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MINORITY
BUSINESS
DIRECTORY

for the
Hill District
of
Pittsburgh, Pennsylvania



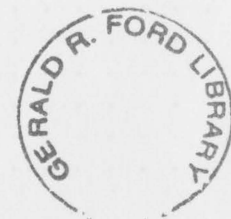
Compiled under the
Auspices of
The Federal Executive Board's
Minority Business Opportunity Committee
Marshall K. Evans, Charles J. Lieberth
Co-Chairmen

INTRODUCTION

The Minority Business Directory for Pittsburgh, Pennsylvania is a project of the Minority Business Opportunity Committee, of the Pittsburgh Federal Executive Board and was compiled through the joint efforts of the staff of the Student Consultant Project, University of Pittsburgh, and Business and Job Development Corporation, Pittsburgh Affiliate of the Office of Minority Business Enterprise.

The Directory is neither a telephone-address book nor a document intended to guarantee quality or workmanship of the businesses listed herein. Its purposes are largely two-fold. It is intended to be a tool for identifying products and services offered by minority businesses in Pittsburgh. Simultaneously the Minority Business Directory is intended for use by anyone seeking to render management or technical assistance and other types of support to the businesses and business people working to develop minority enterprise.

Please address any additions or corrections to Business and Job Development Corporation or to the Student Consultant Project.



A B B R E V I A T I O N S

Asset range	-	is in (000) thousands of dollars
Prop.	-	Proprietorship
Part.	-	Partnership
Corp.	-	Corporation

H I L L D I S T R I C T B U S I N E S S E S

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Unless otherwise noted --- All addresses are located in the Hill District, Pittsburgh. Missing information should not cause any alarm --it only reflects the difficulty to collect all relevant information.

Hill District

ACCOUNTANTS

Hubert C. Smith
821 Finland Street
Phone: 681-3890
Employees:
Asset range:

Derment C. Winston
4321 Dakota Street
Phone: 681-3290
Employees:
Asset range:

ALDERMEN

Jacob Williams
2220 Wylie Avenue
Phone: 261-2660
Employees:
Asset range:

Hill District

APPLIANCES

Joseph H. Harris
2081 Bentley Drive
Phone: 391-2977
Employees:
Asset range:

ART (CREATIVE)

Hill Cultural Center, Inc.
2249 Centre Avenue
Phone: 281-6810
Employees:
Asset range:

Janet McCormick
4910 Centre Avenue
Phone: 687-7624

Murrel Wynn Jones
3102 Iowa Street
Phone: 687-6899
Employees:
Asset range:

A & M Art Studios
525 Fifth Avenue
Phone: 281-3862
Louis Goodman, Prop.
Employees: 5
Asset range: 10-20

Hill District

ATTORNEYS

Ronald Davenport
600 Forbes Avenue
Phone: 434-6300

Hill District

AUTO SERVICES (REPAIRS)

Expert Auto Repair
2150 Bedford Avenue
Phone: 566-9768
Employees:
Asset range:

Robinson One Stop Garage
517 Herron Avenue
Phone: 682-9155
Leamon Robinson, Prop.
Employees:
Asset range:

Hill District

AUTO SERVICES (REPAIRS) CON'T

Georges Auto Service
2414 Centre Avenue
Phone: 682-9011
Mr. Charles Ellison
Employees:
Asset range:

Robinson's Auto & Fender
Works
2006 Wylie Avenue
Phone: 281-4621
Clinton Robinson
Employees:
Asset range:

Mich's Auto Body
548 4th Avenue
Phone: 566-9117
Elmer E. Mitchell
Employees:
Asset range:

Stotely Roosevelt
2325 Webster Avenue
Phone: 261-6134
Employees:
Asset range:

AUTO SERVICES (REPAIRS) CON'T

George Carter's Auto Body
2400 Bedford Avenue
Phone: Unlisted
George Carter
Employees:
Asset range:

BAKERIES

Porter's Bakery Service
634 Herron Avenue
Phone: 682-8340
J.J. Porter, Prop.
Employees: 2
Asset range: 5-30

BAR B-Q RESTAURANTS

Boykin's Bar BQ
2939 Wylie Avenue
Phone: 682-8770
Edward Boykin
Employees:
Asset range:

Reese Williamson
2155 Wylie Avenue
Phone: 566-9659
Reese Williamson, Prop.
Employees: 1
Asset range: 30 & over

Chicken Bar BQ
626 Herron Avenue
Phone: 682-9104
George Mosby, Prop.
Employees: 3
Asset range: 5-30

Virginia Pratts Barbecue
8 Erin Avenue
Phone: 471-3108
Employees:
Asset range:

Clemont Bar BQ
2151 Centre Avenue
Phone: 566-9102
William Clemont, Prop.
Employees: 1
Asset range: 5-30

Hill District

BARBER SHOPS

Buice's Barber Shop
2208 Webster Avenue
Phone: 566-8087
Robert Buice, Prop.
Employees: 1
Asset range: 1-5

Hammon's Barber Shop
2340 Wylie Avenue
Phone: 391-6944
Employees:
Asset range:

Boulware Barber Shop
2132 Wylie Avenue
Phone: 566-9096
Lee Boulware, Prop.
Employees: 5
Asset range: 5-30

Crystal Barber Shop
1605 Centre Avenue
Phone: 261-9689
Employees;
Asset Range:

Boyd's Barber Shop
2040 Centre Avenue
Phone: 566-8949
Oliver D. Boyd
Employees:
Asset range:

Williams Barber Shop
2152 Wylie Avenue
Phone: 566-8554
Harry Williams
Employees:
Asset range:

Corbitt Calloway's Barber Shop
2150 Centre Avenue
Phone: 566-9752
Corbitt Calloway, Prop.
Employees: 3
Asset range: 1-5

Herb's Barber Shop
2630 Webster Avenue
Phone: Unlisted
Herbert Burden
Employees:
Asset range:

Hill District

BARBER SHOPS CON'T

House of Process
2222 Centre Avenue
Phone: 566-9192
Bernard L. Peters
Employees:
Asset range:

Masadonia Barber Shop
2407 Wylie Avenue
Phone: Unlisted
Employees:
Asset range:

Jim's Barber Shop
1813 Centre Avenue
Phone: 391-7434
Harry Eisenfield
Employees:
Asset range:

Mayfield Barber Shop
2108 Centre Avenue
Phone: 566-7769
Morris Mayfield, Prop.
Employees: 1
Asset range: 1-5

Key Barber Shop
1801 Centre Avenue
Phone: 566-9307
Clarence Williams
Employees;
Asset range:

Mosley Barber Shop
643 Herron Avenue
Phone: 682-8839
Richard Mosley
Employees: 1
Asset range: 1-5

Little Russell's Barber Shop
2023 Centre Avenue
Phone: 566-8942
Titus Russell, Prop.
Employees: 1
Asset range: 1-5

Hill District

BARBER SHOPS CON'T

Oscar's Barber Shop
262 Herron Avenue
Phone: Unlisted
Oscar Pernel, Prop.
Employees:
Asset range:

Ray Outlaw's Barber Shop
1819 5th Avenue
Phone: 391-7025
Mr. Ray Outlaw
Employees:
Asset range:

Tony's Barber Shop
1018 Centre Avenue
Phone: 241-9028
Employees:
Asset range:

Slater Barber Shop
2201 LaPlace Street
Phone: 566-1928
John Slater, Prop.
Employees: 1
Asset range: 30 & over

Roy's Barber Shop
2801 Wylie Avenue
Phone: 682-9107
Roy L. Powell, Prop.
Employees: 1
Asset range: 1-5

Williams Barber Shop
2152 Wylie Avenue
Phone: 566-8554
Employees:
Asset range:

Hill District

BEAUTY SALONS

Debbies Coiffures
834 Adelaide Avenue
Phone: 621-6915
Connie Bradley
Employees:
Asset range:

House of Styles
1501 Buena Vista
Phone: 231-9042
Employees:
Asset range:

Evelyn Meade
3107 Centre Avenue
Phone: 683-6212
Evelyn Meade
Employees:
Asset range:

Johnnie's Beauty Haven
418 Kirkpatrick Street
Phone: 471-8696
Johnnie Mae Middleton, Prop.
Asset range:
Employees:

Francis Beauty Salon
2205 Wylie Avenue
Phone: 566-9998
Francis Mason
Employees:
Asset range:

LeBeau Beauty Shoppe
2701 Wylie Avenue
Phone: 621-7256
Fannie Graham
Employees:
Asset range:

Hill District

BEAUTY SALONS CON'T

Loretta Porter
1860 Centre Avenue
Phone: 261-8297
Employees:
Asset range:

Nina's Beauty Shop
2160 Wylie Avenue
Phone: 566-8657
Nina Bey, Prop.
Employees:
Asset range:

My Beauty Shop
2114 Centre Avenue
Phone: 281-6916
Cleo Mintz
Employees:
Asset range:

Ovetta's Beauty Salon
650 Bryn Mawr Road
Phone: 682-8945
Ovetta Johnson, Prop.
Employees:
Asset range:

Naturelle Beauty Salon
608 Kirkpatrick Street
Phone: 281-4474
Employees:
Asset range:

Paree Beauty Salon
2215 Centre Avenue
Phone: 566-9600
Employees:
Asset range:

Hill District

BEAUTY SALONS CON'T

Rosa Powell
3320 Webster Avenue
Phone: 621-6977
Employees:
Asset range:

Ruth's Beauty Salon
1801 Centre Avenue
Phone: 341-0198
Ruth Simmons
Employees:
Asset range:

Your House of Beauty
2245 Centre Avenue
Phone: 281-5684
Gloria Johnson
Employees:
Asset range:

Sir Frederick's Beauty Salon
2566 Centre Avenue.
Phone: 682-9665
Employees:
Asset range:

Rose Beauty Shop
2122 Centre Avenue
Phone: 566-7922
Rose Peterson
Employees:
Asset range:

Slims Coiffures
4401 Centre Avenue
Phone: 682-9334
Employees:
Asset range:

Hill District

BEAUTY SALONS CON'T

Willa Mae Beauty Salon
650 Bryn Mawr Road
Phone: 682-8714
Employees:
Asset range:

Dorothy Hall's Beauty
Salon
2040 Wylie Avenue
Phone: 566-7671
Employees:
Asset range:

BEER DISTRIBUTORS

Kelly Beer Distributor
1904 Wylie Avenue
Phone: 281-0612
James Taylor
Employees:
Asset range:

Hill District

BILLIARD PARLORS

Albert Jefferson
1807 Centre Avenue
Phone: 261-1212
Albert Jefferson
Employees:
Asset range:

Easley's Pool Room
2147 Wylie Avenue
Phone: 566-8297
Robert Easley
Employees: 1
Asset range: 1-5

Bennie's Billiard Parlor
2155 Centre Avenue
Phone: 566-8770
Bennie Carr, Prop.
Employees:
Asset range:

Key Pool Room
1801 Centre Avenue
Phone: 261-9307
Clarence Williams
Employees:
Asset range:

Bob's Poolroom
2112 Wylie Avenue
Phone: Unlisted
Robert Thomas
Employees: 1
Asset range: 0-1

Randolph Pool Hall
615½ Herron Avenue
Phone: 682-9866
Randolph, Prop.
Employees: 2
Asset range: 0-1

BILLIARD PARLORS

Rip & Hughes
641 Herron Avenue
Phone: 682-9399
Employees:
Asset range:

Uptown Rendevous Pool Parlor
1807 Centre Avenue
Phone: 261-2121
Employees:
Asset range:

BOOKSTORES

Worthington Books & Records
2166 Centre Avenue
Phone: 471-7722
Mr. Worthington, Prop.
Employees: 1
Asset range: 5-30

BOUTIQUES

The Screw Boutique
2017 Centre Avenue
Phone: 566-1410
David Shelton, Prop.
Employees: 8
Asset range: over 30

BRICK LAYERS

Fred Fennell
2522 Bedford Avenue
Phone: 681-9934
Employees:
Asset range:

Hill District

BUILDING SUPPLIES & LUMBER

Nathan Bilder Co.
115 Crawford Street
Phone: 681-9434
Employees:
Asset range:

CANDIES & CONFECTIONARIES

Brannon's Ice Cream Bar
2334 Wylie Avenue
Phone: 682-9636
Employees:
Asset range:

Goins Confectionary
1919 Webster Avenue
Phone: Unlisted
Elizabeth Goins, Prop.
Employees: 1
Asset range: 5-30

G.J. Confectionary
2297 Centre Avenue
Phone: 391-5145
Rev. G.J. Williamson, Prop.
Employees: 1
Asset range: 1-5

Hilltop Confectionary
1705 Wylie Avenue
Phone: Unlisted
Adam Ellise, Prop.
Employees: 1
Asset range: 0-1

Hill District

CANDIES & CONFECTIONARIES

J. White Confectionary
1824 Wylie Avenue
Phone: 471-0733
Jesse White, Prop.
Employees: 1
Asset range: 0-1

Bankston's Confectionary
902 Herron Avenue
Phone: 682-9213
Arkie Bankston, Prop.
Employees:
Asset range:

Jones Confectionary
2146 Wylie Avenue
Phone: Unlisted
D. M. Jones, Prop.
Employees: 1
Asset range: 0-1

Porter Confectionary
2426 Wylie Avenue
Phone: Unlisted
Employees:
Asset range:

CAR SERVICE

Irvin and Herbert Car Service
2136 Wylie Avenue
Phone: 361-8806
Employees:
Asset range:

Hill District

CAR WASHES

Sonny's Automatic Car Wash
2122 Bedford Avenue
Phone: 391-7939
Leon Hallman
Employees:
Asset range:

Jim's Econo Wash
1404 Wylie Avenue
Phone: Unlisted
Employees:
Asset range:

CATERING

All-Pro Chicken
2044 Centre Avenue
Phone: 566-8329
J. Gaines, Prop.
Employees: 6
Asset range: 30 & over

Hill District

CLEANERS & TAILORS

Caspers Cleaners
1505 5th Avenue
Phone: 281-3577
Employees:
Asset range:

Owens Cleaners
619 Herron Avenue
Phone: 682-8991
Al & Moses Owens, Part.
Employees: 2
Asset range: 30 & over

Dickson Brothers
1800 Centre Avenue
Phone: 471-1756
Herbert Dickson
Employees:
Asset range:

Pryors Dry Cleaners
2437 Centre Avenue
Phone: 683-0427
Mr. Pryor, Prop.
Employees:
Asset range:

Hodges Cleaners
2126 Centre Avenue
Phone: 261-6637
Mattie Hodges, Prop.
Employees: 1
Asset range: 0-1

Trower's Cleaners
2720 Wylie Avenue
Phone: 621-1279
William Trower
Employees: 7
Asset range: 30 & over

Hill District

CLEANERS & TAILORS CON'T

Walter Cleaners
2021 Webster Avenue
Phone: 261-2694
Walter McCaskill
Employees:
Asset range:

CLUBS (PRIVATE)

Kay Boy's Club
1908 Wylie Avenue
Phone: 281-9666
Edward Lewis
Employees:
Asset range:

Hill District

COCKTAIL LOUNGES & TAVERNS

Benn's Castle Bar & Inn
602 Herron Avenue
Phone: 683-6626
Employees:
Asset range:

Big Daves Tavern
2037 Centre Avenue
Phone: 566-8815
David Howard, Prop.
Employees: 3
Asset range: 1-5

Corner Tavern
1701 Wylie Avenue
Phone: 566-7817
Employees:
Asset range:

