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Business Pulse Directory

70 companies at Africa trade symposium

As American firms monitor the growing economic power in Asian countires, the 1992 proposed economic integration of European countries, and now, the unmaking of communism in Eastern Europe, one would think that Africa would be lost in the shadow of these events.

Such a thought was proven wrong recently when over 70 companies assembled in Baltimore for a conference concerning trade and investment in Africa.

Organized by the Institute on African Affairs, a think tank based in Silver Spring, Maryland, the symposium was designed to address the practical aspects of doing business in Africa.

Although Africa is considered one of the richest continents in the world as far as resources are concerned, it has not been as successful in attracting American businesses as other areas.

This is not because American firms are uninterested in doing business in Africa. As one conference participant put it, "where there is money to be made, we will be there."

Why then, are there so few American firms in Africa? Part of the reason, this participant acknowledged, is because most American firms do not quite understand how to do business there.

This sentiment was echoed throughout the three sessions of the conference that dealt with investments, export/import and marketing in Africa.

The message participants received from the conference's sessions was direct and sincere: "Africa represents the last big frontier for American business."

This message was emphatically expressed by Gerald Feldman, Director of the East/West Africa Division at the U.S. Department of Commerce.

Agreeing with Mr. Feldman, Ayalew Mandefro, Director of Marketing in the Systems Division of COMSAT, explained that American businesses must embark on long-term plans if they are to succeed in penetrating the African business scene.

While doing business in Africa can be frustrating, various panelists pointed out that it should not be a reason for businesses to pick up and run.

Patience, according to Dean Bernius, Deputy Director in charge of Private Sector Business Development in the Africa Bureau at the U.S. Agency for International Development, is a key ingredient in doing business in Africa.

Mr. Bernius pointed out that within a seven month period his office succeeded in concluding agreements for investments amounting to two hundred million dollars in Africa, with another four hundred million dollars worth of investments near conclusion.

This, he added, represented some 250 to 500,000 jobs for Africa.

PEOPLE

CCC Professor Earns

Leroy E. Giles, professor of English at Catonsville Community College, received the 1989 Distinguished Program Award from the Maryland Association for Higher Education (MAHE) for his leadership in the development of the college's Center for Teaching Excellence.

In the fall of 1987, Catonsville Community College completed plans for the Center to promote excellence in classroom teaching.

Leroy E. Giles

In January 1988 the College selected Professor Giles as the Center's coordinator to initiate a series of meetings and workshops which involved campus administrators, classroom teachers, a consultant, and a community advisory board.

Professor Giles has acquired a national reputation among educators for his administrative and teaching abilities.

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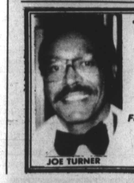
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MAKE A STATEMENT!
Advertise in our special Black History Month edition

January and February are particularly historical months for our community. History is made this month with the third official celebration of Dr. Martin Luther King's Birthday. And February is Black History Month - a month set aside to celebrate and recall a long and prestigious history.

If you are an Equal Opportunity employer, a Black business owner, or have customers who are Black, our February Special Edition provides a special opportunity for your business.

If you've never advertised before, do it now. If you have advertised before, it's an excellent time to show your support of Black Americans. Our readers will be paying close attention to this edition.

The Afro-American Newspaper will be running a special editorial and feature during February and ads running will be part of a historical celebration. Readers will be keeping this edition as a memento.

Show your pride and gratitude to the community. Your business will profit.

TO PLACE YOUR AD, CALL:
(301) 728-8200 Ext. 225

BEDCO

The Board of Directors of the Baltimore Council for Equal Business Opportunity, Inc. (CEBO) has selected BEDCO Official Michael A. Gaines as the agency's new Executive Director.

A former CEBO employee, Mr. Gaines will leave his position as BEDCO's Director of Business Development on February 5th to become CEBO's second executive director.

The position has been filled on an interim basis by Dr. Benjamin C. Whitten since the retirement last June of CEBO's long-time executive Samuel T. Daniels.

Mr. Gaines is a 1973 graduate of the University of Maryland, College Park, where he majored in Business and Economics and earned a Bachelor of Science Degree.

People

Michael A. Gaines

Joan Harrod

"Employee-of-the-Month"

Joan Harrod has been selected as the January "Employee-of-the-Month" for the Baltimore City Health Department. Ms. Harrod is a Home Services Aide II with the Department's Special Home Services program.

Ms. Harrod has demonstrated a true dedication to all clients and to her fellow employees. She is always willing to give "what it takes" and then even more to make sure that the situation is resolved or the need is met.

