BUSINESS/REAL ESTATE

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

Reagan cuts hit SBA loans

In the budget revisions he sent to Congress President Reagan proposed to reduce the U.S. Small Business Administration (SBA) direct lendilending by a total of $128 million in fiscal 1981 and fiscal 1982 and guaranteed lending by $2 billion in those two years.

The President also proposed to decrease SBA disaster loan obligations by $830 million.

He proposed to raise the interest rate on SBA direct loans. Loans made by private lenders and guaranteed by SBA generally carry market interest rates. Business loans made directly by the agency now carry a nine percent interest rate.

In the overall proposals to reduce outlays in commerce and economic development subsidy programs, the President mentioned these cutbacks at SBA: "$45 million in 1981 and $116 million in 1982 by reducing direct lending of the Small Business Administration (SBA). Guaranteed commitments for SBA would be reduced by $990 million in 1981 and $1.5 billion in 1982.

"The decrease for SBA direct loan obligations for disasters is $780 million in 1981 and $50 million in 1982."

Of the $161 million reduction in direct lending, million would be for SBA purchase of guaranteed loans.

The President also proposed to end funding for SBA's non-physical disaster program and to increase interest rates on physical disaster loans to the cost of Treasury borrowing.

The President said he was withdrawing the pending $780 million 1981 supplemental spending bill for SBA's physical disaster assistance.

SBA makes loans to individuals and businesses who have suffered physical damage in natural disasters (hurricanes, drought, tornadoes, etc). Up to now, the agency also has extended financial assistance loans to businesses suffering economic injury as a result of physical disasters. Interest rates on such loans range from three percent to 13 percent.

"Given existing fiscal restraints," the budget proposals said, "the administration believes that federal disaster assistance should be provided only to those who are most in need."

Under today's budget proposals, SBA's new loan guarantee commitments would total $4.9 billion in 1981 and $4.4 billion in 1982, compared with the January proposals of $5.9 billion in both 1981 and also in 1982.

The President proposed to reduce SBA's employment to 4,700 employees in 1981 and 4,500 in 1982. In January, full-time employment at the agency was proposed to be 5,000.

The President said that the administration "is developing ways to improve the collection of tax and loan payments owed to the government."

He said "the accounting and servicing, collection and liquidation functions related to debt management can be handled more efficiently through private contractors." At present, law forbids SBA to use private contractors to collect loan debts.

Loyola designs new construction program

Economic forecasters are predicting that the construction industry will be faced with a harsh economic situation throughout the 1980's.

It will be essential, therefore, for contractors and subcontractors to investigate new measures for survival and to be knowledgeable of current trends within their industry.

Loyola College has designed a program on construction management to help individuals keep abreast of changing laws, labor activity, financial management, and cost control within the construction industry. As part of this program, a seminar on "Business Insurance Planning for the Construction Industry" has been designed. Discussion will include considerations for estate planning, business continuity and executive fringe benefits, federal estate planning and qualified pension and profit sharing retirement plans.

The program will take place Tuesday, April 14, 9 a.m. to 4:30 p.m. at the Loyola College Professional Center, 5800 Sterrett Place, Columbia, Md. For more information call 323-1010, ext. 696.

NEW BOARD FORMED — Otis Warren and Company, Inc. has formed an honorary advisory board, comprised of members of the community and past customers of the firm. They will assist in formulating plans to increase the quality and quantity of service to the community provided by the company. Seated (L to R) are Marcy Pride and Rhoda Bowman and standing are Melvin Pride and Selwyn Charles. Other members not shown include Barbara Griffin and Maxine Smith.

McDonnell Douglass to aid black, disadvantaged firms

Black-owned and other disadvantaged firms will be assisted in their efforts to become successful and viable businesses through an agreement signed by McDonnell Douglas Corporation and the U.S. Small Business Administration.

McDonnell Douglas is the third major corporation and the first aerospace manufacturer to cooperate with SBA in a new program designed to help minority-owned and other disadvantaged firms become independently competitive in the commercial market.

Under the agreement, McDonnell Douglas will review the capabilities and facilities of socially and economically disadvantaged firms referred by the SBA.

