Publisher
Thurman Jones**

Jurassic Park on MLK

I am sure that a number of you and your families enjoyed the summer blockbuster hit Jurassic Park. In this science fiction tale, scientists were able to reconstruct living dinosaurs from the remnants of eggs found here long ago. As you may also know, the plans that these same scientists laid down to exhibit these ancient monsters went afoul and all havoc broke loose shortly thereafter. In the end, the story made the point of how dangerous it is to try to control forces that we know so little about.

The theme of this movie made me wonder about how those "forces" within the African American community are currently being addressed. Most notable among these areas is economic development, the delivery of social services, and a concerted effort to consistently address issues of civil rights for African Americans. One need look no further than our own Martin Luther King Boulevard to try to examine our communities responses to these areas of need.

As we take a stroll down Martin Luther King Boulevard some interesting questions seem to arise as it relates to the issues I have raised. For example, as we start at Fair Park I wonder whether or not the African American community—even in 1993—have full access and utilization of the resources that exist on this premises other than during the month of October. As we look at Starplex, the museums and the use of facilities themselves, somehow the question seems to arise whether Fair Park is still the best kept secret in the Black community.

As we continue down Martin Luther King we come to the Martin Luther King Center. This city owned property exists as a point of referral and assistance on a whole variety of social and health related concerns. Even here though I wonder as to whether there has been a survey of the community within any recent period to ascertain what current needs are. Are there attempts underway to upgrade quality of services that are provided to the citizens of the South Dallas community? Are there additional services and programs that the MLK Center might be

able to provide to more adequately address both issues and opportunities within the community?

Not too far from this location is the home of the Dallas Black Chamber of Commerce. I have raised—and continue to raise—a number of questions relating to the effectiveness and basic energy exerted by the Chamber to address and represent the concerns of African American owned businesses. In a time when not only do we have to compete against majority firms for business, but we also face increased competition from other "minority groups," it becomes ever more important that the Black Chamber serve as a focal point for our response and initiatives to economic development. I noted with some interest the hosting of the National Organization for Black Chambers about a month ago. Except for this one event, it was the last time in a long time that I have seen the name of the Black Chamber in the paper other than advertising for yet another function to raise monies.

A third and equally notable stop on our tour of Martin Luther King Boulevard would be the Offices of the local branch of the NAACP. As the National Organization undergoes revived leadership under Dr. Ben Chavis, I wonder how much, if any, of this same energy is going to be experienced here in our Dallas affiliate. Other than a flurry of conversation that arises during their elections, what issues are really being addressed consistently by the NAACP? Surely, there are a number of civil rights issues both on an individual and collective basis that the organization could approach. However, when was the last time that you have seen a press conference held by the NAACP in response to a local issue, what programs do you see the NAACP marshalling to bring to the forefront within the African American community?

Now before you take out your pens to write me long letters criticizing me for having the audacity to raise issues regarding these beloved institutions, let me first ask that you sincerely consider the questions that I have raised. As I have stated previously, there is probably no better time than the present for us to have a consistent and effective voice to deal with those many concerns that we face in our community. If we cannot look to these institutions to assist us in this regard, then who in fact can we turn to?

Perhaps a review of these questions may shed some light on the theme for this article. I suspect that you will agree that Jurassic Park isn't the only place you'll find dinosaurs.

In The News

Publisher Launches African-American Literary Review

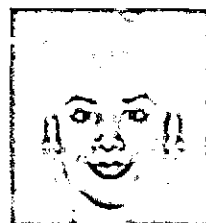
Publisher John R. Posey unveiled a new publication aimed at providing a quarterly forum for book reviews, authors, news and issues that affect African-American literature.

The "African-American Literary Review" (AALR), is a well-written, lively publication that will premiere detailed reviews of such works as "The African in Me" by Howard Gordon, "South of Haunted Dreams" by Eddy L. Harris, "Black Women in America" edited by Darlene Clark Hines and many more.

Copies are \$3.50 or an annual subscription of \$12. Phone orders (817) 429-6150 or (817) 334-0106. Fax requests to (817) 336-7527. Write to: AALR, 5381 LaPaseo, Ste 105, Fort Worth, TX 76112.

Paul Quinn's new Public Information Coordinator

Paul Quinn College has appointed Maria Flippen as the new Public Information Coordinator. Her



office will handle all external and internal media relations.

Mrs. Flippen will work closely with the university president to help disseminate information to the press and public. To reach the Public Information Office call Dr. B.B. Robinson at (214) 302-3513 or (214) 302-3502.

NationsBank hires new manager



NationsBank has named Rudy D. Hickman as manager of NationsBank Mortgage. He will be responsible for expanding the Oak Cliff/South Dallas territory and hiring and managing new sales associates dedicated to the area. Hickman worked as director of

Loan Counseling for ACORN. During that time he managed the Homebuying, Credit and Budget Counseling programs for Dallas.

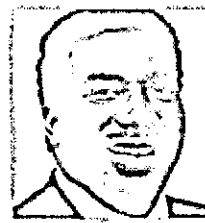
DTC Appoints Artistic Associate

Jonathan Moscone has been appointed as Artistic Associate of the Dallas Theater Center. He is a recipient of the Drama League Director's Project Fellowship and has served as Artistic Director of the Yale Cabaret.

Moscone's duties will include local casting, running DTC's internship program and working closely with visiting artists and the production staff.

For more information call (214) 526-8210.

Sen. Royce West Recognized



Senator Royce West received the Texas Senate Distinguished Political Achievement Award during the BOSS VI '93 conference on September 23-26 in Austin.

West was recognized for his achievements during the 73rd legislative session which included the introduction and passing of 13 bills relating to Historically Underutilized Businesses (HUB's).

In addition, West was recognized for his efforts in derailing legislation that would allow Texas to carry weapons openly in holsters.

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Watch your back

Before you get the wrong idea, I am Black and I am proud to be Black. I have dealt with racist treatment by Whites and I hated it. However, I have recently experienced probably the worse on-the-job wrath there is — Black on Black opposition. It catches you by surprise.

I work for a municipality and before accepting this position, I worked in a predominantly White business environment. It was not easy, I might add. Soon out of college I had to deal with racism in the workplace and it caused me to become very bitter.

I told my girlfriend that the next place I plan to work will be "mostly Black", because I was not dealing with the racist crap anymore.

My girlfriend warned me to be careful. She said, "Girl, you'd better watch out. At least the White corporations have a rule book that they're supposed to follow. But with us (Blacks) we tend to make up the rules as we go along." She was right.

When I first stepped foot in this office, I was thrilled to see the many Blacks that held good positions. I was not concerned with whether or not they had formal education. Neither was I concerned with their personal lives, or relationships. To me what mattered most was having the opportunity to work in a predominantly Black environment. I thought everything was finally going to be alright.

Unfortunately, my Black female co-workers were not exactly thrilled to meet me. The Black men, however, were much more receptive. I am one of the most down-to-earth people one can ever know. Yet I felt the tension among the women; so in addition to my daily responsibilities, I made it my job to break down one wall at a time. I felt that once they got to know me, everything would be alright.

Another problem, I am an open book. I love to talk and I have no problem talking about myself. Even when I am discussing something that's not so positive. I guess I was thinking that if I opened up and showed a less than perfect view of my life these "people" would see that I am human. Not "stuck on myself."

What a mistake. If I have not learned anything else, I have learned that it is best not to discuss ANY aspect of my feelings, personal life or

passing thoughts with Blacks in my office. They tend to smile; give an understanding ear; and when it is convenient, twist the information and use it against me.

My job also put me in contact with influential Blacks who also had criminal records. I learned to avoid them because I realized they were seeking out revenge. What happened to good ole basic ethics? What happened to brotherly and sisterly love? Thank God I had proved my abilities. Or else these rascals might have had a chance to discredit me. Then they would have seen a side of ME that would have looked all too familiar to them.

I am happy that more and more Blacks have job and/or career opportunities. But we will never overcome if we keep stabbing each other in the face. No, not the back — the face.

Consistency is the problem. Either you like me or you don't. Do not speak to me and smile in my face one day and have a "funky attitude" the next. Working in a White environment, I never encountered "funky attitudes." I guess it is not professional and that is why you did not see it often — if at all.

Blacks in my environment know they can overtly hurt each other and get away with it. Many people of other races provoke it. However, like fools we don't realize that we are being used as pawns to achieve THEIR mission. Regardless of who does it, as long as another Black man or woman is broken down or destroyed. If we do it ourselves, we cannot call it racism.

Can't you see that? I can. Since I've experienced what I experienced, I have retreated to a professional shell. I go to my office. I speak to those people I pass by; but I am not that social "Miss Personality" I was when I first walked through those double doors. I save that side of myself for my real friends. Not the sista girls who just talk to me to find out something else they'll try to use against me.

I am not mean. I am not bitter. I am not mad at the world. I just want to do my job. In fact, I think I would rather deal with institutionalized racism than the Black on Black "Mess" that I face in this environment. At least I know the Whites will take that racism stuff only to a certain point and then they have to back off or the company name will be smeared in the Civil Rights arena.

Like Rodney said, "Can't we all just get along?"

Anonymous



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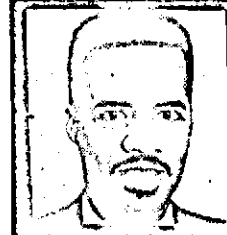


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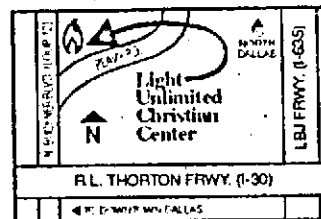
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Home Loan Approval Evaluation



**Curtis
Yates**

I know many times you must wonder about the procedures that most lending institutions use to approve home loans. Well the procedure is generally called "underwriting".

Underwriting is an evaluation or analysis of the risk involved with a loan and matching the risk to the expected return of profits from that loan in which a lender would approve to a borrower.

In a moment, I'll share with you four areas of this analysis. Let me first tell you that many lenders now use the concept that the property in which the borrower is interested in buying is the primary concern in the underwriting process. For this reason, the introduction of the long-term, self-amortizing

mortgage (a loan that is reduced by each payment) was developed. So many lenders use the theory, "If the borrower default, will we be able to sell the property for a sufficient amount to recapture the amount of the mortgage?" But the borrower himself is also a concern to the lender.

The lender's concerns over both the borrowers ability to pay and the ability to sell the property if a default should come about brings us into the four areas of the underwriting analysis that I mentioned to you earlier. This analysis is sometimes referred to as the analysis of the Four C's: Character, Capacity, Capital, and Collateral. Note: The majority of the Four C's relates to the applicant and the final C relates to the property itself. So, let us now examine the Four C's:

*Character - This is an analysis of the applicant and the co-applicant's trustworthiness, reputations, and

demonstrated ability to meet the financial obligations. The lender uses the credit report and the verification of payment record on the previous mortgage or payment of rent as a good indicator of a person's sense of obligation. If the person is self-employed, the lender will review the payment record of the applicant or co-applicant in relation to the financial obligation of the business. Lenders will see if the applicant or co-applicant will pay himself first and let the obligation of the company go without payment.

*Capacity - This is the analysis of the earning ability of the applicant or co-applicant. In this analysis, the lender will look not only at the present earning ability, but will try to evaluate the future capability of the applicants. The lender will take into consideration the training, educational experiences, and need for the skills possessed by the applicants. For example, if the applicant is a master plumber, the lender is somewhat assured that the applicant's skills will be in demand in the future. So, be sure to attach any additional training skills and educational learning you may have to your loan application.

*Capital - This analysis looks at the cash and assets of the applicant and co-applicant in particular, to see if

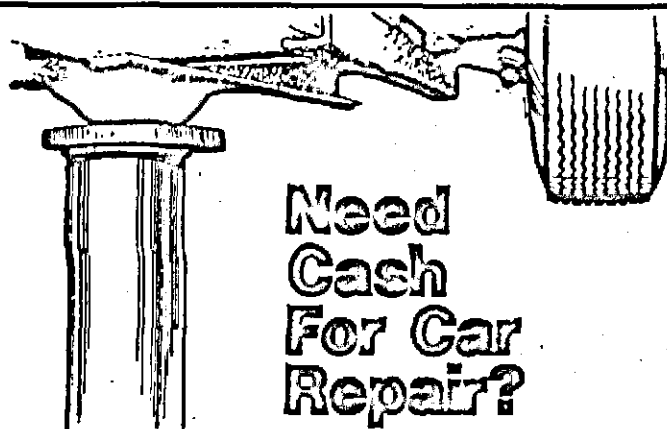
the assets of the applicant and co-applicant exceed the liabilities. In addition, some lenders take into consideration the type of assets owned, and if the applicant and co-applicant need to sell any of these assets, how quickly can they be converted to cash.

*Collateral - The last of the Four C's is the property that will be used to secure the mortgage. As I mentioned earlier, many lenders place more emphasis on this aspect of underwriting. Here the underwriters or evaluators will review the property as to location, neighborhood, construction, marketability in case of foreclosure and supply and demand in the area.

If the applicant is marginal, but is buying the property several thousand dollars below the average sale price in the area, the lender may look favorably upon the application and approve the loan.

In closing, I'd like to say that though what I've given you is a brief overview of the underwriting process, it should clear many avenues toward understanding the procedures most lenders use when approving a home loan.

Please direct all comments to: Curtis Yates, Real Estate Status Quo, 397 Dal-Rich, Ste 149, Richardson, TX 75080-3842



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Behind the Veil

It's just that simple — Yasser Arafat has sold out



Thomas Muhammad

Mr. Arafat in this arena is the president of the African National Congress, Nelson Mandela.

After the death of Brother Malcolm X Shabazz, the African American community turned our vision to the world court, as Malcolm instructed us. And it was Mr. Mandela and Mr. Arafat who caught our attention.

Azania, as it was called before the Europeans renamed it South Africa, and Palestine were both taken in 1948 by Zioness, one Jewish and the other Dutch Christian.

