'You gotta play to win!'

By Tea Montier
AFRO Staff Writer

Twelve years later and billions of dollars richer, the Maryland State Lottery has established itself as a veritable money making metropolis in the state, becoming the third largest source of revenue to Maryland's General Fund. (The General Fund is used for such state services as human resources, community development and public education.)

The lottery is big business in Maryland. Gross sales for fiscal year 1984 was $537 million, more than ten times the $41 million amount collected during its first year of operation.

Everybody plays the lottery or almost everybody. Everybody knows you "got to play to win." Baltimore understands that very well . . . so does Prince Georges County. That's why the two have been leading the state in the amounts of money generated through lottery sales.

In the last ten weeks alone P.G. County has already chalked up $4 million in sales. During the same time Baltimore City, a close second has sold $3.8 million worth of the paper promises. The sales continue to climb.

"Statewide we probably see more play closer to holidays then it tapers off," says Carroll Hynson, deputy director of sales and one of the highest ranking blacks in the lottery administration, " . . . Also when our jackpots are high we have a lot of play. We have our peaks and valleys."

Peaks and valleys, highs and lows, whatever the current trends in lottery sales, may reveal one thing is for certain, there is no shortage of where to play the lottery in the city or the state.

There are approximately 1,370 places to play the lottery throughtout the state, 424 of those terminals are located here in the city.

97 of those terminals are located in Baltimore businesses owned by minorities. Ever go to a store during the evening hours and notice an extremely long line of patrons waiting patiently to place their bets at the lottery window?

Ever wonder how these people can stand in such a long line night after night, week after week with only the slightest chance of pulling down a winning ticket? Well these people are generating money. Big money.

The average daily intake for a terminal in the city is about $9,500 according to Mr. Hynson. Some ticket sales at lottery terminals can generate as much as $20,000 in one evening.

The Northwood Card Center, the Erdman Shopping Center and Swirl's Ice Cream in the Rotunda are the top 3 lottery sales outlets in the city. Metro Plaza Liquors in Mondawmin Mall and the Edmondson Village Barber Shop run a close fourth and fifth in terms of sales. But can the lottery really create a millionaire?

On record there have been 53 Lotto jackpot winners since the games inception over a year ago. Eleven blacks so far have hit the Lotto jackpot with nine of them winning a million dollars or more. Yes the lottery can make millionaires or at least Lotto really can!

Winning a million dollars can be quite an experience for the winner of a Lotto jackpot. We've heard horror stories about other lottery winners in other states that have hit the jackpot, gone on a tremendous buying spree and almost within no time at all have found themselves broke and in an awful lot of debt.

However, according to Larry Gray, an administrative officer with the Lottery and another high ranking black, special precautions are taken to assist the 'instant millionaire' in avoiding the pitfalls of new found wealth.

"Included with the direction of the Director," said Gray, " . . we give them (Lotto winners) a list of where they can get CPA referrals and financial and legal advice in order to provide competent assistance."

Gray adds that although lottery officials can't make anyone use the financial resources recommended them, they do advise all winners seek some form of competent help.

Maryland has one of the more successful lotteries in the country, says Carlton Dotson, director of the lottery's public relations department, ". . I talk to a lot of people all over the country and abroad . . By us being one of the more successful lottery states, a lot of information is sought by other states to see how we operate, what progress we are making."

"The integrity of the lottery is important," acknowledged Dotson. "A lot of people doubt it as it is . . . You must have a very secure system. We are proud many states come to Maryland to observe the type of security we have. Our director is very conscious of the fact security is one of the main factors of this business."

Despite the fact blacks are the heaviest betting group here in the state, contributing an estimated 70% of all monies collected from lottery playing, they make up less than ⅓ of the lottery's employee workforce. The lottery employs 108 people, 79 whites and 27 blacks.

The lottery over the years has come under criticism for not hiring enough blacks in managerial and administrative positions. That is an area according to officials the lottery is working to improve.

"There are a couple of reasons why state agencies may not have blacks in key positions," says Bobby Sinclair, personnel officer with the lottery, ". . I am aware of people who have been here for years and are still clerks. They don't have the training or experience to go into management."

