

BANQUET A SUCCESS

By Sharon Davis

Minority Contractors of Pierce County in recognition of the Washington State Department of Transportation, had their Second Annual Educational Awards Banquet at the Tacoma Dome Convention Hall on Wednesday, October 10, 1984. The Minority Contractors Association was formed through the Model Cities Grant Program. According to Virgil Matthews, Minority Contractors' Executive Director, the association "serves the needs of the clients and members in the area of minority business participation. We've expanded, working very closely with the Department of Transportation Contract awards network." Frank Russell, Master of Ceremonies, introduced past presidents of the Minority Contractors' Association, beginning with the first, Al Boddie, and the rest not necessarily in order: Ernest Grice, Tiny Chapman, Robert H. Johnson and Art Pearson, the present president.

Deputy Mayor Tim Strege, brought greetings representing Mayor Doug Sutherland and acknowledged the fine efforts Minority Contractors contributed to the economic growth of Disadvantaged Women Business Enterprises in the state of Washington. "There are strong local rules against discrimination in all areas of employment," he said. Norwood Brooks, Commissioner, Department of Employment Security, spoke on behalf of Governor John Spellman. Mr. Brooks said that the Governor regretted that he could not attend but he has consistently advocated two themes: Employment and Business Development. Mr. Brooks stated

that Blacks need the financial independence to operate his or her own business and Washington is the second state to establish enforceable goals (9.1% for Minorities and 3% for Women) for the purchase of state goods and services for Women and Minority Businesses.

Remarks were given by Pierce County Executive Candidates Ned Shera and Joe Stortini. Stortini presented Minority Contractors with Proclamation 897-13 which proclaimed October 7-13 Minority Business Enterprise Week. Art Pearson also accepted an award from the Mt. Rainier Chapter of the Boy Scouts of America, who are recruiting minorities to enter the program. Also attending were Land Commissioner Candidate Gene Wiegman and Representative Bill Smitherman.

After a powerful and moving rendition of "My Eyes Have Seen the Glory" by singer Herb Jones, Guest Speaker Duane Berentson, Secretary of Transportation, stated that Minority Contractors was awarded a Supportive Service Contract, from October 1, 1984, providing concentrated assistance to Disadvantaged/Women Business Enterprise in the following areas: Start-up assistance for new businesses; bidding and estimating; plan interpretation and the state certification process. Besides the plan centers in Seattle, Vancouver, Spokane and Tacoma, a new one will open in Richland. In Tacoma there will be a staff engineer available to assist with plan interpretation, bidding and estimating. Participants in the service contract area do not have to be state certified.

FUNDS AID BUSINESS DEVELOPMENT

A \$37,000 grant from the State of Washington Department of Community Development to the Tacoma-Pierce County Economic Development Board will actually mean that twice that amount will be available for programs to assist local businesses in Pierce County. The grant, made possible by an act of the last state legislative session, was conditional on an equal amount being raised in Pierce County. The matching \$37,000 was made available to the EDB through New Beginnings funds, pledged to support Pierce County's economic development by the business community. Another condition of the grant is that funds be used to strengthen the process of economic development to insure local continuity of effort.

According to EDB director C. Mark Smith, the funds from the state and New Beginnings will be devoted to five areas to strengthen local business: 1) Follow-up actions with firms who participated in a 1,400-firm business survey to provide information and assistance with expansion plans, or problems which inhibit growth. 2) Expanded efforts to make it easier for major purchasers to buy goods and services from local suppliers, and for county firms of all sizes to do business with one another. 3) A study to provide substantive information on the nature and size of the market for office/industrial parks in Pierce County, and on the relative attractiveness of potential sites

to park tenants. 4) A similar study to provide more information on currently available industrial sites, potential types of uses for each location, and short and long-range development strategies to take the best advantage of the county's available sites. 5) A series of seminars for small business owners to provide up-to-date information on legal requirements, available incentives, and options for raising capital among other subjects.

The EDB application was one of 22 ultimately funded. Patrick Dunn, State Director of the Department of Community Development, said there were 47 applicants for approximately \$1 million in funds. The Pierce County application was the largest proposal funded under the program.

Tacoma-Pierce County EDB president Church Cereghino said the EDB was "extremely pleased that our application was selected. We are excited about what these additional funds, together with an equal amount from the New Beginnings campaign can mean to the county. The important information we'll be able to gather will enable us to do a better job of helping Pierce County businesses grow and prosper. The five areas we will be working on will give us a much broader understanding of the needs of local business, and it should position us to help those businesses identify and capture the opportunities that become available to them," he said.

BUSINESS



GOLDEN, Colorado - Adolph Coors Company has appointed Dr. Abigail Pennington its Chief Medical Officer for the brewery's medical center. Pennington joins the nation's fifth largest brewer after eight years in private practice. Born in Georgetown, British Guiana, Pennington studied in London, England, Reno, Nevada, and received her M.D. from the University of Colorado Medical School.

She has been active with several organizations in Denver, including serving as director for the Park Manor Retirement Home and the Wheat Ridge Manor Nursing Home's Quality Assurance Committee. Pennington resides in Aurora.

Successful Business Starts with Planning

How often have you worked all day, only to feel that you have accomplished nothing? Do other people always seem to get twice as much done in half the time? The problem may not be inefficiency but a lack of planning for results. Planning for results means spending your time where it will reap the most profitable rewards.

Only you as a businesswoman know where this is. By asking yourself the question "What is the best use of my time (right now, today, this week, etc.)?" and keeping an eye on your present goal list you'll make an honest evaluation.

If you are not getting as much done each day as you feel you should, the following suggestions are for you.

1. Get an early start. Try to pick up an extra 15 minutes each day by leaving earlier in the morning.
2. Don't take on marginal emergencies. Try to delegate the work to others. Remember, when you tackle a minor emergency you must put aside other activities.
3. Finish what you start. Remember, when you put work away, you need to reacuate yourself with it again when you restart. A good rule is to try to get things off your desk as quickly as possible.
4. Plan your next day. Make your "Daily goal list" the last thing at the close of the day that you do. This will save you time in the morning and avoid forgetting things.



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