Representatives of the corporation will visit or request capability statements from referral firms to determine whether they can qualify as suppliers to McDonnell Douglas.

"McDonnell Douglas was selected to sign this agreement because of its excellent record in dealing with disadvantaged firms in the past," said Milton Wilson, director of Capital Ownership Development for SBA.

At the signing, Joseph Alagna, vice president of material at McDonnell Douglas, said, "We have been working with small, disadvantaged firms throughout the country for years, but this agreement marks the first formal, corporate-wide program by McDonnell Douglas in cooperation with SBA."

McDonnell Douglas manufactures commercial airliners, the DC-9 and the DC-10, at the Douglas Aircraft Company in Long Beach, Calif.

Douglas also makes the military version of the DC-10, the KC-10 advanced tanker-cargo aircraft for the U.S. Air Force.

Passenger traffic up at BWI

Commercial passenger traffic at Baltimore-Washington International Airport in January 1981 increased 8.5 percent over January 1980, while air travel for the entire Baltimore-Washington region dropped 2.4 percent.

According to Maryland State Aviation Administrator T. James Truby, BWI's share of the region's air travel market in January was 19.8 percent, up from 17.7 percent for the same month last year.

"The 8.5 percent increase at BWI," he said, "represents a month-to-date increase from 272,357 to 295,469, compared to decreases of 19 percent and 2 percent respectively at Dulles and National."

Use of the BWI Limousine Service in January between downtown Washington and BWI Airport increased 70 percent over the same month last year, regarded by Truby as "an indicator of increasing use of BWI by Washington area air travelers."

He said downtown Washington ridership totaled 9,451 compared to 5,546 in January 1980, and suburban Washington ridership totaled 3,446, up 25 percent from 2,767 in January 1980.

Truby also said use of the Amtrak rail service to the new BWI Rail Station, dedicated October 1980, has so far exceeded expectations. During the first two months of operation, 7,116 passengers used the station, and 1,891 used the free shuttle service between the station and the BWI terminal to make air-rail connections.

Meanwhile, two airlines recently announced that they were reducing fares up to 50 percent to remain more competitive during the sluggish spring travel season.

A United spokesman said that the cuts would match either TWA or American on those routes where they are competing. He said that between April 20 and May 31, "super saver" fares would be instituted for cross-country flights that would be below $298 in direction competition with TWA.

The lowest cross-country fares are currently $450.

American unveiled fare reductions of 40 to 50 percent on flights between Chicago and California. Passengers must buy the tickets seven days in advance for the fares which will be in effect from March 24 to May 15.

Notre Dame to hold program for women in banking

Women employed in banks and other financial institutions are invited to attend a presentation at the College of Notre Dame on the National Association of Bank Women's Educational Foundation and their unique degree program for women in banking.

The program will be held Saturday, April 11 from 10 a.m. to 3 p.m. at the Notre Dame campus at 4701 N. Charles St. It is sponsored by the Baltimore Group of the Association and the College of Notre Dame.

In cooperation with colleges across the country, the Educational Foundation of the National Association of Bank Women (NABW) has designed a special program to make it possible for women bankers to get a bachelor's degree in management in three to five years while still holding down a full-time job.

The April 11th presentation will explain the program, which is designed to help women employed by banking and financial institutions get the management education needed to move from banking specialization areas into broad-based executive posts.

Local women will be able to apply up to 80 credits of liberal arts and business-related courses taken in the Weekend College at the College of Notre Dame toward B.S. degree requirements at Simmons College in Boston.

Two-week winter and summer Management Institutes, independent study and credit courses taken at Simmons will complete the curriculum.

To register for the April 11 information program, send a check for $10 made payable to the "Baltimore Group, NABW, Inc. to Carolyn Weaver Powell, The Savings Bank of Baltimore, 19 S. Charles St., Baltimore, Md. 21202.

Catonsville offers real estate courses

During the month of April, Catonsville Community College will offer a series of four credit-free courses for people working in the field of real estate.

"Real Estate License Law and You" will bring recent and experienced agents up to date concerning current changes in real estate license law.

The one-day course will be held Saturday, April 4 from 9 a.m. to 4 p.m. on the CCC main campus, 800 S. Rolling Road. The cost is $8.

