BUSINESS/REAL ESTATE

This week's financial section produced by P. E. Badham

NBL president says:

Conditions grim for black enterprise in '81

In his annual assessment of black business and economic development, National Business League president Theodre R. Hagans Jr. issued a sobering review of the past year, and predicted a continuation of the "grim" conditions for 1981.

Citing the unusual volatility of the American economy, Hagans declared: "The conditions that have dampened the U.S. economy now pose a devastating threat to the black and minority business community."

The leader of the nation's oldest business organization insisted that the continued exclusion of blacks and other minorities from the nation's economic agenda would only serve to hamper the country's economic recovery.

Reviewing the failure to relate black and minority economic development to such broad economic issues as urban revitalization, unemployment and inflation, Hagans stated:

"Without our inclusion, this nation cannot achieve its fullest economic potential, nor hope to succeed on its journey to economic recovery."

The full text of Hagans' statement follows.

"Measured by any traditional standard, 1980 has been an unusually volatile year for the U.S. economy in general, and a staggering period for the black and minority private sector in particular. Prospects for 1981 are even more grim, with the certainty of rising inflation and the possibility of a deepening recession as well.

"The conditions that have dampened the U.S. economy now pose a devastating threat to the black and minority business community. Within the short span of 10 months, this nation has been shaken by unprecedented peaks in the prime lending rate; in fact, the record high level of 20 percent reached last April has now been exceeded by a new high of 21 and a half percent.

"Sky-high interest rates spell tight money markets, and produce a credit crunch for business firms and consumers alike. Housing construction is down and industrial productivity is low, while prices for essential goods and services, especially food and fuels, have continued to grow.

"Coupled with inflation, the net effect of such conditions has stifled business expansion and dashed the hopes of increased consumer spending. In addition, unemployment, with its disproportionate rate in the black and minority communities, has not retreated from its upward climb, thereby adding a significant drag on an economy already in decline.

"It is against this background that we approach 1981. The grim prospects of rising inflation, growing unemployment and shrinking energy resources, however, are not insurmountable challenges to this nation, nor to this organization.

"Hence our outlook for the economic progress of blacks and other minorities in the coming year, and throughout the next decade, is tempered by an overwhelming sense of determination and purpose that has historically characterized the National Business League.

"The year 1981 should witness a resurgence in the efforts of black entrepreneurs to penetrate markets and gain access to growth industries. Through cooperative efforts and joint ventures, we can sustain the kind of viability that is essential to thriving commercial centers, and crucial to the survival of blacks in business as well.

"In addition, there should be a redoubling of efforts to make partnership, both within the private sector and with federal government, a meaningful strategy for economic development.

"Finally, 1981 must herald a new era in which black and minority economic development is linked to national economic concerns, and used to address such major national dilemmas as inflation, unemployment, urban revitalization and alternative energy sources. Without our inclusion, both in terms of policy formation and resource allocation, this nation cannot hope to achieve its fullest economic potential, nor hope to succeed on its journey to economic recovery."

Founded in 1900 by Booker T. Washington, the National Business League is the nation's oldest business organization. Headquartered in Washington, D.C., the league's growing membership can be found throughout 120 chartered chapters in 37 states and the District of Columbia.

In addition, more than 50 national businesses, professional and trade associations are affiliated with the league through its National Council for Policy Review.

ELECTRONIC MARVEL — Margaret Francioli, a word processing student at Essex Community College, gets some expert coaching from Linda Stevens, secretary to the chairperson of the school's business and industrial management division, as she becomes familiar with the multiple possibilities of the division's text-editing machine. This marvelous new piece of electronic equipment greatly expands the capabilities of an office staff.

Support Black Businesses

The road back to better days for everybody

FRANK M. CONAWAY ASSOCIATES

Let's all get together

Del. Frank M. Conaway Chairman of the Board — Alford Laws President — Carrol A. Smith Executive Vice President — G. Leo Hunt Personnel Director

AUTO INSURANCE SPECIALISTS WE FINANCE

- HOMEOWNERS
- FIRE
- LIFE & ACCIDENT
- HEALTH
- BONDS
- COMMERCIAL (TRUCKS & BUSES)
- MOTORCYCLES
- RENTERS
- WORKMEN'S COMPENSATION
- Malpractice • Boat owners
- Contractors Liability
- Business Owners
- Renters Insurance
- Sick • accident • Hospitalization
- Burglary • Vandalism • Theft
- Industrial Plants
- Diamonds • Silver • Antiques
- Veterans Conversions

IF YOU NEED INSURANCE— WE DO IT ALL?