Black Magic Lounge
4634 Centre Avenue
Phone: 682-9814
Employees:
Asset range:

Aurora Lodge Club
Pride & 5th Avenue
Phone: 261-8698
Employees:
Asset range:

Fanny's
1554 Centre Avenue
Phone: 566-8143
Employees:
Asset range:

Hill District

COCKTAIL LOUNGES & TAVERNS CON'T

Cornfield
2404 Webster Avenue
Phone: 682-1127
Steve Greenberg, Prop.
Employees:
Asset range:

Hill Tavern
1812 Wylie Avenue
Phone: Unlisted
Joseph Barnett
Employees:
Asset range:

Crawford Bar & Grille
2131 Wylie Avenue
Phone: 471-1565
William Robinson, Part.
Employees: 20
Asset range: 30 & over

Jerry's Bar
1727 Centre Avenue
Phone: 261-4758
Jerry Silverman, Prop.
Employees:
Asset range:

Harris Bar & Grille
2447 Wylie Avenue
Phone: 682-9652
Al Johnson, Prop.
Employees:
Asset range:

Kitten's Grille
1600 Centre Avenue
Phone: 566-9300
Employees:
Asset range:

Hill District

COCKTAIL LOUNGES & TAVERNS CON'T

Lefty's Tavern
635 Herron Avenue
Phone: 682-9736
Kenneth J. Christian, Prop.
Employees: 3
Asset range: 5-30

Lou Ringside Bar
1809 Centre Avenue
Phone: 566-9630
Employees:
Asset range:

Lena's Bar & Grille
2043 Wylie Avenue
Phone: 261-6994
Elena Kinsey, Corp.
Employees: 4
Asset range:

Mory's Hill Tavern
1812 Wylie Avenue
Phone: 566-7516
Employees:
Asset range:

Mason Bar & Grille
2130 Wylie Avenue
Phone: 566-8812
Vivian Mason Lane, Prop.
Employees: 5
Asset range: 5-30

Neeta's Bar & Lounge
2211 Centre Avenue
Phone: 566-8751
Cleveland Bates, Prop.
Employees:
Asset range:

Hill District

COCKTAIL LOUNGES & TAVERNS CON'T

Red Fox Tavern
2500 Wylie Avenue
Phone: 682-8948
Steward & Higgins, Part.
Employees: 5
Asset range:

Tippy's Bar & Grille
1701 Centre Avenue
Phone: Unlisted
Employees:
Asset range:

Sarasky's Bar
1801 Webster Avenue
Phone: 566-9195
Employees:
Asset range:

Sugar Rays Bar, Inc.
2224 Centre Avenue
Phone: Unlisted
Employees:
Asset range:

Silver Bar
1911 Centre Avenue
Phone: 566-8733
Ben Matthews, Prop.
Employees:
Asset range:

Vera & Rick's Lounge
2324 Wylie Avenue
Phone: 391-3594
Henry Downing
Employees:
Asset range:

630 Lounge
630 Herron Avenue
Phone: 682-9641
George Mosby
Employees:
Asset range:

Virginia Corner Tavern
1705 Wylie Avenue
Phone: Unlisted
Employees:
Asset range:

Hill District

COMMUNITY SERVICE ORGANIZATIONS

Ile Elegba
2012 Centre Avenue
Phone: 261-4468
Milton Robinson
Employees:
Asset range:

CONTRACTORS (CARPENTERS)

Mr. Clyde Battles
2836 Orbin Street
Phone: 621-5588
Employees:
Asset range:

Mr. Charles H. Shelton, Jr.
3301 Iowa Street
Phone: 621-4575
Employees:
Asset range:

Mr. Woodward Henderson
629 Kirkpatrick Street
Phone: 232-0766
Employees:
Asset range:

Mr. Beverly Hunt
630 Ossipee Street
Phone: 621-5853
Employees:
Asset range:

CONTRACTORS CON'T (ELECTRICAL)

Mr. Foster Benson
4633 Winthrop Street
Phone: Unlisted
Employees:
Asset range:

Mr. Jesse Bolden, Jr.
3476 Webster Avenue
Phone: 621-2359
Employees:
Asset range:

Hill District

CONTRACTORS CON'T (ELECTRICAL)

Fresco Electric
658 Bryn Mawr Road
Phone: 681-2875
Employees:
Asset range:

Mr. Bernard Scott
2425 Bedford Avenue
Phone: 683-3064
Employees:
Asset range:

Mr. Clarence T. Matthews
4703 Centre Avenue
Phone: 683-5702
Employees:
Asset range:

CONTRACTORS CON'T (GENERAL)

Mr. Charles Harper
905 Anaheim Street
Phone: 681-2887
Employees:
Asset range:

Unites Skill Craft Inc.
2291 Centre Avenue
Phone: 566-2215
Chester Perkins, Prop.
Employees:
Asset range:

Mr. Emanuel Parker
2009 Bentley Drive
Phone: 391-7912
Employees:
Asset range:

Mr. Tony Upshur
2133 Centre Avenue
Phone: 261-1162
Employees: 55
Asset range:

Mr. Alfred S. Hunt
700 Cherokee Street
Phone: 681-4295
Employees:
Asset range:

Mr. Robert Washington
2535 Webster Avenue
Phone: 621-9679
Employees:
Asset range:

Hill District

CONTRACTORS CON'T (MISCELLANEOUS)

Mr. William B. Benton, Jr. Mr. Robert Payne
2005 DeRaud Street Payne Associates
Phone: Unlisted 2401 Wylie Avenue
Employees: Phone: Unlisted
Asset range: Employees:
Asset range:
(Draperies & Rugs)

Mr. David Darden
2820 Bedford Avenue
Phone: 361-0288
Employees:
Asset range:

Portis Tile and Carpet Co.
2921 Bedford Avenue
Phone: 243-1814
Robert Portis, Prop.
Employees:
Asset range:
(Floor Covering)

Keystone Welding Co.
15 Wooster Street
Phone: 566-9050
Employees:
Asset range:
(Welding)

Mr. Timothy Roberts
813 Clarissa Street
Phone: Unlisted
Employees:
Asset range:

Mr. Ben Norris
2223 Centre Avenue
Phone: Unlisted
Employees:
Asset range:
(Floor Covering)

Mr. William Shealey
2813 Centre Avenue
Phone: 687-4260
Employees:
Asset range:
(Drywall hanging &
Finishing)

Hill District

CONTRACTORS CON'T (PAINTERS)

Mr. Patrick Clark
844 Francis Street
Phone: 237-7320
Employees:
Asset range:

Mr. T. E. Butler
700 Watt Lane
Phone: 621-9639
Employees:
Asset range:

CONTRACTORS CON'T (PLUMBING)

Mr. Peter Baker
2235 Centre Avenue
Phone: 261-0916
Employees:
Asset range:

Mr. Robert Little
2133 Rose Street
Phone: 261-6797
Employees:
Asset range:

Mr. Harvey Brown
758 Bryn Mawr Road
Phone: 681-1902
Employees:
Asset range:

Williams Plumbing
806 Herron Avenue
Phone: 621-9624
Employees:
Asset range:

Mr. William L. Hardy
2424 Reed Street
Phone: 683-0827
Employees:
Asset range:

Hill District

DENTISTS

Mr. Ray T. Anderson
2018 Centre Avenue
Phone: 281-1961
Employees:
Asset range:

Mr. James E. Jeffries
2129 Centre Avenue
Phone: 261-6149
Employees:
Asset range:

Clarence C. Blow
2202 Centre Avenue
Phone: 391-1577
Employees:
Asset range:

Dr. James K. Lewis
1830 Centre Avenue
Phone: 261-6333
Employees:
Asset range:

Mr. James H. Cole
2042 Centre Avenue
Phone: 471-7215
Employees:
Asset range:

Dr. Sterling J. Robinson
2703 Wylie Avenue
Phone: 683-3352
Employees:
Asset range:

Mr. R. N. Dixon
2107 Centre Avenue
Phone: 281-1551
Employees:
Asset range:

Dr. William P. Watson
2169 Wylie Avenue
Phone: 281-8968
Employees:
Asset range:

DISCOUNT STORES

Avenue Discount Stores
2170 Centre Avenue
Phone: 566-9222
Employees:
Asset range:

DRESS DESIGNING

The Asiatic Shop
1838 Centre Avenue
Phone: Unlisted
Employees:
Asset range:

FLORISTS

Lee's Floral Shop
2117 Centre Avenue
Phone: 566-9279
Employees:
Asset range:

FUNERAL HOMES

Charles Funeral Home
2156 Bedford Avenue
Phone: 621-5512
Albert Charles
Employees:
Asset range:

Fountain Funeral Home
2718 Centre Avenue
Phone: 683-6895
Morris S. Fountain, Prop.
Employees:
Asset range:

FUNERAL HOMES CON'T

Jones Funeral Home
2644 Wylie Avenue
Phone: 621-9644
Samuel J. Jones
Employees: 1
Asset range: 30 & over

West Funeral Home
2215 Wylie Avenue
Phone: 471-2626
Thomas L. West
Employees:
Asset range:

McTurner's
2131 Centre Avenue
Phone: 281-1251
Employees:
Asset range:

FURRIERS

William A. Pryor
2435 Centre Avenue
Phone: 683-0427
Employees: 1
Asset range: 5-30

Hill District

GROCERY STORES

Ann's Market
2300 Wylie Avenue
Phone: Unlisted
Employees:
Asset range:

Centre Food & Fruit Market
2204 Centre Avenue
Phone: Unlisted
Employees:
Asset range:

Arbie's Grocery
502 Herron Avenue
Phone: 682-9213
Employees: 1
Asset range:
Arbie Bankston

Daisy's Grocery Store
2316 Webster Avenue
Phone: Unlisted
Employees:
Asset range:

Brown's Superette
2520 Bedford Avenue
Phone: 682-8878
Leonard Brown
Employees:
Asset range:

Clark's Market
2179 Webster Avenue
Phone: 566-2876
James Clark, Prop.
Employees:
Asset range:

Hill District

GROCERY STORES CON'T

Dotties Market
2168 Centre Avenue
Phone: 566-7763
Dorothy Urquhart, Prop.
Employees: 3
Asset range: 5-30

Econo Mart Supermart
2035 Webster Avenue
Phone: 391-7443
Paul Nelson, Part.
Employees: 1
Asset range: 5-30

Daniel's Groceries
1803 Centre Avenue
Phone: 566-7794
Ella Davis
Employees:
Asset range:

Emil's Market
1700 Centre Avenue
Phone: 471-0153
Emil Williams, Prop.
Employees: 1
Asset range: 1-5

D/D Grocery Market
2504 Wylie Avenue
Phone: Unlisted
Employees:
Asset range:

Hermon's Poultry Market
1530 Centre Avenue
Phone: 261-6330
Herman Watson, Prop.
Employees: 1
Asset range: 1-5

Hill District

GROCERY STORES CON'T

Herron Supermarket
612 Herron Avenue
Phone: 682-9206
Frank Harold
Employees:
Asset range:

Jennie's Supermarket
2176 Bedford Avenue
Phone: 281-6685
Jennie Daniels
Employees:
Asset range:

Hick's Superette
2154 Centre Avenue
Phone: 471-3347
John & Peggy Hicks, Prop.
Employees: 6
Asset range: 30 & over

Jones Grocery
1905 Webster Avenue
Phone: 566-8414
Frank Jones
Employees:
Asset range:

Hester's Grocery
1700 Wylie Avenue
Phone: 391-6972
Marian Hester
Employees:
Asset range:

Richards Grocery
2010 Webster Avenue
Phone: Unlisted
Employees:
Asset range:

Hill District

GROCERY STORES CON'T

Pickers Groceries
1820 Bedford Avenue
Phone: Unlisted
Robert Pickers, Prop.
Employees: 1
Asset range: 1-5

Nate's Place
644 Bryn Mawr Road
Phone: 682-6996
Gladys Cunningham, Prop.
Employees: 2
Asset range: 5-30

Porter Superette
900 Bryn Mawr Road
Phone: Unlisted
Mrs. Porter, Prop.
Employees: 1
Asset range:

Sharkey's Cut Rate Store
2046 Wylie Avenue
Phone: Unlisted
Employees:
Asset range:

Midway Grocery
2412 Centre Avenue
Phone: 682-8903
Silas Knox
Employees: 3
Asset range: 5-30

Sis's Groceries
2223 Webster Avenue
Phone: 261-1204
Nevonia Lash, Prop.
Employees: 1
Asset range: 5-30

GROCERY STORES CON'T

S & A Groceries
2701 Webster Avenue
Phone: Unlisted
Saundra Branson
Employees:
Asset range:

Stoney's Groceries
Upper Hill District
Phone: Unlisted
Employees:
Asset range:

Thompson's Grocery
2425 Webster Avenue
Phone: 681-2676
Peter Thompson
Employees: 1
Asset range: 1-5

Walkers Groceries
1716 Wylie Avenue
Phone: 281-6807
Employees:
Asset range:

Uptown 3rd Ward Market
1708 Centre Avenue
Phone: 261-2212
Beauford Holmen, Prop.
Employees: 3
Asset range: 5-30

Woods & Sons Market
2727 Webster Avenue
Phone: 682-9080
Mr. Woods
Employees:
Asset range:

GROCERY STORES CON'T

Speed Enterprises
2028 5th Avenue
Phone: 566-8306
G. Wilks, & B. Jackson, Part.
Employees:
Asset range:

HOTELS

Avenue Hotel & Bar
1536 Centre Avenue
Phone: Unlisted
Employees:
Asset range:

Ellis Hotel & Bar
2044 Centre Avenue
Phone: 281-3269
Frank Ellis
Employees:
Asset range:

Butler House Hotel
551 Herron Avenue
Phone: Unlisted
Employees:
Asset range:

Elmore Hotel
2153 Webster Avenue
Phone: 566-9357
Asset range:
Employees:

Hill District

HOTELS CON'T

Flamingo Hotel
2409 Wylie Avenue
Phone: 682-9627
Employees:
Asset range:

Moss Hotel Bar & Lounge
1945 5th Avenue
Phone: 566-8675
Willie Moss, Prop.
Asset range:
Employees:

Harris Hotel & Bar
2447 Wylie Avenue
Phone: 682-9236
Employees:
Asset range:

Palace Hotel & Bar
1545 Wylie Avenue
Phone: 261-6675
Employees:
Asset range:

Terrace Hall Hotel
2335 Centre Avenue
Phone: 621-8890
Louis Harrington, Prop.
Employees: 8
Asset range: 30 & Over

Hill District

ICE BARS

Jimmie's Bar
637 Herron Avenue
Phone: 682-8869
Employees:
Asset range:

INSURANCE AGENCIES

Charles C. Wilson
2173 Wylie Avenue
Phone: 261-7689
Employees:
Asset range:

LAUNDERETTES

Econo-Wash Laundry
Bedford Avenue
Phone: Unlisted
Employees:
Asset range:

Ray's Laundromat
2538 Wylie Avenue
Phone: Unlisted
Employees:
Asset range:

Jim's Econowash Laundry
1904 Wylie Avenue
Phone: 566-9533
James Taylor, Prop.
Employees: 2
Asset range: 5-30

Hill District

MAGAZINES

Talk
3001 Centre Avenue
Phone: 687-2704
Luther Sewell
Employees:
Asset range:

MEAT MARKETS

Cal's Meat Market
2145 Centre Avenue
Phone: 281-2798
B. Cunningham, Prop.
Employees: 5
Asset range: 5-30