The United Nations (U.N) defined zionism as racism, and that concept still stands today. But somehow along the way to becoming president of

Palestine, it seems Mr. Arafat has forgotten.

The state of Israel was illegal then and is illegal now and forever.

No recognition can be done of this

illegal state until it gives Palestine back to the Palestinians.

Suddenly, the media throughout the United States is doing all it can to paint this picture of some Palestinian state in the West Bank and Gaza Strip, where the Palestinians will live happily ever after thanks to the kind hearts of the Zionist Jews.

But with all due respect, 2 percent of your land given back to you is hardly something to rejoice about. That is like the U.S. taking America from the Indians and putting them on reservations and then saying, "This is your land, now be happy." It does not work!

Or it's like putting African-American police officers on the streets in the ghetto and saying, "You are now police officers but you cannot arrest white folks."

We have seen this move before and we don't like the ending. I believe that someone is going to remind Mr. Arafat of the struggle that has gone into this movement. Also, that he can not waste so many lives and expect people to forgive and forget so easily.

As a person of African descent, it hurts me to know that the same racist Zionist is illegal in Israel. And as a

Muslim, it hurts to know that the racist Zionists are trying every month to blow up the Dome of the Rock and Al-Asqa Masjid in Jerusalem in order to build a Jewish temple.

And I know that by speaking my mind at this time that I will be called an Islamic fundamentalist, simply because being a practicing muslim who is controlled by the west. It's what you expect to be called.

But that's okay, these points must be discussed since so much hangs in the balance. For instance, what happens to the Zionist settlers who live in the West Bank and Gaza areas? What happens to the Palestinians who fled their homes from the terrorist Irgun Gang in 1948? What happened to them in the '50s? '60s? Today? Will they be allowed to go back home?

Will the Palestinian state be a welfare state depending on U.S. dollars like Egypt, which is no more than a western puppet?

Yes, Mr. Arafat has let a number of people down and has cost the African-American leadership a great deal. It would be interesting to hear views from people like Former U.N. Ambassador Andrew Young, who lost his U.N. seat because of Mr. Arafat. Jessie Jackson was also very prominent and had great potential until he too embraced Mr. Arafat and was renounced by the zionists.

I wonder what former congressman, Mervyn M. Dymally would have to say. After all, he was a former supporter of the illegal state of Israel until he went on a tour of the Palestinian

refugee camps and saw the cruel inhuman treatment of the Palestinians by the so-called Democratic State.

I agree with the government in Iran that there can be no peace in the world until there is no more Israel. The zionists recognized that their support in the west, particularly here in the U.S., was waning so they decided to call on their wild card Mr. Arafat.

It was apparent to them that Mr. Arafat was getting too old for the struggle and that he was longing for a respectable title. However, the real driving force was the Intifida, or rebellion, in the West Bank and Gaza Strip. There, the children were whipping the great zionist soldiers with small stones. Truly a story of David and Goliath.

Since the zionists could neither stop or control this movement, it seemed better to just give it to Mr. Arafat and hope that the Palestinians would kill each other off while the zionist state concentrate on bringing in more European Jews and western dollars.

It seems to me that Mr. Arafat could have been a true president with his country and leadership intact, if only he held out just a while longer. *Thomas Muhammad is an African-American Muslim who is a member of the Islamic Association of North Texas*

The opinions expressed here do not necessarily reflect the opinions of this publication. Mon will not offer equal space to those wishing to express a counterpoint.

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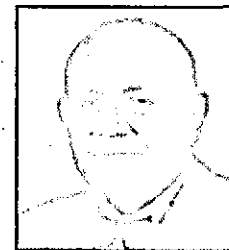
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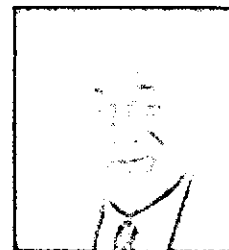
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What did you learn in church Sunday?

By Ron Shaw

A few years ago while talking with a friend concerning his churches' effectiveness, a serious indictment was logged against most pastors in our community. He made the statement that if I were to stand outside the church after service and ask ten members what the message was about and what they received from the message, I would be hard-pressed to find a satisfactory reply.

Most would agree that they had been well-informed. Jesus said in Matthew 11:28-30, that we should learn about Him and in so doing we would discover the ease of life. His yoke (service) was easy He said.

According to Hebrews 4:9-11, when we become Christians, we are supposed to enter into His rest. That does not imply our job is to be without report or that there will be no resistance. It is to say that whatever we undertake, if done as per Jesus' instructions, it would be less stressful.

The word says the way of the transgressor is hard. So I must analyze our church service. People are destroyed because they are ignorant of God's instructions for living not because they lack commitment to the cause.

If we as pastors were painfully

truthful with ourselves, we would have to admit that most of the emphasis of our services in the past has been on inspiring the people, pleasing the people, tickling their ears, and not on effectively communicating God's truth for living.

Our people continue in some congregations to have a hard way to go, in every area of their lives. Not necessarily because they are rebellious, but because we, as men and women charged by God to instruct them, we have not done an adequate job.

Music has an important place in heaven and should have one in our churches but not to the expense of listening to what God has to say. In many pentecostal congregations the devil is blamed for many of the problems people face such as: lack of money, lack of

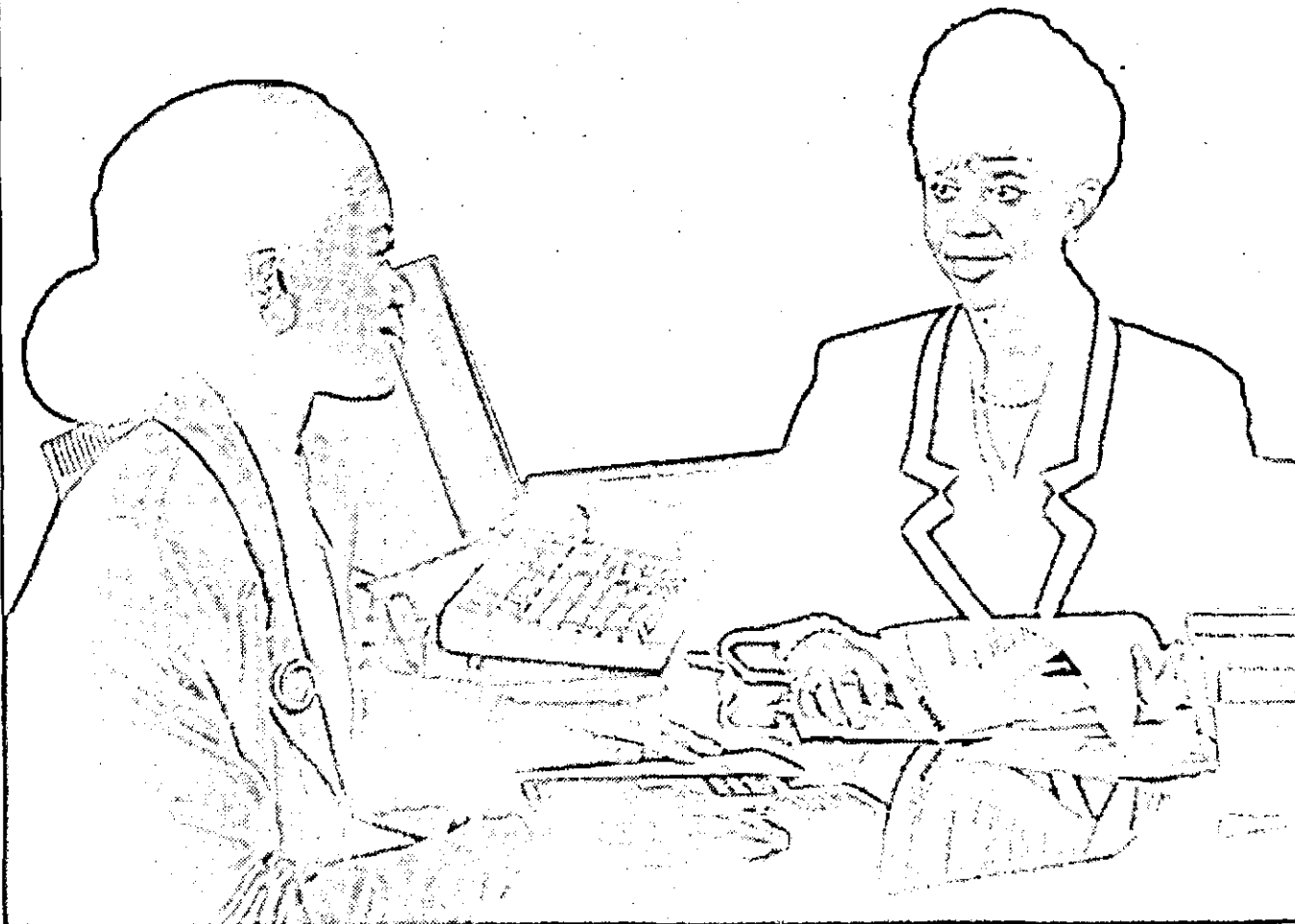
peace at home, and deteriorating health.

However, if the truth be known the devil has had little to do with the fiasco and crisis of most christian's lives. It is due to their own ignorance of God's instruction for living. The problems we face in our communities have a solution that will work.

The way to live above the evil that confronts us everyday—drugs, gangs, racism, immorality—is available to us. However, it starts with the education of our spirit, mind, and soul, and that is what the ministry's prime directive is.

So the next time you attend your church services, before you drive home, ask yourself the question, "What did I learn in church today?" Remember, inspiration might carry you through the night, but information will help you get over all the week.

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Sunday, Oct. 3 at 4-5 PM
Pearlie Jones conducts a workshop on *How to Publish, Promote and Sell your Book or a Shoestring.*

Friday, Oct. 8 at 6-8 PM
Pearl Cleage reads/autographs *Deals with the Devil and Other Reasons to Riot*. Ms. Cleage is an Atlanta-based writer and performance artist.

Saturday, Oct. 9 at 3-9 PM
W. Marvin Dulaney discusses/autographs *Essays on the American Civil Rights Movement*. Dr. Dulaney teaches history at The University of Texas at Arlington.

Monday, Oct. 18 at 6:30-8 PM
Maya Angelou

reads/autographs *I Wouldn't Take Nothing For My Journey Now*. Dr. Maya Angelou is a dancer, songwriter, scriptwriter, television producer and poet.

Friday, Oct. 22 at 6-8 PM
Ralph Wiley discusses/autographs *What Black People Should Do Now*. Mr. Wiley's *Why Black People Tend to Shout* was a bestseller. He also co-authored with Spike Lee *By Any Means Necessary: The Trials & Tribulations of the Making of Malcolm X*.

Friday, Nov. 5 at 7:30 PM
James Mardis reads works from his new manuscript *The Ticking of Time Going Past*. Mr. Mardis is a poet, essayist and commentator on KERA's Morning Edition. He will also read from, and autograph from his earlier works of poetry: *Southern Tongue* and *Hanging Time*.

Rapped too tight

Rev. Derrick Harkins voices community concerns over the profusion of lurid rap lyrics sent out over the radio waves

By Angela D. Ransome-Jones

Michael Horn is what some might term a "rap artist." He spends his days trying to come up with "crazy" rhymes for his Dallas-based, four-member group B.O.S.S.—also known as "Brothers of Sure Success."

When Horn, or "Serg" as he is known on stage, is not in the recording studio or performing on stage, he holds two full-time jobs—one at Dr. Pepper Bottling Company, and the other as "daddy" to his two-year-old daughter, Dahlia.

For as long as he can remember, Horn said it has been his dream, and his destiny to become a big-time rap star. Like a lot of up-and-coming young rappers, he sees rap music as a form of self-expression and a method of "telling it like it is" on the streets of America today.

For this reason, Horn says, he strongly disagrees with leaders like Rev. Derrick Harkins, who are coming out of their pulpits, offices, and community centers and trying to urge rap artists like himself to "turn down" their lyrics.

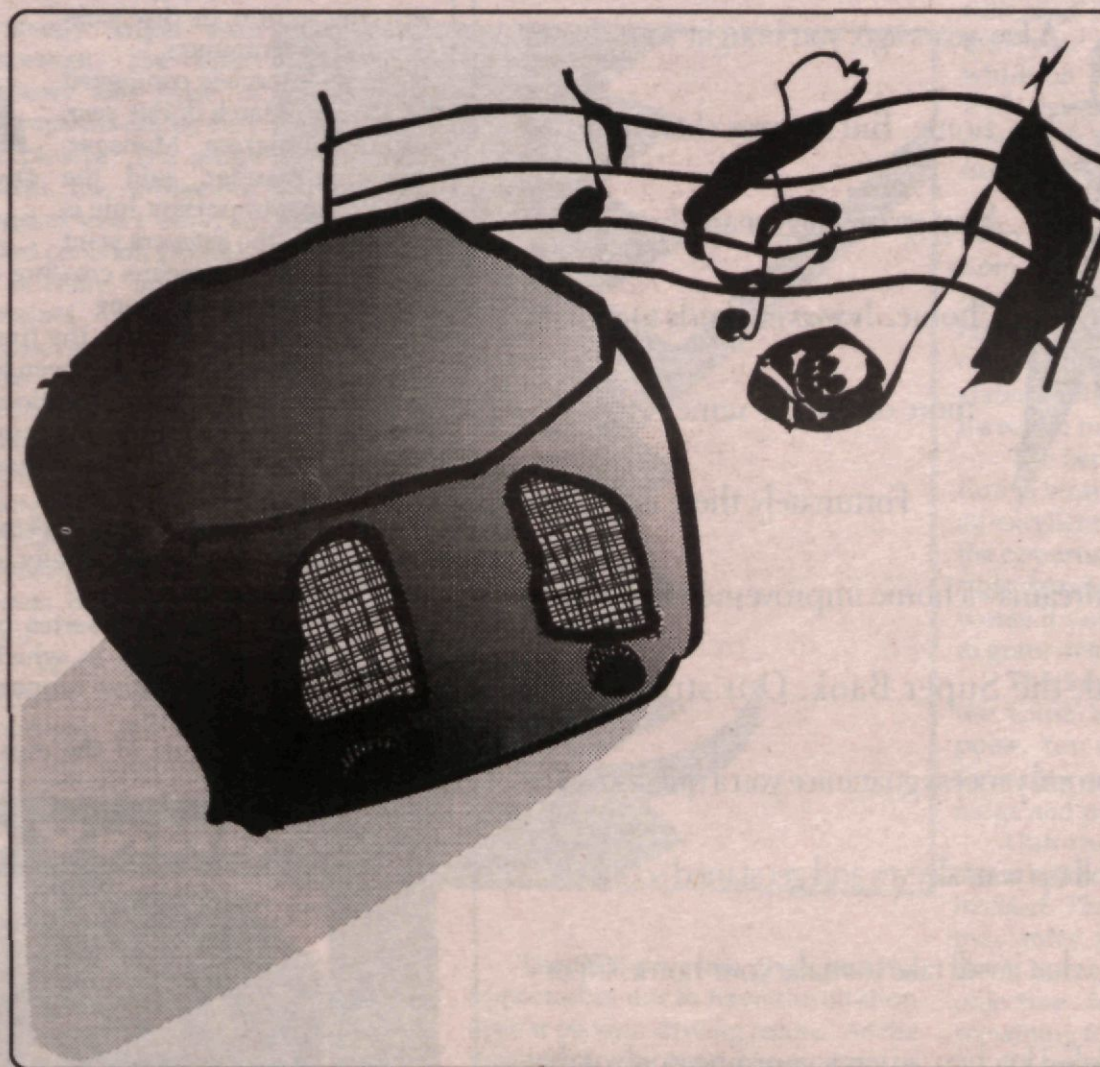
"Sure some of our lyrics are bad. But I think Reverend Harkins is also somewhat ignorant for 'downing' his own youth," Horns said.