BUDGET PAYMENT PLANS

OPEN SATURDAYS & MOST HOLIDAYS

3 Locations To Serve You

Frank M. Conaway and Associates	Frank M. Conaway and Associates	Frank M. Conaway and Associates T/A Ashburton Insurance Ltd.
3758 W. Belvedere Ave.	3529 Edmondson Ave.	3903 Liberty Hghts. Ave.
367-1500	624-1500	466-5000
On The No. 19 Bus Line	One the No. 23 Bus Line	On the No. 26 & No. 19 Bus Lines
Time and patience with every customer	*A name you can trust*	

REMEMBER—You must have auto insurance to get your 1981 Tags

Make a structural checklist

Prospective buyers should inspect homes

By Edward A. Lynch, A.I.C.P., N.O.M.A.

Here are some of the procedures that can help salespersons and prospective home buyers idenfity properties that are good investments with a low probability of needing expensive major repairs or replacements.

Three basic systems need to be analyzed; the structural system, the mechanical system, comprised of the plumbing, heating, ventilating and air-conditioning systems (HVAC): and the electrical system.

Compare the structural system of a house to the human skeleton. It supports the building and affects the market value of the property most because it is expensive to correct major structural deficiencies.

The structural system is comprised of the foundation and exterior walls, load-bearing interior partitions and the roof and floor systems. Sometimes the siding, masonry veneer, finish flooring and roofing contribute to the strength of the structural system, depending on the type of construction.

The trained eye looks for different signs as to whether the residence is frame or masonry and whether the roof is pitched of flat.

Exterior Observation

Before examining the building, look for obvious signs of incorrect drainage (water running toward the building, not away from it), clogged yard drains or downspouts that discharge too close to basement window wells. Then stand back from the building and look for signs of serious structural defects.

A sagging porch or deteriorated stoop are often costly to repair but are not, by themselves, defects that categorize the main building as delapidated. Serious signs of a defect are cracks in the masonry foundation and exterior wall that basect the brick or other masonry units.

Cracks that only follow the lines of the masonry joints are usually not too serious. The longer the crack, the more likely there are leaks through the wall. Of course, a masonry or frame wall that is out of plumb (ie., not vertical) signals a serious structural deficiency.

If windows and exterior door frames are obviously out of plumb with sills and heads that aren't horizontal, excessive settling has occurred in the foundation. Remember that all new buildings eventually settled somewhat from original levels. In buildings with flat roofs, look for parapet walls and cornices that do not exhibit crumbling or sever sagging.

In buildings with A-frame roofs, a major sag in the ridge-pole or eaves means that the roof system may need replacing or strengthening.

Check Inside

On the home's interior, weak and rotted floor joists or finished flooring should be analyzed. for extensive termite, water or fire damage, which is costly to repair. Check attics for serious fire damage wherein rafters are damaged beyond surface charring and soiling from smoke.

Basements that smell musty and damp can be subject to periodic, serious flooding. If the basement is to be used as a habitable space, take this into account.

The mechanical system is like a human respiratory and circulatory system.

The best place to begin examining the plumbing system is in the basement. Pipes should be free of corrosion, patched holes and excessive rust. Of course, copper piping or sections of piping replaced with copper is a good sign; however, one cannot expect older homes to have copper piping in water supply systems and plastic piping in drainage systems.

Adequate water pressure is always of concern. A good test for pressure is to go to the upper-most bathroom and turn on two faucets. Then flush the toilet. If pressure at the faucets is drastically reduced, significant corrosion could be present in the old pipes.

A variation of this test is to have someone flush a basement toilet or open a faucet on a lower floor while you visually observe the effect on the pressure and flow at an upper floor faucet.

Usually, old, vertical piping at stacks does not need replacing to achieve adequate pressure. The branch or horizontal piping is the system's critical element.