MENS CLOTHING

Value Men
2176 Centre Avenue
Phone: 566-9170
Employees:
Asset range:

Hill District

MUSIC STORES

Pace's Music Store
2209 Centre Avenue
Phone: 281-8834
Mrs. Frankie Pace
Employees: 1
Asset range: 0-1

NEWSPAPERS

Pittsburgh Courier
P.O. Box 1828
Phone: 683-2000
Employees:
Asset range:

NOTARIES PUBLIC

Associate Brokers
2173 Wylie Avenue
Phone: 281-7689
Employees:
Asset range:

Hill District

PARKING LOTS

Uptown Parking Lot
565 Herron Avenue
Phone: 681-1774
Uptown Business Club
Employees:
Asset range:

PEST CONTROL

Germ-O-Sanitary Co.
2162 Wylie Avenue
Phone: 281-8199
Employees:
Asset range:

PHARMACIES

Herron Centre Drugs
3003 Centre Avenue
Phone: 681-5634
Joe Finch, Prop.
Employees: 2
Asset range: 5-30

Hill Pharmacy
1901 Centre Avenue
Phone: 281-7173
Employees:
Asset range:

Hill District

PHARMACIES CON'T

Med-Centre Drug Co.
2042 Centre Avenue
Phone: 391-0669
Evelyn Porter, Corp.
Employees: 3
Asset range: 30 & over

Star Drug Co.
2450 Wylie Avenue
Phone: 682-5988
Employees:
Asset range:
John Bridges

Wilson's Pharmacy
2201 Wylie Avenue
Phone: 471-9025
Employees:
Asset range:

PHONOGRAPH RECORDS

Burton's Record Shop
2218 Centre Avenue
Phone: Unlisted
Employees:
Asset range:

Steve's Records
1856 Centre Avenue
Phone: 261-9966
Robert Stevens
Employees:
Asset range:

Hill District

PHONOGRAPH RECORDS CON'T

Turner's Record Shop
2160 Centre Avenue
Phone: 566-9230
Horace Turner
Employees:
Asset range:

Worthington Books & Records
2166 Centre Avenue
Phone: 271-7722
Employees:
Asset range:

PHOTOGRAPHERS

Johnson Studios
2105 Centre Avenue
Phone: 281-9946
Albert Johnson
Employees:
Asset range:

PHYSICIANS

Albert Paul Knott
2800 Centre Avenue
Phone: 621-7782
Employees:
Asset range:

William G. Miller
Centre Avenue
Phone: 281-7872
Employees:
Asset range:

Hill District

PHYSICIANS CON'T

Garfield C. Nickens
2035 Centre Avenue
Phone: 391-1183
Employees:
Asset range:

PRINTERS - SIGNS & LETTERING

Pernell Printing Co.
2405 Wylie Avenue
Phone: 621-9940
Charles Pernell
Employees:
Asset range:

REAL ESTATE

Avery Real Estate
2401 Wylie Avenue
Phone: 621-3226
Employees:
Asset range:

Lavelle Real Estate
2909 Centre Avenue
Phone: 621-2992
Robert Lavelle
Employees: 9
Asset range: 30 & over

Hill District

REFRIGERATION

Leroy Perkins
2159 Centre Avenue
Phone: 391-0286
Employees:
Asset range:

REPAIR SHOPS

Bill's Bicycle Repair Shop
610 Herron Avenue
Phone: Unlisted
William Johnson, Franch.
Employees: 1
Asset range: 1-5

John Bulera Watch Repair
1725 Bedford Avenue
Phone: 261-4457
Employees: 1
Asset range: 1-5

RESTAURANTS

Ada's Restaurant
1705 Wylie Avenue
Phone: Unlisted
Employees:
Asset range:

Alma's Restaurant
2235 Centre Avenue
Phone: 566-7845
Mrs. G. Miles
Employees:
Asset range:

Hill District

RESTAURANTS CON'T

Boykin's Restaurant
2939 Wylie Avenue
Phone: 682-8770
Edward Boykin, Prop.
Employees:
Asset range:

Chicking Supreme
1500 5th Avenue
Phone: 261-5739
John Wade
Employees:
Asset range:

Bryn Mawr Restaurant
638 Herron Avenue
Phone: 683-9912
Howard Cralle & Ed Morese
Partnership
Employees:
Asset range: 5-30

Fanny's Restaurant
1554 Centre Avenue
Phone: 566-8143
Employees:
Asset range:

Cee's Restaurant
2114 Wylie Avenue
Phone: Unlisted
Employees:
Asset range:

Henry's Cafe
2214 Centre Avenue
Phone: 566-9428
Jack Henry
Employees:
Asset range:

B & M Restaurant
1617 Centre Avenue
Phone: Unlisted
Employees:
Asset range:

Hill District

RESTAURANTS CON'T

F & S Sandwich Shop
1714 Wylie Avenue
Phone: Unlisted
Employees:
Asset range:

Oldens Snack Bar
2111 Webster Avenue
Phone: Unlisted
Mr. & Mrs. Olden, Prop.
Employees: 1
Asset range:

Irvin's Stop N' Go
2220 Centre Avenue
Phone: 566-8915
Employees:
Asset range:

Mach's Lunch
2173 Webster Avenue
Phone: 261-1311
Employees:
Asset range:

Mike's Restaurant
2103 Wylie Avenue
Phone: 566-8899
Mike Flemming, Prop.
Employees: 2
Asset range:

Pies Restaurant Shop
2441 Wylie Avenue
Phone: Unlisted
Employees:
Asset range:

Hill District

RESTAURANTS CON'T

Ray's Snack Shop
2539 Wylie Avenue
Phone: Unlisted
Employees:
Asset range;

Steak N' Take
2015 Centre Avenue
Phone: 566-8608
Nation of Islam
Employees:
Asset range:

Steven's Restaurant
2136 Centre Avenue
Phone: 566-9156
Willie Stevens
Employees:
Asset range:

W.D. Sandwich Shop
1830 Centre Avenue
Phone: 566-7838
Willie Downing
Employees:
Asset range:

SAVINGS & LOANS FINANCING

Dwellinghouse Savings & Loan
501 Herron Avenue
Phone: 683-5116
Robert Lavelle, Prop.
Employees: 4
Asset range: 30 & over

Hill District

SCHOOLS

Opportunity Industrial Center
1901-03 5th Avenue
Phone: 391-9630
Bill Johnson
Employees:
Asset range:

SEAMSTRESSES

Julia Leach
765 Anaheim Street
Phone: 671-7490
Employees:
Asset range:

SERVICE STATIONS

American Service Station
Herron & Bedford Avenues
Phone: 682-8282
Mr. Stewart
Employees:
Asset range:

Arco Service Station
559 Herron Avenue
Phone: Unlisted
Employees:
Asset range:

Hill District

SERVICE STATIONS CON'T

Arco Gas Station
555 Herron Avenue
Phone: Unlisted.
Curtis Crumpton, Prop.
Employees: 2
Asset range: 5-30

Bean's Service Station
2177 Centre Avenue
Phone: 566-9686
Herbert Bean, Prop.
Employees: 16
Asset range: 30 & over

Atlantic Service Station
2720 Centre Avenue
Phone: 921-9337
Mr. Bajarsky
Employees:
Asset range:

Boron Service Station
500 Kirkpatrick Street
Phone: 566-8383
Wayne Evans
Employees:
Asset range:

Arco Service Station
2350 Centre Avenue
Phone: 682-3239
Russell Hartley, Prop.
Employees: 4
Asset range: 5-30

Bruno's Service Station
1605 5th Avenue
Phone: 566-9593
Mr. Barbore
Employees:
Asset range:

Hill District

SERVICE STATIONS CON'T

Carter Service Station
2400 Bedford Avenue
Phone: 681-2851
Employees:
Asset range:

Gulf Oil Station
1720 Webster Avenue
Phone: 566-7540
Employees:
Asset range:
Meloin Phillips

Ellison Sunoco
2166 Bedford Avenue
Phone: 566-9716
Herbert Ellison, Prop.
Employees: 2
Asset range: 5-30

McGriffs Sunoco
2418 Centre Avenue
Phone: 682-6859
Clemon Mc Griff
Employees:
Asset range:

Esso Service Station
2800 Wylie Avenue
Phone: 681-3393
Ralph Turner
Employees:
Asset range:

Nil's Service
2136 Centre Avenue
Phone: Unlisted
Employees:
Asset range:

Hill District

SERVICE STATIONS CON'T

Sunoco
660 Herron Avenue
Phone: 682-9519
David Reynolds, Prop.
Employees: 4
Asset range:

Sunoco
Reed & Centre Avenue
Phone: Unlisted
Clinton McGriff, Prop.
Employees: 5
Asset range: 5-30

SHOE SHINE PARLORS & REPAIR

Brown Shoe Repair Shop
2124 Wylie Avenue
Phone: 281-6449
Sam Brown, Prop.
Employees: 1
Asset range: 5-30

Charles Alexander
2445 Wylie Avenue
Phone: Unlisted
Employees:
Asset range:

Champion Shoe Service
2935 Wylie Avenue
Phone: 682-7314
John Ashman, Prop.
Employees: 2
Asset range: 30 & over

Elean Shoe Repair
2164 Centre Avenue
Phone: Unlisted
J. W. Washington
Employees:
Asset range:

Hill District

SHOE SHINE PARLORS & REPAIR CON'T

Dee Shoe Repair
2635 Wylie Avenue
Phone: Unlisted
Dee Davenport
Employees:
Asset range:

Mosby Shoe Shine Parlor
2501 Wylie Avenue
Phone: 682-8566
Employees:
Asset range:

Favorite Shoe Shine
1715 Centre Avenue
Phone: 566-9087
Employees:
Asset Range:

Rudoph Shoe Repair
2137 Centre Avenue
Phone: 681-1197
W. Randolph, Prop.
Employees:
Asset range:

Melvin Washington
2174 Centre Avenue
Phone: Unlisted
Employees:
Asset range:

Sams Shoe Shine Parlor
1860 Centre Avenue
Phone: 566-9136
Employees:
Asset range:

Hill District

SHOE SHINE PARLORS & REPAIRS CON'T

Superior Shoe Shine
1834 Centre Avenue
Phone: 281-7420
Jess Coker, Prop.
Employees: 1
Asset range: 1-5

Washington Shoe Repair
2164 Centre Avenue
Phone: 281-7859
T. Washington, Prop.
Employees: 1
Asset range:

SHOE STORES

Sam Anderson Foot Cover
2200 Centre Avenue
Phone: 232-3048
Sam Anderson, Prop.
Employments: 2
Asset range: 30 & Over

THEATRES

(New) Granada Theatre
2009 Centre Avenue
Phone: 261-4126
Mr. Miller, Prop.
Employees: 6
Asset range: 5-30

TRUCKING & HAULING

Carl W. Nelson
527 Herron Avenue
Phone: Unlisted
Employees:
Asset range:

Joseph Pettigrew
2314 Webster Avenue
Phone: 471-9844
Employees:
Asset range:

T. V. & RADIO REPAIR

Harris T. V. Repair
2127 Wylie Avenue
Phone: 566-9950
Employees:
Asset Range:

Thompson's Electric Co.
2408 Wylie Avenue
Phone: 682-1135
Taylor Thompson, Prop.
Employees:
Asset range:

UPHOLSTERY

Sheridan Upholstering & Manufacturing
2036 Centre Avenue
Phone: Unlisted
Employees:
Asset range:

VARIETY STORES

Pat's Place
2138 Wylie Avenue
Phone: 566-9941
James Thomas, Part.
Employees: 1
Asset range: 5-30

Omar's Variety Store
1620 Centre Avenue
Phone: 261-5130
Rev. Salema Omar
Employees:
Asset range:

Pom Pom Shop
627 Herron Avenue
Phone: 682-9272
Joan Miloy, Prop.
Employees: 1
Asset range: 1-5

Rices Variety Market
2441 Wylie Avenue
Phone: 682-9342
Employees:
Asset range:

Hill District

WATCH REPAIR

Carlton Boswell
551 Watt Street
Phone: 683-5934
Employees:
Asset range:

WHOLESALE SUPPLIERS

Thompson's Electrical supplies
2408 Wylie Avenue
Phone: 682-1135
Taylor Thompson, Prop.
Employees:
Asset range:

YOUTH ORGANIZATIONS

YWCA - YMCA
Morgan & Wylie Avenue
Phone: 621-1762
Employees:
Asset range:

Notes

Notes

Notes

Notes



Summary of Federal Funding for Minority Business Development

Fiscal Year 1972 (July 1, 1971-June 30, 1972)

	8(a) Procurement ¹	Direct Procurement ²	Loans and Guarantees	Grants	Total
Small Business Administration . . . . .	.....	.....	\$297,504,587	\$4,619,366	\$302,123,953
Commerce, Department of	\$959,326	\$43,711,050	9,871,117	22,311,200	76,852,693
ACTION	(610,000)	2,364,649	.....	347,393	2,712,042
Agriculture, Department of	2,584,869	1,050,000	28,216,500	660,000	32,511,369
General Services Administration	34,179,172	4,853,678	.....	.....	39,032,850
Defense, Department of	73,696,236	.....	.....	.....	73,696,236
Health, Education and Welfare, Department of	10,813,174	13,231,495	.....	2,794,935	26,839,604
Housing and Urban Development, Department of	518,922	89,314,217	14,000,000	19,600,000	123,433,139
Interior, Department of	1,427,863	47,528,992	3,330,000	.....	52,286,855
Justice, Department of	579,500	.....	.....	.....	579,500
Labor, Department of	1,572,859	18,033,946	.....	.....	19,606,805
National Aeronautics and Space Administration	3,168,042	5,326,000	.....	.....	8,494,042
Office of Economic Opportunity	2,354,758	3,274,000	.....	69,136,375	74,765,133
Postal Service	433,288	1,580,676	.....	.....	2,013,964
State, Department of	129,049	1,565,066	.....	.....	1,694,115
Transportation, Department of	7,613,343	1,310,274	.....	226,000	9,149,617
Treasury, Department of	81,083	20,221	.....	.....	101,304
Veterans Administration	9,510,855	9,090,000	.....	.....	18,600,855
Atomic Energy Commission	187,868	.....	.....	.....	187,868
Executive Office of the President	25,000	.....	.....	.....	25,000
Civil Service Commission	39,993	.....	.....	.....	39,993
Environmental Protection Agency	930,362	.....	.....	.....	930,362
Equal Employment Opportunity Commission	421,081	.....	.....	.....	421,081
Redevelopment Land Agency	371,507	.....	.....	.....	371,507
Total	\$151,598,150	\$242,254,264	\$352,922,204	\$119,695,269	\$866,469,887

¹8(a) Procurement figures from SBA report dated July 29, 1972.

