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Minority Opportunity News



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VOLUME 7, NO. 12 Oct. 16-31, 1998



Here today, gone tomorrow?

How some minority-owned businesses are beating the odds.

**MON's
endorsements
for Nov. elections**

**Eddie Bernice Johnson
opposes impeachment
hearings**

**Entertainment:
EUR gives the
411**



**From
The Editor**
Chris Pryer

Mavericks winning off the court

Being a good corporate citizen is a standard code of conduct for most of your large, profitable and high-profile companies these days. Actually, it is a basic tenet of doing good business. And sports franchises are no exception to this code—they are, for the most part, large, high-profile and profitable businesses. So expecting them to fulfill their civic responsibilities in their respective cities is not a stretch.

That being said, however, I have to take off my cynical hat to the efforts of this city's professional basketball team, the Dallas Mavericks. Last basketball season, members of the minority press were invited to a little soirée thrown by the Mavericks. Hosted by the team's communications top gun, Kevin Sullivan, and supporting cast members, we pressed the flesh with head coach Don Nelson, his son and assistant coach Donnie Nelson, and then club president Terdimia Ussery. Under the aural duress of live and raucous entertainment—the buffet dinner was held in the Mavericks' "bubble bar" that sits adjacent to Reunion Arena—Donnie and Kevin tried to impart on us members of the Black press the sincerity of the Mavericks organization to reach out to the minority community and do more than make the typical "photo op" gestures. They pledged to make themselves accessible, gave us some tickets to that night's game against the Boston Celtics, and we all called it a night.

Last week, the Mavericks reprised that first meeting with a lunch buffet at their offices in the Landry Sports and Rehabilitation Center. Following a tour of the Mavericks locker and training rooms by their trainer, Roger Hines, Donnie Nelson and Kevin Sullivan led a round table discussion about some of the civic programs the Mavericks have instituted since our last meeting to make a positive impact on children in the minority community. Things like providing several \$2,000 scholarships to high school seniors; a Christmas toy drive; a canned food drive; free tickets to Mavs games; \$80,000 in grants from the Dallas Mavericks Foundation; and so on.

These contribution all are greatly appreciated, albeit typical. But most impressive was the seeming genuine desire by the Mavericks to do more than give lip-service; to extend past the obvious to the sublime.

Sincerity always stands the test of time. We have time.

MON

Editorial

Make sure to vote this election; MON endorses these four candidates

Dr. Martin Luther King once remarked that there were those among us who could not vote, as well as those who felt there was nothing for which to vote. With less than a month before Texas voters go to the polls, the *Minority Opportunity News* recalls a fallen leader's prophetic wisdom. As a people, the legal right to exercise a precious franchise of voting is assured. Yet, for many of us, years of disappointments and being ignored have muted any sense of urgency or purpose in voting.

More than mere recollection, MON believes each and every election is about the future; the future we envision for ourselves and our families. Each election affords every voter the opportunity to help shape the future. It is an opportunity none of us should shirk. As a newspaper dedicated to the particular news and informational concerns of African Americans, MON supports voter education. If real, rather than imagined issues, can be articulated, our readers will better understand and value their vote.

In 1998 that challenge is an awesome one. Voter education, registration and participation do not have the high visibility of yesteryear. The Black church, the heart of African American life, is no longer institutionally involved in social activism. Our youth no longer proudly carry membership cards to the NAACP. Neither of the two major political parties aggressively or consistently seek Black support; Democrats take us for granted and Republicans write us off.

So if this election year is to reap different outcomes, it is time for voters to think and act differently. Instead of labels, we need to look at relationships. What a candidate is called is not nearly as important as what he or she does. And if elections are about the future, a practical predictor is what will come is best measured by what is now being done. Candidates who ignore or diminish our electoral strength are not likely to embrace our

agenda with gratitude, allegiance and enthusiasm. On the other hand, candidates who seek to understand, support and respond to our community are, by their deeds, communicating concern. It is only fair to support candidates who support our dreams.

On this basis, MON has met, interviewed and contemplated voter

of Texas Railroad Commissioner, she knows what it means to be a minority and still achieve success.

John Sharp For Lieutenant Governor

As State Comptroller, John Sharp has been bold and candid with his observations, as well as his actions. As an administrator, he has consistently been supportive of policies that preserve vital services, while tightening the public purse.

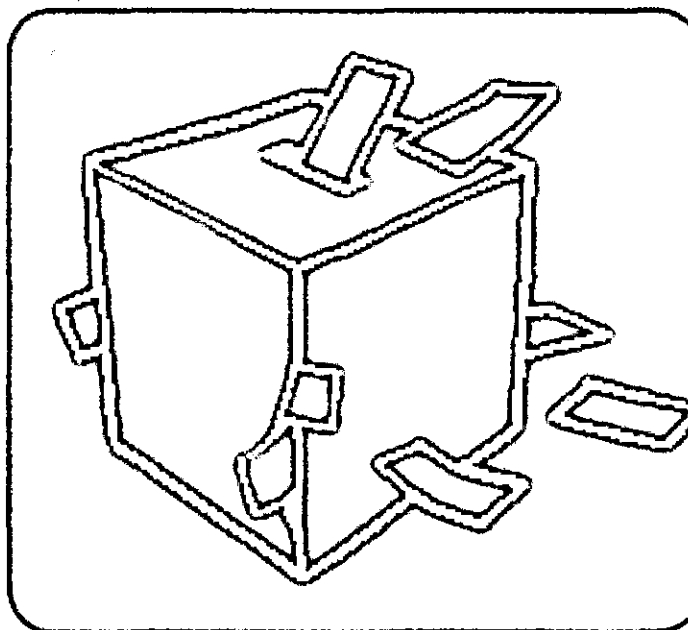
For example, when welfare reform threatened to penalize thousands of poor people on welfare for the misdeeds of a few, John Sharp supported the Lone Star Card as a measurable means of diminishing welfare fraud. The Lone Star Card system worked; welfare fraud has been curbed and benefits to the poor preserved.

Minority entrepreneurs and small businesses have also been directly assisted by Sharp. Texas' Historically Underutilized Businesses, also known as HUBS, have gained more access to lucrative state contracts through the Comptroller's Office. The 40 percent rate of participation sets a benchmark for all state agencies.

Educational reform, always a hot button issue, has also drawn Sharp's attention with an innovative plan to strengthen public schools. Instead of using precious public dollars to support private schools, Sharp's plans puts the power of choice with parents. When school performance falls below par, parents gain the right to select another school for their children. Teacher compensation would also be reformed. By revamping pay scales, insurance and retirement, Texas could climb out of its lowly 37th ranking nationwide, thereby gaining better and more dedicated teachers in every classroom.

In other words, John Sharp lives up to his name — he is SHARP.

See EDITORIAL on page 4



choices. The following recommendations are made in our collective self-interest. The following candidates will carry MON's endorsement to the upcoming elections:

Carole Keeton Rylander For Texas Comptroller

Regardless of the outcome in the Lieutenant Governor's race, the office of State Comptroller will have a new occupant. MON proudly endorses Austin's former mayor and number three vote-getter in the 1994 election, Carole Keeton Rylander. In three terms as Austin's mayor, Rylander never voted for a city tax increase. This mother of five and former school teacher knows firsthand how to work effectively despite financial constraints. A campaign pledge to appoint a Citizens' Waste-Fighting Commission, dedicated to attacking needless government spending would increase state government's accountability to its citizens. As the first woman ever elected to the office

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LETTERS...

South Dallas/Fair Park Trust Fund

In response to your article in the August 1998 *Minority Opportunity News*, we at Holmes Street Foundation, Inc., are very fortunate to be part of the South Dallas/Fair Park Trust Fund.

As a nonprofit, community-based program, our blessing has been to be one of the beneficiaries of funding from the trust fund, in order to continue administering chemical dependency treatment to adolescent males in the South Dallas/Fair Park community.

Without funding from this entity, we would have been unable to conquer arduous and formidable obstacles. We salute South Dallas/Fair Park trust and anticipate the *Minority Opportunity News* will disclose them in a more diverse and distinct perception in a future publication.

Dorothy Blair
Dallas

Texas Black Democrats Back Clinton

Thank you for eloquently expressing the opinion of many citizens of this great nation. There has clearly become an emotional and divisive issue across the country.

Glenn Johnson
Dallas

Letters Policy

MON welcomes the letters of its readers. We reserve the right to edit all letters for the sake of clarity or space.

Letters should contain full name and address and daytime phone number so we can reach you for clarification or confirmation. Shorter letters have a better chance of being published.

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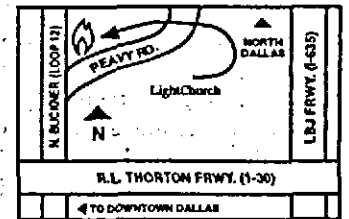
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Guest Viewpoint
Eddie Bernice
Johnson

Shortly after the House Judiciary Committee's party-line decision to begin an impeachment inquiry into President Clinton's affair with Monica Lewinsky, I read a *Time* magazine article on this issue. It was titled, "On the Fast Track to Impeach." I then took account of the swift votes over the last few weeks to release Independent Counsel [Kenneth] Starr's report on the Internet, to air the tapes of the President's deposition, and then, the committee's recent resolution to begin impeachment hearings. Many African Americans are of the opinion that this is the result of President Clinton's support of the policy issues we hold dear. To cut off his presidency is a Republican attempt to cut off many opportunities gained by African Americans and other women and minorities during his Administration.

It is not a desire for truth and fairness that drive Republicans. Rather, it is retribution for his standing on the issues African Americans desire—issues that Republicans have steadfastly fought to defeat.

In the minds of the average conservative Republican, the preservation of federal Affirmative-Action programs, the reduction of unemployment and the confirmation of a host of African Americans in the Administration are all too many victories to swallow. The most direct way to disrupt the growing

Impeachment proceedings reflect partisan politics

opportunities for minorities under this president is to remove him or put his White House in chaos. When you look closely at the sources of these attacks, removing President Clinton from office is one in a series of attempts to curtail his actions and initiatives for African Americans, women and minorities.

