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Each plate displays a portrait and a brief narrative of the history of our heroes and heroines — our warriors for justice and freedom. No further plates will be available after the edition closes; therefore, you will be assured of a treasured heirloom collection.

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Each plate is crafted on a true ivory glaze of fine porcelain with a 24-karat gold band. The plate makes a stunning conversation piece — a springboard for many enlightening discussions about our Afro-American heritage.

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**For Information Call: (301) 383-2614**
**Write To: Pace-Setters Series**
**Box 89-BR**
**c/o Afro-American Newspaper**
**628 N. Eutaw Street**
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**Jessup, MD 20794**
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AA/EOE

EDUCATION
**Maryland State Department of Education**
Call (301) 333-2038 for Application and Position Announcement. Staff Specialist III, Vocational Student Organizations, Position #051595; Grade 17 ($30,061-$39,485), maximum obtained in six annual increments. Effective July 1, 1989. Salary range will be $31,264-$41,065.
This is a professional position responsible for planning, coordinating, and evaluating the activities of two vocational student organizations, Future Farmers of America (FFA) and Future Homemakers of America (FHA/HERO).
Education: Master's Degree or equivalent (30 graduate credit hours) in Vocational-Technical Education, Educational Administration/Supervision, or Guidance and Counseling; Master's Degree preferred.
Experience; Five years of experience in vocational instruction, vocational guidance, and/or vocational administration are required. Three years of this experience must have been as an active advisor to FFA or FHA/HERO.
Application must be received by June 16, 1989
AA/EOE



# CAREER CORNER

BANKING
**COMMERCIAL LOAN ADMINISTRATOR**
**Administrator I**
**(Unclassified)**
**Salary: $27,834-$36,560**
**STATE OF MARYLAND DEPARTMENT OF ECONOMIC AND EMPLOYMENT DEVELOPMENT**
**MARYLAND INDUSTRIAL DEVELOPMENT FINANCING AUTHORITY (MIDFA)**

The Department of Economic and Employment Development is seeking qualified applicants for the position of Commercial Loan Administrator with the Maryland Industrial Development Financing Authority (MIDFA). This position will be responsible for assisting in the monitoring of insured commercial loans, the analysis of financial statements and the maintenance of the loan portfolio for MIDFA.

Candidates must possess a Bachelor's degree; and at least three years of credit analysis experience in banking or commercial finance, primarily in commercial lending. (Note: Additional related experience may be substituted for up to two years of the required education.)

Candidates should possess a strong credit analysis foundation; good written and oral communicatin skills are important.

To apply, qualified candidates must submit a detailed resume' and salary history to Ms. Sharon Ball, DEED Office of Personnel and Training, Room 606, 1100 North Eutaw Street, Baltimore, Maryland 21201 no later than Friday, June 9, 1989.
AN EQUAL OPPORTUNITY EMPLOYER

Industrial Development
Officer II
(Unclassified)
**Salary: $23,979-$31,503**
**MARKETING-BUSINESS ECONOMIST**
**STATE OF MARYLAND**
**DEPARTMENT OF ECONOMIC AND EMPLOYMENT DEVELOPMENT**
**DIVISION OF BUSINESS DEVELOPMENT**

The Department of Economic and Employment Development is seeking qualified applicants for the position of Marketing-Business Economist with the Division of Business Development. This position will be responsible for the collection and analysis of business climate information including labor markets, financing vehicles, business patterns, and socio-economic trends. This information is packaged and disseminated in support of Maryland's business retention, expansion and attraction efforts.

Candidates must possess a Bachelor's degree in business administration, economics, finance, marketing, public management or related fields, and two years experience analyzing business and market trends.

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

Candidates should possess excellent writing and computer skills.

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, June 9, 1989.
AN EQUAL OPPORTUNITY EMPLOYER

**ENERGY RESOURCES OFFICER I**
**UNCLASSIFIED**

The Maryland Department of Housing and Community Development is seeking two full-time professionals for the position of Energy Resources Officer I, one in the Maryland Energy Office, and one in the Office of Weatherization Assistance. The Energy Office position is a highly responsible position that will assist the Chief of Municipal and Institutional Conservation by providing technical assistance to participants in the Office's various conservation programs, including contractors, grantees and loan recipients, monitoring the compliance aspects of any participation agreements, and preparing required studies and reports. The Weatherization Assistance position is a highly responsible position that will assist the Weatherization Quality Control Director to monitor subgrantees that provide weatherization throughout the State, provide technical assistance to subgrantees regarding all aspects of program operation and assist the QC Director in developing and implementing policies and procedures for field operations, new technological advances and remedial action as required.