"Rap music is a cry-out from the streets and if people would read behind the lines, they'd realize that it's a cry to get people to do something."

As pastor of Dallas' New Hope Baptist Church, Rev. Harkins says his campaign is not a boycott against rap music as some have been led to believe. Instead, he says, it is a call for a "further enlightenment" as to the negative nature of rap music, also, its intentions, its message, and its impact.

With a rash of horror stories in the news, like the Houston man's defense that "gangsta rap" was partly to blame for his murder of a state trooper this summer, Harkins says its time for people; especially parents, to realize that language is a powerful thing and that it does have a profound effect on today's African-American youth.

Therefore, Harkins has rallied together what some are calling a "grass-roots" task force of church and community leaders from the Dallas area.



Harkins says, "One thing youngsters do not have today is a critical and analytic story of life. They need to understand that all of us (blacks) are not prompted to violence and abusive sex . . . that there are many more African-Americans who have prevailed without displaying this type of behavior."

"What we're saying loudly and clearly is that there is a positive story to who we are as a people, and not the same story told by rappers like Dr. Dre and Tupac," he said.

On September 22nd, Harkins took his grass roots campaign on the air of the Jerry Springer Show. On the show, he and hardcore rappers Luther Campbell and former Geto Boy, Bushwick Bill, battled it out over the issue of offensive rap music.

"The point I tried to bring to light on the show was that I don't think the lyrics of negative rap music is for the whole black experience. I think we're allowing ourselves to be exploited by record distributors who push rappers

to be more abrasive in their lyrics."

Harkins said, "The fact is that people who don't look like us have any connection to us are the people who determine what gets played. Luther Campbell sat on stage, right next to me and said himself that he doesn't come from the 'hood'. That in itself is proof that some artists are motivated by the dollar, and not by real-life stories."

Horn did not agree with Harkins.

ers are getting out of the life they were once in by rapping about it. At least the industry provides one way for a lot of young brothers to get off the streets."

Horn said he did not support the extreme lyrics of rap music but he can respect the artists for their style and their delivery of the lyrics.

Harkins suggested that rappers such as Horn began perpetuating the positive instead of the negative.

"I'm not opposed to all rap music; in fact, I think it's an important part of our African-American culture. There are some positive rappers out there—artists like Arrested Development, X-Clan and Queen Latifah, are some that I've even quoted from the pulpit myself," says Harkins.

Harkins and his supporters would like to know who should be held accountable for what they consider the poisoning of the African-American youth through negative rap lyrics.

Although Harkins believes the radio stations can do more to aid the fight against derogatory rap music being played, Horn said he thinks the radio stations do the best job possible in cutting or "bleeping" out a lot of the profanity in certain lyrics.

"The way I feel is if somebody listens to a song and goes out and kills somebody, he was going to do it anyway," Horns said.

In addition, Horns said that he wouldn't want his two-year-old daughter to listen to some of the lyrics of his songs because some of the songs are not meant for her to hear. He said that is where parental guidance comes in.

"I think rap music tells it how it is," says Horn. "I think it deals with real-life situations and the way that artist grew up."

Horn said the group believes their music is politically conscious and caters to mature audiences.

"We don't consider ourselves to be 'gangsta' rappers, but if we call a woman a bitch or a 'ho' in our lyrics, it

"We see violence played out in our high schools and streets on a daily basis. This behavior is not only glorified by music videos, but by radio as well."

—Rev. Derrick Harkins.

doesn't refer to that woman who respects herself," says Horn.

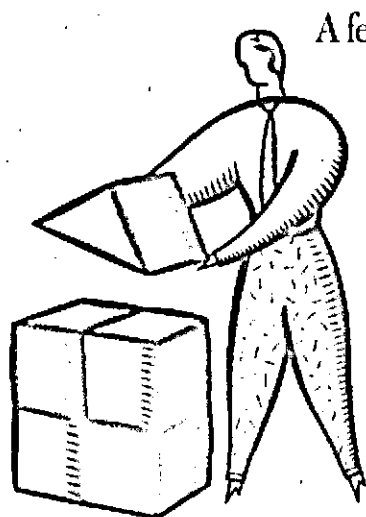
He adds, "Again, I think the minister (Harkins) is ignorant because he doesn't realize that these young broth-

The two men agreed that the song lyrics, records, and compact discs do not pull the trigger. However, Harkins said the accountability should lie with

(Cont. on next page)

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(Cont. from prev. age)

the people making the "bucks" from the music.

"We see violence played out in our high schools and streets on a daily basis. This behavior is not only glorified by music videos, but by radio as well," said Harkins.

"Sure you hear a lot of radio personalities trying to promote peace, but there has to be some consistency, I think with the station, its disc jockeys, and programmers."

In an interview conducted by MON in March of this year, KKDA's Program Manager, James Alexander, said the radio's most important role is to play what the listeners want

to hear, even if it means creating a clean version to a dirty song.

According to Harkins, the first step of his crusade is and has been to try and indicate to the radio stations that there are people within the community who don't want to hear these types of lyrics, clean or dirty.

In the upcoming weeks, Harkins says he'll be busy planning a rally to get his message out.

"This rally will be a series of teach-in type gatherings in which some positive and negative rappers will participate," he said.

A significant part of the mes-



Rev. Harkins believes rap music can have an ill effect on today's youths.

sage will be to say "no" this is not our story. Until then, Harkins plans to continue with his daily duties—preparing for the Sunday morning sermon, praying for the sick and shut-in, and contacting more rap artist as part of his personal crusade.

"People need to realize that our kids are at stake. A signal of victory to me will be parents taking on an interest in the music their kids are listening to."

"I know that negative rap is not the end of our problems... but it is a start."

DANNY GLOVER



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Understanding the Municipal Courts

By Ralph Ferguson

As stated in part 1, the Municipal Court is an excellent tool for citizens. If the court is used properly, it can prevent violence and serve to bond the community.

Part II

The most challenging work for court clerks is the citizen-to-citizen complaint. The majority of cases are neighbor-to-neighbor animosity which may become violent. These complaints develop when a neighbor believes their property or civil rights have been trampled on.

The key is not to get a gun, but to get a pen and file the complaint with the Municipal Court. The Municipal Court serves as the reasonable third party. This does not mean as complainant, you will have your way in court.

The Municipal Court grants both sides the opportunity to be heard. With the issue presented in an open public forum, the judge concludes from the evidence what the remedy may be. The determination by the judge may range from fine to community service.

Ideally, the complainant wants a judgment which solves the problem. The defendant—in a citizen complaint case—may turn the table by filing the exact or a similar charge against the complainant. This is an effective strategy.

When this occurs, the judge has the authority to fine or dismiss each case depending on the evidence. Both citizens are subject to fine and admonishment by the court. It is not unlikely in a case, where you have a counter case filed, that the defendants broker a counter drop. This means the defendants reach terms to conclude the argument to mutual satisfaction. The court drops or dismisses the cases finding neither defendant subject to penalty.

In citizen complaints, the motive cannot be revenge. The defendant has the same privilege as the complainant, which means the defendants can counter file. The court does not look favorably on cases that prove to be using it as a vindictive instrument.

The essential ingredient in citizen complaints is the citizens must want a

remedy rather than revenge. The court knows this type of complaint can be very explosive. The judge with the prosecutor makes every effort to find common ground.

There are complaints where the options of the court are limited. The unsigned citation presents a unique problem for the court. The defendant named on an unsigned citation is not impossible to prosecute but very difficult.

When an officer stops a citizen on the roadway, the officer has the authority to arrest. You do not want to refuse signing a citation during detainment. If there are questions about the stop, the best place to address them is in the court, not on the roadway.

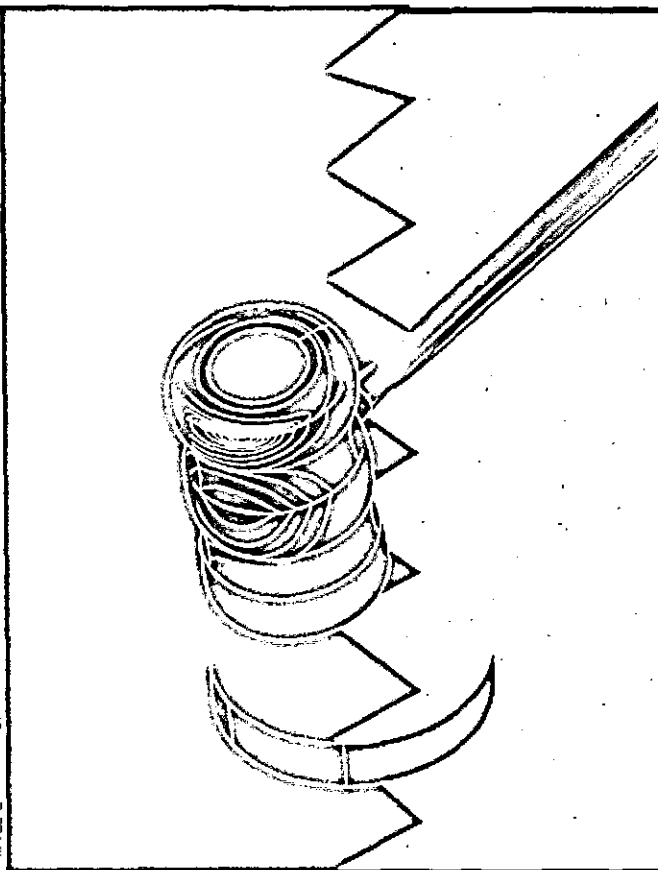
The unsigned citation is either sent to the citizen via mail, left on a residential door, or on an automobile windshield. The problem with the unsigned citation is obvious; you have no one who observed the defendant or can identify the defendant as the violator. If legal identification is not made, there is no offender to charge.

If the defendant ignores the notice from the court, it is difficult for the court to move the case forward to warrant. No one wants to risk having the wrong person arrested. As a result, the process is very slow in handling cases that are unsigned. A warrant may be issued after a thorough justification by the agency or individual filing the charge in court.

Citizens tend to get very frustrated with the court over this type of citation. You need only to remind yourself; you are subject to improper arrest as well as anyone else. The higher standard is designed to protect the innocent, not the guilty. To avoid an improper arrest, unsigned citations must be managed with great care.

If you receive a citation, an alter-

native available to you is Defensive Driving School (DDS) To qualify for the program, you must have a Texas driver's license, proof of auto insurance, and be able to pay the appropriate fee. You enter your plea in court and the court clerk gives you instructions.



The DDS program gives you the opportunity not to have the citation appear on your driving record. As the defendant, you have ninety days to complete the course. Upon completion, you return to the court to present your certificate from the program and a certified driving record to the court clerk.

Even though the violation is not posted on your driving record, the successful completion of the defensive driving program for the citation is. Therefore, it is possible to complete the program and have a negative impact on your auto insurance rates. In other words, your insurance can go up.

If you are a defendant, you must consider your driving record and the number of times in recent history you have taken defensive driving. The prosecutor in court nor the judge will ignore your driving history. There mission is to protect the public.

Defensive driving is a viable option. You must decide whether it is the best course of action. Simply, you do not want to put yourself in a position where license suspension or higher insurance rates may be the outcome.

Deferred adjudication provides a way of keeping your driver's record clear of violations. If the defendant

requests deferred adjudication, the court rarely turns anyone down.

The difference between defensive driving and differed adjudication is slight but very important. Your defensive driving is reported to Austin and recorded in your driving record where deferred adjudication is not.

Deferred adjudication is a probation, and the primary restriction is that you not get another citation while on probation. If you comply with the terms set by the judge, the citation is not applied to your certified driving record.

The probationary period may be 30 to 180 days on deferred adjudication. You pay a special expense fee equal to the value of the fine. The special expense fee is greater than the cost of taking defensive driving. As stated earlier, deferred adjudication leaves no trace of ever being cited.

The benefit of deferred adjudication is straight forward. If you have an excellent driving record, you have the opportunity to keep it clear. A terrible driving record does have to get worse if you can persuade the court to grant deferred adjudication.

The key to successfully getting the court to grant your request is poise. You must be patient with the formality of the system, trust the judge and prosecutor to do their jobs.

Unfortunately, too many defendants believe the police have an edge in court. Though the activity in court may infer a special relationship, it does not exist. You achieve your objective in the proceedings by remaining focused.