Their opposition of him stems from his attempts to correct what Republican racial politics produced before 1992. Reagan-Bush judicial appointees of the Robert Bork ilk were piled on the federal bench to thwart every opportunity for justice for African Americans. Redistricting and the creation of minority-majority districts and attempts to accurately count African Americans were at their mercy. Conservative appointments for U.S. Attorney Generals during their era ensured that the most racial bastions in the country would be ignored. While they would not challenge discrimination in the workplace, they would challenge the Congressional Districts that brought forth African Americans to Congress. This was not enough. Under the guise of "reform," Republican lawmakers are trying to limit the terms of Congressional lawmakers, many of them African Americans who would be in power of committees due to seniority. President Clinton defeated those actions with his

election victory, and worked hard to prevent their resurgence with his reelection. While he has worked alongside African Americans to expand opportunities, he has fought with equal measure to defeat current Republican attempts to stifle opportunity for minorities. Believe me, those attempts continue alive and well. When the president wanted to employ a more accurate census count of African Americans, Republicans went to the House floor as well as the courtroom to prevent the plan for fear that more African Americans would be counted.

These are only a few of the many attempts to obstruct his efforts for diversity and opportunity. Other attempts include: The scrutiny of African-American appointees, holding up the nominations of minorities for federal judgeships, prolonged and partisan nomination hearings of cabinet appointees and the Senate's recent move to derail the nomination of a Florida State Senator as the first African-American Secretary of the Air Force. Aiming at President Clinton is just one of many shots Republicans have taken to wound and eliminate the opportunities of African Americans.

It takes us to where we are today with votes setting up an impeachment process moving at breakneck speed. The faster they can remove the president, the faster Repub-

licans can continue the "tyranny of the majority" efforts that will wipe away the strides we have made under this president.

Another reason for their "if he goes, so do they" attitude is this: Republicans know that they cannot have us as a voting base with these present callous and evil spirited activities. When they see that the president enjoys a 94.5% favorable rating with African Americans, not only are they incensed over what that means for their "outreach" efforts, they would like nothing more than to punish him for such numbers. It is a mix of jealousy, traditional disdain for minority rights and sheer partisan politics.

These are the reasons why President Clinton's investigation is not moving in the deliberative manner of the Watergate hearings of President Richard Nixon, when the great Barbara Jordan confronted the same issues as I do today. However, if Mr. Nixon adhered to the same ideas of outreach and work with the African-American community, those proceedings may have been as equally heated as these. Some people ask me if I see a correlation between the attacks on the president and African Americans. Unequivocally, I say that I truly believe that there is a direct link. I believe that is why my colleagues in the Congressional Black Caucus are standing firm, not in knee-jerk support of the president, but for a process built on fairness and sound procedure.

MON

Democrat Eddie Bernice Johnson represents the 30th Congressional district in the United States House of Representatives.

Editorial

continued from page 2

David Van Os For Texas Supreme Court, Place 3

Justice in America is far from blind—or merciful to people of color. Juries convict more readily and prison are more populated, in most states, by people of color. This is an opportunity to elect a jurist that makes a point of being fair to all people. In David Van Os' own words, "In the courts of justice all members of our society must stand equal before the law. When our system is working the way it is intended, justice cannot be bought, justice cannot be traded, and it cannot be compromised."

Charles F. Baird For Judge

Charles F. Baird has achieved the rating of "most outstanding judge" in the state of Texas and is the author of over 750 opinions. This testifies to his work ethic and commitment to the citizens of Texas to be a fair and honest jurist.

Judge Baird's opponent, Judge

Mike Keasler, is currently being tossed about in a sea of controversy. The Texas Criminal Defense Lawyers Association is asking for his resignation because of his reported comments about racial and ethnic groups. The lawyers association maintains that Judge Keasler's comments violated Texas' judicial code of conduct.

In the remaining weeks of the 1998 campaign, MON encourages readers to pay particular attention to these four candidates. More importantly, we urge you to show your support for them at the polls. When you go to the polls in November, remember Sharp, Rylander, Van Os and Baird. In the words of our national anthem:

"We have come over a way that with tears have been watered. We have come treading the path through the blood of the slaughtered."

As a people and as a community, African American voters should act in concert. The tears and blood shed for our right to vote should not be in vain.

MON

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The Struggle Continues

Thomas Muhammad

For small and mid-size businesses, and community-based development corporations that call southern Dallas home, the Southern Dallas Development Corporation (SDDC) has probably been their saving grace. Along with its liberal lending practices, SDDC has been one of the leading advocates of encouraging small, mid-size and large companies to establish their businesses in southern Dallas, long before the current "develop the southern sector" mania hit.

SDDC's mission statement says it all: "...a nationally-acclaimed nonprofit community development financial institution dedicated to economic revitalization of southern Dallas, including creating business opportunities and jobs for low-income and minority residents, and promoting investment."

Since its inception in 1989, SDDC has been an effective agent for critically needed economic change and opportunity. It is nationally recognized as a pioneer in community economic development financing activity. SDDC manages five loan programs and has made 270 loans totaling over \$20.6 million, leveraging another \$36.3 million and leading to the creation or retention of 2,398 jobs. Sixty-nine percent of SDDC's

SDDC is still the best answer for Southern Dallas

loan portfolio assists minority-owned firms: 46 percent African American, 19 percent Latino and 4 percent other. The industry composition of the businesses SDDC currently finances is 21 percent manufacturing, 8 percent distribution, 24 percent retail and 47 percent service.

The following is a breakdown of SDDC's loan programs available to be utilized.

Community Development Block Grant (CDBG) program. It provides up to \$300,000 in financing for businesses located in southern Dallas (or the enterprise zones) that are creating or retaining jobs for low- and moderate-income people. The loan purposes include a wide variety of uses including working capital, equipment and real estate.

U.S. Small Business Administration (SBA) Micro-Loan Program. SDDC established the first SBA "micro" loan program in Texas (1 of 35 nationwide). As a SBA micro-lending intermediary, SDDC makes micro-loans from \$5,000 to \$25,000 for working capital, inventory financing and equipment purchases.

Southern Dallas Development Fund, Inc. (SDDF). SDDF provides subordinate, pooled and private financing to firms that are not bankable without SDDF participation. Typically, these loans are made in conjunction with senior loans from an SDDF participation bank. In 1991, 18 financial institutions pledged \$3.7 million of capital to SDDF over a four-year period.

Dallas Business Finance Corporation (DBFC). DBFC is SDDC's SBA-certified development company. Established in 1992, DBFC provides long-term fixed-rate financing for the expansion of projects of more established and relatively larger small businesses that are creating jobs for the low-income population. DBFC serves the entire city of Dallas, with a particular focus on firms and minority-owned businesses in southern Dallas. DBFC is managed by SDDC.

SDDC Investment Zone Loans. SDDC's newest program, which targets businesses currently located (or willing to locate) in the distressed investment zone. Loans are up to \$500,000 and can be used for a variety of purposes-with an emphasis on job creation for low and moderate-

income southern Dallas residents.

Oh, and another thing. The SDDC has also established business mentor programs to provide their clients with badly needed help from professionals who have fought the fight and can provide some incite into the bump and grind that comes with starting out on your own.

Under their Business Services and Community Economic Development program, SDDC has successfully accomplished the following:

- Creation and implementation of a Business Advisory/Mentor Program to match emerging entrepreneurs with successful business owners and service providers.
- Technical assistance, including customized technical assistance on business development and expansion issues, financial management training and financing. Also monthly business financial training workshops.


SDDC has been a rousing success. And with results like those above, one can only hope that they will continue to enjoy the broad range of community support that has made it possible for them to do so much in such a short period of time. They most definitely have my vote of confidence.

Until then, the struggle continues...

MON

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Pen Notes

Cheryl Smith

Fox photographer reinstated with back pay; NBC 5 hires Black news director

The communications industry is an interesting and exciting one. It seems to be in a constant state of flux, what with the seemingly never-ending personnel shifts. Sometimes the shifts are good news, sometimes not. Here goes: Congratulations are in order to Lloyd "Bubba" Anthony. The Fox 4 News photographer was suspended for an entire month because someone broke into his company car and stole his camera equipment. The 25-year employee has been an exemplary employee and the suspension came as a shock, especially when you consider his record with the station. Well, several members of the Dallas-Fort Worth Association of Black Communicators met with Fox executives in early September. Toward the end of the month, Bubba received a check for 3 weeks pay!!! Also, over at Fox, even though it is kinda hush hush, Dalton Lee, one of

the few Black managers, was terminated. I wonder how he feels now since he could never seem to comprehend anything we ever said in any of the meetings. Still, I wish him the best. Regardless of how someone treats you, ultimately, we each are responsible for our own actions...Well, we have a new radio station, 102.1, and people are really excited about it. Seems the man who owns almost all of Dallas owns the station too. The music is great, even though they could play some Donnie Hathaway, Phyllis Hyman, more of The Whispers, The Escorts, The Moments, Teena Marie, more James Brown and, if they want to diversify, the BeeGees, Eagles and, oh well, let me stop. If I tell them anymore, they may need to hire me!!! They have everyone talking right now; however, we're also waiting to see when and how much talk we're gonna get with

the music...Welcome to town Millie Jackson. In the early 1990s, she was a regular on Monday nights on KKDA-AM. Well, she is back and you can hear her, Monday thru Friday from 3-6 p.m. (730 on your AM dial)...We'll be talking to Cousin Linnie to see what is on the horizon for him. We have become so used to hearing the Cuz, hopefully he hasn't been silenced forever... We're also hoping that someone will pick up Joyce King. Many remember the news-woman from years at KVIL-FM. With so few African Americans, it will be interesting to see what the station plans to do in the future...NBC 5 (you may remember it as KXAS-TV) has hired an African American news director, (Vice President) Kimberly Godwin Webb. Heard some really positive things about her and look forward to her making an impact on coverage in this entire market...Tanya

Bell of *The Dallas Examiner* should be giving birth anyday now!!! Carmen Pagano of KKDA-AM is also making a lot of things happen. She has another book, expected out soon, about gold diggers! Know anyone??? She is also bringing new and innovative ideas to Tri-City Hospital, where she is on staff...KTVT's *Positively Texas!* co-host Brenda Teele is looking gorgeous!!! We're seeing more and more of Robbie Owens on WFAA-TV 8. Robbie is the wife of meteorologist Greg Fields. (We need to make sure Tracy Rowlett learns her name.) Also, kudos to Dale Hansen for speaking out about the coverage (of Sammy Sosa vis-a-vis the coverage of Mark McGwire during this baseball season's prolific home run derby.)

