BUSINESS/REAL ESTATE

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

One contractor fights for the right

The pipeline - Does black business fit in?

By Portia E. Badham
AFRO Staff Writer

At one time, the gas pipeline was a project going on in Alaska, far removed from people in the rest of the United States. It was something that seemed almost as far removed as the space flight to the moon.

But now that project is beginning to hit a little closer to home.

The Northern Border Pipeline Company, a partnership consisting of five major pipeline companies, will transport Alaskan gas for delivery to midwestern and eastern markets in the lower continental United States.

It will consist of 1,131 miles of 42-inch natural gas pipeline traveling diagonally across Montana, North Dakota, South Dakota, Minnesota and Iowa terminating near Chicago, Illinois.

Construction of the pipeline means business... big business to the tune of nearly $40 billion and will include all types of services from construction to procurement.

It is because of this that Willie Ratcliff, a determined contractor from Alaska is traveling around the country trying to interest and encourage black businesses to participate.

Ratcliff, in 1974, organized the Alaska Association, Inc., a minority contractors association with 13 black businesses represented. As a result of this organization, minority businesses were able to get close to $20 million in contracts for the section that begins at Prudhoe Bay in Alaska.

"Overall the minority business enterprise portion was near nothing, said Ratcliff. "But we learned from the first one and we know how to maximize the participation on this one.

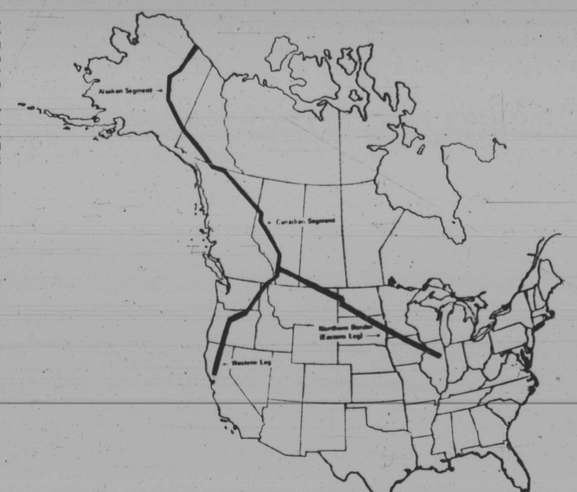
Ratcliff was in Baltimore recently and met with several black business people about the pipeline that is scheduled to undergo construction in 1983. Bids for the project started in February.

WILLIE RATCLIFF

Among the cities on his list are Philadelphia, New York, Cleveland, Chicago, Detroit and Houston. He's visiting these cities in hopes of getting black businesses and black bankers and financers to form a network, the Afro-Alaskan Organization.

"We can use this as a clearing house to put together black talent, stated Ratcliff. "We need black businesses, black trade and black capital.

"We can easily do $300,000 million on this pipeline if we can just get people together. We need everybody. There isn't a black business that isn't qualified to go after a contract.



EASTERN LEG—The Alaska pipeline stretches from Prudhoe Bay in Alaska, across Canada and into the United States. The northern border pipeline will transport Alaskan gas for delivery to midwestern and eastern markets and will consist of 1,131 miles of 42-inch natural gas pipeline traveling from Montana to California on the Western leg and from Montana to Illinois on the eastern leg.

Account exec opens advertising firm

WILL M. FRANCIS

After working as an account executive for two local television stations for nine years, Will M. Francis packed up his ideas and his expertise and opened his own advertising firm.

The firm, Omni America Advertising, Inc., now in its eighth month of operation, is a full service agency equipped to handle advertising for the print as well as electronic media.

"I was very comfortable in my job but I was stagnant," said Francis. "I felt I could really do more."

Francis, originally from Richmond, Va. came to Baltimore in 1971 to take a sales job. He then moved to WMAR TV-2 in 1972 and worked as an account executive. In 1976 he switched to WJZ TV-13 and worked there until August 1980.

Omni is one of a few black advertising firms in the city but Francis doesn't feel that because his is a black firm he won't be supported by white business.

"Advertisers don't care what color you are as long as you can turn a dollar for them," he said. "And once people know you can do a good job, they don't care what color you are."

Francis is very optimistic about the growth of black businesses in the city. He said, "Black businesses are becoming very professional and getting better everyday.

"In time, black business in Baltimore will be very important to the economic conditions of this city.

FARMVILLE

Richmond Mayor Henry L. Marsh III will be the keynote speaker for the Prince Edward County Branch NAACP's first annual Freedom Fund Banquet.

