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The Afro-American — Section C

BUSINESS PULSE

■ Career Corner C3
■ Sports C4

The Gillian thesis:

Gifted, educated and unemployed

By Charles H. Brown
AFRO Staff Writer

After five years of study into the causes of black unemployment industrial psychologist Dr. Patrice Gillian said she was surprised to learn that highly educated blacks had the same difficulty in finding work as the hard core unemployed.

Gillian's studies, which focused on the long term unemployed, had not prepared her for the clients who brought their graduate and law degrees to the counseling table with them. The assumed well to do taking their turn with the typically down and out.

Dr. Gillian, author of a recently completed thesis titled, "Job Acquisition Training for Black Unemployed Adults," began her research in 1983 at the Washington Urban League as part of her graduate studies. Studies which suggested blacks have traits characteristic of the "hardcore" unemployed such as high poverty and drop-out rates.

Pointing to a need for reassessment, Gillian is calling for an examination of the real life stumbling blocks in the way of blacks in particular and the resulting frustrations.

"These people were talented and they knew it," Dr. Gillian said. "But they felt like they were not in control."

Dr. Gillian said many of the situations faced by her clients will continue to be common to minorities seeking to enter the professional arena and that she would like to market her training sessions to private industry and minority professional groups.

"There is a real need for this," Dr. Gillian said. "We clearly have to accept the fact that discrimination is alive and well which puts us in a kind of one step down situation. We have got to begin paying some attention to these kinds of things."

Patrice Gillian, herself once suddenly unemployed, said she was able to share in her clients frustrations as well as offer them some hope .

"When I began this program it had to do with my own personal experiences as well," said the Morgan University Alumni. "It's real painful when you are going through it, but it helps afterward when you can put it into perspective."

After analyzing several of her cases Dr. Gillian, who is currently responsible for implementing fair selection and promotion procedures at the Drug Enforcement Agency in Washington, D.C., realized that several factors were at fault.

Factors not often associated with those in the professional job market.

"Many were not well versed in the job application process and the skills that went into that," Dr. Gillian said. Among those skills were initial contact strategy, dress for success skills and networking.

Networking proved to be a special problem in that most blacks network with other blacks who are not in a position to hire or know who is hiring, consequently producing a cycle of unemployment.

As a result Dr. Gillian said that her subsequent training and counseling sessions for her clients "...focused on redefining their concepts of networking."

Dr. Gillian said that her sessions were "entire motivational pieces" in which participants were able to share common experiences.

"It was great to be in an environment where they didn't feel threatened because the others had shared similar experiences. A lot of people had been hurt," Dr. Gillian said. "They had been out there had doors slammed in their faces."

Dr. Patrice Gillian

Michael Steele and Mark Kuechler

Mark Kuechler, division manager of the Virginia Southland Distribution Center, recently announced the promotion of Michael Steele to division sales manager. A 16-year employee of the Southland Corporation, Steele will be responsible for all Distribution Center customers other than 7-Eleven stores and will have a 17-member staff.

Joyce Eskridge and Mickey Sadoff

Joyce Eskridge (left) Dallas product manager of 7-Eleven, and Mickey Sadoff, national president of Mothers Against Drunk Driving (MADD), kick off the national New Year's Eve free coffee campaign, in which participating 7-Eleven stores will donate free cups of coffee to motorists.

Catting at the Royal

By Charles H. Brown
AFRO Staff Writer

If all goes as planned the old Royal Theater of Pennsylvania Avenue will live again thanks to a troupe of musical alleycats who danced in the streetlights behind the theater.

The B-Flat Alleycats, the creation of Baltimore artists Andre "Count" Summers and Angelo Boston, are characters in a feature length cartoon the two artists are developing along with Fresh Ideas, Inc., a local production company.

"We came up with the idea of these cats to draw attention to our fundraising efforts for reviving the Royal Theater," Andre Summers said.

"The cats would hang out behind the theater listening to their favorite artists and eventually picked up the personalities of their performers such as Count Basie, Billie Holliday and others," Summers said.

"We are even thinking of having a female cat modeled after Pearl Bailey who used to be a chorus girl at the Royal."

Summers said The Royal was a major part of Baltimore's cultural history, even though the memory is fading with the passing of the generation who danced in the seats at 1329 Pennsylvania Avenue.

"A lot of the kids don't know what the Royal Theater was really all about," Summers said.

Summers remembers the Royal. It was in 1971 as a child of nine his Grandfather took him to the old Pennsylvania landmark between Lanvale and Dolphin Streets, hoisted him to his shoulders and let him watch as the wrecking ball tore into the building "full of memories."

"My grandfather said, 'Boy, there goes our history. They never should have had a wrecking ball that close to that building,' but no one tried to save it," Count recalls "People were just standing around saying how sad it was."