MINIMUM QUALIFICATIONS: Possession of a Bachelor's degree and four (4) years of experience in the areas of energy conservation, and fiscal management of grant and/or loan administration. Applicants may substitute work experience as defined above for the required education at the rate of one year of experience for one year of education. Technical knowledge of energy conservation is highly desirable. Experience with federal energy conservation programs and regulations is highly desirable. Knowledge of state procurement regulations is desirable. The position will also require the ability to deal with the public and institutional officials. Salary $22,266 plus fringe benefits.

Resumes' must be received by 4:30 p.m. on June 12, 1989.

Send resumes' to:
**Renee V. Payne**
**Maryland Energy Office**
**Department of Housing and Community Development**
**45 Calvert Street**
**Annapolis, Maryland 21401**
EOE

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**COMMUNITY DEVELOPMENT OFFICER**
**(Two Positions)**

The Md. Dept. of Housing and Community Development seeks 2 full-time Development Officers. One position will assist in management of the State's Small Cities Community Development Block Grant Program based in Annapolis. Will work with local governments statewide in implementing their CDBG projects. The other position will work in the Office of Commercial Revitalization and assist with administration of four development and finance programs. Minimum qualifications: Bachelor's degree and 5 years experience in the area of federal, state, or local housing, community or commercial revitalization and economic development programs. Applicants may substitute additional education at the graduate level at an accredited college or university for the required experience at the rate of thirty semester credit hours for one year of experience for up to two years of the required experience. Additional experience as defined above may be substituted for the required education on a year for year basis for up to four years of the required education. All of the required experience must have been obtained within the most recent ten years. Preferred experience includes: negotiating with public and private sectors; loan packaging and processing; mortgage finance; familiarity with spreadsheets; compiling data and statistics; writing reports; organizing training workshops, and knowledge of available development funding sources. Frequent travel and public speaking required. Temporary appointment to Classified Position pending State exam. Salary $23,979 plus fringe benefits. Resumes' must be received by June 12, 1989 at 4:30 p.m.

SEND RESUME' TO:
**Tara B. Clifford, Chief**
**Office of Small Cities CDBG Program**
**45 Calvert Street**
**Annapolis, Md 21401-1907**
EOE

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Catonsville Community College has an opening for an Administrative Secretary in Continuing Education. HS or equivalent with specialized business courses in stenographic or secretarial duties; typing 45 wpm; shorthand 80 wpm; two (2) years advanced secretarial responsibilities. Word processing experience preferred. Salary $16,944. Excellent fringe benefit package. Call for appointment, 455-4252. Qualified women, minority and handicapped persons are encouraged to apply.

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(Contractual)
Salary: Low $30's
**STATE OF MARYLAND**
**DEPARTMENT OF ECONOMIC AND EMPLOYMENT DEVELOPMENT**
**MARYLAND INDUSTRIAL DEVELOPMENT FINANCING AUTHORITY (MIDFA)**

The Department of Economic and Employment Development is seeking qualified applicants for the position of Export Finance Specialist with the Maryland Industrial Development Financing Authority (MIDFA). The person selected for this position will function as a lending officer and will also be involved in domestic financing for exporting international trade financing, specifically export financing; and knowledge of financial statement analysis, export documentation, and trade financing requirements.

Candidates MUST possess a Bachelor's degree; AND at least three years of commercial lending of finance, ONE of which should have been in the financing of international transactions; OR three years experience in export/import financing with a bank, government agency, or insurance company responsible for international trade financing. (Note: Additional related experience may be substituted for up to two years of the required education.)

Candidates should possess a strong credit analysis foundation; good written and oral communication skills are important.

To apply, qualified candidates must submit a detailed resume' and salary history to Ms. Sharon Ball, DEED Office of Personnel and Training, Room 606, 1100 North Eutaw Street, Baltimore, Maryland 21201 no later than Friday, June 9, 1989.
Equal Opportunity Employer

**EDUCATION**
**GREEK LIFE ADVISOR**

Under the general supervision of the Assistant Director for Programs and Activities, this position advises the Greek Letter Organizations on Campus. This person acts as the liaison between Campus administration and the Organizations, advises the groups on their programs, helps organize rush activities, and serves as an advocate for Greek Life on campus. Weekend and evening work is required. Minimum requirements include a BS and 4 years experience working with Greek Letter Organizations in a University setting. Deadline for applications is June 23, 1989. Position is open July 1, 1989. Send letters of application, a resume' and three letters of reference to: Ramona Arthur, Assistant Director for Programs and Activities, UMBC, University Center, Baltimore, MD 21228. UMBC and the University Center are Affirmative Action/Equal Opportunity Employer. Women, Minorities and the Physically Challenged are encouraged to apply.

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Submit resume' with title of position "DIRECTOR — SYSTEMS AND ENGINEERING EQUIPMENT" with salary history and requirements no later than June 9, 1989 to:

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