There is a time in the trial where you may question the officer on the witness stand or you may forgo a trial to plea bargain. The important thing is not to make irrational assumptions which diminish your credibility.

You know enough to get appropriate adjudication from the court. As stated in the previous article, you must come prepared from the beginning to end. The court clerk will give you the most information, because it is their function to outline your options.

Take time to understand what the court clerk is telling you. Always repeat what has been said by the court clerk and ask if your understanding is correct. If a warrant is issued due to your failure to abide by the law, you are subject to arrest not the citizen behind you in the line nor the court clerk.

Part III will appear in the December issue. It will focus on how you need to design an effective strategy to prevent problems. If you have questions from part I & II, you may forward them to MON for response in the December issue.

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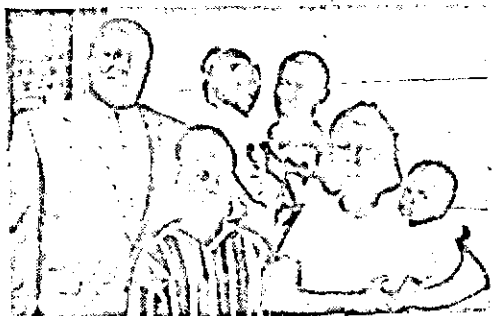


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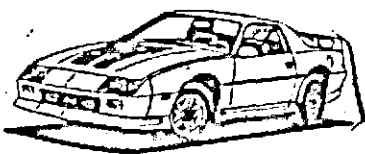
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DHA sponsors workshop

Since 1987, the Dallas Housing Authority (DHA) has been successful in awarding a share of its contracts, either in procurement or construction, to minority, women-owned or disadvantaged businesses.

DHA initially adopted the City of Dallas' "Good Faith Effort" plan and applied it to every aspect of DHA's procurement and contracting. Under the direction of the Administration and Personnel Department (General Services Division).

HUD requires housing authorities to award 10% of their contracts to MWBE's. However, it is the goal of DHA that 25 % of the dollar value of contracts in its programs By the end of 1992, DHA reported 43.5

percent MWBE participation in both procurement and construction contracts combined. This was largely due to the awarding of both the architectural and construction contracts of DHA's new Administration Building to MWBE's. So far in 1993, DHA will finish the year at 44 percent or better, again largely due to the completion of the new building.

The Dallas Housing Authority makes every effort to ensure that MWBE's are given a fair share not only to bid but also to be awarded contracts — no matter how small or large the dollar amount. With this objective in mind, DHA is sponsoring a workshop entitled "Your Slice Of The Pie At DHA" on October 7, 1993 from 9:00 a.m. to 12 noon at the Center for Community Cooperation at 2900 Live Oak Street.

Space is limited to the first 100 minority vendors who call Edra Cassell, DHA's MWBE Coordinator at 741-7790 by October 4, 1993.



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Guaranty'd Results

Guaranty Federal Bank makes an economic commitment to the African American community

Veronica W. Morgan

When word got out that bank regulators were considering approving a merger between Guaranty Federal and American Federal Bank, several leaders in the African-American community along with MON representatives joined forces in expressing their frustrations—not so much with the merger but—with the lending institutions' poor track record within the community it is to serve.

One major concern the community leaders sought amends for was the banks lack of planning toward reinvestment within the black community.

Instead of banks working to "offset racial inequity," most of the African-American leaders believed the lending institutions were dishing out a few dollars to merely pacify a small sector of the community. In essence, banks were continually tap dancing around their obligations under the Community Reinvestment Act (CRA)—which "requires banks to invest dollars in those neighborhoods and areas that they claim to serve."

However, little, if any funds were being allocated toward bettering the impoverished neighborhoods—so as to enhance community development. The end result being no influx of new businesses within these areas and a continued high level of unemployment among blacks well.

challenge the institution and receive the appropriate resources necessary to bring about change. Therefore, he added, the banking institutions

are guilty of doing what he calls a "quick fix," to an ongoing problem.

"Lending institutions need to treat us more like partners than annoyances," Weddington said.

Weddington said his community organization was the first to challenge any banking organization—Republic Bank—back in '87 and '88 which in turn yielded some positive results.

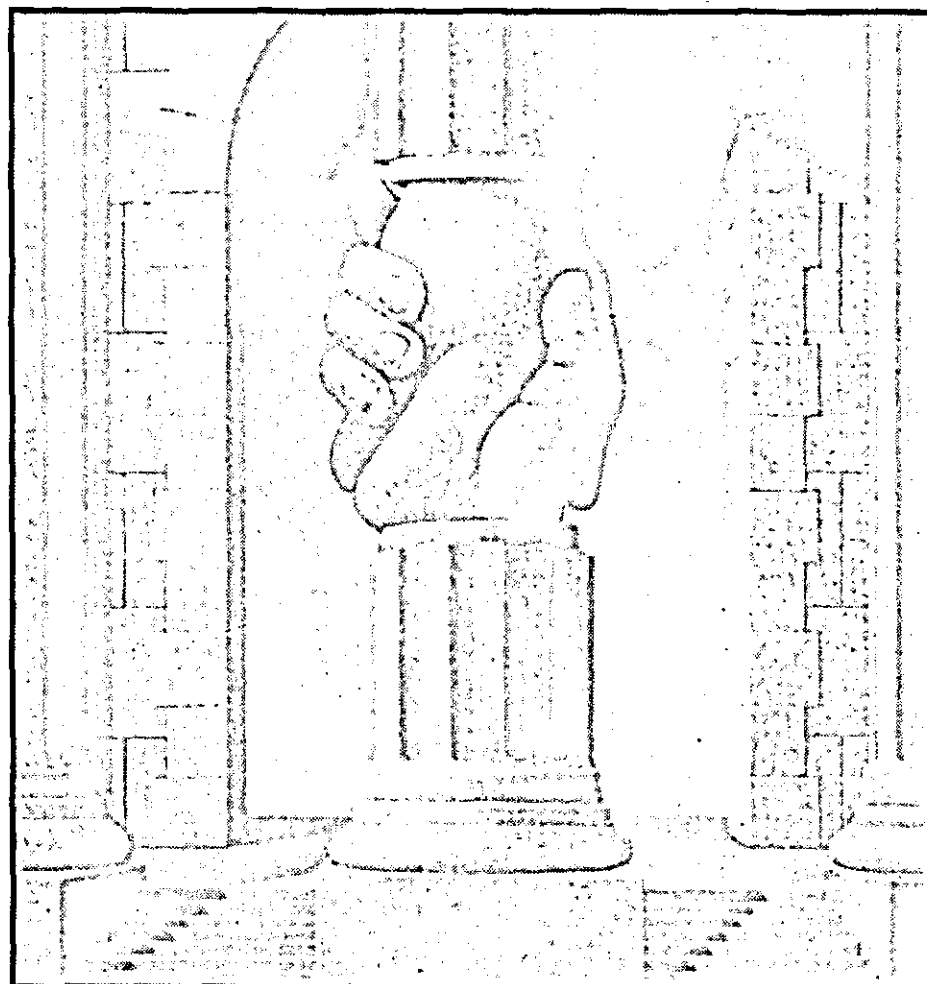
"We have a lot of experience in challenging," he said.

"Lending institutions have to do more. They are looking for a quick fix, a quick way out," added Weddington.

Guaranty Federal's Chairman and Chief Executive Officer Robert Adelizzi, was willing to sit with the civic leaders—among those being Rev. Frederick Haynes of Friendship West Baptist Church and Rev. Zan Holmes of St. Luke Community United Methodist Church—and MON representatives to discuss ways of resolving the obvious neglect being felt by the African-American community.

"The goal of the conversations with Guaranty Federal was to bring about a new day with increased commitment and activity in lending support to the needs of the African-American community," said Haynes.

Since meeting with civic leaders, Adelizzi said they were able to draw up initiatives to successfully communicate ways of refocusing the banks Community Reinvestment Program



employment concerns—as expressed in an earlier edition of MON—a new Affirmative Action plan was adopted. Guaranty Federal will establish a formal Minority Business Development Program and intends to aggressively seek to identify firms that can do business with the bank.

Also, the bank will continue to provide grants to worthy civic and professional organizations as well as maintain membership in these same organizations.

Guaranty says it will seek recruitment for bank employees from historically black colleges and universities and will establish a summer internship program.

Adelizzi said in addition to implementing a new Minority Training Program, the bank plans to sharpen the existing programs and add a Neighborhood Plus Mortgage program that is geared toward helping individuals with low to moderate income.

According to the set initiatives, Guaranty Federal has committed to originate approximately \$50 million in mortgages in low and moderate income households throughout the Dallas metropolitan area. At least \$10.5 million will be disbursed in the African-American communities.

And any other problems relating to homeowner and home mortgage issues associated with home improvement and refinancing of existing properties will continually

be addressed by Guaranty Federal as well.

Concerning the small business lending: Guaranty has committed to establishing \$1 million in lines of credit to non-profit organizations particularly those that support economic development initiatives in the African-American community.

The bank plans to increase lending to the minimum tune of \$5 million by the end of '94 to small or minority-owned firms so as to strengthen the growth and development of these firms.

Another area of concern among civic leaders was education. As reported in the May '93 issue of MON, the bank had not provided any type of strategic educational outreach programs regarding their loan packages.

To alleviate this concern, Guaranty Federal proposed to continually provide and expand its base of basic banking and home buyer education courses as well as enhance the utilization of civic and community groups to provide information throughout the community.

Finally, to insure that the initiatives are being carried out, a community advisory board will be established and will meet periodically throughout the year. This broad-based advisory board will include religious communities. By the end of '94, a final report on the results of the initiatives listed will be reviewed.

(Con't on next page)

Guaranty Federal has committed to originate \$50 million in mortgages . . . At least \$10.5 million will be disbursed in the African-American communities

Monies that were being contributed by banks were usually furnished without giving consideration to the overall need.

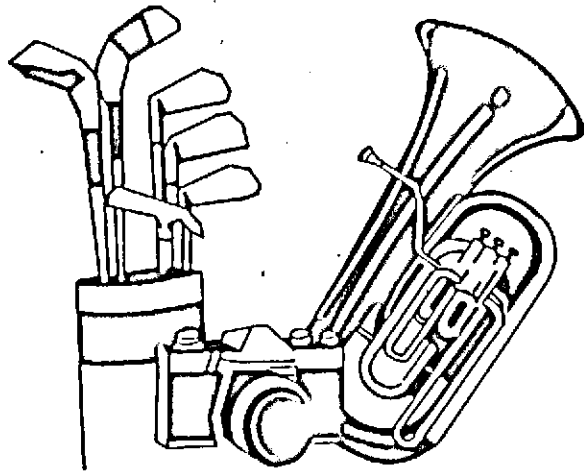
Art Weddington, owner of InterCity Community Development Corporation, said part of the problem is banks are aware that community organizations lack funds to

in order to better target the needs of the community.

"We tried to put together a specific plan that outlines how needs will be met for a variety of programs relating to affirmative action but primarily for housing needs," Adelizzi said.

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(Con't from previous page)

"I believe that the resulting proposal represents a major step toward enhanced opportunities for the citizens in the minority communities of Dallas," said Haynes.

Adelizzi said now that the merger between Guaranty Federal and American Federal has been approved he was hoping to be able to better serve the East Texas and Dallas communities.

"Guaranty Federal Bank is committed to serving the credit and deposit needs of the communities in which we do business," Adelizzi said.

"It is our policy to try and respond to all credit worthy segments of our market including minority, low, and moderate income markets in a positive, ongoing manner consistent with the safe and sound business practices of the institution."

As a result of Guaranty's newly proposed initiatives, Lester Neavels, owner of Oak Cliff Development

Center, is expected to be one of the community organizations that will receive increased funding.

Neavels said he has been working with Guaranty Federal for a while and is pleased with the help the bank has provided in the past.

"Guaranty Federal will continue to provide assistance to neighborhoods," Neavels said. "Additional working capital will mean more units and more access for our center."

Haynes added that the Guaranty Federal initiative represents a major breakthrough in relations between the financial community and the African-American communities.

"Of course, the ultimate barometer of success will be the achievement of the goals that are stipulated in this proposal," Haynes said.

"I do believe, however, that we have made significant progress and have achieved a sincere commitment on the part of the bank to make a difference."



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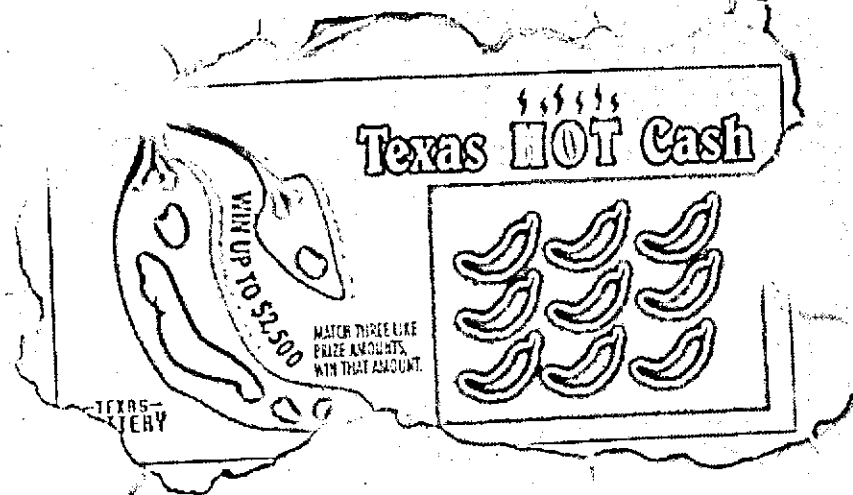
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Selecting a Marketing Method



Andrea Allston

You're a small business owner or a professional offering a seminar or introducing a new service for your company. There are so many marketing methods to choose from—traditional media, direct-mail, signs and billboards, telemarketing, etc. Each method of marketing possesses its own specific strengths. Before you begin selecting a medium for the audience you wish to reach, remember that it's not necessary or possible to say everything to everybody. Trying to reach everybody by saying everything will dilute your message and its impact—leaving you saying nothing to everyone or everything to nobody.