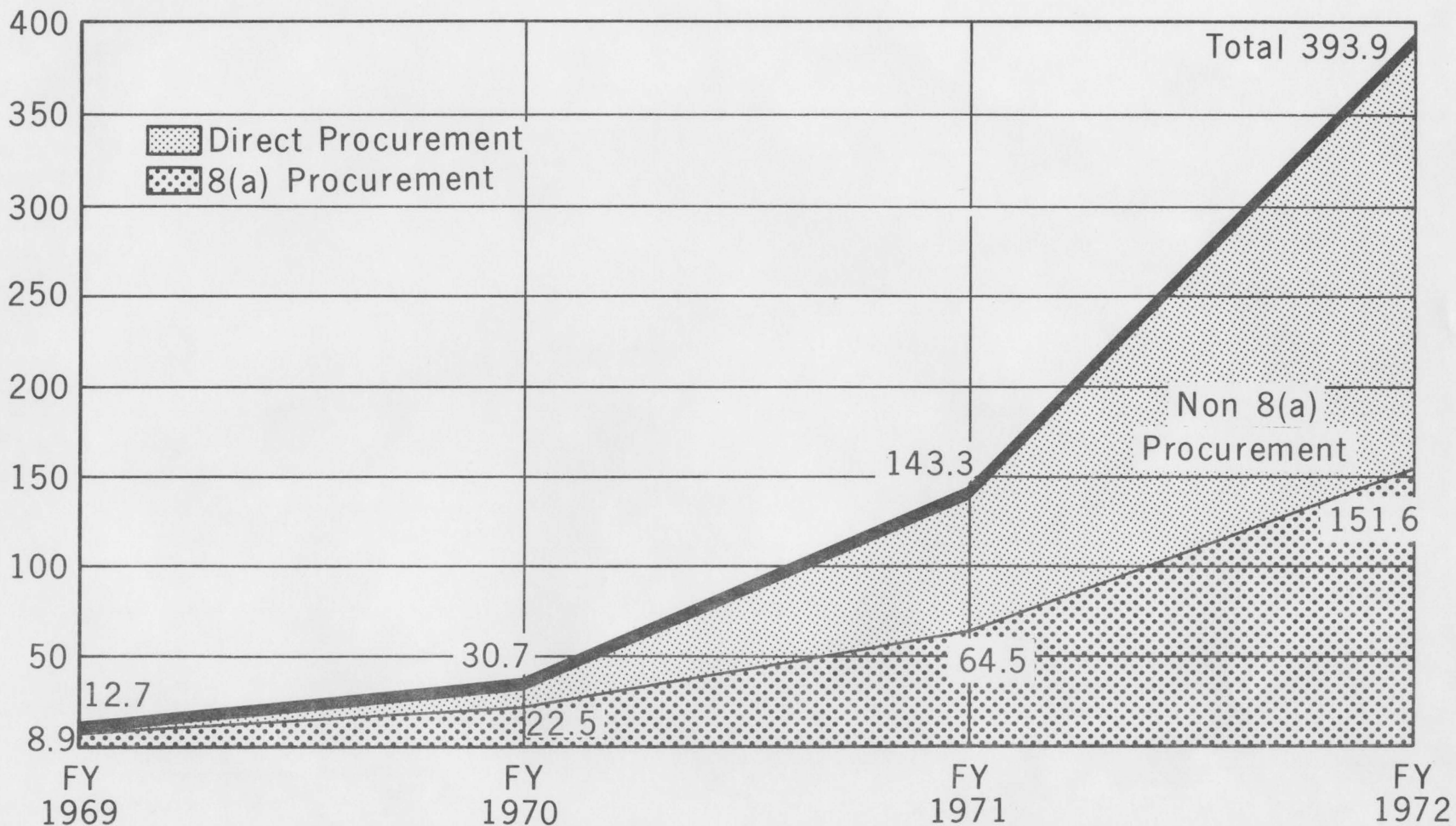
²Includes subcontracting to minority-owned firms by prime contractors.

Federal funds obligated for minority business programs in fiscal year 1972 totaled \$866.5 million, more than four times the funding level in fiscal 1969, the year the Office of Minority Business Enterprise was created by executive order of President Nixon.

Federal procurement of minority-produced goods and services totaled \$394 million in fiscal 1972, compared with \$13 million in fiscal 1969.

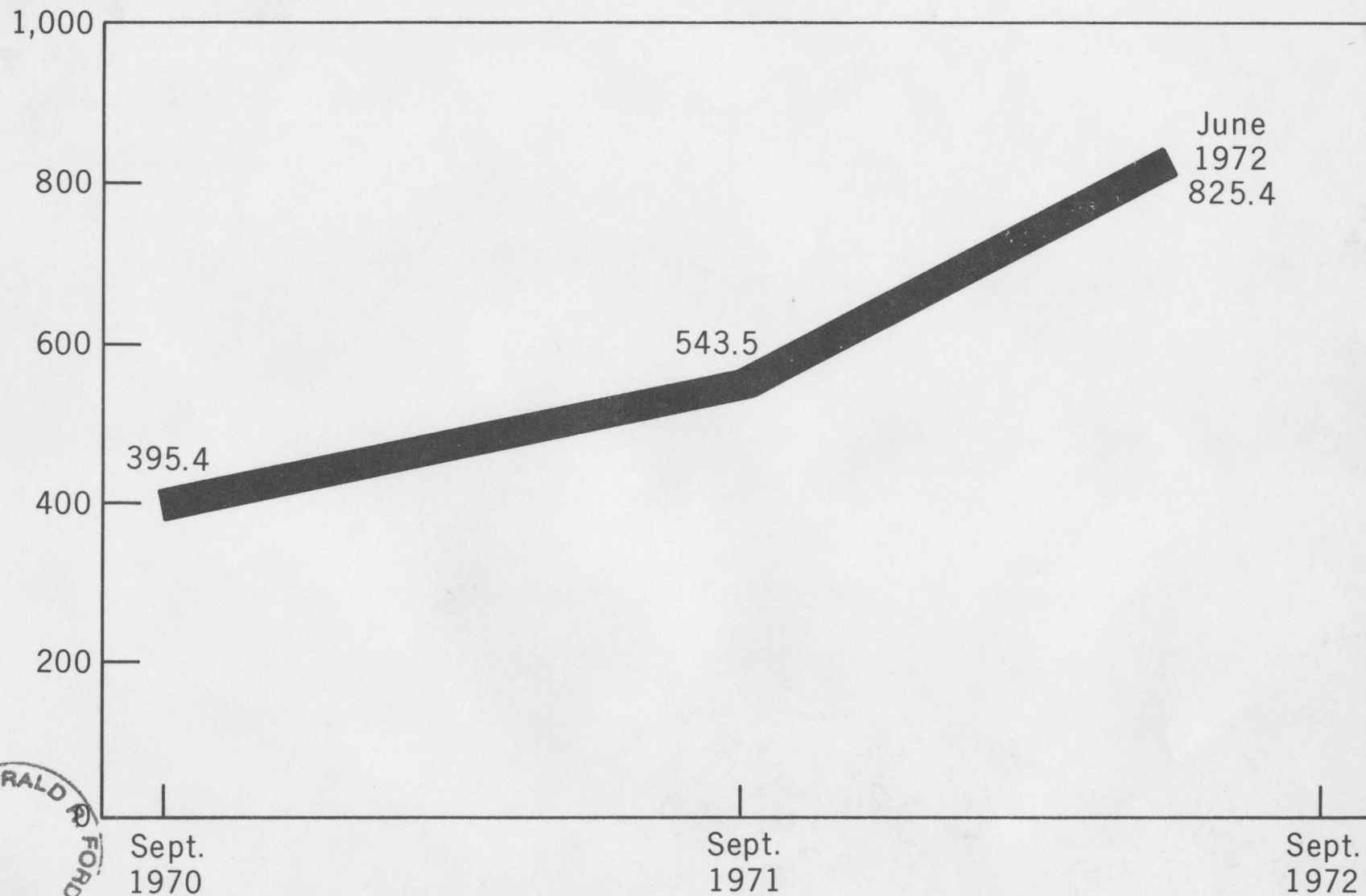
FEDERAL PROCUREMENT by Fiscal Year

Millions of Dollars

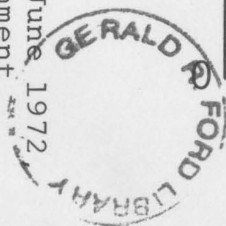


GROWTH OF DEPOSITS IN MINORITY OWNED BANKS

Millions of Dollars



Deposits in minority banks amounted to \$825 million by June 1972, an increase from \$395.4 million in October 1970. Government deposits totaled over \$70 million.





OFFICE OF THE
ASSISTANT ADMINISTRATOR

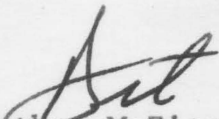
U.S. GOVERNMENT
SMALL BUSINESS ADMINISTRATION
WASHINGTON, D.C. 20416

NOV 2 1971

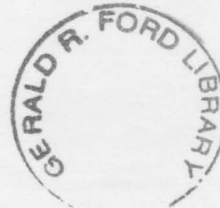
MEMORANDUM FOR

Mr. Stanley Scott
Assistant Director of Communications
The White House

Attached, for your information, is a sketch
on Mr. Rufus Isley, owner of "Mr. Man", whom
I have discussed with you.


Arthur McZier
Assistant Administrator
for Minority Enterprise

Attachment

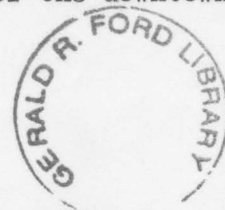


RESUME: RUFUS ALEXANDER ISLEY

Rufus Alexander Isley was born in New York City, January 24, 1938. He attended school in Raleigh, North Carolina, where he graduated from J. W. Ligon High School in 1956. Upon graduating from high school, he enlisted in the Air Force and received training as an aircraft repair technician.

In June, 1960, after receiving an Honorable Discharge from the service, young Isley returned to North Carolina to seek employment in his line of training. Discovering limited opportunities in North Carolina, he moved to Washington, D.C. where he experienced similar problems in finding a job suited to his Air Force training.

Pressed for income, Mr. Isley accepted temporary employment as a salesman at Lord's Ltd. To his surprise and amazement, "Tea" Isley soon discovered that selling men's apparel was interesting. His interest and eagerness prompted the owners to take young Isley aside and teach him all aspects of the business. Progressing rapidly in the business, he was made Assistant Manager in 1962. In February, 1967, he was promoted to General Manager and responsible for overall administrative and management duties. He served in this capacity until the ownership and title of the business were transferred to Rufus Alexander Isley, T/A Tea Isley, in 1968. Mr. Isley's career, following a successive line of promotions, had been climaxed through acquiring ownership of the business where he had started out seven years earlier as a salesman. In September, 1971, Mr. Isley relocated his business, moving to "F" Street N.W., in the heart of the downtown shopping district.



R U F U S A L E X A N D E R I S L E Y

MR. MAN SHOP

3006 - 14th Street, N.W.

Washington, D. C. 20009

EOL-11-706,485-Wash.



This biographical sketch would not be complete without the inclusion of Mr. Isley's most vital asset, his wife, the former Rosetta Howard. During his employment at Lords Ltd. in 1962, Rufus Isley and Rosetta Howard were married. Mrs. Isley has provided constant support and encouragement to her husband and his efforts. The Isleys have two young daughters.



HISTORY OF THE BUSINESS

Mr. Rufus Isley became a salesman at Lord's Ltd. of Washington D. C., in September, 1960. Showing exceptional interest and acumen in this line of work, he was made Assistant Manager in 1962. In 1967, he became Manager of the store and responsible for the overall administration and management of the business. Because of his seven years of proven performance and past experience in the store, the owners upon their retirement in 1967, approached him on buying the business.

Mr. Isley through the financial assistance of the Small Business Administration purchased the business. He projected a sales volume of approximately \$175 thousand for the first year of operation. By the end of his first two months in business, the shop had grossed approximately \$18 thousand of the projected volume. It was at the end of these two months when the misfortune of the April civil disturbance forced him to close.

His business was severely looted, water damaged and declared a total loss. Because of adequate insurance coverage, Mr. Isley was able to satisfy all of his accounts and debts to his suppliers and the Small Business Administration.

Determined not to be defeated at venturing out and standing on his own feet in business, Mr. Isley several months later made another request to SBA for the purpose of reopening his business at the same location. Unlike many affected businessmen who were reluctant to reestablish in the area, Mr. Isley did not let the threat and fear of future violence and disorder prevent him from reopening and providing needed retail outlets to residents in the area.



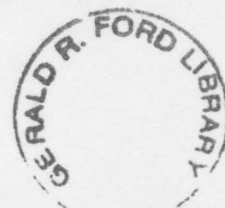
The Agency again extended assistance to Mr. Isley and released the proceeds from the insurance companies which were being held in escrow. The maturity of his loan was extended to compensate for the months during which Mr. Isley's business had been displaced. On October 29, 1968, Mr. Isley was able to reopen his business. On October 30, the following night, the shop was robbed, all inventory taken and windows damaged.

Two acts of vandalism and theft within a period of less than six months to one's business would be enough to dampen the spirits of the most affluent and well established businessman. But to the spirit of a young man who was struggling to recover from the disruption several months earlier of his first attempts at business ownership, one can imagine how defeating and crushing this experience must have been.

However, the latter incident did not deter him. Instead, he became more tenacious than before in his efforts to succeed in "doing his own thing." The Men's Retail Wear Association, through the able and dynamic leadership of Mr. Arthur Rogow, provided invaluable assistance to Mr. Isley in redecorating the store, and in restocking merchandise and inventory that had been taken.

MRA also established a line of credit with suppliers for the business. Further, Mr. Rogow was able to relieve Mr. Isley of many small details and arrangements so that Mr. Isley could devote his time to the overall planning for a new opening.

The new opening on November 19 marked the third occasion in 1968 that the business was reopened.





A. Profit Making or Growth Standpoint

Approximately one year from the date of opening, November 19, 1968, the "Mr. Man" shop had grossed approximately one quarter of a million dollars in sales. The shop has operated at a higher level of growth, considering the adverse changes in the Fourteenth Street Corridor market, than the prior long-established men's wear operation where Mr. Isley was once employed.

The 1970 outlook for "Mr. Man" was very promising. With the planned rebuilding of the Fourteenth Street Corridor and relocation of more businesses in the area, the upper street market was returning to normal. As a result, during the year of 1970, Mr. Isley projected the "Mr. Man" Shop to gross more than \$300,000 in sales.

B. Recognizable Contribution to the Economy of the Community

As one of the first businesses to reopen in the riot-town area, the shop served to stimulate traffic and regenerate activity along the Fourteenth Street Corridor. Merchants, who were once afraid to return to the area, were influenced by Mr. Isley's successful efforts. As a result, the economy of the community was returning to normal as more shop owners relocated in the area. The "Mr. Man" Shop played a key role in the initial revitalization of a market which still bears the destruction marks of the April disturbance.

Unfortunately, the expected rebuilding and growth of the Fourteenth Street Corridor did not materialize. Although the "Mr. Man" shop was profitable, it did not reach the goal set by Mr. Isley. But this did not dismay him. When the Phillips Van Husen Company announced the sale of all its Washington area stores (Bruce Hunt Clothes), Rufus Isley jumped at the opportunity to

make another step into the business mainstream. He sold his 14th Street store inventory, paid off the SBA loan, borrowed \$189,000 more with an SBA guaranty, and on September 14, 1971, re-opened "Mr. Man" Shop at 1325 "F" Street, N.W., in quarters formerly occupied by Bruce Hunt Clothing store, in the heart of the downtown shopping district.

C. Some Contribution to the National Goals

Mr. Isley's business serves as a model in promoting the national goals of minority economic development. Here is an instance in which the resources of the Federal Government and private industry come together to provide the additional capital and technical assistance needed by Mr. Isley. Through the assistance of the Small Business Administration and the Men's Retail Wear Association, Mr. Isley was able to use his management ability and experience, coupled with long hours of planning and work, to build a successful and viable operation. Mr. Isley has proven his operation can compete in the "Mainstream" if given an "opportunity." SBA and MRA can feel proud that both shared in creating that opportunity.