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Cheryl Smith is president of the Dallas/Fort Worth Association of Black Communicators.

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THIS AD VALID WED., OCT. 14 THRU TUES., OCT. 20, 1998

Jalloh named Director of Africa Program

The University of Texas at Arlington history Assistant Professor Alusine Jalloh has been named director of the University's three-year-old Africa Program. He replaces Nadine Jenkins, who resigned to

accept an administrative position with Sul Ross State University in Alpine. A native of Sierra Leone in West Africa, Jalloh founded the Africa Program in 1993 to encourage graduate and undergraduate instruction and research about African society, language, business, politics, health, economy, architecture and education. The program received funding from the Texas Legislature in 1995. Jalloh has served as coordinator of the program's Uganda internship segment.

Alusine Jalloh

"I have great respect for Dr. Jalloh as a scholar of African history," said UTA Provost George Wright in announcing the appointment. "I also appreciate the role he played in the program during the last academic year, including going to Uganda with Dr. Jenkins and our students. Now as director, Dr. Jalloh will play an even greater role in the Africa Program." Jalloh, who is fluent in three African languages and has a working knowledge of French and Arabic, earned his master's and doctorate degrees in African history from Howard University in Washington, D.C. His bachelor's degree in history is

from the University of Sierra Leone in Freetown, Sierra Leone. He is the author of the book, "In Search of Profits: Muslim Fula in Twentieth-Century Sierra Leone," and the editor of several other books concerning Africa. In 1997, he was a keynote speaker on African history and culture for the traveling exhibit, "The Henrietta Marie: A Slave Ship Speaks," at the Fort Worth Museum of Science and History.

Paula Sullivan Named Vice President of Chase Bank of Texas

Chase Bank of Texas has announced the promotion of Paula Sullivan to vice president for retail banking.

Sullivan attended Fordham University and began her career with the Chase organization in New York in 1986. In 1994, she relocated to Texas. She currently is a small business relationship manager in Dallas, where her responsibilities include managing a portfolio of large client relationships for three Chase branches.

At Chase, Sullivan is involved in the Women's Business Initiative and serves as a mentor for the bank's informal mentoring program. She also is active in southern Dallas community.



Giddings awarded with "Belle Ringer Image Role Model Award"

Texas State Representative Helen Giddings was presented the first "Belle Ringer Image Role Model Award" of the year from Bennett College for Women in Greensboro, N.C.

Giddings was chosen as the "Belle Ringer" for her outstanding civic, community, business and legislative service and for being an outstanding example to the women of Bennett college, the women of Texas and women around the world. Giddings also delivered the first Villa Beatrice Vesper of the year for Bennett College during the celebration of 125 years of excellence and service. In her speech, "Restoring Hope and Values to the Youth of our Society," she expressed that "Kids are too bright to fall for the do what I say and not what I do cliché. We have to inundate our children with positive images so that when push comes to shove, they can lead and not be led." She further added, "We all must take advantage of every opportunity to encourage, motivate and admonish our young people."

Bennett College held a reception in Giddings' honor. HSe was greeted by women of the North Carolina Democratic

Women's Political Caucus and women legislators from Guilford County.

Small Business Loans Available

The William Mann Jr. Community Development Corporation has been awarded a \$520,000 grant from the Community Development Financial Institutions Fund, administered by the U.S. Department of the Treasury.

Dan Villegas, executive director of the William Mann Jr. CDC, said \$500,000 of the funds will be used to make business loans to new and existing small businesses in Southeast Fort Worth east of Interstate 35 and south of Interstate 30. The remaining \$20,000 is earmarked for staff training and additional hardware and software.

"Potential applicants need only contact our office and inquire about the CDFI funds," Villegas said. Any for-profit business engaged in manufacturing, distribution, retail or services may apply.

"This grant award represents a victory not only for William Mann Jr. CDC but for small businesses in Southeast Fort Worth, especially those experiencing difficulty in accessing capital from traditional sources," Villegas said.

For more information on the funds, call 817-332-8575.

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Over the past year we returned over \$38 million of unclaimed property to the rightful owners. If you find your name, or if you've found it in past years and never followed up, give us a call, drop us a line, or send us an e-mail at: unclaimed.property@cpa.state.tx.us

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<http://www.window.state.tx.us>

which contains the names of individuals, businesses, and organizations reported as having unclaimed property valued at \$50 or more. You may search the database by name, social security number, or federal employer identification number. The web site also features a link that allows you to initiate a preliminary claim.

Look for your name or business name on the list under your current city, under any other Texas cities where you may have lived in the past, or under the "address unknown" section in the back of the list.

Look for the Unclaimed Property list in Texas newspapers October 19, 1998!

Call Comptroller John Sharp's office toll-free at

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William Monroe Trotter:

Scholar and agitator

Pt 3 of 4

By Russell D. Shockley, BS.Ed.

"The *Guardian* is an up-to-date journal," declared W. Calvin Chase, a veteran editor. The New York Age announced it as one of the most influential of the Negro newspapers. William Trotter's *Guardian* newspaper was the foremost "race" journal in the advocacy of equal civil and political rights for Blacks. Even readers who debated *The Guardian's* editorial policy grudgingly admitted to the paper's journalistic competence. In general, *The Guardian* was, as its editor described it, "a clean, manly and newsy race paper."

Distributed every Saturday, *The Guardian's* eight pages were filled with local and national news about the Negro, most of which came from the pages of other Black newspapers (and the white press). Social correspondents reported the local gossip from cities like New York, Chicago and Washington, D.C. Church news, serialized fiction and some sports notes completed a typical issue, all at a cost of only 5 cents a copy or \$1.50 for a year's subscription.

The Guardian's editorials made it notorious amongst Black journals of the time, prompting its readers to numerous spirited and divergent opinions. Week after week, *The Guardian's* publisher, William Monroe Trotter, through his paper's editorials, mounted an extensive attack on the person, prestige, and racial policies of one of the leading Black spokesmen of the time, Booker T. Washington.

Trotter and Washington could scarcely have been more different. Washington grew up in penury and struggled to pay his way through Hampton Institute. Trotter grew up in Hyde Park and won scholarships to Harvard, where he obtained an undergraduate degree. Washington presented himself as a man of patience, optimism and humility. Trotter operated from a continuing sense of crisis and was impetuous and oftentimes arrogant.

Their divergent opinions on matters of public racial policy were comprehensive. Washington spoke primarily for the 90 percent of American Blacks who were then still living in the South and urged them to stay there. "The Black man is at his best in the country districts and too often at his worst in the cities of the North," Washington was quoted as saying.

Trotter, with his northern background, spoke undeniably of the ever-present prejudice throughout the North, but stated that it was not nearly as virulent as in the South. The North's relative freedom gave its Negroes the opportunity and the responsibility to demand justice for all

Black Americans. "The North is the battleground and the northern Negroes are the soldiers," proclaimed *The Guardian*.

Within the city of Boston, Trotter witnessed a slow deterioration of the rights that he and other local Blacks had formerly taken for granted. A few years earlier (1908) writer Ray Stannard Baker reported that no hotel or restaurant in Boston refused Negro guests. Now, several hotels and restaurants (especially confectionery stores) were refusing to serve Blacks, even the more prominent among them. As long as Washington refused to not publicly condemn this deterioration, Trotter considered him an accomplice to this racial discrimination.

Borrowing from the language of the Dred Scott decision, *The Guardian* charged that "the Northern Negro has no rights which Booker T. Washington is bound to respect. He must be stopped."

An increasingly popular idea that Trotter objected to was the doctrine of industrial education. Both Trotter and Washington agreed that education for the black man was crucial; however, their emphasis was quite different. For Washington, education was practical training, which led to a good job; for Trotter, it was a necessary right that could prove the quality of the Black man's brain.

The argument over education went deeper, however. "Education within itself is worthless. It is only as it is used that it is of value. Since most Negroes must live and work in the South as artisans and farmers, their schooling should meet the needs of the conditions" opined Washington. In short, industrial education.

Trotter also acknowledged that industrial schools did have some value and occasionally *The Guardian* carried advertisements for them. (All except one. It never ran an ad for Booker T. Washington's Tuskegee Institute.) His objections were more of a symbolic nature. He opposed industrialized education because it was the relegating of a race to serfdom. The underlying idea seemingly implied the innate intellectual inferiority of the Negro. This, Trotter theorized, was the real reason why the concept of industrial education for Negroes was more popular with the general white public than advanced classical education.

"To prove their equality, Negroes must seek and succeed at the highest level of education," was Trotter's motto.

Trotter and Washington's substantive differences over the questions of agitation, the acceptance of segregation, education and politics were the basic framework for a struggle that became extraordinarily bitter. Washington came up from the Black masses and Trotter was from a favored

"white" background; yet Trotter seemed to have more outward pride in his color and in Blacks as a people.

Washington liked to warm up to his audiences with "darkey" stories and homely tales about rural southern Negroes. He was also very quick to apologize for what he characterized as the races past mistakes, especially during Reconstruction. Trotter, on the other hand, could not tolerate what he called, "Washington's crime of race ridicule and belittlement." Said Trotter, "One capable Black man, if given only a fair chance to prove himself, is worth more to the race than a half dozen Tuskegees, who must exist on the belittlement and exaggerations of the race's shortcomings."

The Guardian's assault was risky because, while it brought the paper fame and gave Trotter's case against Washington a wider circulation, its freewheeling excesses also could alienate readers who were sympathetic to the basic ideas of protest.

The best known of the Boston radicals was Archibald Grimke. But the principal impetus came from the younger men of college fame. Clement G. Morgan, George Forbes and William Trotter, just to name a few. Of these, Trotter was the most forceful and insistent. To some he was an ever vigilant watch dog, ready to pounce on any deviation from militant ideas.

In June of 1909, Trotter and associate Clement Morgan were attending an affair in New York for Black activists from the northeast corridor. This session was really a smoke screen for his actual intent: the infiltration of a racial organization of some national importance called the Afro-American Council.

The Afro-American Council originally urged a militant protest approach. Towards the end of the decade, the council came under the influence of B.T. Washington's ideas and its conventions became forums in which the most prominent leaders within the race argued and labored

their way towards a comprehensive program for racial advancement. Prior to the St. Paul's Convention of 1909, there circulated a rumor that radical elements were planning to take control from the dominant Washington forces. As it turned out, the Washington forces did have their way, but the evening did not turn out as was expected.