When you begin exploring what marketing media you'll employ to reach your target audience, think about the specific message you wish to convey to a specific customer. Give careful consideration to both your message and to whom it will be said. Let's explore some major marketing methods and their advantages.

Radio allows you to be "close" to

your audience—often times a captive audience—alone in a car or tuning in at home.

Magazines

allow its readers to become involved. How many times have you decided to relax with a good read with your favorite magazine? Because magazines have specialty markets, their readers are more likely to read its ads versus the generic newspaper ad.

Your advertisement in a newspaper can capitalize on its strength of disseminating news. Your ad can be placed in the section of the newspaper which reflects your target market, i.e. business, health, recreation, etc.

Television is the most comprehensive of your media choices. Consider it a multi-media experience. It is a powerful way to demonstrate products and combine words, pictures and music to communicate your message and image in order to capture the attention of your audience.

Direct-mail allows you to focus in on your target market. It can be a powerful tool if done correctly, because it is possible to begin and end the sales cycle.

Brochures is a way to offer the best opportunity for providing detailed information about your product/service. The use of brochures puts your company up front and center in the readers mind.

Yellow pages and other classified advertisements target the very hottest

of prospects. They reach those who are perusing for specific information on the type of service you're offering. Their readers are generally of the "ready to purchase" mindset.

Billboards and other signage are great for reminding people of your existence. Only in rare instances are billboards terrific by themselves—serving best in combination with other marketing methods.

Trade shows and exhibits can provide personal contacts with people who are in the "purchase mindset" and/or eager to gain information on things related to the topic of the show.

Public relations—ranging from the credibility of positive publicity and community relations fits in well with almost all other marketing methods and is often a key to a business' success.

Advertising specialties can pave the way toward your product acceptance or at least break down barriers so you can "tell your story."

With so many choices of marketing methods available, how can the business owner choose?

Start the process by identifying your target audience. Business people read certain types of magazines and newspapers. Teenagers are apt to pick up information at the local recreation center or pizza shop. Parents of small children might be receptive to information or advertisements received from their child's day care.

Think about the realities of the marketplace. What does your target audience read? What activities does your ideal customer engage in? What

are the concerns and needs of your target audience?

Consider all the choices available—most of which I've mentioned—and start by a process of elimination. Which medium or method will enable you to reach your audience? (Reach refers to the number of people who will be exposed to your marketing message.) Can you properly use the method yourself? If you select a brochure, can you handle this yourself or in-house? Is the marketing method affordable for you? For example, if you choose to develop a brochure, will you have to consider the costs of a professional to create it for you, or simply the production costs to have it typeset or printed.

When you're finished with the process of elimination, consider a combination of methods. Perhaps exhibiting in a trade show and offering advertising specialties will be the perfect method for announcing your new product. Maybe offering a free seminar through a small classified ad will provide you with enough prospects for six months—at a very low cost.

With creativity and the primary investment in time or a knack for trading of services, your marketing methods can be quite cost-effective. Limit your marketing methods choices to as many as you can do well. Be creative in combining types of marketing methods for increased possibilities for success.

Andrea Allston is president of APLOMB, a Plano-based marketing company. Please call her at (214) 424-7664 with ideas for future columns or questions.



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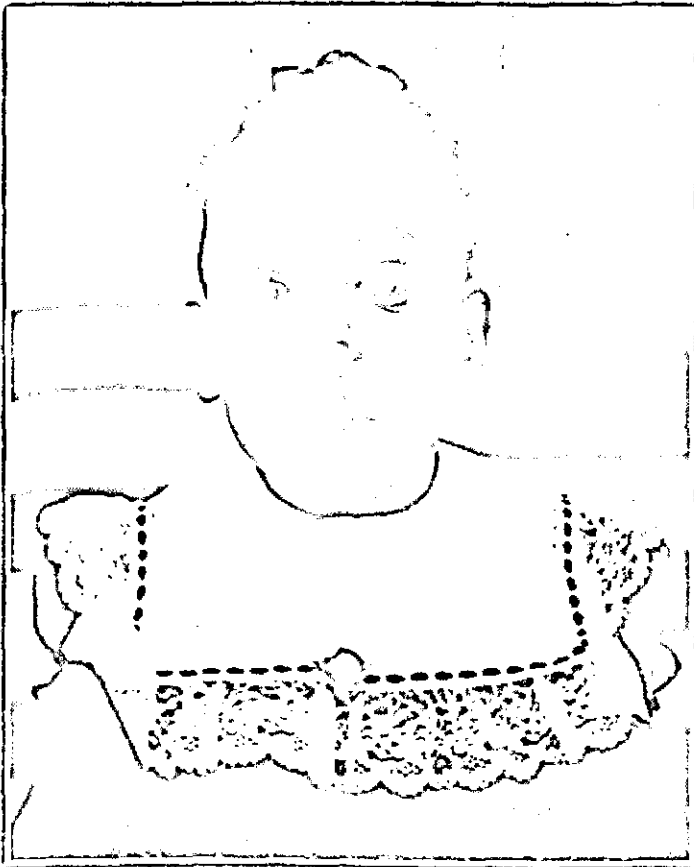
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MOM's Darling of the Month

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Shantoya

3-10-88



About Shantoya — Shantoya is a happy, active two-year-old. She is small for her age due to being born prematurely.

What others say about Shantoya — Shantoya loves playing with other children and her toys. She can be a pretty eater sometimes and needs encouragement to keep her weight up. She is loving and very attached to her foster mother.

More about Shantoya — Shantoya will need to be enrolled in an Early Childhood Development Program and make good progress with speech and physical therapy in reaching developmental goals.

What can you do for Shantoya? — Shantoya needs a lot of love and attention to continue stimulating her development.

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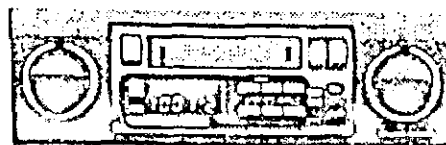
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BY TAI JONES

ILLUSTRATION BY GARRY WILLIAMS

With the Texas Rangers officially out of the pennant race and a not-too-memorable farewell season for legendary pitcher Nolan Ryan part of fading history, there's still something Texas baseball fans can look forward to next season—a sparkling new \$175 million facility. Scheduled to open next baseball season, the state of the art stadium will give the fans—and the ball club—a needed booster shot of Texas brogadaccio, perhaps intilling the motivation and confidence to put the Rangers back on the sports map.

minority contractors find themselves out of the park in **the** contract monies to build the **new** Texas Rangers Sports Stadium

PLAY

But beneath the steel and mortar of the newly girded Rangers Stadium lies a different kind of structure that community leaders are saying prevents minority contractors from getting a fair share of contract dollars—monies that are partially gleaned from public funds.

It seems the bottom line is that minority contractors are once again being shut out of fair participation when millions of dollars are at stake. It's a story of backroom deals, careful alliances and the expected nudge-and-wink politicking of men who feel they are accountable to no one. Sadly, it is also the continuing story of the role that African American elected officials and employees play in selling out their community to the power brokers.

The Texas Rangers will likely find themselves back in the spotlight even before next season's opener. But it might not be the accolades and cheers they expected.

If you are a minority contractor, lawyer, engineer, architect, underwriting firm, or concessionaire, bidding on work has been an exercise in futility that has resulted in MBE and WBE firms receiving less than their fair share of the project, mainly due to the complex bidding and pre-qualification system that has been created by the man who is really building the Texas Rangers Baseball Stadium—Tom Schieffer.

Schieffer, a lawyer by training, is the President of the Texas Rangers. He maintains a small practice in Fort Worth that handles the trusts of his brother—TV personality Bob Schieffer—and sister-in-law.

Schieffer is also the point man for the Bush/Rose Partnership—a loose collection of 70 investors who invested sums from \$10,000 to as much as \$5 million, to buy the team for \$83 million in 1989.

Rolan Betts, a George Bush classmate from Yale University, is the largest owner, holding 10.9% of the team.

George Bush Jr., Co-Managing General Partner, controls 1.8% of the stock. He paid more than \$600,000 for his piece of the team. His stake will eventually increase to 11.3% when all the original investors have been paid off.

George, Jr. aside, there is an even more impressive cast of characters who have invested in the Rangers under a complex maze of partnerships and trusts controlled by some of America's richest and most powerful men.

Fort Worth millionaire Richard Rainwater, who became wealthy doing deals for the Bass family, is a prominent investor. Co-managing partner Rusty Rose—a Rainwater confidant worth approximately \$100 million—has a major voice in decision-making and owns 7.8 % of the team.

An east coast investment group owns the largest voting block—about 33%

of the ball club.

Local businessman, Comer Cottrell is the only African American investor. He holds a 1.5% stake that cost him \$500,000. He is also on the board of directors of Texas Commerce Bank in Dallas. Cottrell, conspicuously quiet on the minority contracting issue, is the only African American owner in Major League Baseball.

U.S. News World Report President, Fred Drasner, former EDS Chairman, Morton Meyerson, Roger Staubach, and Oklahoma broadcasting mogul, Edward Gaylord are also investors. Gaylord controls 10% of the ball club.

Sheiffer himself anted up \$1.4 million, as J.T.S. Entertainment Corporation, for 4.2 % of the team.

When the Rangers were sold in 1989, the ownership group inherited a stadium that was the smallest in the major leagues, local television and concessions contracts that severely limited potential revenue, a losing team, and a small fan base. The ownership group was faced with a dilemma: How were they to get a decent return on their investment?

Their solution—build a new ball park, restructure concessions agreements, increase the number of luxury boxes and high-priced seats, and revise the television contract.

To achieve the partnership's investment objectives, Schieffer needed the cooperation of the Arlington City Council and the Legislature in Austin to create a sports district for his grand scheme.

A former legislator, Schieffer shrewdly targeted the African American community for an intensive personal lobbying campaign to generate support for a 1/2 cent sales tax to build the stadium.

He enlisted the aid of, Fort Worth businessman and Democratic Party activist, Norm Lyons, to meet with local church congregations and black chambers to obtain their support.

Lyons, now Vice President for Community Development for the Rangers, was so effective that the leadership at Arlington's largest black church, Mount Olive Baptist, went all out to support the Rangers. Mount Olive members loyally manned phone banks for Schieffer. He was even allowed to address the 3,000 member congregation from the pulpit. Thanks largely to the Mount Olive vote, the referendum passed overwhelmingly.

Doug Smith, Vice President of Economic Development for the Arlington NAACP, expresses his dismay at how Schieffer manipulated his church. "We've been used by Tom Schieffer. I even handed out yard signs supporting

(Con't on next page)

(Con't from previous page)
the stadium because Schieffer promised that everyone would share in the economic benefits of the project."

Having won the "Battle of Arlington," Schieffer then set his sights squarely on his next target—he House and the Senate. As a former legislator, he was well-versed in the arcane ways of getting things done in Austin.

The passage of House Bill 1738, gave the City of Arlington and the Rangers, through the Arlington Sports Facilities Development Corporation, the legal authority to create a taxing body to serve as the fiscal agent for the stadium project.

In simple terms, Schieffer had the legal license to get rich using "other people's money."

A close look at the Arlington Sports Authority shows that it was formed with an eye toward keeping the public debate to a minimum. Of the five members of the board, as many as four, have been sitting Arlington City Council members, despite legislation that states that, "two directors (shall be) appointed by the commissioners court of the county, two directors appointed by the governing body of the municipality having the largest population in the county, and one director appointed by the governing body of the school district."

Though the Sports Authority is a public entity, it is virtually impossible to attend a board meeting or even find out when one is scheduled. The Sports Authority doesn't even have a listed phone number.

Schieffer and the Rangers have managed this project largely through the generosity of the City of Arlington. Not one paid staff member works for the authority even though Section 325.016 of House Bill 1738 authorizes the board to, "employ a general manager to be the chief administrative officer of the district."

Arlington City staffer Roger Kearns has performed the job of General manager in an unofficial capacity. He is listed as the contact person, in Sports Authority documents.

An analysis of the most recent available budget for the Sports Authority shows how your public tax dollars are hard at work for the Texas Rangers.

There are five major sources for funding for the project: 1) Bond pro-

general contractors are requiring minorities to submit bonding to work as subs . . . an unprecedented move, but an effective one at locking out everyone but majority firms

ceeds are \$135 million; 2) \$34 million of luxury box revenues have been sold; 3) Interest income revenue is \$3,400,000; 4) The City of Arlington and Tarrant County have contributed \$2,500,000 for street and sewer work; 5) and \$1,000,000 from something called the brick pavers fund. That comes to a grand total of \$175,900,000. Of that amount, more than 80% of the budget is derived from public sources.

In spite of Mr. Schieffer's many attempts to squelch discontent, there is a growing concern and activism shown by the minority business and civil rights community.

In August, just a few days after the NAACP announced plans to picket the team, the Rangers hired Norman Lyons as Vice President of Community Development in hopes of increasing minority participation. To date only \$5 million in contracts has gone to minorities and \$1 million to women.

That figure has been disputed by business leaders as being inflated because several of the firms have recent-

ly been decertified by the North Texas Regional Certification Center. Some project that the figure is no more than \$2 million. Schieffer refuses to provide documentation.

Whatever the figures, there is one indisputable fact, Lyons has no minority business or contract experience. In addition, he has no construction or sports management background. Though he attended Howard University and the University of Buffalo, records indicate

that he has no degree.

So what does he bring to the table? His greatest asset is Tom Schieffer's friendship. Until recently, Mr. Lyons was Tom Schieffer's insurance agent. Friend or not, Mr. Lyons had not been given any staff, budget or a job description as of press time.

One of Lyons' first tasks was to mail out 5,000 letters to minority and women vendors using the North Texas Regional Certification list. Attached to the letter was a list of upcoming bids for contracts. Conveniently missing were bids for professional services, the

graphics package, and many other commodities purchases.