OVERALL MANAGEMENT OF THE BUSINESS

A: Personnel Relations

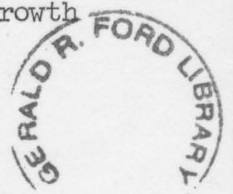
Mr. Isley's operation has provided full time employment and training for two young men in the men's retail wear business. He has trained one of his employees to assume the duties of assistant manager and be responsible for the care of perpetual inventory and to assist in purchasing merchandise for the store. By entrusting greater responsibilities to his employees, Mr. Isley has their full cooperation, assistance and respect. Employer-employee relations are excellent. Because of the manner in which he handles his employees, when he is away on buying trips, the shop continues to operate efficiently.

B. Efficiency of Operations

Mr. Isley has been able to keep his operating cost at 20% of his net sales. Comparable industry figures for a store of this size reflect operating cost to be approximately 25% of net sales. Further, Mr. Isley has increased the net worth of the business from a beginning net worth of \$8 thousand to approximately \$50 thousand. The business is experiencing such efficiency in operation because Mr. Isley reduces expenses by devoting long hours to the business. He has capitalized the profits back into the business, taking a limited personal withdraw. This has allowed for continuous growth and improvement of the operation.

C. Public Relations

The store enjoys a very favorable image and reputation in the community. Each employee offers quality service to all customers of the business. Mr. Isley, himself, is never too busy to take time from his many responsibilities and "rap" with the "brothers" who come for that purpose.



The decorum of the store is handsome and impeccable. The windows are always attractively trimmed. It had been said that the "Mr. Man" Shop brought a "Fifth Avenue quality" to the upper Fourteenth Street area. It was logical, then, and only a matter of time, for "Mr. Man" Shop to move downtown, where it could continue to provide first class service to a wider clientele.

D. Equal Employment Opportunity Race, Sex, Creed

The SBA "Equal Opportunity" poster is carefully displayed in the store. The shop has no discriminatory practices in hiring.



SOCIAL-ECONOMIC ACTIVITIES

A. Community

While the demands of his business are great, Mr. Isley has found time to extend the assistance and training furnished him by MRA to owners of other minority men's clothing stores. He has assisted in providing detail assistance to all the minority men's clothing stores opened within the last two years. Such cooperation is indicative of the spirit and attitude which has helped in making his business a success. He gives of himself and his experience to the benefit of himself and all the community.

B. Organizations

Mr. Isley is a member of the following organizations:

Columbia Heights Businessmen's Association

Cardoza Heights Association for Neighborhood

Growth and Development

Central Cardoza Community Development Services

D. C. Chamber of Commerce



NATIONAL ARCHIVES AND RECORDS ADMINISTRATION
Presidential Libraries Transfer/Disposal Sheet

ITEM ID 00635

DESCRIPTION OF ITEM MOVED . . Seventeen black and white photographs
of the Minority Businessmen's
Conference sponsored by VARO and
Federal Executive Board at
Pittsburgh, PA, on April 19, 1972.

COLLECTION/SERIES/FOLDER ID . 031500115

COLLECTION TITLE STANLEY S. SCOTT PAPERS (WH Public
Liaison Office - Minority Affairs)

BOX NUMBER 13

FOLDER TITLE Minority Business, 1971-1975 (1)-(4)

ACCESSION NUMBER 1998-NLF-022

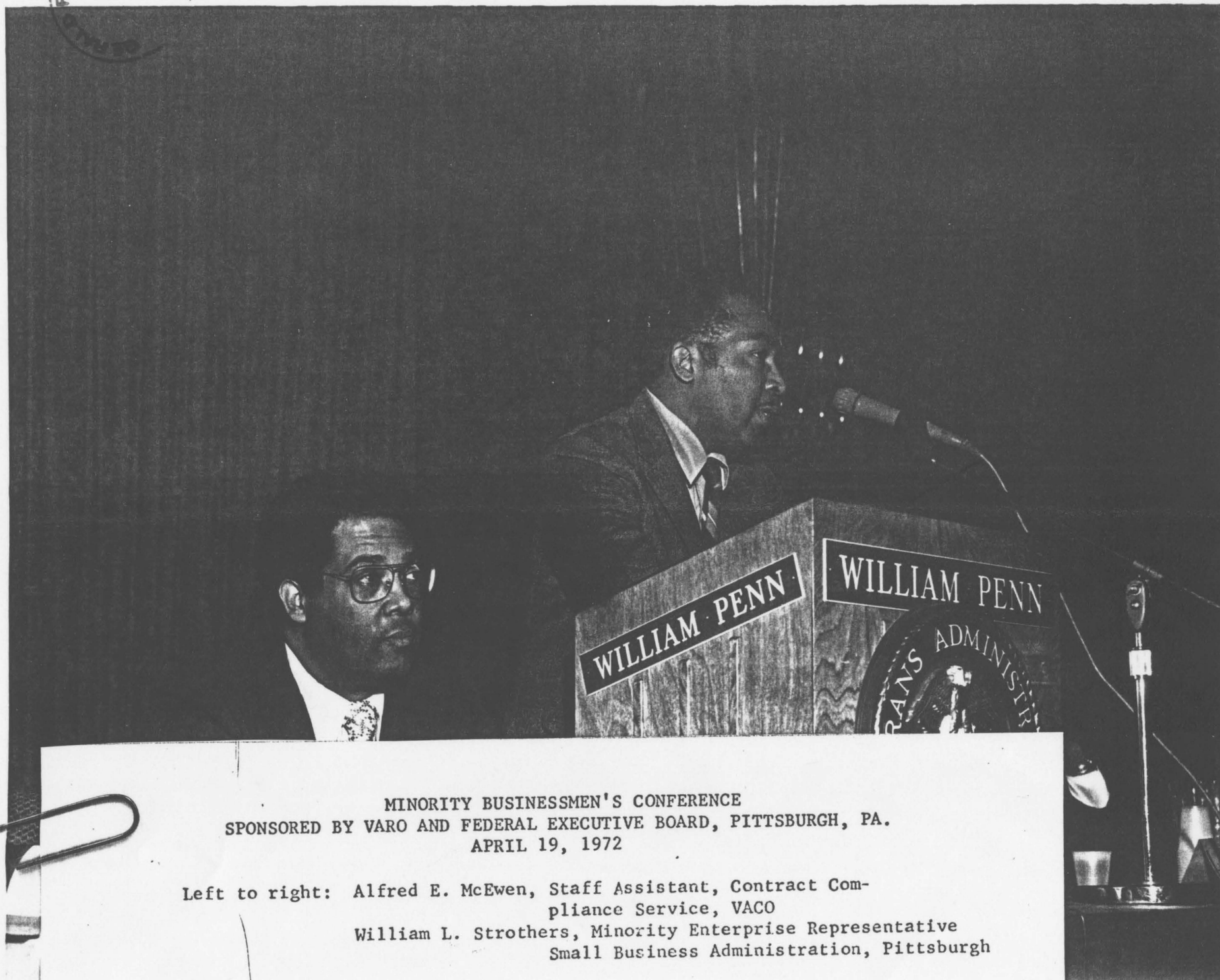
MOVEMENT DATE 06/08/2001

TYPE OF MATERIAL Photographs

NEW LOCATION Audiovisual Collection

ARCHIVIST William H. McNitt

FORD LIBRARY



MINORITY BUSINESSMEN'S CONFERENCE
SPONSORED BY VARO AND FEDERAL EXECUTIVE BOARD, PITTSBURGH, PA.
APRIL 19, 1972

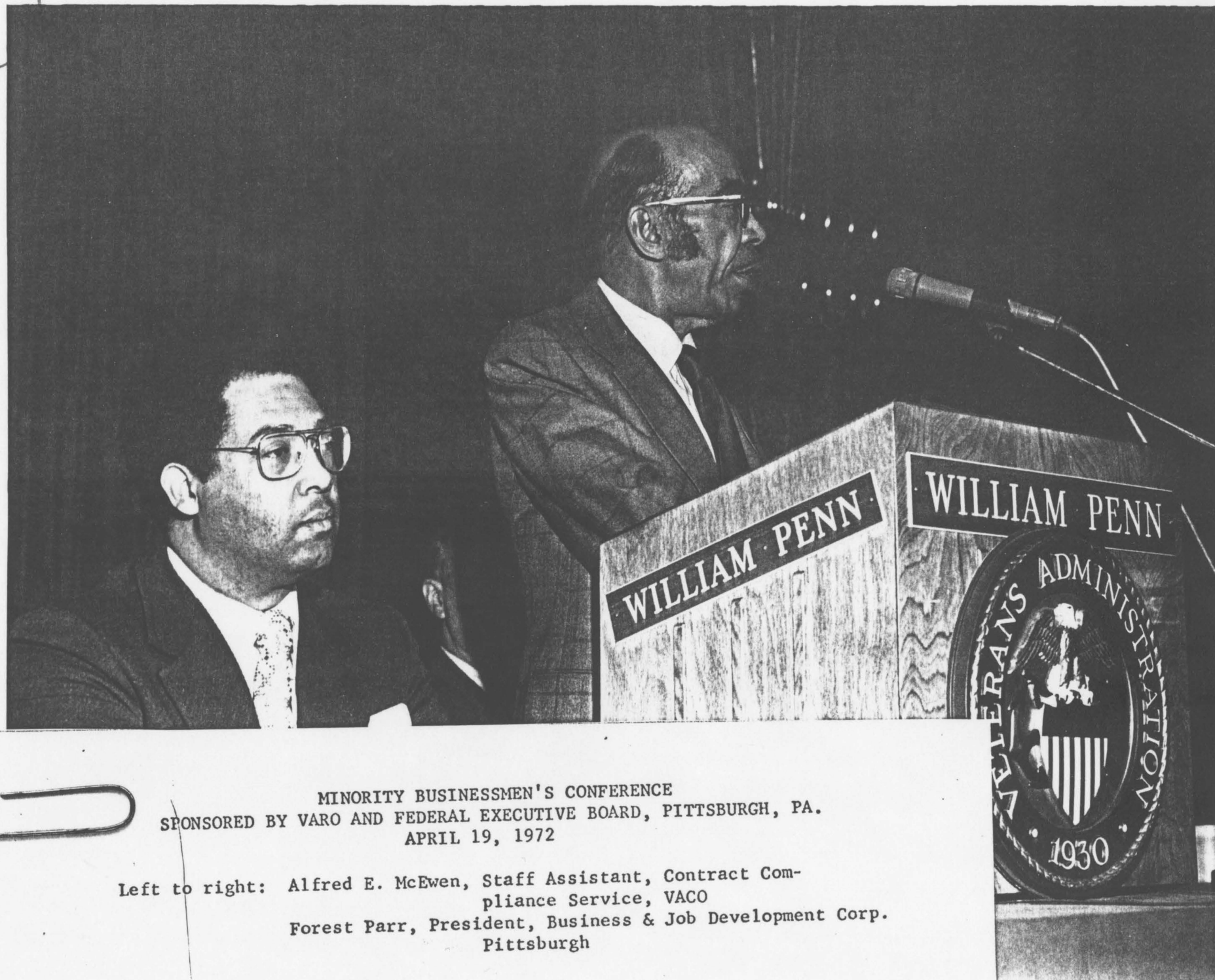
Left to right: Alfred E. McEwen, Staff Assistant, Contract Compliance Service, VACO
William L. Strothers, Minority Enterprise Representative
Small Business Administration, Pittsburgh



MINORITY BUSINESSMEN'S CONFERENCE
SPONSORED BY VARO AND FEDERAL EXECUTIVE BOARD, PITTSBURGH, PA.
APRIL 19, 1972

Left to right: Alfred E. McEwen, Staff Assistant, Contract Compliance Service, VACO
Harold T. Bushey, Director, VARO, Pittsburgh, Pa.