On the convention night of July 30, 1909, after the rendering of the opening prayer, a disruption occurred between Granville Morgan and Sinclair Lewis concerning the scheduled speaker, none other than Booker T. Washington. Morgan was subsequently removed by the police in attendance. Pleading for the right to free speech, Lewis finally succeeded in introducing Washington. This brought on utter chaos. Morgan somehow regained entrance to the room of about 2,000 occupants and, while being escorted out for the second time, was stabbed. Amidst the tumult, Trotter stood on a chair and attempted to read a list of nine statements that had been drafted to be read before the council and in the presence of Washington. By this time, total disorder reigned.

Eventually, the police arrested Trotter and his sister Maude for creating a public nuisance. The pair were later released on bond. The incident was labeled by the white press as the "Boston Riot," and newspapers all over the country picked up the story.

Within the race, the Boston Riot made relations between the Trotter and Washington supporters more hostile. This led to the retirement of George Forbes, editor of *The Guardian*.

Forbes retirement from *The Guardian* would bring to the forefront one of the most considerable talents of this era—W.E.B. DuBois.

MON

Russell D. Shockley is the director of Ethnic Notes. For lecture or presentation information, call or write Ethnic Notes, c/o MON.

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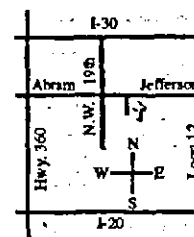
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Third.....11:00 A.M.
Sunday School.....9:30 A.M.

Midweek Family Night (Wednesdays)
Prayer, Praise & Proclamation Service. 6:45 P.M.
Come and worship with us soon!



Justice Department criticizes Bush

AUSTIN—Texas Democratic Party Chair Molly Beth Malcolm criticized Gov. George W. Bush for denying Hispanics the right to vote, and called on his 4th Court of Appeals appointee, Judge Karen Angelini, to step down as a result of his Voting Rights Act violation.

Malcolm's announcement is a response to a Sept. 29 ruling by the U.S. Department of Justice that Gov. Bush violated the Voting Rights Act when he appointed Republican Karen Angelini to the 4th Court of Appeals in June of last year. The opinion further declares that his appointment is "legally unenforceable."

Malcolm stated that "the U.S. Department of Justice ruled that George Bush's system of appointment did not contain 'any mechanism or safeguard built into it the judicial appointment process process to allow for input from Hispanic voters.' As a result of this opinion Angelini no longer retains the legal authority to serve as a judge and should immediately cease acting in that capacity."

Malcolm continued that "the will of voters in the 4th Court of Appeals district was thwarted by a purely political move by Bush. He appointed Republican Angelini despite the fact that she had already been rejected by the majority of voters in that district in an earlier election."

"No matter how much George Bush spends on his ad campaign, he cannot cover up his anti-Hispanic record."

Veterans bid on forfeited state land

AUSTIN—A catalogue listing 220 tracts of forfeited state land reserved exclusively for bids from Texas veterans is now available from the Texas Veterans Land

Board (VLB). Bids will be opened on Oct. 27 at 1 p.m.

"There's always a great demand for these tracts because veterans realize our forfeiture rules enable them to buy land with no down payment," said Texas Land Commisisoner Garry Mauro, who is chairman of the VLB. "They understand that whether it's for recreation or as an investment these tracts are a very good value."

The catalogue, which contains bidding instructions and a detailed description of each tract, can be

ordered by calling 1-800-252-VETS.

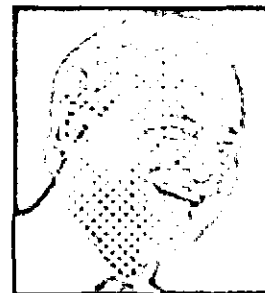
Located in 97 Texas counties, the tracts range in size from five to 100 acres. The tracts, known as Type 1 tracts, can be purchased with no down payment. Bids are restricted to eligible Texas veterans.

The VLB will finance the entire loan amount of all winning bids. There is no limit on the amount loaned or on the number of tracts that asn individual can bid on. However, eligible Texas veterans are limited to one purchase in the sale.

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Local organization receives Bank of America grant

Bank of America recently announced a \$1 million grant-making initiative aimed at improving life in local communities nationwide. Grants of \$10,000 were awarded to 100 non-profit organizations across the franchise including Dallas. One such recipient is Mission: Oak Cliff, a Dallas non-profit organization that will receive \$10,000 from the pool of grants. In Texas, a total of eight communities were selected to receive grants. In addition to Dallas, the other Texas cities are El Paso, Amarillo, Austin, Fort Worth, Harlingen, Houston and San Antonio.

"I have always believed that we have the privilege, not the right, to do business in our communities. Therefore, we have an obligation to give something back," Hugh

McColl, Bank of America chairman and chief executive officer. "And, I have always wanted our company to matter in the communities where we live and work."

In each of the 100 communities, local bank associations chose one organization to receive the \$10,000 award. Organizations were selected for their focus on meeting the educational needs of children and families in low-to moderate-income areas. These contributions are the front-runner of a new company grants program, which will be available through the Bank of America Foundation next year. We're pleased to present the first Bank of America grant to Mission: Oak Cliff," said Robin Robinson, president of

the Dallas bank. "We already have a long-term commitment to the economic and social development of South Dallas County; this grant is a sign of our continued pledge to invest in the future of the families and businesses of the South Dallas community."

"Mission: Oak Cliff was created in 1992, in an effort to take a well-established benevolence ministry founded by Cliff Temple Baptist Church in 1948, and broaden its scope or services and

resources.

Mission: Oak Cliff was formed to the neediest residents of Oak Cliff and South Dallas.

The new Bank of America Foundation will have an annual philanthropic budget of approximately \$100 million, supporting organizations that provide programs and services in the areas of education, health and human services, community development and arts and culture.

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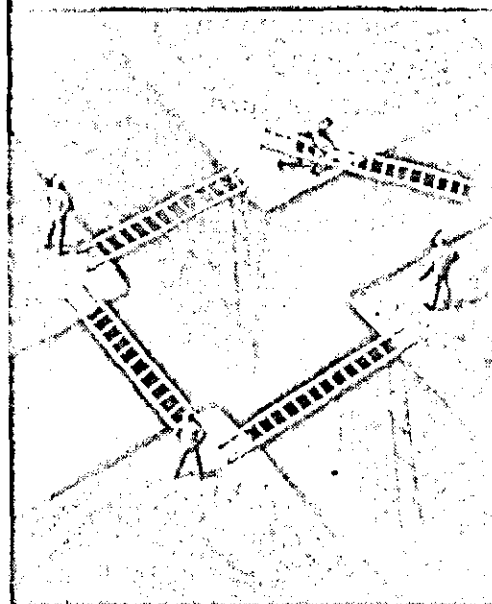
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For more information on how Relationship Banking can help link your small business to better opportunities, call 1-888-822-1998.

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Around Town

October 20

The production of *"The Farkled Man"* at the Dedra Lynn Woods Theatre, 2801 Peabody, Dallas, continues through October 31 with performances Friday and Saturday at 8:00 p.m. The play, about a frustrated Vietnam veteran who abuses his family, is recommended for mature audiences. For more information, call Robert Helm at 214-371-4644.

....
NM Productions Theater Company, DeSoto Classics presents *"The Haunting of Hill House,"* October 9-November 1 at The Corner Theatre, DeSoto Town Center in DeSoto. Performance times are 8:00 p.m. Thursdays-Saturdays and 3:00 p.m. Sundays. For more information, call 972-680-4466.

....
The Dallas Children's Theater, 2215 Cedar Springs, Dallas, presents *"Dracula, The Vampire Play,"* October 16-November 6. For more information, call 214-978-0110.

....
The South Dallas Cultural Center, 3400 South Fitzhugh, Dallas sponsors Composer's Showcase which features African American artists in a myriad of musical genres. "An Evening of Jazz" will be showcased this month featuring local artists Shelly Carroll, George Flo-

rence, Buddy Mohmad and more. Interested composers should submit a demo tape, description of the program and a brief biography to Steven Meeks, c/o South Dallas Cultural Center. For more information, call 214-939-ARTS.

....
The production of *"Wax Lips"* is currently playing at the Pegasus Theater in Dallas. The play is the story of a young man's "extremely valuable" inheritance. The inheritance turns out to be an unfinished screenplay entitled Wax Lips. The man has to complete the screenplay or continue to be haunted by his deceased friend. Tickets are available through Pegasus or Ticketmaster. For more information, call Kurt Kleinmann at 214-821-6005.

October 21

The Forum for Professional Young Women will host its first organizational meeting October 21 at 6 p.m. at the Fort Worth Club, 777 Taylor St., 12th floor. The keynote speaker will be the organization's co-founder Congresswoman Kay Granger. The meeting is open to anyone interested in becoming a member.

The University of Texas at Arlington's Automation and Robotics Research Institute (ARRI) sponsors

the Enterprise Excellence Workshop Series, free of charge, October 21 and 28. The breakfast meetings will be held 7:00 a.m. at ARRI, 7300 Jack Newell Blvd., Fort Worth. For more information, call 817-272-2761.

....
Attorneys with the Dallas Bar Association will field questions from the public from 5:15 p.m.-8:00 p.m. October 21 through the DBA's LegalLine, a community service program which provides volunteer attorneys who answer legal-related questions over the phone for free. LegalLine is provided every second and third Wednesday of the month. To ask a question call the LegalLine at 214-969-7066.

....
The South Dallas Cultural Center, 3400 South Fitzhugh, presents "Jammin' at the Center" a free monthly jam session that gives professional musicians an opportunity to get together and "jam" from midnight to 3:00 a.m., in a non-club environment. A drum set and piano are provided. For more information call 214-939-ARTS.

....
Clean South Dallas, Inc., 2809 Birmingham, Dallas, will hold its Management Board meeting at 4:30 p.m. For more information call 214-421-1662.

October 22

Stage West, 3055 S. University Drive in Fort Worth, will open its 20th season with the Neil Simon play *"Proposals."* The play runs October 22-November 7. The play tells the story of diverse characters who are all trying to start, maintain, or break off various stages of relationships during a vacation in the Pocono Mountains. For tickets or information, call (metro) 817-784-9378.