Guest column

A history of blacks in architecture

By Stanford R. Britt, AIA, NOMA, Secretary-treasurer
Sultan Campbell and Associates

Until the late 1800's black professional architects were indistinguishable.

Various forces, including discrimination, a segregated collegiate system and extremely limited commission opportunities for the black architect, encouraged most young people to aspire to more lucrative professions such as law, the ministry, dentistry or medicine.

These were the professions that were traditionally supported by the black community since white businesses generally refused to provide professional services to blacks.

At the turn of the century, Chicago, New York and Washington, D.C. were the leading cities with a concentration of black professionals.

Many free blacks had established personal service businesses in these cities prior to emancipation and were in a position to support black professionals.

There were never more than one or two black architects with their own practice in any of these cities. There was little or no possibility of working for a private white firm.

However, in Washington, D.C. some opportunities did exist for the private practitioner because it was the nation's capital, despite its long association with the social attitudes of the South in regards to blacks. Therefore, some of the earliest known practicing black architects were in Washington, D.C.

U.S. Census statistics stated that in 1890, there were 44 Negro architects, designers, draftsmen and inventors in the United States. Many of the trained black architects were unable to practice their profession.

Robert Taylor, a black graduate of the architecture department of the Massachusetts Institute of Technology, unable to support himself by his practice, organized within the mechanical industries department of Tuskegee Institute, an architectute program in 1892.

Another milestone in the tradition of blacks in architecture was the establishment of an architectural program at Howard University.

This program was the only university level program offered at a black institution until World War II was over. The first architectural instructor was William "Pop" Hazel Augustus. He brought Albert I. Cassell of Baltimore to Washington in 1929 to teach at Howard.

Cassell, born in Towson, in 1895 received his architectural education at Cornell University. He began his practice at Tuskegee with his partner William Hazel Augustus.

In 1929 Cassell went to Howard University to establish its first separate degree granting Department of Architecture. He was appointed university architect in 1921.

He provided architect-engineering services for 10 buildings at the university and in 1938, he developed a 20-year physical pldevelopment plan for the university.

Perhaps Cassell's most ambitious projecy was his dream of planning and building an entire city. To this end he purchased a 280-acre farm on the Chesapeake Bay in Calvert County, Md. and completed the design and market studies for the "New Town in 1932.

Despite a federal grant, the project became enmeshed in political and racial controversy which prevented its development.

In 1960 Cassell resumed development of the project which had expaned to 520 acres. He constructed the roads, water and sewer systems, and emergency power plant.

He was attempting to obtain funding for the next phase when he died in 1969.

Many black architects who were later to make outstanding contributions of their own, received their early experience in the architectural offices of Albert I. Cassell. Among them are Louis Fry Sr., Hilyard Robinson, Roscoe Vaughn, Howard Mackey, John D. Sulton, Warren Gray, Julius Gardner, Arthur Ferguson and others.

It was not until 1923 that the official white professional organization, The American Institute of Architects, recognized black professionals and Paul R. Williams of California was admitted as a member.

Williams attended the University of Southern California and began his practice in 1923.

Over the years he designed the homes of a number of famous Hollywood film stars. Williams completed many projects in partnership with Hilyard Robinson later in his career. Williams died in 1980 at his home in Los Angeles.

The 1950's saw many new black firms establish throughout the country. John L. Williams in New York, Whitley and Whitley of Cleveland, Ohio, John Chase in Houston, Texas, Louis E. Fry Sr. and John D. Sutton of Washington, D.C.

The black firms throughout the country until the late '60s relied predominantly on racially-generated projects.

But their ability to survive, despite all obstacles, is symbolic of the tradition of blacks in the profession. After three-quarters of a century, the black architectural firms of America are still striving to enter the mainstream of the profession.

GA approval needed on mortgaging bill

A new form of home mortgaging will become available in Maryland if a bill introduced by Sen. Clarence Blount, D-Bl, is approved by the legislature.

"We need to have as many forms of home loans available on the Maryland market as possible to help the home buyer find financing," said Blount, particularly in these high interest rate times.

Blount's bill is designed to remove a legislative restriction from the law which will permit private lenders to negotiate lender equity or shared participation loans.

These loans in which the lender agrees to reduce the interest rate on the loan below the prevailing market rate in return for a proportionate interest in the appreciation of value of the home when the home is resold, said Blount.

The effect of this is to reduce the monthly payments to the buyer in return for a reduction in his share of the profit from any apppreciation in value of the home when he goes to sell it.

To negotiate lender equity participation loans in Maryland a modification in the state truth-in-lending law is needed so that the lender is not required to disclose the amount of interest which may be realized in the appreciated value of the property when it is sold.