CAREER CORNER

SALESPERSON/RADIO ADVERTISING
Ambitious, motivated individual sought for expanding Annapolis radio advertising sales department. Direct client contact. Sales experience required. Radio knowledge helpful. Earnings commensurate with performance. Excellent opportunity. Call WNAV at 301/263-1430. EOE, M/F

BALTIMORE SYMPHONY ORCHESTRA

The Baltimore Symphony Orchestra seeks a Community Affairs Manager who will be responsible for developing and implementing a community outreach program to the city, region and state. The Community Affairs Manager will be an integral part of the Symphony's management and works directly with members of the BSO's Board of Directors and other volunteers. The BSO seeks an individual with excellent organizational skills and oral and written communication skills. Experience in community relations programs and organizational development required; experience in working with volunteers highly desirable. A love of classical music is desirable; musical expertise is not required. Please reply in writing to:

Ms. Patricia P. Purcell
Director of Development, Baltimore Symphony Orchestra
1212 Cathedral Street
Baltimore, MD 21201

The Baltimore Symphony Orchestra is an Equal Opportunity Employer.

EDUCATIONAL OUTREACH COORDINATOR

With the MD Dept. of Hsg. and Community Dev., Div. of Historical and Cultural Programs. Works with statewide network of historic preservation and cultural conservation volunteers, groups and agencies; helps develop educational programs for community groups and schools; prepares articles and newsletters; helps plan public affairs activities. Requires minimum Bachelor's Degree with 1 year historic preservation experience; equivalent combination of education and experience considered. Salary: $17,153 to $22,498 with full benefits; unclassified state position. Closing date: February 9, 1990. Send resumes to Thomas Lutz, Div. of Historical and Cultural Programs, 45 Calvert St., Annapolis, MD 21401.

AN EQUAL OPPORTUNITY EMPLOYER

EASEMENT SPECIALIST, OFFICE OF PRESERVATION SERVICES

State of Maryland, Department of Housing & Community Development, Division of Historical and Cultural Programs, permanent unclassified position, full benefits, Grade 13. Minimum qualifications include master's degree in architecture, architectural history, historic preservation or closely related field, plus one year full-time experience in historic preservation regulatory review. Additional experience may be substituted for degree on year for year basis.

For further information or to apply, send resume' and three references to:

William J. Pencek, Jr.
Maryland Historical Trust
21 State Circle
Annapolis, Maryland 21401

Closing Date: February 16, 1990

EOE

HUMAN RIGHTS ADMINISTRATOR
$35,867-$51,937/yr.

To direct the Human Rights Office. Work includes directing investigations, conciliation, settlements, or filing civil actions for complaints of discrimination based on Howard County, state and federal laws.

Work involves contact with the public, community groups, businesses and government officials; preventive as well as regulatory efforts; staffing the Human Rights Commission; supervising technical and clerical personnel; budgeting; legislative/policy review.

Shall have a thorough knowledge of the Civil Rights laws related to housing, employment, public accommodations, law enforcement, and financing. The incumbent shall be well versed in the investigatory techniques and methods used to eliminate discrimination. Knowledge of community and intergroup relations and supervisory methods is required. Ability to communicate orally and in writing is essential.

Position requires any combination of education and experience equivalent to a bachelor's degree and four years of experience in human relations or related field with one year of investigating and/or conciliating complaints of discrimination. This is an exempt, appointed position. Resumes must be received or postmarked by February 9, 1990. Please send resumes only to:

HOWARD COUNTY GOVERNMENT
3430 COURTHOUSE DRIVE
ELLICOTT CITY, MARYLAND 21043
(301) 992-2035
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EQUAL OPPORTUNITY EMPLOYER M/F/H/V

EDUCATION

Maryland State Department of Education

Call (301) 333-2038 for Application and Position Announcement. Staff Specialist III, Vocational Program Promotion, Position #035342; Grade 17 ($31,264-$41,065), maximum obtained in six annual increments.

This is a professional position responsible for the vocational equity review program to ensure compliance with the Office for Civil Rights Guidelines on Vocational Education, preparation of management and public information reports and implementation of the plan to promote vocational education.

MIN. QUALS: **Education:** Master's Degree in Vocational Education, Educational Administration, Business Administration or Public Administration. **Experience:** Five years of experience in teaching and/or educational administration or supervision. One year of this required experience must have been in writing descriptive reports or conducting promotional activities.

Closing date for the receipt of aplications is February 20, 1990.