October 23

The Gospel stage play *"The Night I Fell in Love,"* is back by popular demand at the Majestic Theater, 1925 Elm St., October 23-24 at 8 p.m. Tickets on sale at all Ticketmaster locations, Foley's Fiesta and Tom Thumb. To charge by phone call 214-373-8000.

October 24

The Dallas Chapter of the National Association of Social Workers, Inc. will be hosting their 3rd annual Hezekiah Jerry Scholarship Luncheon and Professional Enhancement Workshop on October 24 at the Center for Community Cooperation, 2900 Live Oak, from 9 a.m.-1 p.m. The workshop, "Depression in the African Amer-

Around Town cont'd

ican Community," will be from 9 a.m.-10:30 p.m. For more information, call 214-388-8139 or 214-443-7659.

....
The Dallas Chapter of the Political Congress of African American Women is sponsoring a political symposium for high school and college students October 24, from 9 a.m.-3:30 p.m. at Friendship West Baptist Church, 616 W. Kiest Blvd., Dallas. For more information, call Vivian Davis at 214-388-4536.

....
Our Brother's Keeper will hosts its first "Cherish Our Youth" banquet and silent auction at 6 p.m. October 24 at the Radisson Hotel, 1893 W. Mockingbird in Dallas. Our Brother's Keeper is a non-profit, state licensed, substance abuse treatment center. FOX4-TV reporter Shaun Rabb will be the master of ceremony for the evening. For more information, call 214-421-7871.

....
The West Dallas Community Coalition, The West Dallas Neighborhood Development Corporation and BG Personnel are sponsoring a Job Fair October 24 at the West Dallas Multipurpose Center from 9 a.m.-noon. On site interviews are available, so dress for success.

....
Plano Repertory Theater will hold joint auditions for its two upcoming

musicals October 24 from 10 a.m.-5 p.m. and October 25 from 7 p.m.-10 p.m. Auditions will be held at the Art Centre Theater, 1028 15th Place in downtown Plano. The Play *"A Stage & Screen Christmas"* will run from December 3-10. *"Pal Joey"* will run from January 28-February 21. Auditions are by appointment only. For more information and an audition appointment, call 972-422-7460.

....
Southern Dallas Development Corporation's annual "Business Opportunity" Bus Tour will be held October 24 from 9 a.m.-noon. The Tour serves to educate the general community about the advantages of inner city revitalization and investing in the economic development of Southern Dallas. The Tour will depart promptly at 9 a.m. from the Bill J. Priest Institute of Economic Development, 1402 Corinth St. in Dallas. Cost is \$5 per person. To RSVP for the tour call Barbara Bradford at 214-428-7332 before 5 p.m. October 22.

....
The Nation of Christ and its subsidiaries: African Peoples Improvement Association, Universal Association of Economic Empowerment for African Peoples, Organization of Free Enterprise and Democracy for African Nations, African Communities League and African Youth Improvment Association will hold

its first mass meeting from 3:00 p.m.-5:00 p.m. at the Martin Luther King, Jr. Community Center, New Edition Hall, 2901 Pennsylvania Ave., Dallas. For more information, call 817-265-1132.

October 27

Dallas Theater Center presents the Pulitzer Prize winning play, *"How I Learned to Drive"* October 27 at 7:30 p.m. at the Kalita Humphreys Theater, 3636 Turtle Creek Blvd. The play is a tale of forbidden relationships and is suggested for mature audiences. Ticket prices range from \$16 to \$49. Performances at Tuesday-Thursday and Sunday evenings at 7:30 p.m.; Friday and Saturday performances begin at 8 p.m. For tickets, call the DTC box office at 214-522-8499.

October 28

The Greater Dallas Chamber of Commerce invites you to BusinessPlace '98, the nation's largest business-to-business trade show. The event will be held 10:30 a.m.-6:30 p.m. at the Dallas Market Hall, Dallas.

October 29

The National Minority AIDS Council is sponsoring The United States Conference on AIDS October 29-November 1 at the Adam's Mark Hotel in Dallas. For more

information on the conference, call South Dallas Health Access at 214-421-7848.

....
The comedy *"The Complete Works of William Shakespeare (Abridged),"* will preview on October 29 at Theater Arlington, 305 W. Main St. The play opens it run on October 30 and will continue through November 21. For reservations, call Theater Arlington at 817-275-7661.

October 30

Casa Mañana Children's Playhouse, 3101 West Lancaster, Fort Worth, presents *"The Wizard of Oz,"* which runs October 30-November 7. For more information, call 817-332-2272.

November 3

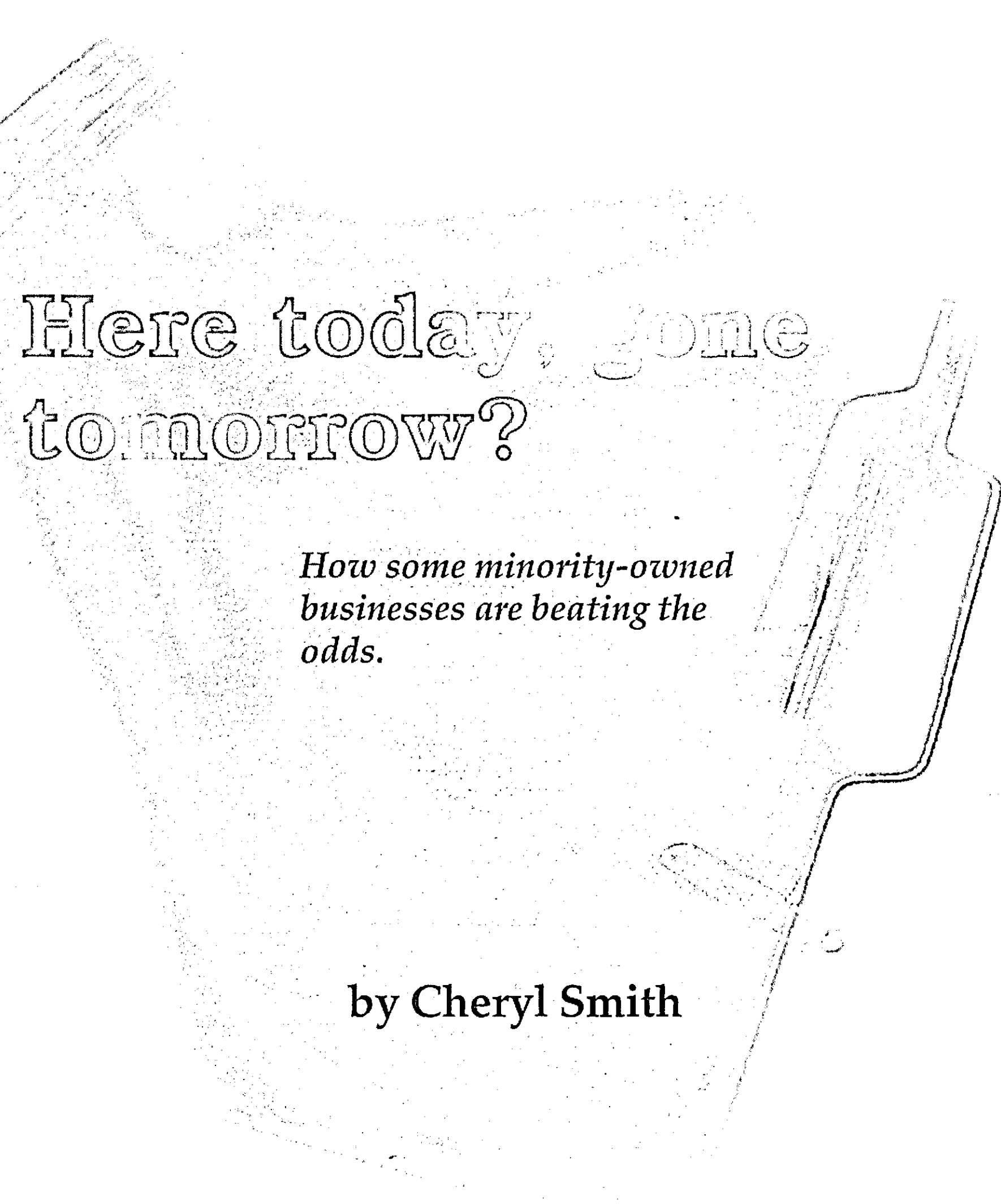
The monthly meeting of the Dallas-Fort Worth Association of Black Communicator will be held 6:30 p.m. at the African American Museum, Fair Park, Dallas. For more information, visit the DFW/ABC website at www.dfwabc.org.

ATTENTION:
If you're interested in placing your event in our events calendar, send it to us by mail or fax no later than the 21st of the month preceding publication to:

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Here today, gone tomorrow?

How some minority-owned businesses are beating the odds.

by Cheryl Smith

If you open a discussion with the assertion that African American businesses should receive more support than they typically receive, you will probably receive several responses, and assuredly they won't all be favorable.

The plight of the African American businessperson has long been an issue. Black entrepreneurs are as interested as anyone else in tapping into the wealth of the African American community that, on a national level, spends an estimated \$450 billion annually. At those prices the African American consumer, like any other American consumer, wants assurances that they will be receiving quality goods and services at a competitive price.

These issues were obsolete even as recently as 50 years ago, when for most African Americans, the only goods and services they could receive came from African Americans.

However, integration changed things. While the changes met with resistance, it was possible for African Americans to shop where previously there were signs bearing the phrase, "For Whites Only."

African Americans began going to school with whites, shopping in the same stores, riding the same public transportation (although in different sections of town).

It was the dawning of a new era. Some looked at this new age of integration as the best of times. Today though, with the benefit of hindsight, many see the fall of Jim Crow as the beginning of the worst of times for the African American entrepreneur.

Sure, the barber and beauty shops and soul food restaurants were safe, for the time being. But, several other thriving businesses suffered tremendously, once African Americans were able to spend their money elsewhere.

While there were a few sacred cows, for the most part every institution in the African American community, save the church, witnessed a shifting of support.

"Happy days are here!" could have been the theme for the times. African Americans, long denied access, basically abandoned their roots for "greener pastures."

Today, Reginald Gates, president of the Dallas Black Chamber of Commerce, wants consumers to see the greener pastures that belong to black businesses. But, clearly, he says, there is work for the African American entrepreneur.