Three sections of the course "Real Estate Licensees Continuing Education" will be offered by CCC. They are designed to cover the continuing education requirements established by the Maryland Real Estate Commission as a condition to the renewal of a license.

Classes will begin Tuesday, April 8; Thursday, April 9 and Saturday, April 25. Each class will cost $15.

"Home Inspection and Warranty" will examine techniques used by professional home inspectors, content of home protection programs and home owners' warranties. The class will meet Thursday, April 9 from 9 a.m. to 3 p.m. The cost is $8.

"Real Estate License Preparatory" will assist those who are planning to take the state's real estate licensing examination upon completion of their credit courses. The one-day course will meet Saturday, April 11 from 9 a.m. to 4:15 p.m. The cost is $8.

For more information or to register, call the CCC office of Continuing Education at 455-4318.

Business workshops

Several business workshops are scheduled for the month of April and they are:

Estimating and Contract Preparation for the small contractor, Tuesday, April 7 at 12 noon at Towson United Methodist Church, Hampton Lane and Dulaney Valley Road. Pre-registration is required. Registration fee is $6. Call 962-2233.

Catonsville Community College will offer a one-day course in financial management for small businesses Wednesday, April 8 on the campus, 800 S. Rolling Road. The course will run from 8:30 a.m. to 4:30 p.m. The registration fee is $6. Call 455-4318.

A Record Management workshop for small business persons will be held from 8:30 a.m. to 4:30 p.m. Wednesday, April 8. The course will be held on the campus of CCC. Call 455-4432. Pre-registration is required.

Leadership Skills in Small Business will be conducted Saturday, April 11 from 8:30 a.m. to 4:30 p.m. at CCC. Pre-registration is required. Call 455-4432.

How to Start and Manage Your Own Business will be held Tuesday, April 14 from 8:30 a.m. to 4 p.m. at the Towson United Methodist Church, Hampton Lane and Dulaney Valley Road. Call 962-2233.

Two-day business conference scheduled

A two-day Business Opportunities Conference for minority-owned enterprises will be held in Philadelphia Thursday and Friday, May 21 and 22.

The conference will be jointly sponsored by the Federal Executive Board (composed of the heads of all federal agencies in the Philadelphia area), the city of Philadelphia, Pennsylvania, New Castle County, Delaware, the Mid-Atlantic Small Business Council, the Minority Business Development Agency, and the NEW PENN-DEL Regional Minority Purchasing Council.

The seven counties making up the Delaware Valley (Bucks, Chester, Delaware, and Montgomery in Pennsylvania and Burlington, Camden, Gloucester in New Jersey) will also be invited to participate in the sponsorship.

More than 80 corporations and firms will install booths on the first day of the conference, to be known as Private Industry Day.

On Friday, representatives of 18 federal agencies in Pennsylvania State agencies, two Philadelphia agencies and the surrounding counties will participate for Government Agency Day.

Minority entrepreneurs attending the conference will have an opportunity to familiarize themselves on how to bid on federal, state, city and county contracts, along with the sponsoring private industry firms, and to be placed on the agencies' bid lists.

Additionally, buying office representatives will have available current requirements in the form of Invitation for Bids and Requests for Proposals.

Sponsoring corporations and agencies hope to broaden their base of suppliers from those attending the conference will be a unique opportunity for minority entrepreneurs to avail themselves of contracting opportunities offered by a full spectrum of governmental and corporate buying offices at a single location.

Minority entrepreneurs interested in attending the conference can have their names placed on the mailing list for further information and registration by writing to the District Office, U.S. Minority Development Agency, 600 Arch St., Room 9436, Philadelphia, Pa. 19106.

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ABE POLLIN, owner of the Washington Bullets gives Wes Unseld a gift on his last game as a player. Pollin also retired Unseld's jersey No. 41.

WES UNSELD warms up for the last time. The Bullet center retired after 13 seasons in the NBA.

Retires after 13 years

Wes Unseld calls it quits

Wes Unseld, the heart and soul of the Washington Bullets, retired after 13 seasons in the NBA. A day in his honor was held at the Capital Centre Sunday. The Bullets routed the Cleveland Cavaliers 138-103 to finish their season at 39-43.