To illustrate how an equity participation loan might work, if a buyer of a $150,000 home borrowed $100,000 to purchase that home at a time when interest on a conventional loan was 14 percent, under an equity participation mortgage, he might pay nine percent for a 30-year loan, but agree to give the lender a one-third interest in the appreciated value of the property when it is resold.

If he sold the house for $210,000 he would have to pay off at the time he resells the house, the remaining portion of the loan plus $20,000 as the lenders share in the appreciation.

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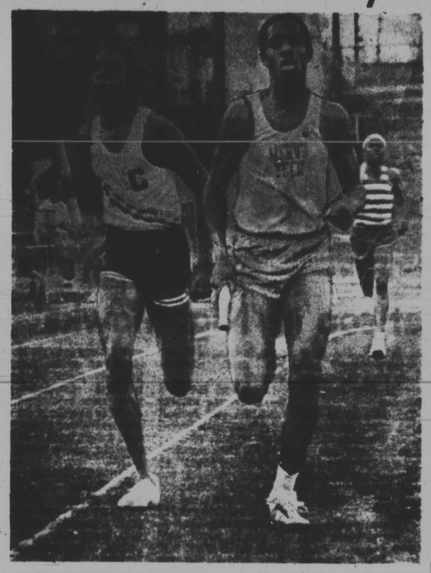
EASTERN
WE HAVE TO EARN OUR WINGS EVERY DAY

School Sports Scene

Mervo tops best in Carver relay



NECK AND NECK — Carver's Richard Carter and Mervo's Brian Stone both go full steam on one section of the 3200 meter relay, one of the six events held in the Carver meet.

AFRO Photos by Mark Gail

By Mark Gail
AFRO Staff Writer

The Mervo track team came hot-to-trot at the 23rd annual Carver relays and proved it to all who came.

Taking first place in four of the six events, and setting records in three out of those fours, Mervo rolled up a total of 46 points for its second straight team title in the relays.

"It was a nice way to start off the track season. I am very happy with the team," said Mervo coach Freddie Henricks.

"We made some mistakes in the meet but now is the time to make them."

Mervo took first place in the distance medley, sprint medley, the 1600 meter and 3200 meter races.

New times were set in the distance and sprint medleys as well as the 1600 meter relay by Coach Henricks' runners.

The mianstay of Mervo's cross country team and the MSA individual cross country champion was Ricky Meekins, who was one of the driving forces in Tuesday's victory.

Meekins, along with Steve Wilson, Mike Jenkins and Herb Walker, set the new time of 11:12.1 seconds in the distance medley.

In the 1600 meter relay it was Meekins, Jenkins, along with Brian Stone, Paul Brown and in the 3200 relay Kirk Washington joined the Meekins-Jenkins and Stone squad to pull the victory.

In the sprint medley, setting a new record were Paul Brown, Emanuel Pack, Wade Johnson and Rob Winkler with a time of 3:46.6. •

Walbrook's team took first place in the other remaining events, the 400 and 800 meter relays.

Warriors Mike Peoples, led the 400 meter team to a new record of 43.9 in the event.

In junior varisty action, the Carver Cubs, shooting for their third straight MSA "B" J.V. championship, tuned up with a win in the relays.

"I was very pleased and very surprised," explained coach Charlie Moore. "I really am pleased with Gerald Wee?Riley, Alphouse Guster and Phillip Weem, among others."

The Carver Cubs ran up 44 points for first place with Mervo and Walbrook tied for second place with 31 points.

Western's Rosella Hopkins

Southwestern's Gestine Johnson

Western badminton team off to good start

By Mark Gail
AFRO Staff Writer

Western's badminton squad started the season off just the way they ended last season, winning with a 7-0 victory over Southwestern in a non-league game this week.

City champs for the past three years, Western faced Southwestern last year for the title, beating the Sabers, 6-1.

"I'm happy with the way my girls played. It's the right way to start the new season," said Western's coach Eva Scott.

With 11 returnees from last year's team, Coach Scott suffered two major losses due to graduation. Western lost Tom Moore, the number one singles player for the past two years, and also lost one player from the number one doubles team, Tyra Hemsley.

But there is a silver lining for Coach Scott in the other half of the doubles team. Rosella Hopkins, who played with teammate Hemsley for three years, will move into the number one slot for Western.

Rosella is a good player who has developed very well over the past three years, said Scott.

"It will be a new experience for her, playing singles, but I think she has the talent to handle it.

Other standouts on Western's side are Cladette Stokes, Brenda Cottom, Tonya Jones, Shanda Wellbourne, Twilah Stepter, Michelle Stepter and Zonda Jones, among others.