While many aspiring entrepreneurs may have a very marketable skill or product, says Gates, it is also imperative that research is done and that other qualities or people with those qualities are included in the beginning stages to insure the success of the business.

Valder Beebe of Partners in Productivity Productions agrees. Although the husband and wife-owned company has been in operation for the past two years, it has been in the developmental stages for 12.

"We are developing the skills it takes to run a business," said Beebe, who works

side-by-side with her photographer-husband James. "We take advantage of information from the small business administration, the Bill J. Priest Center and we pull what we need from other sources."

A good accountant is also very important and we have one, she states. While her husband is able to use his degree in computer science to accent his photography skills, Beebe specializes in office automation and marketing, which she agrees are very important to any business.

PIP Productions produces gallery, commercial and personal photography and videos, in addition to selling art. Working with a number of artists locally and nationally, the company is able to display art at four gallery locations throughout the metropolis.

Their "The Art of Dentistry" galleries are a combination dentist office and art gallery, a new and innovative approach to marketing a product.

With locations in Dallas, DeSoto and Garland, Beebe says the virtual art gallery has been very successful, partly due to the success of the dental businesses that house the art.

From the very beginning there was a plan and a philosophy. "We needed some way to turn talent into revenue," says Beebe. "We did a basic plan listing our goals and objectives and we're still working from it."

But, if that plan could have been carried out without the use of personal finances, they would have been in a better position, starting out.

Beebe cautions against "starting a business on personal finances" although they were able to work and create their own capital, while sticking to their plan.

The plan is like a template, she continues, adding that it is easier to work a plan once you have something down on paper.

But their plan has been altered to an extent. With the rise in computer use, and modern technology, Beebe says it was necessary to update their plan and streamline it in order to deal with the new technology.

"We are learning as we go," she added, acknowledging the significance of networking and utilizing whatever resources that are available.

Rose Gafford agrees that networking is integral to the success of any business. She left the corporate ranks, three years ago, to start Event Logistics by Rose. Because her business is event planning, she feels it is necessary to build relationships and provide quality service so that word of mouth can impact her business opportunities.

According to Gafford, 85 percent of her business comes from networking, and that is significant because she sees one of her biggest challenges as trying to "have access to people in key positions that can make decisions on a corporate level."

Those people, says Gafford, can make the decisions about where and how much of the company's money to spend, and who to spend it with.

While many will visit the Small Busi-

ness Administration, the various chambers of commerce, business incubators and the like, Gafford feels the best information comes from investigating and "doing your homework."

She agrees that, while they try to be helpful, many of the people who work in those agencies do not have the hands-on experience of operating a business.

"I don't think many at the various agencies who provide information have been in business for themselves before. They have not had the practical experience of running a business."

For that reason, she continues, "It is important to go through several sources to find the information you need. Definitely talk to an attorney and CPA. Just the tax end is frightening, but once you know what your requirements are, that will put you into some type of comfort zone."

To further insure that you are on sound footing, Gafford, who worked for the Dallas Black Chamber of Commerce for four years, says there are key things that you must also consider prior to making that leap into the entrepreneurial world.

"You have to see if there are any type of license or certification required, especially if you are going into food service or businesses that require special qualifications in order to function."

"You have to do your homework to determine

what is needed for the type of business you're going into," she continued. "You have to consider insurance and liability issues. I do event planning, and you never know if it is going to rain or if something catastrophic occurs."

These are all considerations, in addition to making sure that you have all the "proper tools" to enable a business owner to communicate with vendors and customers.

For the ultimate source for starting your business, Gafford says she doesn't think there is one source "that tells you everything."

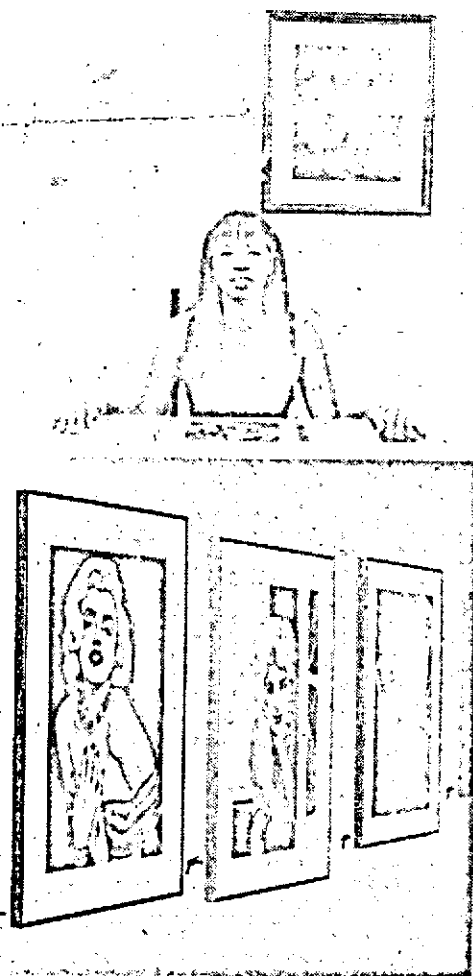
Tom Houston, president of the National Association of African American Chambers of Commerce, says the chamber is focusing on more business-oriented issues.

Reginald Gates says the focus on business is very significant, because members are demanding more and "we're ultimately about accessing opportunities for our members."

Through numerous seminars, networking opportunities and entrepreneurial development and technological

advancement programs, members are able to access information to assist in their business ventures.

Russell Simmons founded Rush Communications, Inc. A part-time manager and promoter at the young age of 19, Simmons has parlayed his experiences into a multi-million dollar media corporation focusing



Top: Valder Beebe sits under art she has on display for a client; Below: Ms. Beebe's "gallery" at the Cafe Felice on McKinney.

on all aspects of the entertainment industry.

The core business for Simmons was Def Jam Recordings, a venture that proved so successful that in 1994 Polygram Records purchased 50 percent of the company. Since that time, Def Jam's annual gross sales have grown by more than 300 percent, according to Simmons.

Recently, Simmons has launched a new television music magazine show that profiles urban music, film, television and sports. The show, "Oneworld Music Beat," is just one of the many avenues Simmons has taken on his entrepreneurial route.

In addition to television, Simmons has also co-produced several movies, including *The Nutty Professor*, *Gridlock*, *Krush Groove*, *The Show*, and *Def Jam's How to be a Player*.

In 1992, Phat Faim, Simmons' clothing line, was launched, focusing on hip-hop, urban wear. He says he is a big proponent of entrepreneurship and encourages the concept of ownership.

"There are no limits," he states during a recent interview. "The opportunities are

Continued on next page

Continued from previous page

limitless, if you apply yourself and stay focused."

Simmons says instead of talking about what others are doing and marveling at their efforts, he is content being in on the deal and working on projects that are sometimes risky. For some business owners, the risk is more than they can stand.

Starting a business is not as easy as it seems. Just ask the many former business



Reginald Gates, president of the Dallas Black Chamber of Commerce says the focus on business is very significant, because members are demanding more and "we're ultimately about accessing opportunities for our members."

owners who have tried, unsuccessfully, to operate gas stations, restaurants, beauty salons, publications and night clubs. In one year alone, several area restaurants closed. Rosalee's, Mama Joe's, Soul Embassy Cafe and the Green Parrot all shut their doors despite serving some of the finest cuisine Dallas had to offer.

When questioned about the demise of restaurants, Bonnie Johnson, who has gone on to much larger projects, shows no bitterness about the eventual failing of her own restaurant, Mama Joe's. She considers her efforts at Mama Joe's to be fruitful and she is proud of the establishment and food presented to customers.

But she also realizes that there are challenges faced by African Americans that others are not subjected to, such as redlining.

So, the question remains, where can African American entrepreneurs get the tools they need to grow? And, once found, can they use them effectively?

Gates feels the tools are out there. Now is everyone willing to do the work and take the necessary steps to achieve success? Well, that's an entirely different story.

Still there is the big issue of financing. With the numerous bank mergers, some may feel confident that there will be changes or more of a focus on the community reinvestment act, which provides for funding in previously overlooked areas.

But if you talk to Robert Pitre of Skyline Ranch and Pitre Auto Sales, he will tell you there is an economic boycott of the

African American community. He will say that African American businesses are not given the resources to build and develop, especially in the southern sector.

And that is why, under Gates' leadership the Dallas Black Chamber, in addition to strengthening ties with area chambers, is committed to meeting the needs of small business owners.

Some will become members of the larger chambers. Gates says in order to be successful, it is imperative that people take advantage of all the resources that are available.

According to Russell Simmons, you can't be afraid of trying. If you believe in your product or service, he asserts, you should be willing to put the work in necessary to build your own empire.

Valder Beebe is doing just that. She says it is hard work, but they know they have an excellent photographer, excellent services and a desire to achieve more.

"I am pleased that I am in business with my husband," she said proudly. "There are a lot of other projects we would like to create."

They live by a simple motto, "If you can conceive it, you can achieve it."

Valder believes there are no obstacles that they can't overcome. They see each obstacle as a challenge on their way to achieving their dreams.

"We are entitled to a piece of the dream," says Beebe, who has recently extended the services provided by the com-

pany to writing. Although she has published articles before, now she will also focus on writing book reviews that can be seen on a local publication's web site.

She has also written a prayer journal, which will have a cover designed by artist Frank Frazier, and she has completed a book, *God's Favorite Color, the Color Brown*, illustrated by artists Larry Alexander.

For Beebe and PIP, there are no limits. They have a basic product, photography and art, of all types, and their always looking for innovative ways to share their talents and resources, while making a profit.

She concludes, "We are going after the dream."