Unseld couldn't play anymore, both of his knees are hurting him. Not only couldn't he play anymore, but he can barely walk with his painful knees.

"I'm going to do the toughest thing I've ever done now: take off this uniform and never put it on again," Unseld said before a screaming crowd that gave him a long standing ovation.

Unseld never wanted a night in his honor, but he got one anyway. The proceeds to the game went to his favorite charities: Children Hospital in Washington and Kernan Hospital in Baltimore.

He also received checks for his charities from Abe Pollin, owner of the Bullets; Larry O' Brien, commissioner of the NBA and Ryan Walter, Washington Capital hockey player.

The honors that he has received playing basketball are too many to mention.

He has won every major award that can be bestowed on a player. He holds Bullet records in games played, minutes played, rebounding and assists.

But little is known about his off the court achievements. In 1975, he received the Walter Kennedy Citizenship award, given to the player making the greatest civic contribution to his community.

He works as a volunteer at the Kernan Hospital. He sits on the board of trustees of Mt. St. Mary's College.

And he assists his wife, Connie, at Unseld's Developmental Center for Children. Pollin named him vice president of both the Bullets and Capital Centre.

Barry explains 'stupid' remark about green ribbons

By Anthony Powell

Rick Barry, CBS pro basketball's commentator, made an embarrassing remark about the green ribbons the Philadelphia 76ers basketball team was wearing in memory of the 20 slain children in Atlanta.

The remark occured during a recent basketball game between the Philadelphia 76ers and the Boston Celtics. The game took place in the Spectrum in Philadelphia.

"They haven't played this well in a month of Sundays. Maybe those green ribbons they're wearing are rubbing off. What are they for anyhow? St. Patrick's Day?" this was the actual remark made by Barry on the air.

Jim Harrington, vice president for program administration for CBS sports, called the network truck at the game and informed them of the mistake.

Barry corrected himself by saying," Actually, the green ribbons are a very nice gesture to memorialize the children slain in Atlanta." He also mentioned that his fellow commentator Bill Russell was wearing a green ribbon.

CBS received 50 complaints from around the country concerning Barry's remarks.

Barry later explained that this remarks had nothing to do with racial insensitivity, but a lack of knowledge on his part.

"Obviously, if I had known about them I wouldn't have made such a stupid statement. I don't always get the papers every day," Barry said.

Robert Stephens, WHUR-FM sportscaster, who worked on the telecast as a switcher said on the air," Barry's arrogance has become his ignorance."

Howard, UDC launch collegiate baseball season

By Anthony Powell

Howard University won two out of three games against local opponents to highlight baseball competition among black colleges. UDC won its first game of the year against Bowie State.

Howard playing its first home game of the year splitting a double-header against George Mason. George Mason won the first game, scoring two runs in the eighth to edge the Bisons 3-2. The Patriots out hit the Bisons 5 to 3.

In the second game, Howard scored four runs in the first and two runs in the second and third to rout George Mason 13-5. The Bisons collected 16 hits in the rout. Don Hackey hit a home run with two to aid the Bisons victory.

Howard traveled to Georgetown and defeated the Hoyas 8-5. Howard scored two runs in the eighth inning to pull past Georgetown. Georgetown committed five errors in the game to aid Howard's victory.

UDC traveled to Bowie State and won 12-10. It was their first win of the year. The Bulldogs scored six runs in the first inning. But the Firebirds scored five runs in the fifth and three runs in the ninth to pull away from the Bulldogs.

There was 19 errors committed in the game. Bowie Stated committed 10 of them. UDC traveled to Mount St. Mary's College and was routed 10-0. UDC was limited to three hits in the game.

Navy pounded Delaware State 23-2. The Midshipmen scored five runs in the fourth to pull away from the Hornets. Navy had 21 hits in the game, while Delaware State had only five.

Norfolk State rallied with four runs in the ninth inning, but it wasn't enough as they lost to Virginia 15-10. Virginia scored three runs in the seventh and four runs in the eighth to pull away from Norfolk State. However, Norfolk State hit Virginia 13 to 5.