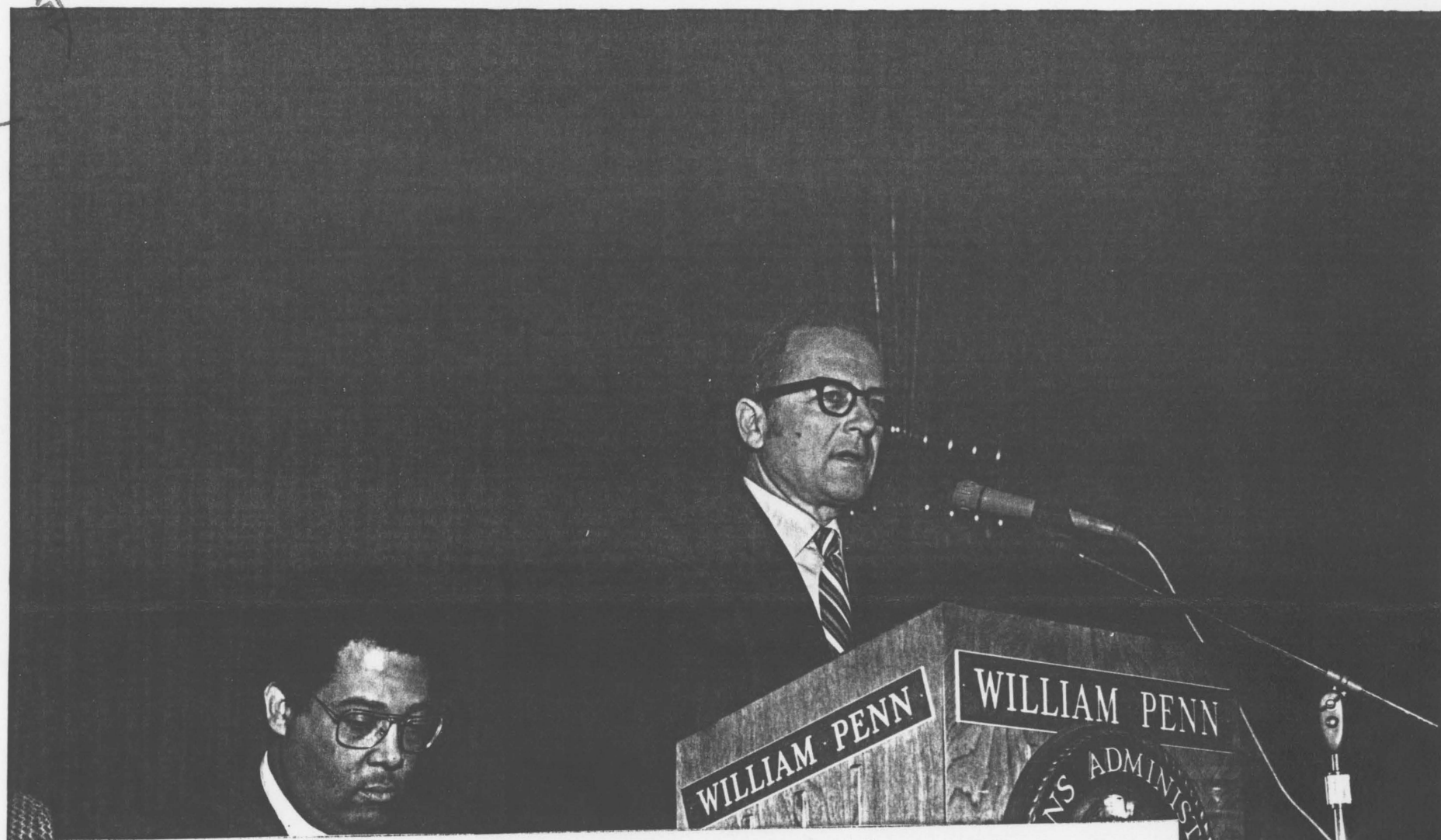
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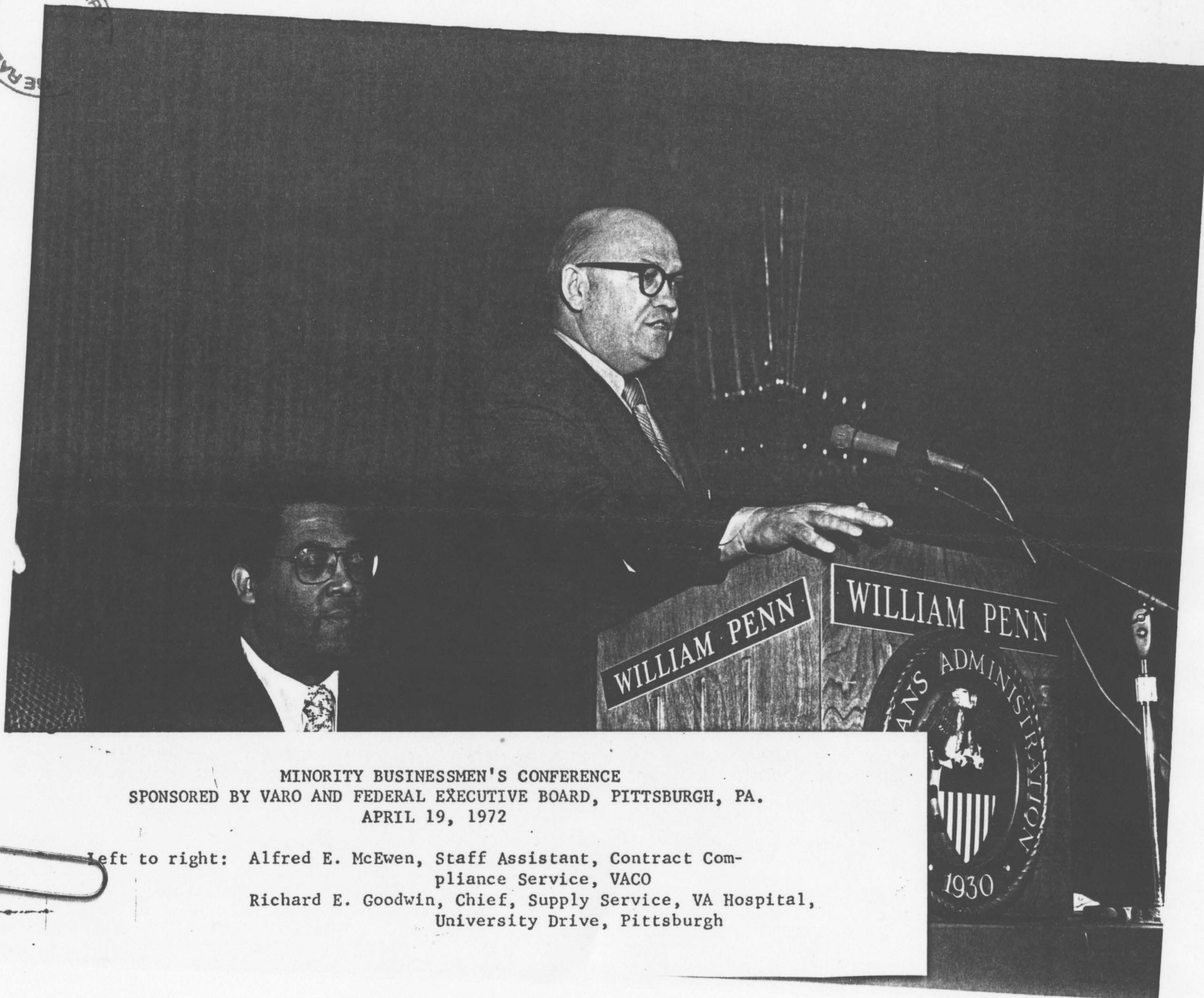
Left to right: Alfred E. McEwen, Staff Assistant, Contract Com-
pliance Service, VACO
Forest Parr, President, Business & Job Development Corp.
Pittsburgh

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MINORITY BUSINESSMEN'S CONFERENCE
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APRIL 19, 1972

Left to right: Alfred E. McEwen, Staff Assistant, Contract Com-
pliance Service, VACO
Bernath E. Phillips, Director VA Hospital,
University Drive, Pittsburgh, Pa.



MINORITY BUSINESSMEN'S CONFERENCE
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APRIL 19, 1972

Left to right: Alfred E. McEwen, Staff Assistant, Contract Compliance Service, VACO
Richard E. Goodwin, Chief, Supply Service, VA Hospital,
University Drive, Pittsburgh

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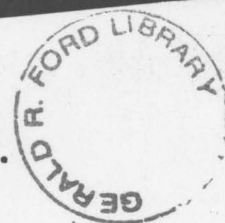
MINORITY BUSINESSMEN'S CONFERENCE
SPONSORED BY VARO AND FEDERAL EXECUTIVE BOARD, PITTSBURGH, PA.
APRIL 19, 1972

Participants gathered around a workshop table.



MINORITY BUSINESSMEN'S CONFERENCE
SPONSORED BY VARO AND FEDERAL EXECUTIVE BOARD, PITTSBURGH, PA.
APRIL 19, 1972

Left to right: Harold T. Bushey, Director, VARO, Pittsburgh
Judge William W. Parker, Special Assistant to the
Administrator of Veterans Affairs
Bernath E. Phillips, Director, VA Hospital
University Drive, Pittsburgh
Richard E. Goodwin, Chief, Supply Service, VA Hospital
University Drive, Pittsburgh





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APRIL 19, 1972

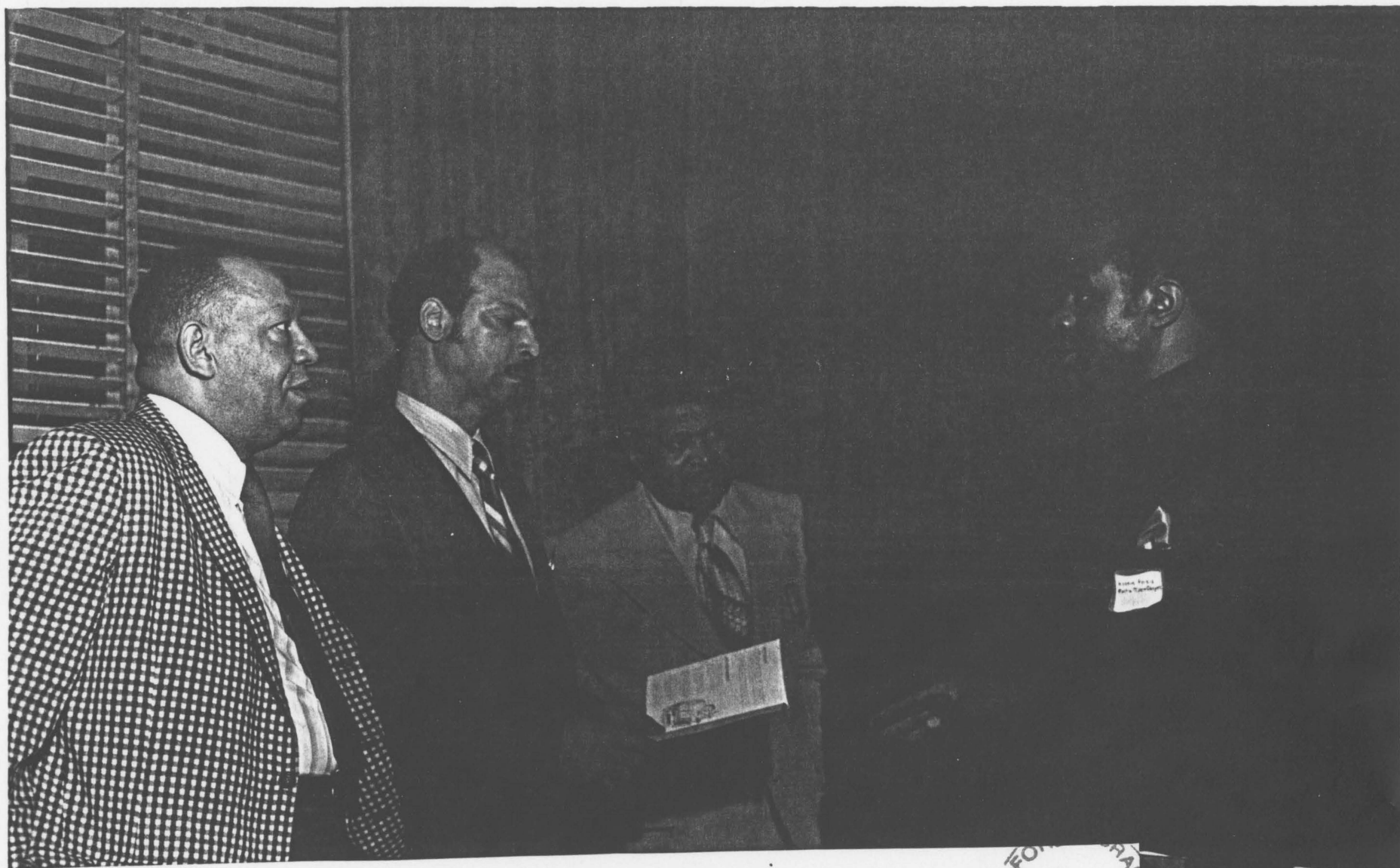
Registration Desk operated by Pittsburgh Regional Office employees.





MINORITY BUSINESSMEN'S CONFERENCE
SPONSORED BY VARO AND FEDERAL EXECUTIVE BOARD, PITTSBURGH, PA.
APRIL 19, 1972

Left to right: Orren G. Jury, Jr., Chief, Supply Division, VA Hospital,
Butler
Kenneth A. Miller, Adjudication Officer, VARO, Pittsburgh
Forest Parr, President, Business & Job Development Corp.,
Pittsburgh
D. R. Pisegna, Assistant Director, VA Hospital, Leech Farm Rd,
Pittsburgh
Alfred E. McEwen, Staff Assistant, Contract Compliance Service,
VACO
Harold T. Bushey, Director, VARO, Pittsburgh



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APRIL 19, 1972

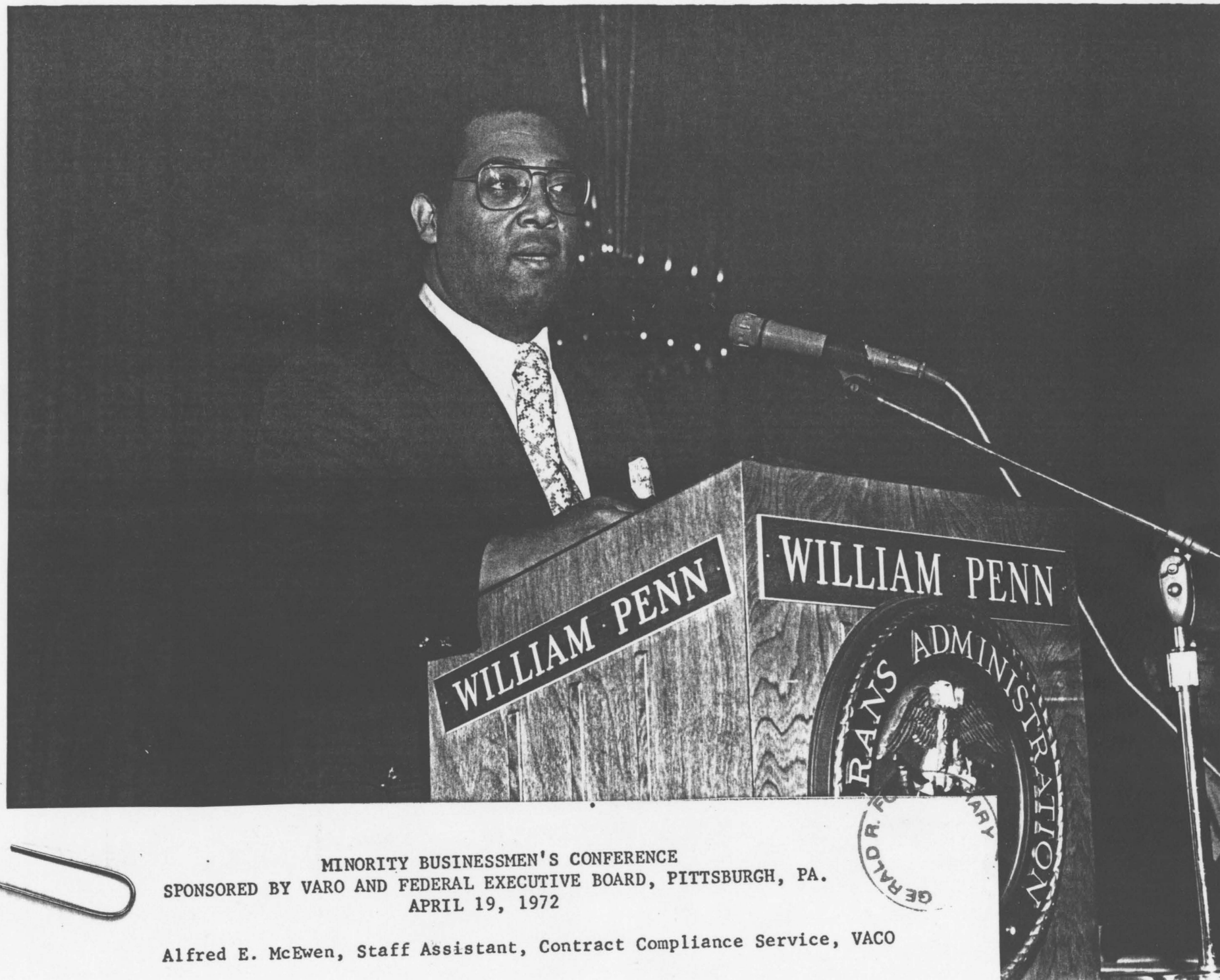
Left to right: Raymond N. Page, Raymond W. Stotts and Harold H. Powell,
VARO employees discussing VA benefits with a visitor
to the Conference.