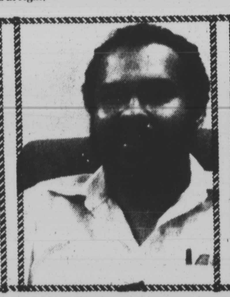
In order to provide that necessary training many blacks may need to move up the promotional ladder, Sinclair says opportunities are being opened that would allow people to come in as trainees and work their way up. In addition, a management development center has been established by the state where one can take supervisory courses, accounting classes and receive additional training that would boost promotional opportunities.

"Lottery promotions are based on tests not ability," said one lower level black lottery worker who has recently taken tests for a job promotion, "...it's just like any other state agency... You pass the test, you get the promotion. You can't blame the lottery for not having a lot of blacks in management. It's all based on tests."

IT'S ON RECORD — Larry Gray, administrative officer with the lottery, reviews information stored in one of the lottery's computer terminals. Bobby Sinclair, personnel officer pictured at right, looks on with Carlton Dotson (center), public relations director and Carroll Hynson, the lottery's deputy director of sales.

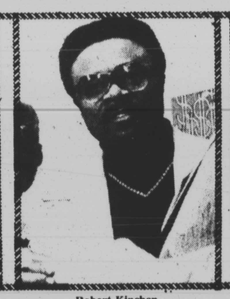
OFFICE NOTES — Larry Gray, administrative officer with the lottery, gives a few notes to his secretary, Bridgett Bannister.

Albert Hewitt
D.C. resident
$500,000



Franklin Greene
D.C. resident
$1,000,000

Tillie R. Wright
Seat Pleasant, Md.
$1,433,123.50



Robert Kinchen
Baltimore resident
$333,005

Roosevelt O. White
$333,333

LOTTO
Come on and play.
The Maryland State Lottery

Maryland's Top Five Playing Areas
(During the past ten weeks)
11/2/84-1/4/85
1. Prince George's County.....$ 4 million
2. Baltimore City.....$3.8 million
3. Baltimore County.....$1.6 million
4. Montgomery County.....$1.2 million
5. Anne Arundel County.....$ 8 million

10 24 36 85 97

MONEY MARKET

Yvonne Lansey: A bank executive who has big goals

By Racine S. Winborne

"We have $6.5 million now. I want to move at a million a year for three years and after that I want to increase our assets tremendously," proclaims the effervescent new executive vice-president of the Ideal Savings & Loan Association, Yvonne Lansey, 38, who assumed that post on January 7.

Having walked away from a lucrative 15-year career at the corporate finance level where she earned up to $40,000 annually, this likeable black female banker who says she was groomed to "be able to support myself" is devising new ways to revitalize the financial institution co-founded by her grandfather Teackle Wallis Lansey back in 1920.

YVONNE LANSEY

The Ideal Association closed its doors during the Great Depression while in the midst of prosperity paying its customers "one hundred cents on the dollar". It was reactivated by her father, prominent city banker Gaines E. Lansey and William H. Murphy Sr., in 1962.

The bank stands among an acreage of three-story rowhouses in the 1600 block of Druid Hill Avenue in West Baltimore, its home on and off for the past 65 years.

Outlining some of the proposed changes she hopes to implement, Ms. Lansey says, "I want to offer more services. I think we should definitely go into checking accounts. I think we should go into I.R.A's because the money coming in is gonna be here for a long period of time and we can work with that. Long range I want to move to another location."

She says she is considering the Northwest part of town where most of the Association customers are situated but has indicated that she is receptive to other location suggestions.

Ideal's banking system which today still operates primarily on a manual system will be computerized allowing the black-owned and operated institution to become compatible with existing banking systems as now required by the Internal Revenue Service (IRS).

A 1969 Morgan State University graduate with a B.S. in Business Administration, Ms. Lansey holds a Master's Degree in Finance from the University of Long Island in New York.

She has been employeed as a credit analyst for the Federal Reserve Bank of New York, a financial analyst at the Xerox Corporation in Rochester, N.Y., and recently for over eight years as a financial analyst and logistics planner at Westinghouse Electric Corporation in Hunt Valley, Md.