HVAC System

The second component of the mechanical system is the HVAC system. Its role is to help the people in the house and the house itself to breathe and be comfortable.

In Baltimore, the heating system is critical because of our winters. So the heating plant (i.e., furnace, boiler or electric baseboard system) must be adequately sized. Furnaces and boilers will need servicing and or replacement from time to time.

Ask the home's seller about the condition of old equipment and its service history. in very old buildings with oil - fired boilers which were converted from coal-fired boilers, you may want to have an oil company engineer inspect the boiler and determine its condition.

If the heating system is forced air (and ducted), notice where the supply registers are located to get an idea about how comfortable the home will be on cold days. If a single-family house is large, with big rooms and many windows, and if no air supply registers are near exterior walls in floors and ceilings or in the exterior walls themselves, it is likely that annoying drafts will be common in winter.

When looking at an HVAC system, notice if windows and doors fit tightly into their frames and are adequately weather-stripped; storm windows are installed; and adequate insulation exists, especially in roof activities. Exterior walls should have a thermal resistance rating of R-111 roof systems of R-19.

Electrical System

The last major system is the electrical system, which is like a person's nervous system. In order for it to function correctly, it must have enough branch circuits or nerve channels: it must be properly wired, and it must be sized with adequate amperage and voltage.

The correct amperage will vary depending on the home's size and type. To a lesser degree, the type of home can affect the optimum number of required circuits. If a small three-bedroom single-family townhouse is under consideration, 100 amp service and approximately 10 circuits with four to six spare circuits would be adequate.

Of course, separate circuits should be provided for appliances like ranges, refrigerators, washers and dryers. A very large, three-bedroom single-family detached home with a garage could require 200 amp service with 16 circuits and six to eight spares.

Electric service at the panel should be 120-240 volt, single phase, three-wire, 60 hertz. Copper wire is strongly recommended as it is safer and more efficient than aluminum wire which is now illegal. When upgrading service, install circuit breakers instead of fuses whenever possible.

As you have probably realized by now, examining, a house for a prospective buyer or your own investment is routine except when structural deficiencies are apparent or when mechanical and electrical systems are obsolete. Even the most experienced eye can overlook major deficiencies if they are hidden.

Whenever you see some conditions which are out of the ordinary, consider using the services of a certified home inspection company, registered architect or professional consulting engineer.

Edward A. Lynch is an associate professor of city and regional planning at MORGAN State University and is affiliated with the minority architectual firm of Sultan, Campbell and Associates.

This article was printed courtesy of the Greater Baltimore Board of Realtors.

U of B offers economics program

The University of Baltimore's M.S. degree program in economics is now accepting applications for spring enrollment. Designed to train the student as a modern practicing economist who understands, predicts, and properly responds to the impact of the economy on his or her organization the program is firmly grounded in the basics of the traditional economics program.

The comprehensive program integrates a mastery of both macro and micro-economic analysis of the skills of planning for the overall economic environment.

Open to individuals who hold bachelor's degrees in any field, the program requires a total of 30 credits (21 credit hours of core business courses and nine credit hours of electives.)

Providing broad preparation for a career in economics, the M.S. program emphasizes the development of expertise in the areas of forecasting, monetary theory and banking, and international trade and finance.

Studies are geared for individuals desiring specialized training in economics; and for those seeking entry-level positions for professional economists in corporations, financial institutions, or federal, state or local governments.

Some of the program's recent graduates are currently working as professional economists in the fields of industry, banking, government service and brokerage.