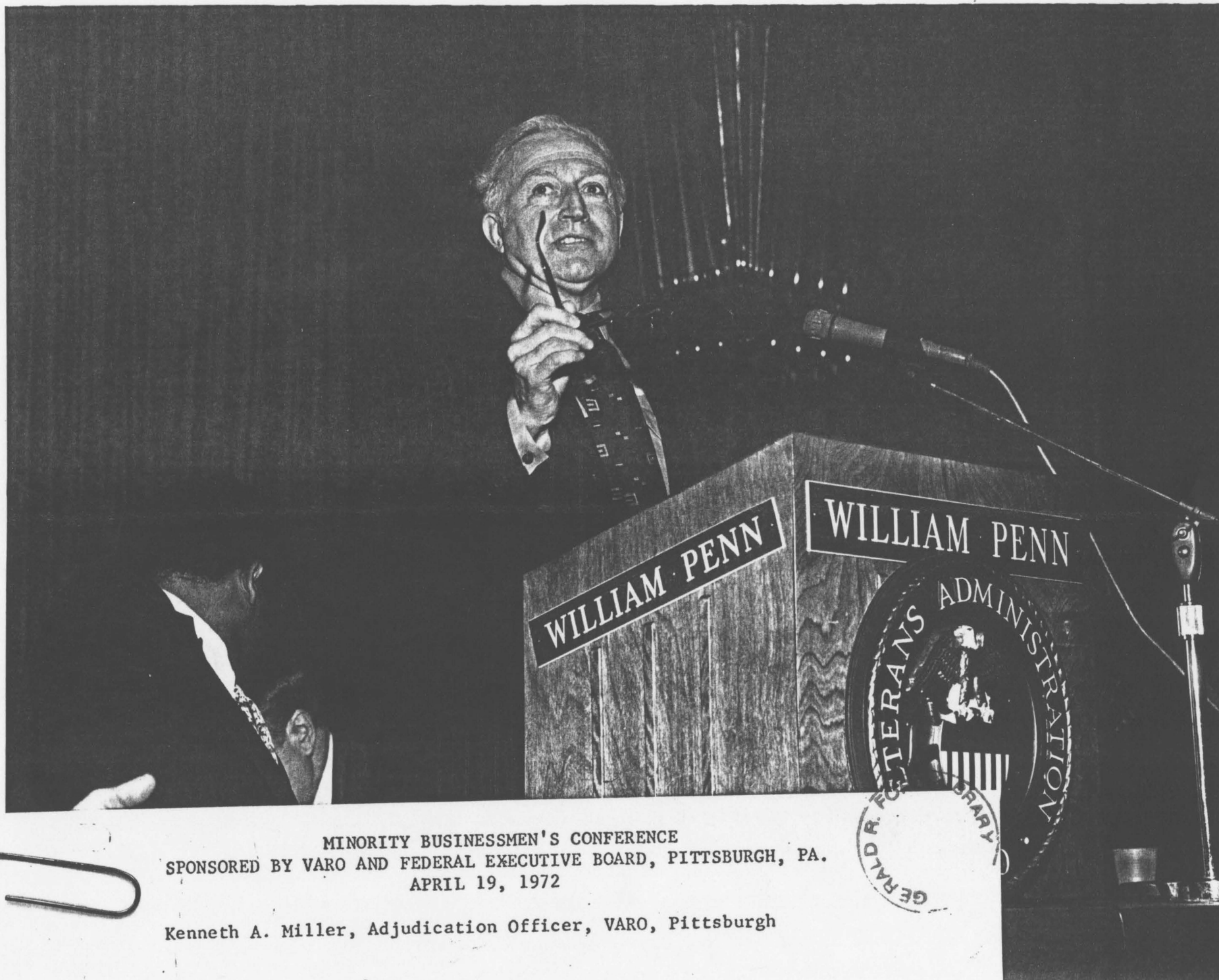
MINORITY BUSINESSMEN'S CONFERENCE
SPONSORED BY VARO AND FEDERAL EXECUTIVE BOARD, PITTSBURGH, PA.
APRIL 19, 1972

Part of the participants attending the Conference.



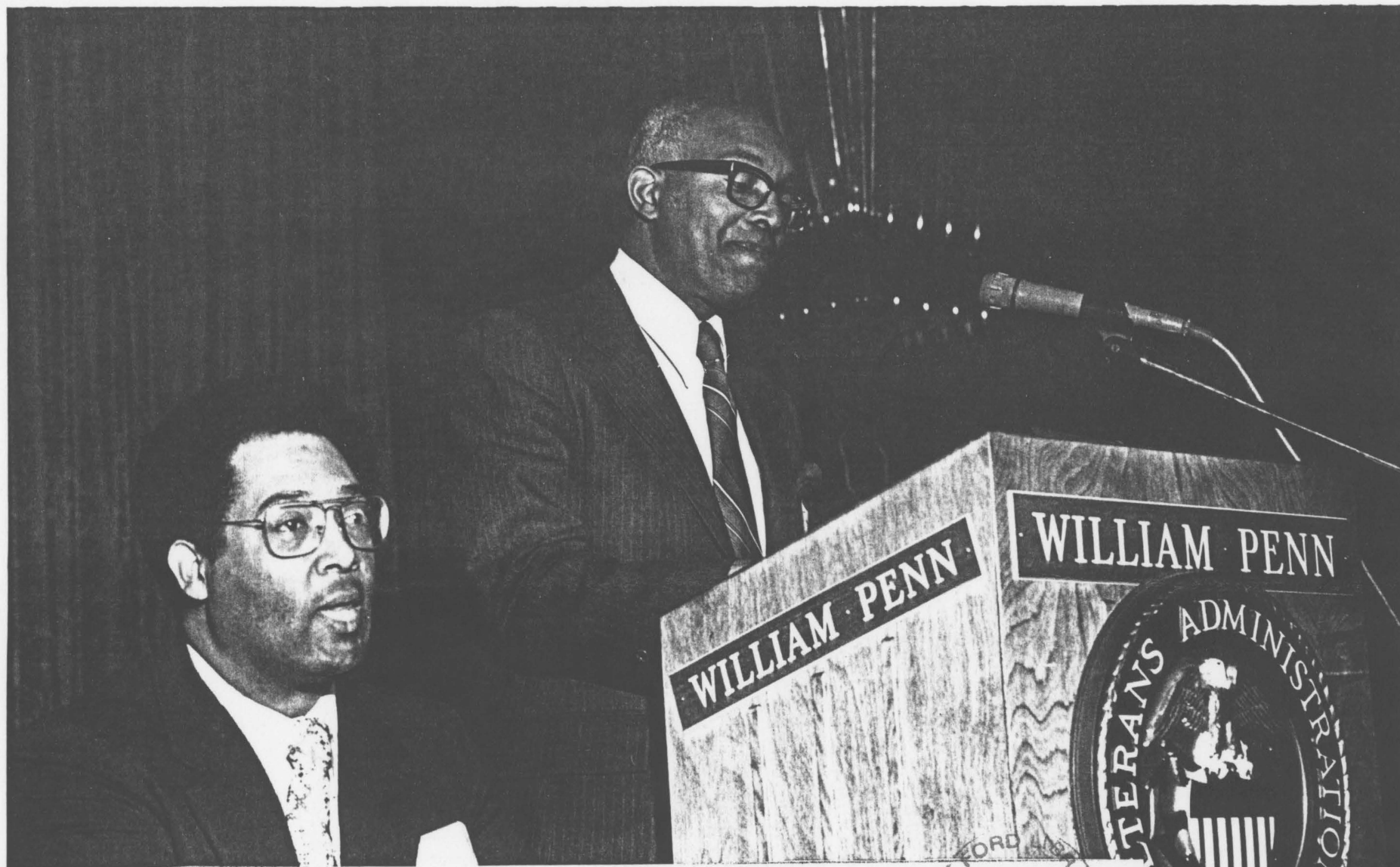
MINORITY BUSINESSMEN'S CONFERENCE
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APRIL 19, 1972

Alfred E. McEwen, Staff Assistant, Contract Compliance Service, VACO



MINORITY BUSINESSMEN'S CONFERENCE
SPONSORED BY VARO AND FEDERAL EXECUTIVE BOARD, PITTSBURGH, PA.
APRIL 19, 1972

Kenneth A. Miller, Adjudication Officer, VARO, Pittsburgh



MINORITY BUSINESSMEN'S CONFERENCE
SPONSORED BY VARO AND FEDERAL EXECUTIVE BOARD, PITTSBURGH, PA.
APRIL 19, 1972

Left to right: Alfred E. McEwen, Staff Assistant, Contract Compliance Service, VACO
Judge William W. Parker, Special Assistant to the Administrator of Veterans Affairs



MINORITY BUSINESSMEN'S CONFERENCE
SPONSORED BY VARO AND FEDERAL EXECUTIVE BOARD, PITTSBURGH, PA.
APRIL 19, 1972

Participants gathered around On-the-Job Training Workshop table.





MINORITY BUSINESSMEN'S CONFERENCE
SPONSORED BY VARO AND FEDERAL EXECUTIVE BOARD, PITTSBURGH, PA.
APRIL 19, 1972

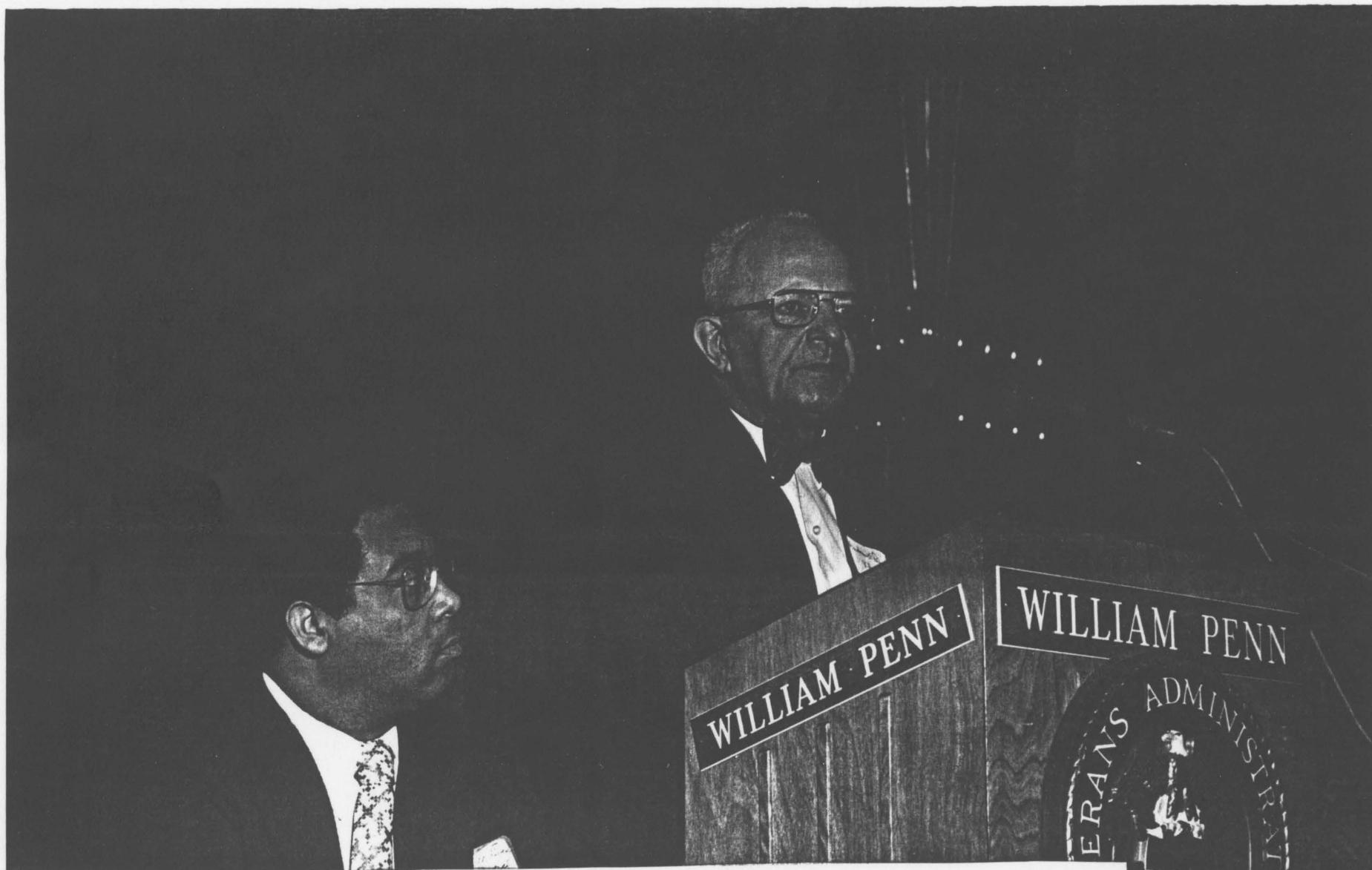
Community organization representatives attending Conference.

GERALD R.

LIBRARY

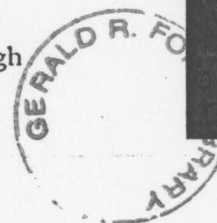


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MINORITY BUSINESSMEN'S CONFERENCE
SPONSORED BY VARO AND FEDERAL EXECUTIVE BOARD, PITTSBURGH, PA.
APRIL 19, 1972

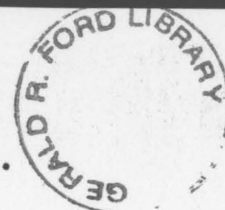
Left to right: Alfred E. McEwen, Staff Assistant, Contract Compliance Service, VACO
Andrew G. Palan, Loan Guaranty Officer, VARO, Pittsburgh





MINORITY BUSINESSMEN'S CONFERENCE
SPONSORED BY VARO AND FEDERAL EXECUTIVE BOARD, PITTSBURGH, PA.
APRIL 19, 1972

Alfred E. McEwen, Staff Assistant, Contract Compliance Service,
VACO, discussing contracts with minority businessmen.



AMERICAN SHOE COMPANY

8TH STREET AT GRADY AVENUE
YAZOO CITY, MISSISSIPPI 39194

PHONE 746-3522

August 30, 1972

Mr. Stanley Scott
The White House
Room 153
Washington, D. C.

Dear Mr. Scott:

I am sending a news item from Footwear News about American Shoe. We have raised \$122,000 equity capital instead of \$35,000. We have made shoes for Sears and have a re-order. Our future plans are to concentrate on a nurses' oxford shoe for women. Federal contracts are possible for this shoe.

Our problem is this: The SBA has a statutory limit of \$350,000 for loans and guarantees. We need a small warehouse and sufficient working capital. Only EDA can guarantee sufficient working capital. Under EDA law, we could borrow 65% of \$50,000, which is the cost of the warehouse and then qualify for a \$100,000 working capital guarantee. Thus, we need only \$32,500 from EDA direct.

We are tooling up for the nurses' oxford now, and need money to tool up and buy inventory. We have virtual commitments from leading merchandisers for enough shoes to run the plant.

I believe this plant is a test of whether blacks can really own and operate industrial enterprises in this country. For penny capitalism can never compete with billion dollar capitalism. Property and quasi-property income accounts for almost 30% of all personal income in America. Unless we own a significant amount of income-producing property, President Nixon's concept of Black Enterprise can never become a significant factor in America.

We need working capital now! I will call Friday and certainly will appreciate anything you may do to help us.



Mr. Stanley Scott
Page 2
August 30, 1972

"You have done more to build the Scott newspaper
than anybody except me."

Sincerely yours,

AMERICAN SHOE COMPANY

John E. Oakes

John E. Oakes, President

JEO:lr

Enclosure



November 10, 1972

Dear Pete:

Thanks for your note of November 3.

I appreciate having the progress report on the President's Minority Business Enterprise Program. It's good to know that Maury Stans' contribution was honored. I know that under your leadership the Program will continue to be a strong one.

With warm regards,

Sincerely,

Herbert G. Klein
Director of Communications
for the Executive Branch

Honorable Peter G. Peterson
Secretary
Commerce Department
Washington, D. C.

bcc: Stan Scott with report.



UNITED STATES DEPARTMENT OF
COMMERCE
NEWS

WASHINGTON, D.C. 20230

OFFICE
OF THE
SECRETARY

G 72-191

FOR RELEASE A.M. THURSDAY,
OCTOBER 19, 1972 PDT

PRESIDENT'S ADVISORY COUNCIL ON MINORITY
BUSINESS ENTERPRISE MEETS IN LOS ANGELES

In its first meeting held outside of the nation's capital the President's Council on Minority Business Enterprise met in Los Angeles today for formal swearing in ceremonies of new and reappointed members and to initiate the first of a series of committee workshops designed to help solve major problems faced by members of minority groups opening their own businesses.