What Schieffer has done is let all non-construction contracts on a non-bid basis. He effectively red-lined minorities and women out of huge chunks of the budget.

In meeting after meeting since his appointment, Lyons has reiterated the party line—that the Rangers are committed to doing business with Dallas and Fort Worth minority businesses.

The message seems to be that you must be connected to someone in the ownership group to get any business. For example, construction project manager Manhattan Construction is based in Oklahoma, the home state of one of the partnership's largest investors. The lead bank, Texas Commerce, is owned by New York based Allied Chemical Bank.

It appears that Tom Schieffer is only meeting with minority groups to buy time—time to finish issuing all the contracts while vendors waste valuable time meeting with him or his designated representative, Mr. Lyons.

A quick look at the actual expenditures for the project as of May 11th shows that Schieffer has built his stadium the way he wanted, using whom he wanted, how he wanted. The Rangers have spent \$122,970,014 of the total budget of \$175,900,000. So now minority and women vendors are fighting for scraps at the eleventh

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hour.

More than \$9,000,000 has been spent for architectural and engineering services. Not one dime has gone to a minority or women-owned firm even though several of completed RFQs as far back as 1991. They are still waiting for phone call.

Over \$31,000,000 of public funds have been used to purchase the 273 acres of land the stadium sits on. Not one MBE or WBE realtor, surveyor, broker, appraiser or lawyer was called to bid Arlington realtor, Mike Reilly, whose family's trust was an original partner with former owner Eddie Chiles, handled all the land acquisition.

Over \$1,500,000 has been budgeted for legal services. The Rangers have not approached one minority legal firm to even review a contract for the project. Of the more than \$800,000 spent to date, not one dime has gone to a minority firm.

There are marketing and legal costs to underwrite \$135,000,000 of bonds. The Rangers budgeted \$2,900,000 for this lucrative line item. Do you think any minorities or women shared in the wealth? The answer is no.

Ironically, State Senator Rodney Ellis (D-Houston) is co-owner of Apex Securities, one of the country's most aggressive security underwriting firms. Ellis helped pass the legislation approving the creation of the Sports Authority. Ellis isn't the only one to do bond work or underwriting. There are numerous black, hispanic, and female firms that have served as bond co-counsel or underwriter on deals throughout the Metroplex.

Ten million dollars was budgeted to do the parking lot. Not one minority firm has worked on that project.

The meat of the entire project is the ballpark construction. Nearly \$100 million is budgeted to build the stadium. Gerald Alley, of the Con-Real Group, has won two relatively small contracts. He also happens to be a personal acquaintance of Mr. Lyons. Other than Alley, MBEs and DBEs have been shut out of the \$71,000,000 expended to date.

One of the reasons minorities haven't bid the jobs is the sheer size of the bids. Most do not have but a fraction of the bonding capacity necessary to bid the job.

Also, many contractors have complained that the general contractors are requiring minorities to submit bonding to work as subs. That is an unprecedented move, but an effective one at locking out everyone but majority firms.

In a recent meeting with 65 business owners, Tom Schieffer has steadfastly maintained that he can't find minorities to bid on work. It's interesting to note that all of the previously mentioned deals did not go out to bid. How can a firm bid when they aren't invited?

Even if a firm is on the bid list, there is no guarantee that they will be invited to bid. Schieffer has developed a

self-eliminating process called pre-selection. If a firm is not one of three firms selected to bid, then they are left out in the cold.

And that's what led to the formation of the Texas Minority Coalition. Headed by the Arlington NAACP, LULAC, and AHAC, representatives of more than twenty organizations have been meeting to develop a plan to improve minority numbers.

In a recent letter to Rangers' ownership, the Coalition asked that the Rangers "subcontract out 30% of the remaining work to MBEs and WBEs." The coalition has challenged the Rangers to hire an experienced minority firm to serve as a consultant and co-project manager.

Schieffer unequivocally replied that he would not support, "set-asides, goals or quotas programs. Norm Lyons is my consultant."

When recently told that goals are legal in Texas as long as they meet the tests of the Croson decision, Schieffer shot back that he "is accountable to the public for this project. And my only obligation to the taxpayers of the State of Texas is to bring the project in under budget." Judging from the numbers, it seems Schieffer has mastered the art of the set-aside program.

After a frustrating two-hour meeting with Lyons and Schieffer, the Coalition is planning its next steps. Some are threatening a picket on opening day, others are considering filing a court injunction to stop construction. Still other are trying to keep the lines of communication open with the Rangers.

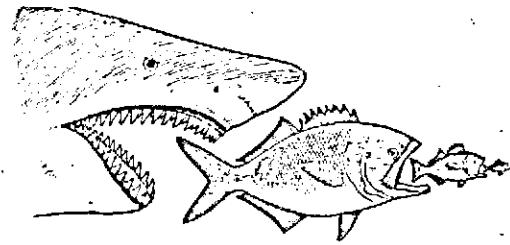
What is amazing is that the minority business community took so long to galvanize itself. In Cleveland, Chicago, and Baltimore, the business community fought for its slice of the pie long before ground was ever broken. That's probably why MBEs and DBEs have gotten more than 20 % of all work on each project.

Why can't Tom Schieffer follow the examples of his colleagues? He obviously doesn't feel he has to deal with the reality that the color of the landscape is changing. Schieffer is dedicated to keeping the "Good Old Boy Network" alive and well.

What's major league baseball's position on the matter? Well the league has been operating for 13 months without a Commissioner. Both the President of the American and National League want to retire. And the owners are negotiating a new TV deal that will pay \$8 million less than in 1993, who's got time to worry about minority and women vendors?

With more than 75% of the project completed, the battle lines are drawn and both sides are entrenched. The only question remains is who'll blink first? Whatever the case, every day the sun sets brings Tom Schieffer one step closer to completing his goal. And if he wins, minority vendors will be left to complain, "another one bites the dust."

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Marketing Feat

Desoto-based Promoves athletic shoes moves into the market dominated by big names

By Dwain Price

ProMoves is trying to make a major move in the much crowded athletic shoe market.

Owned by Los Angeles Raiders two-time Pro Bowler Tim Brown, ProMoves is a black-owned and black-operated company based in Desoto. The company was incorporated in 1990 and just recently made a big splash on the athletic footwear market when J.C. Penney decided to carry the shoes in their various stores.

While Brown is busy running back kickoffs, catching passes and scoring touchdowns for the Raiders, his brother, Donald Kelly, runs the company. Kelly, the CEO and president of ProMoves, has eight years of experience in business management and sports marketing and he believes ProMoves is a heartbeat away from being a household name.

"We've only been selling shoes for two years and we're continuing looking for clients," Kelly said. "But everything is going well right now from a customer standpoint.

"The thing that's necessary now is we've got to get our name known to the public some more. But most of that is just a matter of time."

Since it first burst onto the scene, ProMoves has become the official athletic shoe of the National Football League Players

Association. That is a huge feather in the cap of a company that has to do battle with athletic footwear giants such as Nike, Reebok, Converse and L.A. Gear.

A 1984 graduate of Woodrow Wilson High School, Brown launched ProMoves after he was a classic case of why be a client when he could reap the financial benefits while being the boss and a client.

"This shoe has been well-received by the public and by the professional athletes," said Brown, who won the Heisman Trophy in 1987 while playing for Notre Dame. "I'm very happy with it."

In order to be as competitive as its adversaries, ProMoves has eight different categories of athletic shoes. They range from cross training shoes to baseball, basketball, football, fashion hikers, casual, running and sandals.

The company also has T-shirts, warm-ups and various other company apparel. The most important item that Brown and Kelly wanted to capture the

public's eye with is the fact that the customer doesn't have to empty his or her pockets to purchase athletic shoes. ProMoves' highest price shoe is \$75, and that particular shoe compares favorably to the competitor's shoes that are priced over \$100.

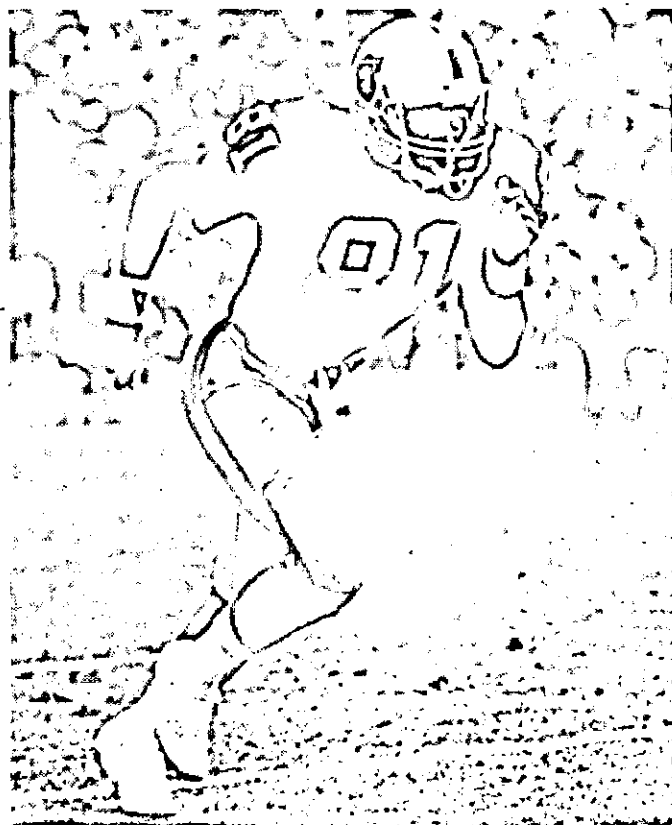
Brown is proud to say that ProMoves is the only brand of athletic shoes and related apparel that is wholly owned by professional athletes. Before the shoes reach the public, they go through a battery of tests from Brown and other pro athletes.

The tests are to check for high-comfort construction, quality, fashionable looks and optimum performance. It took two years for Brown to develop and research his ProMoves product.

"ProMoves are just as good as any athletic footwear out there," Brown said. "I've worn many athletic shoes during my days, and this one is very comfortable."

Kelly took it a step farther by saying the only thing—besides millions of dollars—that the competition has on ProMoves is that their name has been synonymous with athletic footwear for quite some time.

"For the most part," Kelly said, "Our shoes come down the same manufacturer line as our competition. And that's something I want to stress to the customer, because I think that's something that the customer should know."



Sleepless Knights

Roosevelt H.S. Mustangs offer hi-powered offense

By Marvin Raye

Defensive coordinators who suffer from an acute case of somnolence can quickly cure the ailment by trying to devise a way to slow the high-powered Roosevelt Mustang offense.

Quite simply, the versatility of Head Coach Willie Dearion's offense crew can cause more than a few sleepless nights.

"They have a little bit of everything," Wilmer-Hutchins head coach Robert Woods said.

Woods knows a little bit about the Mustangs and sleepless nights. He watched Roosevelt roll up more than 400 yards enroute to 33-19 victory over Wilmer-Hutchins in this

year's season opener.

"There's just not one thing you can hone in on," Woods said, in reference to trying to contain the Mustangs offense.

"Defenses might attempt to concentrate on Roosevelt senior quarterback Terrance Randolph, the key to the team's explosive offensive. But Randolph, the offensive leader whose success is based on a close working relationship with offensive coordinator Johnny Hawkins, is an extremely clever player who effectively gets the ball to a plethora of skill position players who are a threat to score every time they touch the ball.

"I've said all along that we have good skill people," Dearion said. "And our quarterback is just doing the things he has been asked to do."

Randolph (6-2, 185) tosses touchdowns with regularity, but that isn't difficult with the crew he

has to play catch with. There's senior receiver Michael Williams (brother of Cowboy's receiver Kevin Williams), who has been playing at the varsity level since he was a sophomore.

There's the large sure hands of tight end Dekeithro Callicoattee. Randolph can throw to Antoine Paris, who runs great routes and reads defenses like comic books.

Randolph also has quick targets like Danny Johnson and Malik Marshall. Those players make for one heck of a passing game.

"But if you jump on the pass, they have the backs who can run all over you," Woods said.

The Mustang runners are 5-10, 190-pound Sidney Sims and 5-8, 160-pound Sedrick Moore. Sims is the power back who does most of his pounding between the tackles.

Moore is a super-quick, pin-ball type runner who is effective on the inside and outside.

It is the varied skills of the Roosevelt players that make the Mustangs so tough to defense.

"Versatility is one of our keys,"

Dearion said.

There is one more aspect of this offensive juggernaut that cannot be ignored—a young, but very big and talented offensive line—led by Lajimian Blocker, Billy Goss, Warren Barber, Antwahn Barrett and Joseph Blevins.

"This team doesn't look much different from the other teams I've seen come out of Roosevelt, with the exception of the offensive line—it's much better," Woods said. "They always have good skill people, running backs and quarterbacks. But the thing that makes them better this year is the offensive line."

Dearion said there are a few other key factors that might make this unit special.

"This is a very close-knit group," the coach said. "They know each other and they can read others through eye contact. I've seen it happen during games."

The Roosevelt players eyes are wide open during their games, just like their opponents sleep-deprived defensive coordinator during the week prior to the game.

Badge of duality

BOPHA explores conflict of the human spirit in South Africa

By Marvin Jones

The movie begins with a traitor being "necktied" or having a flaming tire placed around his neck. This is the way Blacks in South Africa deal with people who they believe are disloyal in their struggle for equality under an authoritarian regime.

The film *BOPHA* stars Danny Glover, Alfre Woodard, and Malcolm McDowell. It is a story about the conflict and turmoil faced by a Black South African police officer Master Sergeant Micah Mangena (Glover) who learns his son is in opposition to a system that his father has spent his career upholding.

In 1980, the Mangena family lives on the eastern cape of South Africa in a small black township. The family is in the midst of turmoil as local youth are opposed to maintaining the brutal sys-

tem of apartheid in their schools and townships. The film explores the volatile nature of father-son conflicts between Micah (Glover) and his son Zweli played by Maynard Eziashi. The long-

suffering mother, Rosie (Woodard), is constantly caught in the middle.