About her decision to leave her corporate career to come work alongside her father, who at age 65 serves as Ideal's bank president, she says, "This particular move is going to add to my career tremendously because the focus is on me.

"The reason I left and came into the business is because in a larger corporation you get swallowed up. Your ideas are not always yours and they're easily stolen and everybody else takes credit for them.

"In a larger corporation you only go as far as management wants you to go no matter how talented you are. I felt that a lot of things I had learned I could bring here and help out my father."

1984 tax act has pluses, minuses for individuals

By Gerald Abrams

The Tax Reform Act of 1984 (Act) signed by President Reagan last July contains pluses and minuses for individuals, investors, and businesses. The bottom line is more revenue will be generated to assist in controlling the all-time high budget deficit.

For the individual, the tax computation method, income averaging, which many of us have been taking advantage of to reduce our tax liability, has been restructured raising the eligibility requirement and reducing the potential tax savings.

This revision will eliminate many of us who would ordinarily qualify under the old law. Under the former law, an individual could elect to use income average if current taxable income was at least $3,000 greater than 120 percent of average taxable income of the previous four years.

Under the Act your taxable income for the year must be at least $3,000 greater than 140 percent of the average taxable income for the previous three years. Now what does this all mean. Let's suppose you are single and your taxable income is as follows: 1984, $35,000; 1983, $32,000; 1982, $28,000; 1981, $25,000; and 1980, $20,000.

Your average taxable income for the years 1980, 1981, 1982, and 1983 is $26,250. When you apply the 120 percent requirement you get $31,500 computed by multiplying 1.20 times $26,250. Under the old law you would still qualify since your 1984 taxable income is at least $3,000 greater than 120 percent of the average for the past four years.

Under the Act, your taxable income average for the past three years, 1983, 1982 and 1981 is $28,333. When you apply the 140 percent requirement you get $39,666 which far exceeds your 1984 taxable income, automatically disqualifying you.

Let's go one step further and suppose your 1984 taxable income is $45,000. You would then qualify under the new law since $45,000 is at least $3,000 greater than the $39,666 average. However, just because you qualify does not mean you will enjoy the same tax savings. All other things being equal, your tax liability would be $417 higher under the new law.

The Act also greatly simplifies the distinction between alimony, property settlement, and child support payments. Alimony is deductible to the payer and income to the payee. Child support payments are neither deductible to the payer nor income to the payee. There are basically six characteristics of alimony:

1. Payment must be in cash
2. Payment must be pursuant to a divorce or separation agreement
3. Payment must not be designated for something other than alimony
4. Payer and payee must not be members of same household
5. The agreement must state that liability to make payments ends no later than the death of the payee's spouse or the payee remarries, and
6. If the payments exceed $10,000 per year, they must continue for at least six consecutive years

In addition, payment reductions due to a contingency relating to a child such as tuition payments will not be deductible as alimony.

Beginning in 1985, alimony will be treated as compensation for purposes of allowing an IRA deduction.

The Act also simplifies who receives the $1,000 dependency exemption. The exemption now goes to the custodial parent unless the parent agrees in writing to allow the non-custodial parent to take the exemption.

The Act reduces the holding period for capital assets from one year to six months to receive favorable long-term capital gain treatment. Long-term treatment allows only 40 percent of the gain to be included in taxable income.

This revision could mean substantial tax savings for those individuals realizing a gain on the sale of stocks, bonds or investment property. This revision applies to assets purchased after June 22, 1984 and before January 1, 1988.

If you use your car to perform charity services, your deduction will be going up in 1984. The standard mileage rate has been increased from 9 cents per mile to 12 cents per mile beginning next year.

Have you made plans to purchase a luxury automobile for business use to reduce your tax liability this year?

Accounts Payable.

TAXES
MORTGAGE
THE CAR
DEPARTMENT STORE
PHONE
TUITION
GAS & ELECTRIC
INSURANCE
FOOD
CABLE TV
DENTIST
PLUMBER
PIANO LESSONS
PARKING TICKET
VACATION
BIRTHDAY PRESENT
THEATER TICKETS
TUNE-UP
EYE DOCTOR
ANNIVERSARY DINNER
BOOKS
HAIR DRESSER
FURNITURE
WATER BILL
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