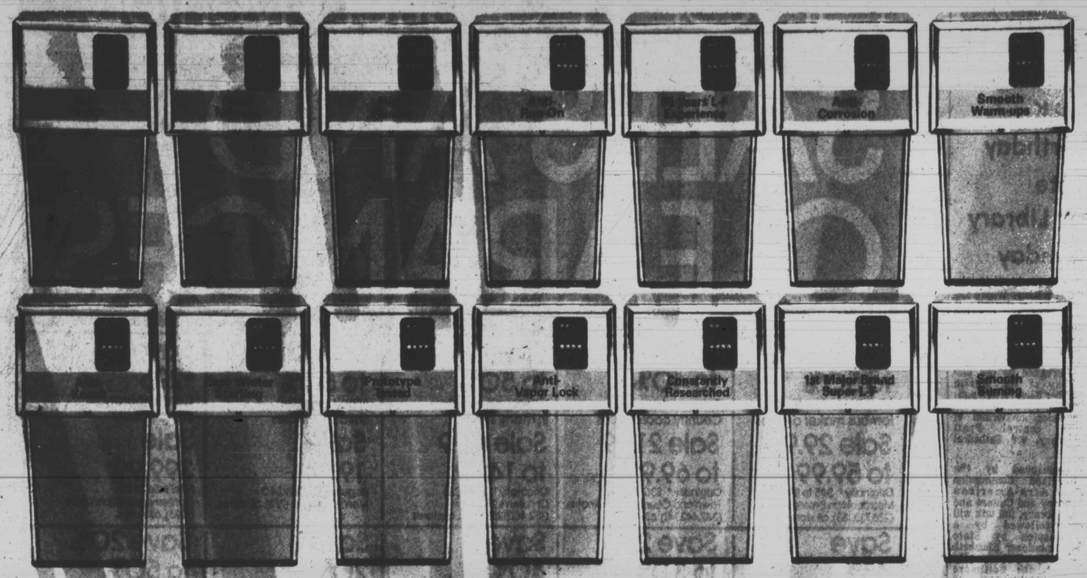
SBA, SCORE plan business workshop

Are you thinking about going into business or recently started your own business? Chances are you could use some help.

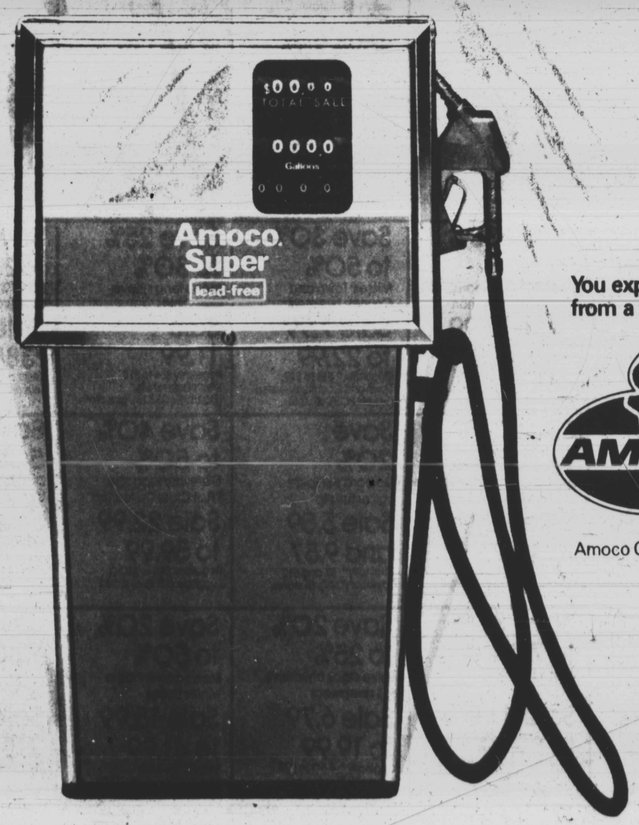
The Small Business Administration, together with the Service Corps of Retired Executives (SCORE) will conduct a "Workshop for the Small Business Person" Tuesday, January 13, 8:30 a.m. to 4 p.m.

The workshop is especially designed to assist you in successfully managing and operating your business. Workshop topics will cover every phase of business management important to the new business person such as record keeping, taxes, business insurances, advertising and sources of capital.

The workshop will be held at Towson United Methodist Church, Hampton Lane and Dulaney Valley Road.



Get fourteen benefits in one gasoline: Amoco Super Lead-Free.



Amoco took fourteen of the benefits people want in gasoline, and put them into one product: Amoco Super Lead-Free. It's the higher-octane lead-free gasoline that helps your car engine run at peak performance. If your car doesn't have performance problems, use quality lead-free Amoco in the blue pump. Just like Amoco Super Lead-Free, it's seasonally-blended for better starting and smoother warm-ups in winter. That's Amoco's problem-solving, lead-free choice.

You expect more from a leader.

AMOCO

Amoco Oil Company

JAN