MON

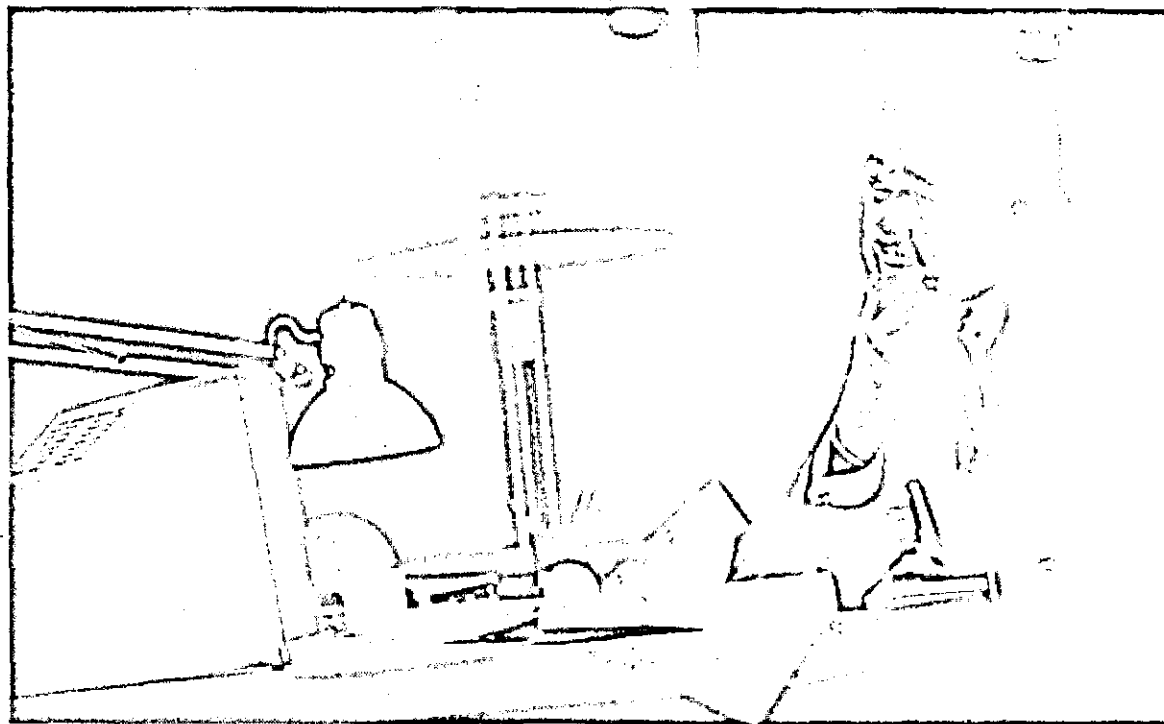
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Book Review

Angela
Washington-Blair,
Ph.D.

A Picture of Freedom: The Diary of Clotee, a Slave Girl

by Patricia C. McKissack
Scholastic, \$9.95

In the year 1859, a twelve-year-old house slave named Clotee has to keep secret the fact that she knows how to read and write. Her diary, a work of fiction, has such an authentic feel, readers will feel instantly trans-

ported to a frightening time and place. Clotee considers herself an abolitionist and, in spite of beatings and other harsh

treatments, is planning an escape. Young and old readers alike will find their hearts racing as they share in her adventures. Authentic dialogue and vocabulary transport readers to another time and place. Historical notes and pictures are included in this book.

I Thought My Soul Would Rise and Fly: The Diary of Patsy, a Freed Girl

by Joyce Hansen
Scholastic \$9.95

Based on actual diaries, journals, oral histories, and narratives of people who lived in the tumultuous slave times, this fictionalized account of a twelve-year-old freed slave girl named Patsy is written in the style of a personal diary. Patsy writes entries in this diary for almost a year, from 1865 to 1866. She

calls her diary "friend." She writes about the time following the end of the

Civil War—a time that was both confusing

and rife with possibilities. She writes about her fears of it being discovered that she knows how to read and write. Patsy tells of her teaching other chil-

dren how to read and write. Also includes several pages of historical notes and pictures. For elementary grades and up.

What the Blues is All About: Black Women Overcoming Stress and Depression

by Angela Mitchell and Kennise Herring
Berkeley Publishing Group, \$12.95

The case studies of seven black women suffering from depression are revealed in this candid book on a subject not openly discussed in the African American community. Oh, we talk and sing about having the blues, but this

book gives real answers to the questions we have about this taboo subject. The authors discuss with candor issues of suicide and hospitalization. They give insights into the causes of stress and depression and offer ways to combat

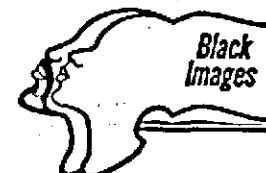
stress and to empower against depression. They discuss treatment options but recognize that many black women have fears concerning the stigma attached to being labeled "mentally ill" and their subsequent hesitancy to seek treatment. Provides a list of resources and recommended reading.

Lay Aside the Weight: Take Control of It Before It Takes Control of You

by T.D. Jakes
Albury Publishing, \$19.99

When T.D. Jakes lost 100 pounds, he was stopped at airports and on the street by people asking him, "How did you do it?" He felt that if he could do it, then anyone could. Likening weight to a giant, Jakes provides five principles in the book that will help warriors in their struggles against the weight giant and the lure of food. In a brutally hon-

est admission of his own battle of the bulge, Jakes also lets readers know that battles like this are also in the spiritual realm, and that we should use spiritual warfare against our enemy, Satan. He warns against using food as a comforter. He also provides scriptural references and motivation, and admonishes readers to cut the fat and start exercising at least 4 hours a week. A section of low-fat recipes from his chef is also included.



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FALL FORECASTS 1998

Friday, October 9 • 6-8 pm
Roselyn McMillan reads from her third novel *Blue Collar Blues* (\$23.50 Warner Books). Ms. McMillan is the author of the best sellers *Knowing and One Better*. The South Dallas Chat Club will host Ms. McMillan's signing.

Tuesday, October 13 • 6-8 pm
J. California Cooper returns with her third and much awaited novel, *The Wake of the Wind* (\$22.95 Doubleday). Ms. Cooper's reading will be hosted by DIAL (Discussions in African American Literature) Book Club.

Wednesday, October 14 • 6-8 pm
Lorraine Johnson Coleman shares her talent of storytelling in *Just Plain Folks* (\$22.00 Little Brown). Her commentaries are heard frequently on NPR - 90.1.

Thursday, October 15 • 6-8 pm
Anita Bunkley shows sisters how to put their talent, service, dream, or product in the spotlight in *Steppin' Out With Attitude: Sister, Sell Your Dream!* (\$12.50 HarperPerennial). Ms. Bunkley is the author of several bestselling novels: *Black Gold*, *Wild Embers*, *Starlight Passage*, and *Balancing Act*. Ms. Bunkley's reading will be hosted by the Ebony Connection Book Club of Denton, Texas.

Saturday, October 17 • 2-4 pm
Elaine Lee broadens our horizons with *Go Girl! Black Woman's Book of Travel and Adventure* (\$17.95). Ms. Lee wrote the novel *The Serpents' Gift*. Her signing will be hosted by Round The Table Book Club.

Monday, October 19 • 6-8 pm
Rita Ewing and Crystal McCray give readers an insiders view with *Homecourt Advantage* (\$23.00 Avon books). The ex-wife of New York Knick Patrick Ewing and the wife of Seattle Supersonics Greg Anthony create a sizzling insider's novel about the women behind the men of professional basketball - as viewed by the ladies-in-waiting court-side.

Thursday, October 22 • 6-8 pm
Shirley and Harold Haizlip discuss and autograph in the *Garden of Our Dreams* (\$22.00 Kodansha). Ms. Haizlip is the author of the best seller *The Sweetest Juice*. Ms. Haizlip's signing will be hosted by Omicron Mu Omega Chapter of Alpha Kappa Alpha Sorority, Inc.

Friday, October 23 • 6-8 pm
Omar Tyree presents a relationship/parenthood book forum with his third novel, *Single Mom* (\$24.00 Simon & Schuster). Mr. Tyree reviews five major points for writing a novel addressing the subject of single motherhood/responsible fatherhood. His previous best selling works are *A Do Right Man* and *Fly Girl*. The D.W. Mind Travelers Book Club will host Mr. Tyree's relationship/parenthood book forum on *Single Mom* meets *A Do Right Man*.

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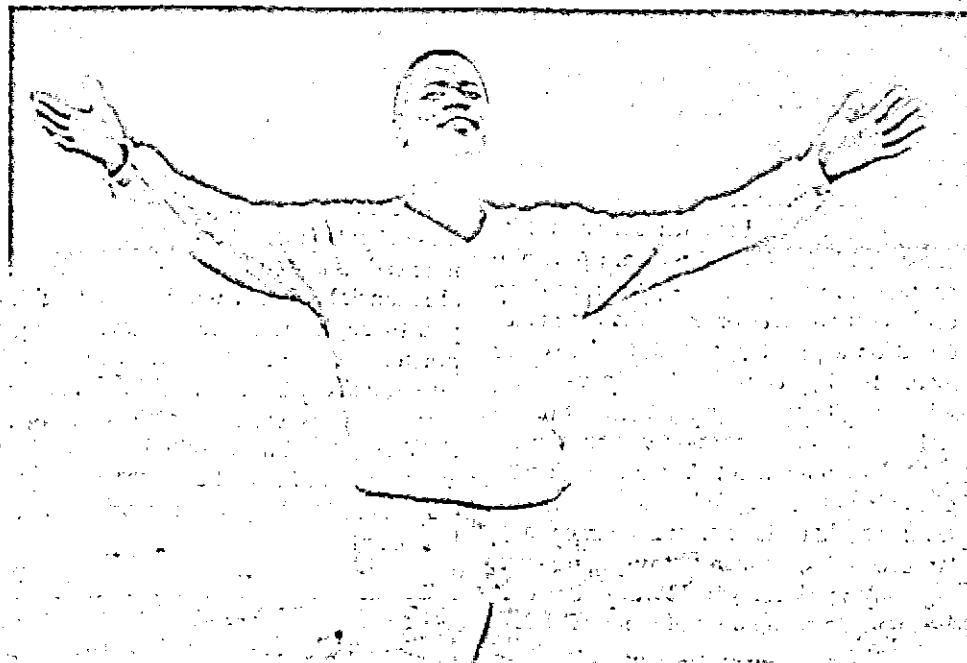
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What Dreams May Come

Best Supporting Actor Oscar winners Robin Williams (*Good Will Hunting*) and Cuba Gooding Jr. (*Jerry Maguire*)



Cuba Gooding Jr. in *What Dreams May Come*.

team up in this romantic fantasy of a love that refuses to die. Williams plays a dead man who declines to go to heaven so that

he can be with his grieving wife, played by Annabella Sciorra (*The Hand that Rocked the Cradle, Jungle Fever*).

