After the first year

Black businesses reap success at Harborplace

Everyone waited with baited brief to see if Harborplace, the city's economic showpiece, would prove to be a success. It did.

But an even closer watch was paid to those minority entrepreneurs who were a part of the 120 plus businesses in Harborplace.

Many of the minority entrepreneurs were in business for the first time and trying to hold their own and compete with other established businesses.

However, black business in Harborplace reaped the same successes as its counterparts. Only one black-owned firm, Dianna's, a Caribbean food place, closed during the slow winter season.

Walter Pickett, owner of Anna's Fried Dough, states that "black businesses have been fairing just like all the other businesses here."

"It's no surprise these businesses are still here," said Pickett. "Most of the these people have been involved in business management or consulting before." Pickett worked as a management consultant for three years with CEBO.

He and his partner, Jack Flynn, opened a second location in the Columbia Mall Aug. 6. The mall increased its size by adding 50 new shops and restaurants.

Leslie Carr, owner of the Bon Bon Tree, says his projections for the first year were 20 percent off but was due to the lull during the winter months.

"It hasn't been terribly bad. Right now we're doing better than this time last year and that was opening time when the crowds were here."

Michael Butler, who owns Just Burgers, considers the first year "like being on a giant non-stop roller coaster."

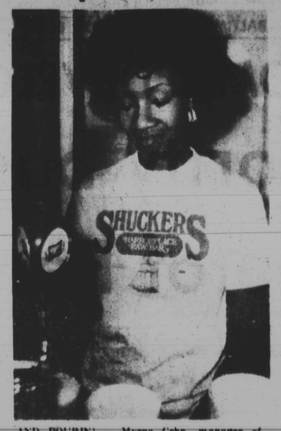
He pointed out that the slow winter season was extremely difficult on the "first timer."

But he said, "I don't think we'll ever see as slow a winter season again." His feelings were also echoed by others who expect the opening of the new Aquarium and Hyatt Regency Hotel to bring additional people to the area.

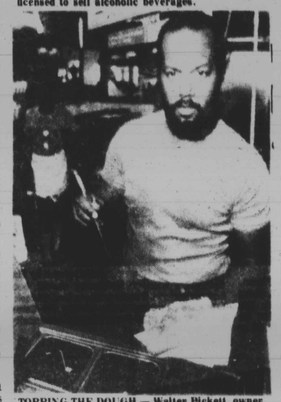
SHUCKIN' — Albert Wright of Shuckers Raw Bar cracks a clam as he prepares an order of "six on the half shell."

AFRO photos by Mark Gail

A SWIRL OF YOGURT — Francine Diggs who along with her husband, Ronnie is the owner of New Life Yogurt, swirls up a yummy cone for a customer. New Life Yogurt features yogurt with various natural toppings, fruit and salads.



AND A POURIN' — Myrna Cohn, manager of Shuckers Raw Bar, pours some draft beer. Shuckers, owned by Cleveland "Jackie" Washington, is the only food stall at Harborplace licensed to sell alcoholic beverages.



TOPPING THE DOUGH — Walter Pickett, owner of Anna's Fried Dough, scoops up a delicious topping to add to the fried dough. Pickett plans to open a second location at the Columbia Mall when 50 additional stores and shops open in the middle of August.

OH SO SWEEET! — From chocolates to jelly beans, the Bon Bon Tree, owned by Leslie Carr, offers a wide variety of goodies to satisfy that "sweet tooth."

MBE program heads toward success

It was revised and revised, stalled by the Board of Estimates and the subject of much criticism but the city's minority business enterprise program appears to be on track and headed down the path of success.

The plan, which was drafted by the city solicitor's office and approved by the Board of Estimates Oct. 29, requires that minority businesses be included in at least 13 percent of procurement contracts awarded by the city and 15 to 25 percent of all construction contracts.

According to Charles White, the city's equal opportunity compliance officer, the program is meeting projections and has "proved to be very successful."

He pointed out that in the area of construction, the Department of Public Works awarded $39 million in contracts, and of that, $7.4 million went to minority businesses.

White added that the yearly assessment and the track record of the program will determine what goals will be set.

Kash & Karry first to offer low prices

The Kash & Karry food market chain provides fresh produce, quality meats and the lowest prices in town, according to its owner.

This type of business is essential to black consumer in times of inflation and budget cuts.

Moses Korotki who is the president of the Kash & Karry food chain was the the first to introduce warehouse prices in the state of Maryland.

Kash & Karry carries high volume, well-known products that are somewhat different from other warehouse chains who only carry a few items.

Since May 1977, Kash & Karry has served thousands of Baltimore consumers. Sixty percent of the Kash & Karry staff is black.

Korotki urges and supports black economic development in Baltimore and says the key to a successful business venture is "hardwork, strict control, good employee relations, excellent public relations, pay bills and put money back into business."