Micah is proud to be a member of the South African Police and of what it has meant to his family. He has a dream that his son will one day be a policeman just like him. Zweli however, has dreams of his own. The last thing he wants to do is be a member of the barbaric police force. Micah can not understand how Zweli can resent a job that has given him a good life. Zweli wants to make his own choices in life, as any young man wants to.

BOPHA parallels the struggles many African-American families endured during the civil rights movement. Micah could be any hard-working brother who struggles to send his son to college only for him to return and tell him that he is an "Uncle Tom" for patiently enduring the insults of white people in the "Old South." The



same could be said for the sister who scrubs floors to send her daughter to college, only to be too embarrassed to invite her on campus for mother-daughter weekend.

An interesting subplot to the film is the pressures involved in being Black and a member of the South African Police. Micah constantly witnesses the brutality of the police upon the villagers. Micah has been a member of the

police for 20 years. The film did not go deep enough into the inner conflict of the main character. How can any black South African, enforce the laws of apartheid on his own brothers and sisters? Black South Africans, are subjected to "attack dogs" whenever they challenge the status quo. Micah was willing to let his family be destroyed, rather than quit the police force. (Con't on next page)

Faint and fizzled

Rising Sun is long on time and short on excitement

By Denise Sharpton

Rising Sun starring Sean Connery and Wesley Snipes is a murder mystery where they play special liaison detectives investigating the death of a young woman found murdered in the boardroom of a super-rich Japanese corporation in downtown Los Angeles. The murder occurs on the upper floor in one of the coporation's plush offices—while

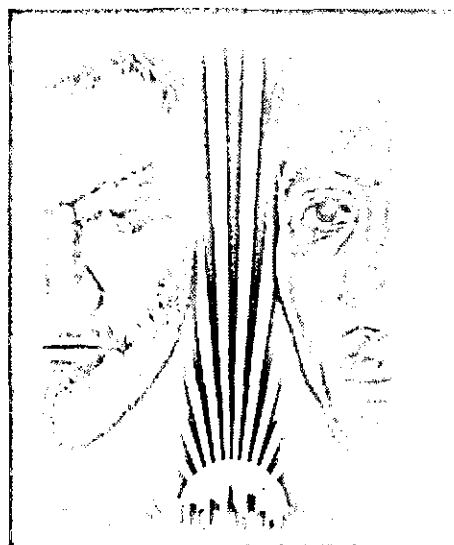
the elite, famous, and corrupt, party on the upper floors of the corporation's plush offices.

A mysterious call puts Lieutenant Web Smith (Snipes) together with Detective John

Connor (Connery), who is rumored to be under the influence of the Japanese.

Connor becomes Smith's guide and leads him through the investigation via futuristic technological secrets, ancient ways and loyalties...

The film is branded as an action mystery, half-hearted at best. The team of Connery and Snipes was a strange match, Snipes comes off as dull in the portrayal of his role compared to the



seasoned veteran star Connery.

It took a while before the two co-stars got into any real heavy-duty action. The total length of the film is two

hours, 10 minutes.

Although the film is a weak portrayal of an action-packed mystery movie, the political messages were very strong as the screenwriter explored the nuances of the business world between the United States and Japan.

The film was spiced with mockery of the American business culture and ethics—depicting, you win the capitalist game of business enterprise at whatever cost and by any means necessary, including murder.

The film's writer did a very clever job in building this plot. If you couldn't appreciate the style used in creating the murder mystery, you could brand the film as confusing and complicated.

In spite of the cleverness of the plot building, the film is slow moving to the point of boring.

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A Healthy Diet Means Healthy Hair



By Jerrel Solomon

Dull and lifeless hair are the extension of a dull and lifeless body. What your body feeds upon is one of the most important factors that determine how beautiful you will feel.

Hair is the body's natural adornment. The more familiar we become with understanding our hair and skin, then the closer we get to learning how simple it is to have hair and skin that looks and feels beautiful.

Products containing all the right ingredients that make hair grow and skin glow is questionable, because if you are eating the right foods, then you are getting your daily requirements. A balanced intake of life-sustaining nutrients are absorbed into the bloodstream and transmitted to the cells that feed your skin, hair and nails.

If you take care of your body then your body will take care of you if supplied with the essential foods. Learn to recognize which foods energize your body and which ones slow it down. Analyze your entire diet, a qualified nutritionist will help you determine which foods are aggravated by mental stress and tension, and should be eliminated from your diet.

Dieters should consult with a qualified dietician for a plan that is

designed to facilitate gradual healthy weight loss. Remember it is possible to learn how and to lose the weight and keep it off by eating less, with little pain and sacrifice.

Short periods of time dieting is bad for you. Hunger is one of the enemies of all dieters, select a diet that provides enough bulk or fiber to fill the stomach and reduce the craving for food. Remember your system responds to change. Because everyone is different, learn to identify and remedy the causes of fiber intake in your diet. Cutback and then gradually increase fiber when stomach cramping or excessive gas occurs.

Here are some basic measures that should be followed in trying to achieve a healthy body:

1. Reduce meal portions
2. Don't rush (make your meal time last longer).
3. Chew each bite 15 to 20 times
4. Take a drink of water with each bite of food
5. Place food back on plate between bites
6. Substitute non-fat calories for fat calories
7. Exercise

In order to achieve proper weight control, you must learn to control your eating habits. Take care of your inside and it will be reflected on the outside.

The best things in life are not free especially when it comes to caring for your body.

Be careful and choose someone: you have confidence in, that will listen to you and can help you make the most in investing your time and beauty dollars. Remember, you deserve the best. For more info., call (214) 702-9532

(Con't from previous page)

The film reflected the low esteem that African-American police are held within our community. BOPHA provokes one to think about their views on the police. Do you believe that the police are friend or foe? Is the African-American police officer a sell-out because he arrests people who sell poisons to their own people? We are in constant debate as to who is a Judas and who is not.

Malcolm McDowell (Captain Villiers) turns in a believable performance as a member of the brutal Special Services of the South African Police (SAP). Robin Smith (Staff Sergeant Reteif) plays his role almost too good, also they descend upon the town to quell unrest in the township.

They believe that Captain Van Tonder played by Marius Weyers, is too soft on the local school children who are tired of being taught Afrikaans instead of English.

The film allows us to be a fly on that wall during a conversation as to how Afrikaners view the black South Africaners. We also are allowed to get a glimpse of how majority rule, because they believe the country will wind up like Zimbabwe, Nigeria, or Ethiopia. They want to maintain apartheid for their grandchildren to live and enjoy the same privileges they did.

The film is the directorial debut of Morgan Freeman and the motion picture producing debut of executive producer Arsenio Hall.

"Micah Mangena believes he is doing the right thing in upholding the law. He has ideals of furthering and bettering the lives in his community,

even though those ideals have little to do with the reality of his job," said Morgan Freeman.

Freeman also said that it's a two-edged sword to be a black policeman and part of the system that is set up to keep South African Blacks under the hammer of apartheid.

The film takes its title from the Zulu language. The word Bopha means to arrest or to detain. It is a cry for protest in a country where an entire population has struggled for equality under the authoritarian regime.

Alfre Woodard turns in a great performance as Rosie Mangena. In her acting you can see the pain Black South African women endure in the struggle for equality in these countries.

Women watch as their families are torn apart by family conflict as well as the brutality of apartheid. In comparison, women in this country also have to bury their sons and husbands who die in the fight against apartheid. They have to watch their men die a silent death, as their hopes and dreams shrivel up and die.

Rosie suffers the persecution from other women in the township because her husband is a member of the South African Police. Woodard does an excellent job of bringing all the sides of the character she portrays to brilliance on the screen.

BOPHA should provoke us to think about our ancestors' struggle in America. The film has a positive message that is a welcome change of the negative images of African-Americans on the big screen—overall the film denotes the African struggle in this country and the Motherland rages on.

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October 2 Saturday

A Back Home With the Folks Festival—to celebrate Dallas' black communities—will be held on Saturday, October 2nd from noon to 7:00 p.m., at the Willie B. Johnson Recreation Center. The center is located at 2225 Willowdale near Forest Lane and Schroeder.

The festival will feature visual and performing arts, an exhibit of African-American inventors, a Blues concert, puppetry, drumming, contests, music and much more.

For further information feel free to contact Dr. Mjoki McElroy at (214) 823-3894. Admission is a smile.

A \$3,000 cash prize and chances to win trips to Hawaii will be awarded to the winners of the Bass Tournament on Saturday, October 2.

The Tournament is to benefit the Dallas Big Brothers Foundation. The foundation helps Big Brothers and Sisters of Dallas match children from single-parent families with positive adult role models. The entry is \$80 per team.

To register early go by the Sanger Inn or call (817) 458-7910. For more information call Terry Stuard at

the American Sports League, (214) 952-9966 or Media Bass at (214) 524-1995 (metro).

October 5 Tuesday

The Institute for the Healing of Racism is sponsoring a free eight-week dialogue series called "A Change of Heart," on Tuesday, October 5th from 7:30 to 10:00 p.m., in the Tarrant County Baha'i Center.

The center is located in Arlington at 723 E. Border. People from all races are encouraged to attend.

For more information contact Rose-Marie Stevens at (817) 571-9938.

October 7 Thursday

Mid-Cities Community Council luncheon will be held at Stagecoach Barbecue—2100 South Collins in Arlington—Thursday, October 7 at 12:00 p.m.

The topic of discussion is "Gangs in Tarrant County: Myths and

Realities." Guest speakers are Sergeant Bill Weatherly of the Arlington Gang Task Force and Sergeant Oscar Ramirez of the Fort Worth Gang Unit.

For more information please contact D'Alva Rippe Messina at (817) 483-2218 or Deborah Lott at (817) 261-6741.

October 8 Friday

The Oasis—The Educational Center presents an evening with Miki Howard on Friday, October 8th at The Majestic.

The musical will start at 8:00 p.m. and feature saxophonist, Jeff Aycok.

Tickets can be purchased at all Foley's, Sears, and Sound Warehouse locations. For more information call (214) 647-5700 (metro) or 373-8000 or contact Bobbie Elliot at (214) 644-2117.

October 12 Tuesday

The Southern Dallas Business Exchange will

meet Tuesday, October 12th from 5:30-7:00 p.m. at the Top O'Cliff Club in the NationsBank Bldg.

Brad Laughlin will speak on "Making Money The Air Quality Way." Learn how your business can capitalize on the new vehicle emissions inspection program.

All small and minority business owners are invited to attend this meeting. Also, don't forget to bring your business cards. A \$5.00 donation is requested. To RSVP call 428-7332.

October 28 Thursday

Windmill Productions presents a play by Lavonne Mueller entitled: "The Mothers" beginning Thursday, October 28th at Fair Park in the Margo Jones Theater.

An interpretive dance will be performed at 7:30 p.m., and the curtain time will start at 8:00 p.m.

The story is based on the mothers who marched in Buenos Aires after 30,000 Argentine children disap-

peared through torture and murder. Tickets range from \$8-\$10 dollars, and senior citizen discounts are available.

For reservations call 941-1751.

October 21 Thursday

Acclaimed opera and stage director of "XERXES," Stephen Wadsworth, will direct the uplifting, razor-sharp play by John Guare entitled: "Six Degrees of Separation."

Performances will begin at 7:30 p.m. on Thursday, October 21st in the Kalita Humphreys Theater, located at 3636 Turtle Creek Boulevard. Weekend showings will begin at 8:00 p.m.

The story evolves around a young imposter who claims to be the son of actor Sidney Poitier and gets involved with a politically correct Manhattan couple.

For ticket information, call the Dallas Theater Center at 522-TIXX.


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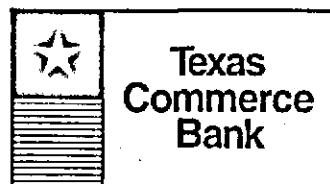
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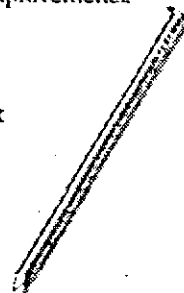
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Students Desire Matriculation at Fisk University

By Cokiesha L. Bailey

It is difficult to think of Fisk University without realizing the richness of its history in the African-American experience. Not to mention the fact that it boasts having graduated such alumni greats as W.E.B. Dubois, Booker T. Washington, Thurgood Marshall, Charles Johnson, Aaron Douglas, James Hope Franklin and Nikki Giovanni to name a few.

In fact, it is even more difficult to think of Fisk without thinking of the many black lawyers, doctors and other professionals that have come through those doors and sat in the classrooms to drink from the learning cup that many students from Dallas—as well as all over the country—are choosing to receive their college experience.

This prestigious institution with its authentic buildings has a library that houses a unique "Special Collection" that is a "must see" for anyone who appreciates history.

Moreover, the mellifluous music of the Jubilee Singers is sure to tickle the ears and soothe the souls of gospel lovers everywhere.

Students who attend Fisk come for a variety of reasons but leave with the feeling that they have walked among friends and will leave, endowed with leadership ability.

In a recent issue of "Money Magazine" Fisk University ranked 22nd among 989 leading colleges and universities in the nation.

The magazine is quoted as saying Fisk is "The better education for the buck."

Tamatha Holder is a Carter High School graduate said she chose to attend Fisk because not only was it prestigious but it was a predominantly black college.

"At Fisk, we are encouraged to strive for academic excellence. I enjoy the small classes and the individual attention," Holder said. Most importantly, I appreciate the religious overtones."

Among the historically black colleges, Fisk is ranked 2nd, 4th among small liberal arts colleges and universities and 6th among southeastern colleges.

The Board of Trustees at the university contends that the schools mission is to teach liberal arts and prepare leaders.

Melody Spencer, a junior at Fisk and graduate of Lobias Murray Christian Academy, said she believes

she has learned to become more of a well-rounded individual.

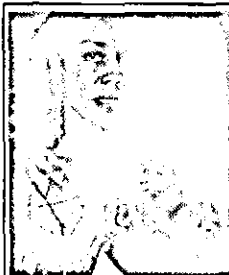
"I've learned to use every experience as a lesson for life," Spencer said.