Southwestern's coach Marietta Ramsey, despite the loss, is looking forward to a good season.

With a little more than half of last year's successful team back, first year coach Ramsey has high hopes.

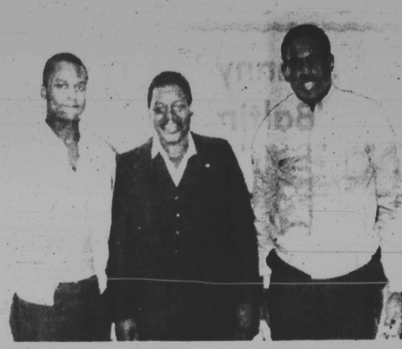
"I would like to take all my singles and doubles teams to the championship," said the Sabers coach, "and I have a wonderful bunch of young ladies to work with.

Southwestern's number one singles Player is Gestine Johnson, a senior and three-year veteran of the courts.

Johnson is a player who can place her birde anywhere on the court and along with her good court sense, makes her a valuable asset, according to Coach Ramsey.

Robin Gould, on her first season playing badminton, will team up with Marie Harris for the top Sabers doubles team.

Teammates Wanda Logan, Cynthia McCrea, Jessica Williams and Antoinette Totalay, to name a few, will all play important roles in Southwestern's having another good season.



SMITH BOUND — Forest Park football players Brian Howell and Micheal Gathers shown here with football coach Obie Barenes recently signed letters of intent with Johnson C. Smith University in Charlotte, N.C.

AFRO Photo by Mark Gail

Gathers played defensive tackle while Howell played outside linebacker. Both are two year veteran players for the Foresters.

Sports Schedule

Friday, March 27

Baseball

Southern vs. Lutheran at Carroll Park
Northern at Patterson
Mervo vs. Edmondson at Herring Run Park
Southwestern at Mt. Carmel
Dunbar vs. Walbrook at Clifton Park
Carver vs. Gibbons at Druid Hill Park
City at Boys Latin

Track

Bel Air at Poly
Gibbons at Edmondson

Lacrosse

Northern at Loch Raven
Wilde Lake at Patterson
Martin Spalding at Southwestern

Softball

Carver at Andover
Southern vs. Mervo at Swann Park

Monday, March 30 March 30

Baseball

Southern vs. Dunbar at Carroll Park
Forest Park vs. Eastern at Sofman Field
Mervo at Boys Latin
St. Paul at City

Softball

Southern vs. Dunbar at Swann Field
Patterson at Northwestern
Poly at Walbrook
Lake Clifton at City

Tuesday, March 31

Baseball

Oakland Mills at Edmondson
Curley at Patterson

Track - Boys

Lake Clifton at Gilman
Poly at Edmondson
Walbrook at Mt. St. Joe
Forest Park at Southwestern
McDonogh at Dunbar
Patterson at Carver

Track - Girls

Douglass at Northwestern

Lacrosse

Patterson at Randallstown
Woodlawn at Walbrook
Poly at Southwestern

Tennis

Northern at Boys Latin

Badminton

City vs. Poly at Northern
Mervo vs. Douglass at Lake Clifton
Western vs. Southern at Northwestern
Patterson vs. Carver at Walbrook
Forest Park at Northwestern
Edmondson at Lake Clifton
Southwestern at Northern
Dunbar at Walbrook

Wednesday, April 1

Baseball

Southern vs. Lake Clifton at Carroll Park
Northern vs. Mervo at N. Harford Rec
Forest Park vs. Dunbar at Sloman Field
Douglass at Walbrook
Northwestern at Southwestern

Lacrosse

Southern at Forest Park
Northern at Towson Catholic
Catonsville at Edmondson

Tennis

Northern at Eastern
Mervo at Patterson
Carver at Forest Park

Softball

Northwestern at Lake Clifton
Northern vs. Mervo at N. Harford Rec
Edmondson at Eastern
Walbrook at Patterson

Set for single col. to go on end of Mervo track story

VARSITY TEAM SCORES

1. Mervo - 46
2. Lake Clifton - 34
3. Carver - 30
4. Walbrook - 22
5. Southern - 17
6. Douglass - 14
7. Edmondson - 12
8. Forest Park - 9
9. Dunbar - 0

JUNIOR VARSITY TEAM SCORES

1. Carver - 44
2. Mervo - 31
3. Walbrook - 27
4. Douglass - 26
5. Southern - 22
6. Lake Clifton - 21
7. Edmondson - 8
8. Forest Park - 1
9. Dunbar - 0

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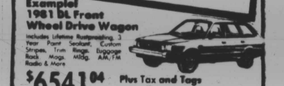

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