Secretary of Commerce Peter G. Peterson conducted the ceremonies in which the new and reappointed members were sworn in for two-year terms on the council which was formed by President Nixon in March of 1969. On October 6, 1972 the President announced the appointment of 59 persons to the council, 22 of whom were reappointed.

In his announcement the President designated W.W. Keeler, chairman and chief executive officer of Phillips Petroleum Co., Bartlesville, Okla., to serve as chairman of the council, and Berkeley G. Burrell, president of the National Business League, Washington, D.C., to continue to serve as vice chairman. Keeler, reappointed to the council, succeeds Dallas industrialist Sam E. Wily whose term as chairman has expired. Also attending the meeting was Robert Stuart, chairman of National Can Corp., Chicago, who was named by Secretary Peterson last April to serve as chairman of the National Purchasing Council which seeks to increase corporate purchases from minority firms.

Keeler said that among new activities planned by the council is the forming of five committees in addition to the executive committee to work in the areas of capital and financing, business opportunities, education, training, and purchasing and procurement for minority businessmen. In its new structure the council will work closely with Secretary Peterson and the Commerce Department's Office of Minority Business Enterprise (OMBE), of which John L. Jenkins is director.

Secretary Peterson said he is looking forward to the council's new activity and to its recommendations for specific actions in areas determined to be most acute.

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D.R. FORD LI

The council membership is comprised of leaders from corporate industry, financial and educational institutions, organizations, business, and various professions. Both minority and majority groups are represented.

While the council serves in an advisory capacity, OMBE, created by President Nixon at the same time and placed under the Secretary of Commerce, serves as the lead agency in government for the President's minority enterprise program. Congress has approved funding and contract authority for OMBE, increasing its budget by \$100 million over a two-year period to fund local and national organizations assisting minority business development.

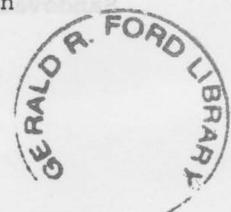
(Council membership list attached)

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PRESIDENT'S ADVISORY COUNCIL ON MINORITY BUSINESS ENTERPRISE

NEW MEMBERS

Bivens, Edward B.	Director, Urban Affairs Hallmark Cards, Inc. Kansas City, Missouri
Black, Joseph	Vice President, Special Markets The Greyhound Corporation Phoenix, Arizona
Bland, Richard A.	President Bland Realty Company and Pacific Coast Bank San Diego, California
Boyle, Thomas E.	President International Chemical Workers Union Akron, Ohio
Brown, Donald G.	Section Chief, Division of Equal Employment Opportunity Western Electric Corporation Oklahoma City, Oklahoma
Buckner, James L., D.D.S.	President Chicago Financial Development Corp. Chicago, Illinois
Calac, Donald	Assistant Director American Indian Career Center San Diego, California
Carroll, Daniel T.	Executive Vice President Gould, Inc. Chicago, Illinois
Casillas, Frank C.	Vice President, Business Development and Planning Bunker Ramo Corporation Oak Brook, Illinois
Ching, George P. K.	Director, Corporate Planning and Development Swift & Company Chicago, Illinois
Davis, Willie D.	President Willie Davis Distributing Company Los Angeles, California
Delgado, Richard T., Dr.	Optometrist & Owner Texas State Optical San Antonio, Texas
deMesones, Pedro	Director, Community Development and Management Service New York, New York
Durham, Walter W.	President MESBIC Financial Corporation of Dallas Dallas, Texas
Fricke, Richard V.	Senior Consultant Lawrence-Leiter & Co. Kansas City, Missouri

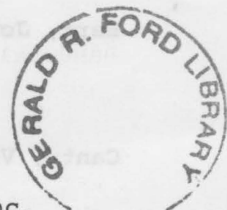


Garcia, Julian	President New Mexico Auto Dealers Association Albuquerque, New Mexico
Gerstenberg, Richard C.	Chairman of the Board General Motors Corporation Detroit, Michigan
Grevi, Santiago	State Commissioner Narcotics Addiction Control Comm. New York, New York
Harper, David B.	President 1st Independence National Bank of Detroit Detroit, Michigan
Haynes, Howard L.	Secretary/Treasurer International Brotherhood of Teamsters Louisville, Kentucky
Ichinose, Benjamin	President Benjamin Ichinose Dental Corporation San Bruno, California
Judy, Frank E.	President Agricultural Chemicals, Inc. Walnut Grove, California
Keyes, Robert J.	Assistant to Governor Ronald Reagan for Community Relations Sacramento, California
Lang, Natalie S.	Director, Urban Affairs Program Booz, Allen & Hamilton Chicago, Illinois
Louie, Stephen K.	Real Estate Broker San Francisco, California
Lyle, Bobby Brown	Acting Dean and Assistant Professor School of Business Administration Southern Methodist University Dallas, Texas
McAfee, Charles F.	Architect & Owner Charles McAfee Architects & Planners Wichita, Kansas
Montgomery, Catherine L.	Commissioner Fair Employment Practices State of California San Diego, California
Montgomery, John R., III	President Lakeside Bank Chicago, Illinois
Pedro, Henry C.	Sales Representative Arthur McGee, Inc. New York, New York
Sandoval, Hilary J., Jr.	President Sandoval News Service, Inc. El Paso, Texas

Smith, William M. (The Most Reverend Bishop)	Presiding Bishop African Methodist Episcopal Zion Church 8th Episcopal District Mobile, Alabama
White, Milton J.	Principal Jesse Mae Jones Elementary School Atlanta, Georgia
Wilson, Charles, Dr.	Vice Chancellor-Academic Programs UCLA Los Angeles, California
Wilson, Nancy	Businesswoman Palos Verdes, California
Woodson, James E.	President Topeka Corrugated Container Corp. Inc Topeka, Kansas
Young, Harding	President Southeastern Economic Development Foundation Professor of Management Georgia State University Atlanta, Georgia

REAPPOINTED MEMBERS

Bolden, Darwin W.	National Executive Director Interracial Council for Business Opportunity New York, New York
Burcham, Lester A.	Chairman of the Board F. W. Woolworth Co. New York, New York
Burrell, Berkeley G. (Vice Chairman)	President National Business League Washington, D.C.
Dehlendorf, Robert O.	Member of the Board Arcata National Corporation Menlo Park, California
Gullander, W. P.	President National Association of Manufacturers New York, New York
Hertz, David B., Dr.	Director McKinsey & Co., Inc. New York, New York
Hurley, Francis T.	Auxiliary Bishop of Juneau Juneau, Alaska
Johnston, Paul A.	President Glen Alden Corporation New York, New York
Keeler, W. W. (Chairman)	Chairman of the Board Phillips Petroleum Company Bartlesville, Oklahoma
Keim, Robert P.	President The Advertising Council, Inc. New York, New York



Kirven, Joe W.	President ABCO Building Maintenance Company Dallas, Texas
Lawler, John L.	Administrative Vice President American Institute of Certified Public Accountants New York, New York
Marshall, Arthur, Jr. (The Right Reverend Bishop)	Presiding Bishop African Methodist Episcopal Zion Church 9th Episcopal District Atlanta, Georgia
Meyer, Albert C.	Senior Vice President (Retired) Bank of America Ashland, Oregon
Morrison, Clinton	Chairman of the Trust Committee and Director, 1st National Bank of Minneapolis Minneapolis, Minnesota
Phillips, Lawrence S.	President Phillips-Van Heusen Corporation New York, New York
Rust, Edward B.	President State Farm Insurance Company Bloomington, Illinois
Sullivan, Leon H., Rev. (Dr.)	Pastor Zion Baptist Church Philadelphia, Pennsylvania
Sviridoff, Mitchell	Vice President Division of National Affairs The Ford Foundation New York, New York
Thompson, William S. (Honorable)	Associate Judge Superior Court of the District of Columbia Washington, D.C.
Wilson, Kendrick R., Jr.	Chairman of the Board AVCO Corporation Greenwich, Connecticut
Wood, Arthur M.	President Sears, Roebuck & Co. Chicago, Illinois

RETAINED MEMBERS

Arnaz, Desi	President Desi Arnaz Productions Delmar, California
Barr, John A.	Dean, Graduate School of Management Northwestern University Evanston, Illinois
Cantu, Vidal, Jr.	Executive Vice President City Service Furniture Corporation Laredo, Texas

Cardenas, John	Secretary-Treasurer Louie's Specialties Work, Inc. San Antonio, Texas
Casiano, Manuel, Jr. (The Honorable)	Administrator Economic Development Administration San Juan, Puerto Rico
Fernandez, Benjamin	Consulting Economist Fernandez & Associates Chatsworth, California
Friedman, Bayard H.	Executive Vice President Ft. Worth National Bank Ft. Worth, Texas
Gomez, Jose Carlos	President and Publisher El Informador Chicago, Illinois
Gonzalez, Richard W.	Manager, Industrial Relations Dept. Assembly Division, Ford Motor Co. Pico Rivera, California
Guice, Garland C.	Executive Director Chicago Economic Development Corp. Chicago, Illinois
Keys, Brady, Jr.	President All Pro Enterprises, Inc. Pittsburgh, Pennsylvania
Lafontant, Jewel Stradford	Partner in law firm of Stradford, Lafontant, Fisher and Cousins Chicago, Illinois
Lester, David A.	Executive Director Urban Indian Development Association Los Angeles, California
Pappas, Thomas A.	President C. Pappas & Co., Inc. Boston, Massachusetts
Rhoades, Everett R., Dr.	Associate Professor of Medicine University of Oklahoma Medical School Oklahoma City, Oklahoma
Rockefeller, Rodman C.	President International Basic Economy Corp. New York, New York
Rodriguez de Jesus, Juan	Consultant to the Government of Puerto Rico San Juan, Puerto Rico
Sandoval, George	President Sandoval Distributing Company Tucson, Arizona
Scontsas, John G.	Vice President Colonial Trust Company Nashua, New Hampshire
Terry, Jesse	President Terry Manufacturing Company Roanoke, Alabama



Thorpe, Otis

President
Thorpe & Associates, Inc.
Atlanta, Georgia

Tullis, Richard B.

President
Harris-Intertype Corporation
Cleveland, Ohio

Vazquez, Hector I.

Executive Director
National Puerto Rican Forum, Inc.
New York, New York

Veiga, Frank

President
National Economic Development Assn.
Los Angeles, California

Weingarten, Robert

President
Macro Publishing Company, Inc.
New York, New York

UNITED STATES DEPARTMENT OF **COMMERCE** **NEWS**

WASHINGTON, D.C. 20230

OFFICE
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SECRETARY

FOR RELEASE
FRIDAY, NOVEMBER 3, 1972

G 72-204
COMMERCE REPORT DETAILS PROGRESS
OF MINORITY BUSINESS ENTERPRISE

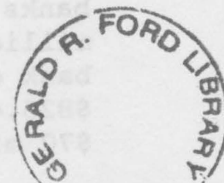
202/967-2401

Federal funds obligated for minority business programs in fiscal year 1972 totalled \$866.5 million, more than quadruple the funding level four years ago. During the same period, Federal Government purchases from businesses owned by minority entrepreneurs have increased 30 times, rising from \$13 million in 1969 to \$394 million in fiscal year 1972. These facts are but two of the highlights in the report released today by Secretary of Commerce Peter G. Peterson on the progress in 1972 of the Office of Minority Business Enterprise (OMBE).

In releasing the report Secretary Peterson said, "The figures contained in this report demonstrate the progress we have made since 1969, the year President Nixon launched his program to bring minority group members into the mainstream of the American economy as business owners and operators. The figures are encouraging," the Secretary stated, "but we still have much work ahead before minorities have a stake in our economy proportionate to their numbers and abilities."

"This nation is knit together not by abstract rights," Secretary Peterson continued, "but by an economic system in which each individual must be not only free to, but able to pursue his self interest without handicap by reason of birth or background."

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A Clear and Simple Need

The Secretary said that a census of minority-owned businesses conducted by the Government in 1969 revealed that although 35 million minority group members in the United States constitute 17 percent of the total population, they controlled only 4 percent of the nation's enterprises. And the total receipts of these businesses accounted for a scant 0.7 percent of the receipts reported by all U.S. firms.

"There is a clear and simple need," Secretary Peterson said, "to close the huge gap between majority participation in the risks and rewards of the free enterprise system. And the gap must be closed if America is to deliver on the promise that the free enterprise system is indeed free and available to all its citizens."

Significant Progress Seen

The OMBE report cites some impressive statistics on the growth of opportunity for minority business owners. Under the leadership of its Director, John L. Jenkins, OMBE has designed programs to produce and deliver adequate debt and equity financing; expert and practical management and technical assistance; and responsive markets.

Among the specific advances cited in the OMBE progress report are:

- o Federal loans and guarantees to minority businessmen in fiscal 1972 rose to \$352.9 million, a three-fold increase over fiscal 1969 and a jump from \$289.1 million for fiscal 1971. The Small Business Administration (SBA) accounted for \$297.5 million of these Federal loans and guarantees.
- o Minority Enterprise Small Business Investment Companies (MESBICs), which provide equity capital to minority entrepreneurs by pooling public and private capital, made 442 financings through April 1972 using \$7.2 million of MESBIC capital. The \$7.2 million in turn generated \$35.9 million of other capital for a total equity investment of \$43.5 million in minority ventures.
- o In the past three years the Federal Government, private banks and other private financial institutions have made significant progress in improving the flow of debt capital to minority businesses. Minority bank growth accelerated in fiscal 1972. By June 1972, all deposits in minority banks amounted to \$825.4 million compared to the \$395.4 million on deposit when a joint public-private minority bank deposit program was begun in October 1970. Of the \$825.4 million total, Government deposits totaled over \$70 million.

- o Federal procurement of minority-produced goods and services have skyrocketed from \$13 million in fiscal 1969 to \$394 million in fiscal 1972. Importantly, over 61% of Federal purchases from minority businesses were made in response to independent marketing efforts rather than through non-competitive SBA channels.
- o Private sector involvement in minority business development appeared in a variety of areas. Private sector technical and managerial assistance, managerial seminars, and in support of the minority enterprise program. Offering such assistance were organizations including General Motors, Menswear Retailers Association, National Association of Accountants, American Institute of Certified Public Accountants and the International Council of Shopping Centers. The President's Advisory Council on Minority Business Enterprise, chaired by William W. Keeler, Chairman of the Board of Phillips Petroleum Company, plays a key role in advising the Secretary of Commerce on the progress of the OMBE program. In June of this year, OMBE sponsored the first National Conference on Opportunities for Women to focus attention on the business problems of minority women. And, under a program begun this year, executives of major corporations serve as members on the National Minority Purchasing Council which seeks to help minority entrepreneurs with marketing problems. Robert Stuart, Chairman of National Can Company, is head of the Purchasing Council.

Expanded Program Emphasizes Results

In response to a request by President Nixon, the Congress expanded the OMBE program in 1972 by appropriating a \$40 million supplement to OMBE's initial \$3.6 million budget. For the first time OMBE was able to direct funds into the community through its funding of local business development organizations, the point of contact between OMBE and the individual entrepreneur.

In addition to documenting the progress of the President's minority enterprise program, the OMBE report outlines projects now underway to measure the effectiveness of the program as it has been designed and implemented.

Secretary Peterson stressed the importance of this aspect of the OMBE effort stating, "The test of the OMBE program must be the extent to which minority businesses flourish under its auspices and ultimately the rate at which they graduate out of the program."