Williams is accompanied on his visually dramatic journey through the afterlife by Gooding, who acts as Williams' tour guide. The Polygram Films production opened Oct. 9 in theaters every-

where. The film is rated PG-13 for language and graphic scenes of the afterlife. Running time: 110 minutes

MON

Electronic Urban Report Tom Joyner challenged by Jack The Rapper Gibson

Legendary DJ Jack The Rapper Gibson is ticked off at another DJ, Tom Joyner. Jack, 79, started the Atlanta radio station W-E-R-D (reportedly the first R&B/Black radio station in America) on October 4, 1949, in Atlanta. During an appearance on the now defunct *Vibe* TV show, Joyner and show host Sinbad did what Jack terms an "Amos 'n Andy" skit about the early days of radio. They used Jack's W-E-R-D call letters and that ticked Jack off...along with Joyner's appearance on NBC's *Today* show.

"The girl asked him at the end of the interview, 'How do you explain the success of your show?' and he made some statement like, 'I am doing it the way we use to do it in the '60s' and boy, I lit up like a candle. I said wait a minute. We didn't have no computer and staffs and comedians and writers and all this kind of stuff. It was just us and the records."

"I told him I would meet him any-

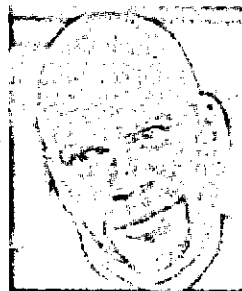
where, any time, any place. His show or my show or wherever."

Well, Jack The Rapper (now based in Las Vegas at KCEP-FM) has thrown down the gauntlet. Will Tom Joyner meet Jack by all himself, mano a mano? Is Tom Joyner afraid of an old man? We'll let you know.

Kirk Franklin being sued

Kirk Franklin, the leader of the gospel singing group God's Property, is being sued. Linda Searight, who claims to be the founder of God's Property (which recorded "Stomp" with Kirk Franklin), is suing him, Interscope Records, Gospo Centric Records and B-Rite Music for Franklin \$75 million. She says she was cheated out of payment for her involvement in God's Property, claiming breach of contract, fraud, and defamation, among other allegations.

Attorney Harry E. Douglas IV, says, "Searight attempted to resolve this...However, it was apparent that certain parties were doing everything in their power to defame and discredit her."



Joyner



Franklin

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You and Your Money

John Dudley

Prepare your portfolio for potential market moves

Even market bulls who foresee long-term upward trends acknowledge that stock market dips will always occur. Therefore, it's a good idea to prepare yourself and your portfolio for potential market swings.

The first step in making sure you're appropriately positioned to weather the ups and downs of the market is to review your investment objectives and financial resources and see how they match against your current portfolio structure. Because of the stock market's tremendous gains in the past year, many investors may find that the percentage of overall assets invested in equities has increased substantially. Depending on your preferred asset allocation—that is, the percentage of your portfolio invested in a given asset class such as stocks, bonds or real estate—it may be time to readjust your holdings. Regaining balance in your portfolio will help you preserve the recent gains you may have enjoyed and control investment risk.

Any readjustment, however, should be

weighed against your long-term objectives. If you do not plan to tap into your investments for ten years or more, a heavy weighting in stocks is probably appropriate. According to Ibbotson Associates, a Chicago-based research firm, there have been no ten-year stretches when stocks have lost money (including dividends) since World War II. Of course, history is no guarantee of future performance and each investor needs to consider his or her own tolerance for portfolio risk when developing asset allocation strategies.

If you have money invested the stock market for shorter-term returns, it's a good idea to give your portfolio and yourself a market correction stress test. To do this, look at your portfolio today and cut its value by 25 percent. Will you still be achieving desired short-term objectives? Would such a dramatic drop in stock prices have a meaningful effect on your financial health? If your answer is yes, you should consider

moving some of your assets out of the stock market—perhaps into fixed income securities or shorter-term instruments such as money market funds.

Market climbs can produce tremendous paper profits, but may investors be hesitant to reap those gains because of the resulting capital gains taxes. While taxes are always an important consideration in investing and a qualified tax advisor should be consulted before any significant portfolio changes are made, a steep market drop could cost an investor more than the taxes owed on a profitable stock trade. Once again, the key consideration in deciding when to sell is the alignment of your financial objectives with our portfolio structure.

Knowing when to buy may be just as difficult as knowing when to sell. If you want to build up long-term investment dollars in equities, a dollar-cost averaging strategy may work for you. With dollar-cost averaging, a set amount of money is taken

from a cash account each month and deposited in a stock mutual fund. This strategy provides the automatic discipline of buying stocks when prices are low, a time when it may be psychologically difficult to commit investment dollars to the market. Keep in mind that the strategy of dollar-cost averaging does not assume a profit or protect against a loss in a declining market. Because such a strategy involves periodic investments, you should consider your financial ability and willingness to continue purchases through the periods of low price levels.

Even if you are a disciplined investor, periodically reviewing your overall holdings in light of market conditions and changing needs is a useful exercise. A professional Financial Advisor will be able to guide you through the process of evaluating a portfolio and matching it with overall investment objectives. In addition to broad market and investment experience, a Financial Advisor can help you take some of the emotion out of investing—something that may be hard to do given the market's recent lofty climb.

MON

John Dudley is a financial advisor with Prudential Securities. He can be contacted at 214-761-5142.

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Health & Fitness

Tyrone Caldwell

10 helpful tips for designing a fitness program

To be successful in anything in life, you need a plan. The more time you put into planning, the better prepared you'll be for success. Exercising is no different. The more information and knowledge you have, the better you'll be able to design an effective workout program. Here are 10 tips to help you construct a workout routine that will get you results.

1. Plan your workouts.

Your workouts should be planned out before you get to the gym, park, track or where ever you choose to workout. Plan a time and location for exercise. Write down the exercises on paper beforehand. Estimate how long it will take you to complete your workout. Try to stick to your plan as best as you can.

2. Set Goals.

What is your purpose for your workout? Make a short and long term goal and set a time limit to reach your goal. Write your goals down on paper and review them several times a day.

3. Safety first.

Get a checkup from your doctor. Make sure you have the proper clothing and equipment. Use good form while performing your exercise. Don't try to impress other, only do what your body can handle.

4. Intense but short workout.

Long workout don't mean faster results. Workouts over an hour can be counter productive to your health. The longer you workout, you increase your chances of injury and overtraining. Too much of a good thing can be bad for you.

5. Focus on intensity.

By intensity I mean applying the maximal effort to what you're doing. For example: walking at a nice brisk pace. Don't walk like your on a Sunday stroll in the park. Get that heart muscle pumping.

6. Move Forward.

Make progress; progress by increasing the distant you walk or run, and the poundage you lift. The same old workout day in and out becomes boring and your gains will come to a halt.

7. Don't Overtrain.

Overtraining can halt your progress just as fast as a lack of intensity. Some signs of overtraining are fatigue, appetite loss, sleep loss, muscle loss, aching joints and injuries.

8. Warm-up and Cool-down:

Warm up before you stretching. So good warm up exercises are push-ups, walking or jogging in place, squats without weight, jumping rope or jumping jacks. Warm up for 5 minutes then stretch your muscles. Your cool-down can be the same as your warm-up, but make sure you include stretching exercises in your cool-down.

9. Diet and Nutrition.

No matter how hard you workout if your not eating properly you want see results. Eating good sources of carbohydrates, proteins and fats is essential for progress in any exercise program.

10. Rest.

If you don't get proper sleep and rest your body will not react, no matter what kind of exercise you perform. Try getting at least 6 hours of sleep and, if at all possible, try taking a 30-minute nap during

the day.

In conclusion, exercise can be fun and rewarding if you have the plan to make it happen. Until next time keep your body in motion.

MON

Tyrone Caldwell is a certified personal trainer and founder of Bodies in Motion. Call him at 817-457-1537 or e-mail him at T-well@juno.com.

What consumers need to know:

Access Charges

The Hidden Cost of In-State Long Distance

If you look closely at your phone bill, you'll notice something odd: it costs more to call across Texas than it does to call across the country.

It doesn't seem to make sense, does it? Why should it cost more to call within Texas than to call outside the state? Why does it cost more to call from Marfa to Midland, for example, than it does to call from Marfa to Honolulu, Hawaii?

The answer is access charge.

Access charges are the fees that local phone monopolies charge long distance companies to complete their customers' calls. Every minute of a long-distance call within Texas costs 12 cents or more in access charges.

Why are access charges so high?

Access charges were created when the Bell System was broken up in 1984 to replace old methods used to fund what the phone industry calls Universal Service. Universal Service means, simply, that basic local phone service is priced so that all Americans can have it, whether or not they can afford the cost of the service.

Universal Service serves at least two important functions:

- ◆ It ensures rural service. In rural areas, the local phone companies have to stretch wires along poles for long distances. Likewise, there are fewer phone customer in rural areas to pay

for that cost. Universal Service means that local phone service is affordable for rural Texans.

- ◆ It ensures service for lower-income Americans. Because local phone service traditionally has been viewed as a necessity, it is been made affordable for Americans who are least able to pay for it.

In part because technology and strong economic growth have lowered the costs of Universal Service, many states are lowering access charges. For example, California has reduced access charges to 2 cents per minute. Unfortunately, access charges in Texas are among the highest in the nation. And they're set at rates much higher than the cost of Universal Service and completing long-distance calls.

Congress has now said Universal Service charges need to be made obvious, not hidden in rates for services such as access. The Federal Communications Commission and the Texas Public Utility Commission are working to determine the cost of Universal Service, which most industry experts believe to be far less than the 12 cents a minute you pay in access charges.

The difference currently goes to local phone monopolies as profit. It's up to the regulators and the state Legislature to determine whether consumers should continue to pay higher long-distance prices so that the monopolies can continue collecting that subsidy.

Darrick Eugene
AT&T Government Relations-Texas



This column is part of an ongoing series sponsored by AT&T to educate Texans on telecommunications issues.

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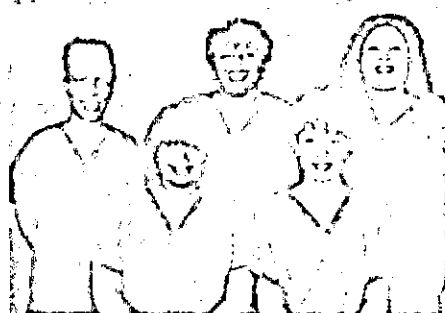
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