Otis Warren Real Estate produces million dollar agents

Vern Williams

Saundra Wilson

BERNIE JACKSON

CAROLYN YOUNG

LERAY WILKERSON

MARY WARREN

Patricia Davis

James E. Hinmon

Otis Warren and Company, the largest black-owned and operated real estate firm in Baltimore and one of the area's top 10 realtors, has announced the Million Dollar Associates for 1980.

The company has developed more black agents with sales in excess of a million dollars than all the real estate companies in the state.

Those associates who settled on a million dollars or more for 1980 include: Patricia Davis, Mary Warren, Leray Wilkerson, Vern Williams, Saundra Wilson and Carolyn Syphax-Young.

In addition, James Hinmon, H. Bernie Jackson, Saundra Wilson and Carolyn Syphax-Young are qualified as Lifetime Members of the Greater Baltimore Board of Realtors Million Dollar Association.

This recognition is received when an agent has sold in excess of a million dollars for three consecutive years.

Top Hits

Jazz Albums

1. Winelight — Grover Washington Jr.
2. Late Night Guitar — Earl Klugh
3. Voices in the Rain — Joe Sample
4. Carnaval — Sovro Gyra
5. Night Passage — Weather Report

R & B Albums

1. Hotter Than July — Stevie Wonder
2. Gap Band III — The Gap Band
3. Imagination — The Whispers
4. Fantastic Voyage — Lakeside
5. The Two of Us — Yarbrough & Peoples

Spiritual Albums

1. The Lord Will Make A Way — Al Green
2. The Hawkins Family Live — Walter Hawkins
3. Rejoice — Shirley Caesar
4. Miracles — Jackson Southernaires
5. Tramaine — Tramaine Hawkins

E & H Distributors carries total line of beauty products

Ernest Young

E & H Distributors, Inc. is a new company involved in the distribution of ethnic hair care, beauty and cosmetic products.

The company started out as a dream of Ernest H. Young Jr., it's president and sole owner. Young has extensive experience in the ethnic hair care business.

His background includes many years of involvement in the business from salesman to executive vice president.

He began his career as a salesman for a small distributor of ethnic products in Chicago called Midwest Distributors. From this position he moved to a regional sales management position with Johnson Products, one of the largest minority manufacturers of beauty and hair care products.

After several years with Johnson Products, Young developed a new distribution concept for Johnson Products. It involved the company's establishing it's own direct distribution channel and Baltimore was developed as a pilot project.

Together with the experuses of Young and the financial assistance of Johnson Products, a very successful retail distributor center was established in the city.

With the growth of this business several problems developed and as a result, E & H Distributors was conceived by Young. He realized that Baltimore could tremendously benefit from a distributorship providing total product lines of all manufacturers dealing in professional and retail ethnic beauty and hair care products.

In August 1980 the concept became a reality and E & H Distributors was born. Since August the company has grown tremendously. It started with Young and six other employees and after four months of operation the firm now employs 24 persons and the total sales have increased 200 percent.

The firm is housed on the fifth floor of the new Raleigh Industrial Center at 1100 Wicomico St.

Free films

"Paul Robeson: The Tallest Tree in the Forest", a comprehensive documentary on the life and times of the versatile singer, orator, author, lawyer, movie star, and athlete, will be screened at 2 p.m. on Sun., March 1, at the Central Library, 400 Cathedral St.

"The Flashettes", a sensitive portrait of a group of black women track stars from Nine York City, will be screened at 5:30 p.m. on Mon., March 2, at the Light St. Branch, 1251 Light St.

"Cabin in the Sky", the 1940's musical featuring famous black entertainers of the time, among them Ethel Waters and Louis Armstrong, will be screened at 7:30 p.m. on Tues., March 3, at the Central Library, 400 Cathedral St.

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A guide to Baltimore's black businesses

Black businesses are everywhere in the state and they are as different and unique as the people they serve.

Nearly all goods, services and products can be obtained from a minority business.