AA/EOE

PLANT OPERATOR

The Baltimore Gas and Electric Company has career opportunities in the Metropolitan and Greater Washington area power plants.

A minimum of two years experience performing operating duties on boilers, turbine generators, and auxiliary equipment is required. Must be knowledgeable in power plant systems.

The Company offers competitive salaries and a comprehensive flexible benefits package.

Forward resume':

C. L. Stocksdale
Employment Representative
Baltimore Gas and Electric Company
P.O. Box 1475
Baltimore, MD 21203

An Equal Opportunity Employer M/F

ACCOUNTANT

PAYROLL ACCOUNTANT
$24,939-$32,764

The MTA is currently recruiting for an experienced Payroll Accountant. This individual will be responsible for preparing and monitoring various aspects of a complex payroll which include calculation of wages, salaries, withholdings, payment of FICA, Federal, State and unemployment taxes, etc.

Minimum qualifications include: a B.S. Degree from an accredited college or university with a major in Accounting or Business Administration and three (3) years of accounting experience, preferably with at least one (1) year in Payroll Accounting.

Submit resume' with title of position "PAYROLL ACCOUNTANT" no later than February 9, 1990 to:

MASS TRANSIT ADMINISTRATION
EMPLOYMENT OFFICE
300 WEST LEXINGTON STREET
BALTIMORE, MARYLAND 21201

EQUAL EMPLOYMENT OPPORTUNITY

"FOR A COMPLETE LISTING OF MTA JOBS AVAILABLE, DIAL (301) 682-5627, (301) (MTA-JOBS)."

SOCIAL WORKERS

Career Opportunities
Family & Children's Services of Central Maryland

The following social work positions are immediately available:

CARROLL COUNTY
1 part-time (14 hrs./wk.) position available in battered spouse program. LGSW required.

HARFORD COUNTY
1 part-time position in generic counseling. LCSW preferred.
1 part-time position (3 days/week) at The Kelleher Adult Day Care Center in Bel Air. 1 yr. experience working w/the eldery preferred. BSW with license required.

WEST BALTIMORE COUNTY
1 full-time position available to provide counseling to individuals, families and groups. LCSW required.

BALTIMORE CITY
1 full-time position for social worker for new family resource center located in Baltimore City for parents with young children in foster care. Model program with good growth potential. Responsibilities include outreach, intensive family services, parenting skills, training and foster home recruitment. Small caseload. LGSW required. LCSW preferred.
1 full-time position for MSW for Infant Adoption Program. Duties include pregnancy counseling and adoption home studies. Position based in Baltimore City but serving Central Maryland.
1 full-time position (35 hrs./wk.) available for a clinical social worker in Jane Egenton House, a group home for 8 adolescent girls in Baltimore City. Position requires previous experience working with adolescents and their families. Experience in clinical assessment, individual, family and group therapy is a must. Applicant must have ability to work well with treatment team and the willingness to work flexible hours. Qualified LCSW candidates will be started at $24,000. LGSW candidates with highly relevant experience may be started at $22,000.

Send resume' to or call for further information:

Mr. Yashitile Arapa
Family & Children's Services
204 W. Lanvale Street
Baltimore, Maryland 21217
(301) 669-9000

EOE M/F

PROMOTIONS GRANTS OFFICER
Salary: $23,157-$30,411
STATE OF MARYLAND DEPARTMENT OF ECONOMIC AND EMPLOYMENT DEVELOPMENT
OFFICE OF TOURISM DEVELOPMENT

The Department of Economic and Employment Development is seeking qualified applicants for the position of Grants Officer within the Office of Tourism Development. The primary responsibility of this position is to coordinate, implement and monitor all activities of the Grants Program of this Office. The individual grants programs involved are designed to assisteouny tourism offices and other organizations in their efforts to promote tourism in Maryland through promoting county tourism, regional tourism or individual tourism-related activities.

Candidates must possess a Bachelor's degree in business administration, marketing, tourism or other related areas; and at least one year of professional or administrative experience involving grants administration, development of marketing plans, or other related areas within the tourism/promotion field.

Candidates may substitute additional experience as described above for the required education on a year for year basis for up to two years. Candidates may substitute a Master's degree or one year of the required experience.

To apply, qualified candidates must submit a resume' to Ms. Sharon Ball, DEED Office of Personnel and Training, Room 606, 1100 North Eutaw Street, Baltimore, Maryland 21201 no later than Friday, February 9, 1990.