Another Dallas student, Jakema Jackson—graduate of Dallas' Health Magnet—said the education he has received from Fisk has provided him with the truth and not a watered down version.

"Not only have I become independent but I have developed time-management and money-management skills," Jackson added.

Admission to Fisk University continues to be a selective process. Although the Fisk and many other black colleges around the nation are seeing an increase in enrollment, classes at Fisk remain relatively small so that it maintains the closeness that many students cherish while away from their families.

Fisk University president, Henry Ponder said, "Quality is one of those things which sell even during a depression. So we'll stay with quality."



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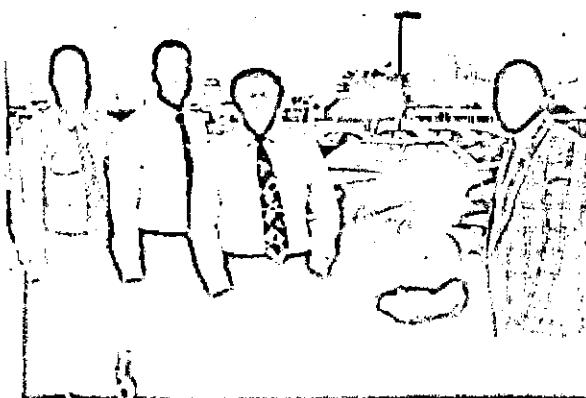
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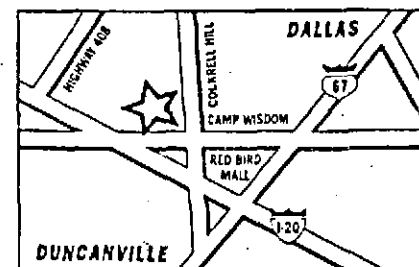


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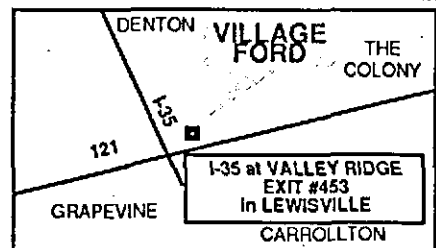
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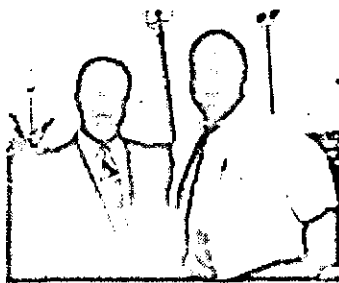


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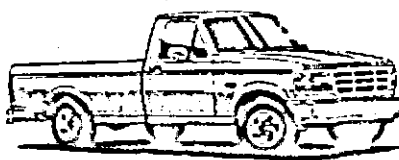
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Health Marsha Prophet

Death and Dying

Death and dying are both very difficult subjects to discuss. Simply because most of us are frightened and prefer not to think about death, especially our own. However, when the sudden death of a friend or relative occurs, the reality of dying quickly forces us to direct our attentions on just how precious and how short life can be.

Oftentimes, we tend to live our lives as though we are immortal. We only think of death as being the expected conclusion to a prolonged illness that perhaps claims the life of someone very dear to us. But every living thing: plants, animals, and humans, eventually dies. There is no escaping it.

And since there is no way to get around it, we learn how to cope with it through the grieving process, from there, we can try to pick up the pieces and to go on with our lives. In essence, over the past few years, this subject has gained increased attention.

Years ago when a man's heart stopped beating and he stopped breathing, he was pronounced dead. Before the actual burial, a wake was held to allow caretakers or family members to see if the corpse would awaken.

Today the criteria for establishing death varies from state-to-state. The use of technology can often keep a person alive indefinitely. Perhaps that is why physicians, lawyers, and many religious leaders prefer a new definition of death called "brain death." This indicates a total lack of central nervous system function, including all reflex activity, and lack of responsive-

ness to the environment.

Dr. Kubler-Ross, author of "On Death and Dying", describes the different emotional stages that a person experiences on learning of his or her own impending death.

The first stage is the denial stage, "It can't be happening to me". The denial may be partial or complete. Denial is a temporary defense that a person uses as a buffer until becoming able to mobilize his or her defenses to face the reality of death.

The second stage is often anger, "Why is this happening to me". The person feels violent anger at having to give up life. This emotion may be directed toward specific persons or projected into the environment at random.

The third stage is bargaining, "If you'll only let me live God, I will...". The person attempts to strike a bargain for more time to live or more time to be without pain in return for doing something for God. The person often turns or returns to religion during this stage.

Depression is the fourth stage, "Oh God, I'm going to die and I see no way out". Usually, when people have completed the first three stages, they move into depression. Sometimes called reactive depression, this stage occurs when the person reacts against the impending loss of life and grieves for himself.

Acceptance is the final stage of dying, "Yes, I am going to die and I am ready to leave". This occurs when the person has worked through the previous stages and accepts his or her own inevitable death. With full acceptance of impending death comes readiness for it; even with acceptance, hope is still present and needs to be supported realistically.

Many factors influence how individuals accept death, from their personal values and beliefs about life to past experiences in coping with traumatic situations. Regardless of how prepared we think we are, we will not know our coping resources until that day comes and we are faced with it.

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• OR •

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• OR •

Seven years experience in management or administration of a government agency, institution of higher education or business enterprise of size comparable to TDCJ and a Bachelor's degree with a major in criminal justice, business, public administration or related field

This position will be based in **Huntsville, Texas**. Salary not to exceed \$94,420. Request for application and additional information, contact Art Mosley, Assistant Director for Personnel and Training, TDCJ, (409) 291-4023 or 291-4027. All applications must be returned by Friday, October 15, 1993, at 5:00 P.M.



REQUEST FOR PROPOSALS

The Housing Authority of the City of Dallas, Texas (DHA) will receive proposals from architectural firms for Architectural Services for the Design of Laundry Facilities at Six Family Developments, Tex 9-3, 9-5, 9-6, 9-7, 9-8 and 9-12. Proposals will be received until 1:00 P.M., on Monday, October 18, 1993, at DHA's Central Office, Development and Planning Department, at 3939 N. Hampton Road, Suite 350, Dallas, Texas 75212. Proposal submission documents are on file and may be acquired at DHA's Central Office, 3939 N. Hampton Road, Suite 350, Dallas, Texas 75212.

The DHA reserves the right to reject any or all proposals or to waive any informalities in the solicitation.



REQUEST FOR PROPOSALS

The Housing Authority of the City of Dallas, Texas (DHA) will receive proposals from architectural firms for Architectural Services for the Design of a Sports Facility at Turner Courts, Tx 9-8. Proposals will be received until 1:00 P.M., on Wednesday, October 20, 1993, at DHA's Central Office, Development and Planning Department, at 3939 N. Hampton Road, Suite 350, Dallas, Texas 75212. Proposal submission documents are on file and may be acquired at DHA's Central Office, 3939 N. Hampton Road, Suite 350, Dallas, Texas 75212.

The DHA reserves the right to reject any or all proposals or to waive any informalities in the solicitation.

NOTICE TO BIDDERS

The **CITY OF IRVING**, Dallas County, Texas will receive sealed bids in the Office of the City Secretary, Fourth Floor, 825 West Blvd., Irving, Texas, until 2:00 PM and opened at a public opening at the Civic Center Complex, 825 West Irving Blvd., Irving, Texas 75060 at 2:00 PM on October 20, 1993, for the following item(s).

**Bear Creek Heritage Center Phase 1
Bid #305-94F**

The award will be made at a regularly scheduled meeting of the Irving City Council. To be accepted, bids must be received in a sealed envelope addressed to the City Secretary and show bid date and show general description of bid items.

Bid information and specifications may be obtained in the Department of Purchasing, Civic Center Complex, First Floor, 825 West Irving Blvd., Irving, Texas 75060 or by telephoning (214) 721-2631 and contacting Robert Haas.

The City Council of the City of Irving, Texas, reserves the right to except or reject any proposal or bid or any part thereof or any combination of bids and to waive any and all formalities.

Conflicts of interest in purchasing are controlled by section 16-12 of the Code of Civil and Criminal Ordinances of the City of Irving and section 171 of the Local Government Code.

Mayor
BOBBY JOE RAPER



INVITATION FOR BIDS

The Housing Authority of the City of Dallas, Texas (DHA) will receive bids for the Replacement of Shower Drains in Selected Units at Brooks Manor, Tex 9-14, until 2:00 P.M., on Wednesday, October 20, 1993, at DHA's Central Office, Development and Planning Department, at 3939 N. Hampton Road, Suite 350, Dallas, Texas 75212, at which time and place all bids will be publicly opened and read aloud. Bid documents, including Plans and Specifications, may be acquired at DHA's Central Office, 3939 N. Hampton Road, Suite 350, Dallas, Texas 75212.

The DHA reserves the right to reject any or all bids or to waive any informalities in the bidding.



INVITATION FOR BIDS

The Housing Authority of the City of Dallas, Texas (DHA) will receive bids for the Installation of an Operable (Accordian-Type) Room Partition at Audelia Manor, Tex 9-22, until 3:00 P.M., on Wednesday, October 20, 1993, at DHA's Central Office, Development and Planning Department, at 3939 N. Hampton Road, Suite 350, Dallas, Texas 75212, at which time and place all bids will be publicly opened and read aloud. Bid documents, including Plans and Specifications, may be acquired at DHA's Central Office, 3939 N. Hampton Road, Suite 350, Dallas, Texas 75212.

The DHA reserves the right to reject any or all bids or to waive any informalities in the bidding.



INVITATION FOR BIDS

The Housing Authority of the City of Dallas, Texas (DHA) will receive bids for the Installation of Ornamental Iron Fencing at Barbara Jordan Square, Tex 9-25, until 10:00 A.M., on Monday, October 18, 1993, at DHA's Central Office, Development and Planning Department, at 3939 N. Hampton Road, Suite 350, Dallas, Texas 75212, at which time and place all bids will be publicly opened and read aloud. Bid documents, including Plans and Specifications, may be acquired at DHA's Central Office, 3939 N. Hampton Road, Suite 350, Dallas, Texas 75212.

The DHA reserves the right to reject any or all bids or to waive any informalities in the bidding.



INVITATION FOR BIDS

The Housing Authority of the City of Dallas, Texas (DHA) will receive bids for the Termite Treatment of the Turnkey Homes at Tex 9-15 and Tex 9-16, until 2:00 P.M., on Monday, October 18, 1993, at 3939 N. Hampton Road, Suite 350, Dallas, Texas 75212, at which time and place all bids will be publicly opened and read aloud. Bid documents, including Plans and Specifications, may be acquired at DHA's Central Office, 3939 N. Hampton Road, Suite 350, Dallas, Texas 75212.

The DHA reserves the right to reject any or all bids or to waive any informalities in the bidding.



INVITATION FOR BIDS

The Housing Authority of the City of Dallas, Texas (DHA) will receive bids for the Replacement and Installation of Mail Boxes at Cedar Springs Addition Tex 9-3 and Frazier Courts Tex 9-5 & 9-6, until 3:00 P.M., on Tuesday, October 19, 1993, at DHA's Central Office, Development and Planning Department, at 3939 N. Hampton Road, Suite 350, Dallas, Texas 75212, at which time and place all bids will be publicly opened and read aloud. Bid documents, including Plans and Specifications, may be acquired at DHA's Central Office, 3939 N. Hampton Road, Suite 350, Dallas, Texas 75212.

The DHA reserves the right to reject any or all bids or to waive any informalities in the bidding.



INVITATION FOR BIDS

The Housing Authority of the City of Dallas, Texas (DHA) will receive bids for the Installation of Exterior Lighting at Brooks Manor, Tex 9-14, until 3:00 P.M., on Monday, October 18, 1993, at DHA's Central Office, Development and Planning Department, at 3939 N. Hampton Road, Suite 350, Dallas, Texas 75212, at which time and place all bids will be publicly opened and read aloud. Bid documents, including Plans and Specifications, may be acquired at DHA's Central Office, 3939 N. Hampton Road, Suite 350, Dallas, Texas 75212.

The DHA reserves the right to reject any or all bids or to waive any informalities in the bidding.

Career Opportunities (Cont.)



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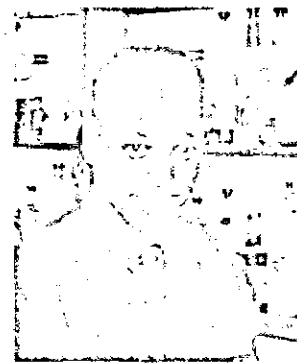


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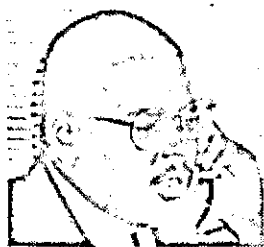
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*From the Chairman and Chief Executive Officer of Guaranty Federal Bank
to the Dallas Community:*

Over the past few months, the senior management of Guaranty Federal Bank has been working with a group of community leaders to develop a set of initiatives to address lending and other concerns in our community. Guaranty Federal relied very heavily on the input of this very diverse group of individuals to first delineate the issues that needed to be addressed and secondly, with staff from our bank, established a set of positive responses.

I am very pleased to be able to share the results of this review with our community at this time. Guaranty Federal will continue in this commitment to assist all citizens in our community with a strong focus on the housing needs of low and moderate income minorities. In this regard, we have committed to invest, at minimum, \$16.5 million in the African American community by December, 1994. The investment will include mortgage lending, credit availability from non-profit agencies and contributions to assist non-profits and other civic organizations. In addition, our plan addresses minority employee recruitment and the establishment of a community advisory board that will help guide and direct our future policies and products to continue to be responsive to the needs of the African American and other low and moderate income minorities in our community.

I want to thank the African American community leaders that helped us in the refinement of this initiative because we believe, through this commitment, we will achieve our goal of becoming the premier Texas financial institution.

Sincerely,

Robert Adelizzi