The following is listing of black businesses in the metropolitan area.

accountants

Davis Allen C.P.A., Linwood Jennings, C.P.A., King & Brooks, C.P.A., Royce J. Lokeman, C.P.A.

architects

Atti-Consultants, Ltd., Leon Bridges Co., Bernard C. Madison, Sulton & Campbell & Assoc., Edward Taylor, (A.I.A.).

artist

Mr. Frank, Nathaniel Parker, Jr.

attorneys

W. Emerson Brown, Jr., Brenda Clark, James L. Foster, Askew W. Gatewood, Jr., Larry S. Gibson, Roberta Gill, Vegnon F. Greene, Charles P. Howard, Jr., Harry H. Braxton, Kenneth L. Johnson, Richard V. Johnson, Charles J. Josey, Jacques Leeds, Juanita Mitchell, David Mitchell, Clarence, Mitchell, Jr., Michael B. Esq. Mitchell, Larry W. Newell, A.C. Patrick, George L. Parrish, Dwight Pettit, John Rhines, Anthony W. Robinson, Bashiell & Roberts Singleton, DeHaven L. Smith, James E. Stancil, Joseph H. Thomas, Jr., Kenneth Thompson, Charles I.

(Continued on Page 22)

Enterprise Zones: The Republican cure-all?

Enterprise zones. This relatively new concept has been bandied about on the sidelines of the news media as the Reagan administration-tree enterprise approach to revitalizing economically depressed urban areas.

But, "Black Enterprise" magazine's resident economist, Dr. Andrew Brimmer, openly discusses the kinks in a concept whose success precariously pivots on other federal programs.

The March "Black Enterprise" notes that the idea of enterprise zones originated in Great Britain as recently as early 1980 when the government established zones wherein a variety of traditional zoning regulations were eliminated and tax reductions provided.

Its effectiveness has yet to be evaluated due to its uniqueness but the idea seems to have caught fire in the U.S. Congress where two bills devoted to enterprise zones were introduced in last year's 96th Congress and are presently being redrafted for reintroduction into this year's session.

Rep. Jack Kemp, R-NY, and his co-sponsors introduced legislation entitled "Urban Jobs and the Enterprise Zone Act for 1980" which allows several kinds of tax reductions for qualifying firms within each zone; requires that the firm employ at least half of its workforce from among persons living within the zone; provides incentives which would allow a 15 percent cut in federal government income tax; and cuts social security payroll taxes paid by employers and eligible employees by 50 percent for workers under 21 years of age and by 50 percent for all other eligible workers.

In addition, the bill would accelerate depreciation rates to allow a faster write off of expenditures on capital equipment; reduce capital gains taxes by 50 percent; encourage local governments to cut effective real property tax rates by at least 20; and permit the establishment within enterprise zone of duty-free foreign trade zones within which firms could manufacture or otherwise fabricate internationally traded products.

The second bill, sponsored by Rep. Ron Paul, was introduced in July 1980 and is similar in many respects to the Kemp bill, but differs by liberalizing the specific tax rates and relaxing the criteria for designation of an enterprise zone.

Also, it excludes from enterprise zone benefits, any businesses which participated in any other federal, state, or local government programs.

Qualified firms and employees are exempt from all federal, state, and local regulations. Exemptions include those which apply to the minimum wage, occupational health and safety standards, land use, and zoning rules.

Imbedded in the enterprise zones plan are three conflicting points, notes "Black Enterprise." The first pits the goal of attracting high technology firms with growth potential in output and sales against the goal of improving the unemployment rate. These high technology firms are unlikely to employ more workers in relation to sales than the older, more labor-intensive industries.

Another reason why fairly large firms would have to be attracted to these zones leads into the second conflict which is between the development of minority-owned businesses and the provision of jobs for inner-city residents, particularly unskilled young people.

The third conflict stems from the aim to promote the growth of businesses in the inner-city in order to stimulate employment. But, many of these firms are small, minority owned businesses in retail trade and other low-growth fields.

Black Enterprise reports that not only will enterprise zones have to be combined with tax incentives to be successful, but also the business environment will have to be improved requiring greater expenditures for better public services, new job training programs provided, and blending this new concept with the other urban development programs.

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Sportsmen's to feature national talent

Baltimore's house of jazz, the club that kept jazz alive in the city will embark on a program to bring top national jazz and contemporary artists to the city.

In the past, the Sportmen's Lounge has put emphasis on the top local talent from the Baltimore-D.C. area with "name" artists like Richard "Groove"

(Continued on Page 22)

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