Kash & Karry stores are located throughout the city including: 6509 Baltimore National Pike, 5510 Baltimore National Pike, 5646 The Alameda and 6839 Reistertown Road.

Moses Korotki

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New architect firm announced

Clarence G. Jackson Jr. and George F. Vaeth Jr. recently announced the formation of a partnership known as Jackson and Vaeth Architects.

The firm will have offices at 36 S. Calvert St. and conduct a diversified practice in commercial, institutional, industrial and residential design.

Jackson holds an architectural degree from Howard University and was recognized as an upcoming and talented designer by Baltimore Magazine in its annual survey.

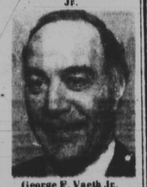
He is an expert in energy conservation and solar heating applications, having designed solar heating systems for educational and commercial facilities, as well as residential projects which received HUD grants for their builders.

Jackson is a member of the American Institute of Architects.

Vaeth received an architectural engineering degree from The Catholic University of America. His expertise extends to construction systems, cost control, and project management.

He is a member of the American Institute of Architects and has served as a director and secretary of that organization and is a past director of the Maryland Society of

Clarence G. Jackson Jr.



George F. Vaeth Jr.

Terry earns underwriter designation

Charles C. Terry, CLU, an agent with the Prudential Insurance Company's Franklin Centre Agency, has recently earned the insurance industry's Chartered Life Underwriter designation from the American College in Bryn Mawr, Pa.

Terry joined the company in 1974 as an auditor in the corporate office in Newark.

In 1977, he graduated from the company's management development agency and became development manager in the Franklin Centre Agency.

After three years in that position, he went into personal production in 1980. A graduate of Lehigh University, Terry is a member of the National Association of Life Underwriters.

Charles Terry

Mother-daughter team expands Flair studio

Self-discovery, self-actualization and growth.... this was the beginning in 1968 for Flair Studio, where certain standards of black beauty were reinforced.

Expansion into the fashion show market came next, with an eye to fashion clarity and detail that created demand for the kind of entertainment - fashion show business, offered by the mother and daughter team of Willa and Andrea Bland.

Continuing requests for programs for younger children led the studio in 1975 to open the children's ballet center, with emphasis on traditional dancing, directed by Shawan Patterson.

By 1980 Flair expanded to Annapolis and opened a class, taught by Gwen Kellam. From a small [illegible] several years ago emerged into a self-improvement, dancercize, ballet and modeling center.

The newest project being planned by Flair cosmetic line targeted for fall 1981.

Personal skin and make-up consultations will be provided by experienced beauty consultants and make-up

MOTHER-DAUGHTER TEAM — Andrea and Willa Bland are the owner-operators of Flair Studio.

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Carroll Hynson heads trade, information for airport

Carroll H. Hynson Jr. is director of Information and Trade Development for the State Aviation Administration.

He was appointed to the position in March 1980 and replaced Paul B. Moore who became public relations director for the Saudi Arabia Ministry of Defense and Aviation.

Hynson was formerly assistant vice president for public relations and development for Baltimore's Provident Hospital.

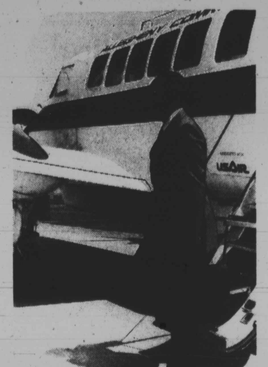
He has worked in public affairs with the Ceda Corporation of Annapolis, real estate management for Hynson's Real Estate, and over 10 years in radio and television announcing and production.

He is responsible for the management of SAA's information and production staff with particular emphasis on the direction of advertising and trade development programs for BWI Airport.

A graduate of Morgan State University, Hynson began his career in social service work with the Department of Human Resources.

He has served as volunteer promotional coordinator for Rep. Walter Fauntroy, vice chairman of the Anne Arundel County - Annapolis Bicentennial Committee, and media consultant for the National Business League.

Hynson is a board member of the Youth Council of Anne Arundel County, Phi Beta Pi commerce fraternity, Kappa Alpha Psi social fraternity, promotional coordinator of People for Political Action in Anne Arundel County and project coordinator for the Annual D.C. Chamber of Commerce Installation Awards Ball.



ON THE MOVE — Carroll H. Hynson Jr., keeps busy in his job as director of information and trade development for the State Aviation Administration which oversees operations at Baltimore Washington Airport.

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.

Richardson, Shelton form unique dental partnership

An office fire resulted in a unique partnership which has evolved into the Dental Office, a full-service dental care office.

Several years ago Dr. W.J. Richardson lost his office to a fire. Still needing a place to treat his patients he moved in with Dr. Charles S. Shelton who was practicing at Gywnns Falls Parkway and Hilton Street.