AN EQUAL OPPORTUNITY EMPLOYER

PROMOTIONS MANAGER
MARYLAND INFORMATION CENTER PROGRAM
Salary: $24,939-$32,764
STATE OF MARYLAND DEPARTMENT OF ECONOMIC AND EMPLOYMENT DEVELOPMENT
OFFICE OF TOURISM DEVELOPMENT

The Department of Economic and Employment Development is seeking qualified applicants for the position of Manager of the Maryland Information Center Program. The primary responsibility of this position will include overseeing the administration of the Chesapeake House Information Center, Maryland House Information Center and the Maryland State House Visitors Center and Guide Service; acting as consultant in the development and building of information centers marketing promotions in the State; and to serve as a regional representative for the Maryland Office of Tourism Development.

Candidates must possess a Bachelor's degree in public relations, travel and tourism, or other related areas, and at least two years of professional or administrative experience in the disciplines cited above.

Candidates may substitute additional experience as described above for the required education on a year for year basis for up to two years. Candidates may substitute a Master's degree for one year of the required experience.

To apply, qualified candidates must submit a resume' to Ms. Sharon Ball, DEED Office of Personnel and Traiing, Room 606, 1100 North Eutaw Street, Baltimore, Maryland 21201 no later than Friday, February 9, 1990.

AN EQUAL OPPORTUNITY EMPLOYER

DIRECTOR OF CONTINUING EDUCATION
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Administrative pos. to manage non-credit programs, contract training, short courses and continuing professional education. Also need to be able to work with academic depts. to develop and market credit programs for non-traditional students. Advanced degree req., doctorate pref. Salary negotiable. Send resume' and 3 letters of reference to Dr. Charles Woolston, Chair, Search Committee, c/o Barbara Unkle, Room 1012, Administration Building, UMBC, Balto., MD 21228. Applications should be submitted no later than March 15, 1990.

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EQUAL OPPORTUNITY EMPLOYER

HOWARD COUNTY JOB OPPORTUNITIES

Howard County Government is accepting applications for the following positions:

MOTOR EQUIPMENT OPERATOR I

To operate large trucks, use a variety of hand and power tools and perform skilled and semi-skilled manual tasks. Duties include: routine maintenance on equipment, operating snow plow and salt spreader, patching roads and trimming trees. Requires: Any combination of education and experience equivalent to the tenth grade and one year of experience operating large dump trucks and/or other motor equipment of the same complexity; or one year of experience in manual laboring work which included operating motor equipment.

Salary range: $20,053-$27,602/yr.

RECREATION COORDINATOR
Part-time

To coordinate county-wide Leader-in-Training Program for preteens. Duties include the planning and administering of after-school recreational programs at two pilot middle schools. Will also recruit, interview, select, train, place and supervise pre-teens in volunteer positions with Howard County's Recreation and Parks programs. Requires: Any combination of education and experience equivalent to a bachelor's degree with major coursework in recreation, education, or the behavioral sciences and two years of recreation experience which has included program development or supervisory experience. Day-care Certification preferred. Salary range: $13.94-$20.19/hr.

UTILITY ASSISTANTS
Full/Part-time
(Day, evening and weekend hours available)

To perform routine, manual work in the Department of Recreation and Parks. Duties include: maintaining park facilities and landscape, enforcing park rules and regulations and ensuring safety and security of facilities. Requires: Any combination of education and/or experience sufficient to provide the knowledge, skills, and abilities required to perform routine manual work, use manual and small power operated tools in a variety of laboring activities requiring physical exertion, and operate vehicles and equipment with manual transmissions.

Salary range: $7.16-$9.80/hr.

WASTEWATER TREATMENT SHIFT SUPERVISOR

To perform skilled mechanical and technical wastewater treatment work at the crew leader level. Duties include: Acting as shift supervisor, overseeing the day-to-day operations of the plant; analyzing instrument readings and laboratory test results to determine processing requirements and ensure adherence to plant standard operating practices, inspecting plant equipment and processing regularly; ordering materials; supervising or performing adjustments and repairs; maintaining and evaluating operating records; and training personnel and evaluating employee performance. Requires: H.S. diploma or G.E.D. supplemented by college level courses in chemistry, biology or related field plus four years of wastewater treatment experience at the Class "5SA" level, including 2 years supervisory or crew leader experience.

Salary range: $29,012-$41,995/yr.

Most positions include an excellent fringe benefits package.

Howard County applications must be received or postmarked by February 9, 1990.

Contact:

HOWARD COUNTY GOVERNMENT
3430 COURT HOUSE DRIVE
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EQUAL OPPORTUNITY EMPLOYER M/F/H/V