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RETIRING WES UNSELD receives a gift from NBA commissioner Larry O'Brien. The Bullet center played for 13 years. At right is Bob Zarfish, general manager of the Capital Centre.

Bob Sawyer scores first round TKO

Robert Sawyer of Washington TKO'd Ken Johnson of Philadelphia in the first round to highlight a professional boxing show held recently at Washington Coliseum.

Dexter Mason also of Washington, won his first pro fight with a decision over Paul Grant of Philadelphia in a four round fight. Ronnie Duminque and Bob Murphy, two local fighters squared off at each other in their first pro fight. Duminque won on a TKO in the fourth and final round.

In other bouts: George Burton TKO'd Anthony Williams in the second round (welterweight); Joe Robinson TKO'd Ocie Harper in the fourth round. (lightweight); Lloyd Taylor KO'd Billy Hill 1:31 of the second round (welterweight); Robert McConnel decisioned Ed Hanes (lightheavyweight); Mayri Sualakhan decisioned Clifton Haywood (lightweight); Mike Passero TKO'd Ira Robinson in the second round (junior welterweight).

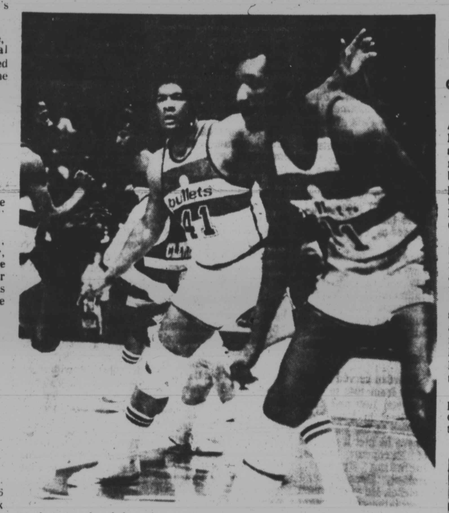
Amateur boxing show at PG Plaza

The Potomac Valley Amateur Boxing Federation is sponsoring several bouts during the month of April. The first bout is scheduled to take place Friday, (April 3) at the Prince George's Plaza Community Center.

There will be 15 area boxing clubs representing over 700 athletes participating in the forthcoming bouts.

Other bouts are scheduled to take place at Suitland High School in Suitland, Md. and the Hillcrest Heights Gym in Hillcrest Heights later in the month.

All bouts will start at 7 p.m. The tournament is open to all boxers under the age of 16.



Wes Unseld and Elvin Hayes team up together for the last time. Unseld scored two points in his final NBA game.

(Photos by C.R. Tuckson)

Cubs to hold swim meeting

A "Learn To Swim" meeting will be held for cub scouts, ages 8 - 10, in the Monumental District on Saturday, April 11 from 10:30 a.m. to 12:30 p.m., at the swimming pool of the Washington Highland Community School, 8th and Yuma Sts., S.E.

This activity is a part of the physical fitness program of the Boy Scouts of America, National Capital Area Council and is held each spring. It not only teaches boys to swim but re - enforces their knowledge of survival in the water.

For further information, please contact the district scout executive, Henry W. Gellis at 530 - 9360.

Pinckney honored at N. Ill.

Washington native Mike Pinckney was named outstanding offensive back on the Northern Illinois University football team for the 1980 season.

The former Roosevelt High School standout was also one of the team captains for the Huskies this year. He was one of seven out of state players on the team.

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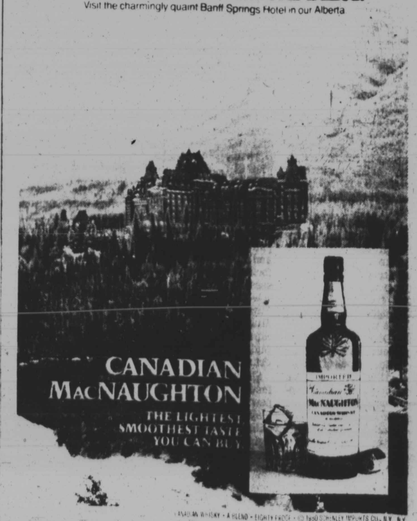

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