Within a year, the pair outgrew this location and moved to another office and formed a group practice. The Dental Office is located at 5418 Park Heights Ave. and is open seven days a week.

The office is open on weekdays from 9 a.m. to 7 p.m. and on Saturdays and Sundays from 9 a.m. to 3 p.m.

Both Richardson and Shelton state, "Our most basic philosophy is that the group practice does not relieve us from the obligation and responsibilities of the individual dentist but reinforces standards of quality and care outlined for the patient."

The office consists of eight fully equipped operatories (treatment rooms) to provide maximum patient care.

To educate and instruct the public about the prevention of dental disease the dentists speak before school groups, senior citizens, church groups and other organizations.

Mary Kay sales director

Clustie A. Ford of Baltimore has been appointed as sales director of the independent field marketing organization of Mary Kay Cosmetics, Inc.

Ms. Ford, who became a beauty consultant in January 1978, joins a group of almost 2,500 other directors who coordinate and aid the efforts of over 125,000 independent beauty consultants who are actively selling and demonstrating Mary Kay products throughout the United States, its territories, Canada, Australia and Argentina.

Clustie A. Ford

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HUB meeting held every third Wednesday of the month.
Next meeting August 19, 1981
The Ritz, 6:30 p.m.
For information contact
R. V. Haysbert, President —727-2212
Terry Addison Economic Development — 396-9713

Cassell realty firm steadily growing

In just five years, Michael A. Cassell, the broker of Cassell Associates Realty, Inc., has grown from a novice real estate broker to owner of one of the most successful minority real estate firms in the Baltimore area.

"I had been working in the real estate business on a part-time basis for several years," said Cassell. "It occrred to me that I had received some excellent training while serving as the training director, sales manager and executive vice president of a successful real estate company, so I decided to open my own company."

Cassell previously worked in management at Bethlehem Steel and as the personnel director and marketing director for the Provident Health Center in Baltimore.

Nearly two years after deciding to pursue the dream of his own business, Cassell found that the company demanded his full attention and he left Provident Health Center.

Since February 1976, Cassell Associates has been steadily growing in the number of agents and the number of sales.

Cassell attributes his success to "hard work, dedication, long hours, constant study and following ethical business practices."

Orginally from Boston, Cassell attended Harvard University for one semester before coming to Baltimore to attend Morgan State University.

He received a bachelor's degree in business administration and continued to pursue graduate studies leading to a master's degree.

Cassell attained the professional designations of Certified Real Estate Brokerage Manager (CRB) and Certified Residential Specialist (CRS) and is a graduate of the Realtors Institute (GRI).

He is listed in the national directories of "Who's Who in Residential Real Estate" and is an independent fee appraiser and member of the Society of appraisers.

In addition, Cassell is the past president of the Real Estate Brokers of Baltimore Inc. which is the local chapter of the National Association of Real Estate Brokers and is currently chairman of the board.

Cassell also serves on the board of directors of the Greater Baltimore Board of Realtors, the Park Heights Community Corps Home Program, the Regional Planning Council's Minority in Real Estate Program and several other area real estate and neighborhood improvement organizations.

Though primarily interested in real estate, Cassell has diversified his business interests by founding and operating the Proficient Improvement Company and the Cassell Mortgage Company.

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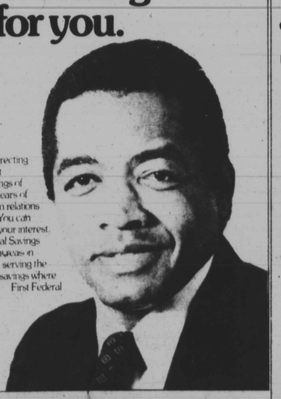

Norman B. Ringold is now directing the Community Reinvestment Program at First Federal Savings of Annapolis. Norman has had years of experience in the field of human relations and economic development. You can count on Norman to work in your interest. And you can trust First Federal Savings of Annapolis, too, for the same years of experience, over 75 years of it serving the people of Maryland. Put your savings where experience is working for you. First Federal Savings of Annapolis.
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Minority council reorganizes

A local chapter of the National Minority Supplier Development Council, formerly the National Minority Purchasing Council, has been reorganized.

The Greater Baltimore Minority Purchasing Council has merged with the Metropolitan Washington Minority Purchasing Council forming the Maryland - DC Minority Supplier Development Council MD - DC MSDC).

George Farmer of the National Can Corporation is the new council chairman and John Rich is the new executive director.

The council will continue to promote the allocation of business from major corporations to small businesses owned by minorities.

The merge will broaden the area which will be supported by the council including all of Maryland, the District of Columbia and Northern Virginia.

The MD-DC MSDC offices will be located in Columbia, Md.

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