Seventeen years later Summers said the time for just standing is past. He hopes with the help of the alley cats Baltimore will see a new Royal Theater, though he knows that it will probably not be on the same sight.

"The city built a park on that site including a large plaque to the memory of the Royal Theater," Summers said. "There are children playing there everyday who never even see that plaque."

The Cats

BUSINESS BRIEFS

Economic Forecast for the New Year

Total earnings and retail sales are expected to post healthy gains in the Baltimore-Washington Common Market (BWCM) in 1989, while regional employment will rise an estimated 3.5 percent, according to projections released today by the Washington/Baltimore Regional Association (W/BRA).

In its annual forecast of key economic indicators for the bi-metropolian region, W/BRA predicts the BWCM will continue to enjoy steady economic growth in the new year, although at a more moderate pace than in 1988.

The Association also projects a modest increase in the inflation rate in 1989, up from a current level of 4.6 percent to 4.9 percent. This rise, according to Mr. Flick, is due to a number of factors, including "the high price of imported goods, the long-term effects of last summer's drought, and the cost of oil."

W/BRA expects total earnings in the Baltimore-Washington region to surpass $111 billion in 1989, an 8.8 percent increase over the estimated 1988 level of $102 billion.

Retail sales, meanwhile, are likely to rise an estimated 6.2 percent ($2.9 billion) in 1989 to $49.8 billion. The retail sector also fares well in employment projections, gaining over 26,000 new jobs for a 4.6 percent increase over the 1988 year-end level of 570,300.

The largest increase in Common Market employment is again forecast for the services sector. W/BRA Executive Director Richard W. Story explains.

Overall, W/BRA anticipates Common Market employment will jump to 387,980 in 1989, 116,180 more jobs than in 1988.

In other projections, W/BRA is looking for total personal income in the BWCM to rise to $138.1 billion in 1989. The region also will see a 5 percent increase in average weekday ridership on the Washington and Baltimore Metros, and a 12 percent rise in passenger service at its three major airports.

Ken O. Wilson Named YMCA Director

At its recent 135th Annual Meeting of the YMCA of Greater Baltimore, Kenneth O. Wilson and Kenneth A. Jones were both elected to the YMCA Metropolitan Board of Directors.

Wilson, president of the Inner Harbor Marina and the President's Round Table, a group of Baltimore's leading black businessmen, has M.A. and B.A. degrees from the University of Minnesota, and was elected to membership on the Board.

Kenneth A. Jones, a professional manager at the Westinghouse Defense and Electronics Center at BWI Airport, was elected to serve as secretary/treasurer of the board.

P.R. Professionals to meet

The Baltimore Public Relations Council will meet Tuesday, January 17, at the Sheraton Inner Harbor Hotel, beginning at 6 p.m. for cocktails, followed by dinner at 6:45 p.m.

Bill Cantor, chairman of the New York-based CommuniCorp, Inc., communications management consultants, and The Cantor Concern, specializing in the recruitment of communications professionals, will be the guest speaker.

Cantor has worked with the top managements of many of the nation's leading corporations. He has appeared on several radio talk shows and has spoken before many business and professional organizations.

The Baltimore Public Relations Council is a professional organization open to any public relations practitioner in the Baltimore-D.C. area.

This meeting is open to anyone working in the field of public relations, but reservations must be made by noon January 12. Dinner price for members is $20, nonmembers is $23. Call Pat Barnhart at 333-2910 for reservations and choice of entree.

Credit Professionals to meet

The Credit Financial Development Division (Formerly Baltimore Credit Women's Group) will hold its monthly meeting at the Quality Inn, Towson, on Monday, January 9, 1989 at 6:00 p.m. Our featured speakers will be Jane Dolan from NACM and Rachael Siebert from the Credit Bureau of Baltimore. They will be speaking on the topic of Commercial vs. Retail Credit.

All interested credit professionals are invited to attend. Call Suzan Granger at (301) 686-7777, Ext. 278 or Darlene Rehak at (301) 686-7777, Ext. 262 to make your reservations.

Small Business Workshop

The Service Corps of Retired Executives (SCORE) and the U.S. Small Business Administration will conduct a one day workshop entitled "How to Start and Manage Your Own Business" on Wednesday, January 11, 1989. The workshop will begin promptly at 8:45 a.m. and run through 4:00 p.m. and will be held at the Towson United Methodist Church, Dulaney Valley Road and Hampton Lane (Beltway Exit 27N), Towson, Maryland.

This workshop is designed for anyone thinking about starting a business or who recently did so.

This workshop will address such topics as organization, business plans, advertising, site selection, marketing and others. Registration fee is only $15.00 per person.

To register and get further details call SCORE: 962-2233.