

# Business Briefs

## BUSINESS PROFILE

### Winston-Salem Tees off to a good beginning

By YVETTE N. FREEMAN  
Community News Editor

Winston-Salem's art district on Trade Street has a new business to boast about. Winston-Salem Tees opened up for busi-

ness.

Owner Kevin Gates started the business in December of 1990 out of his home. He explains how he got into the screen printing business. "I knew that in order for me to

designs. Owner Kevin Gates started the business in December of 1990 out of his home. He explains how he got into the screen printing business. "I knew that in order for me to

ment, Gates then learned as much as he could about screen printing by reading industry books and attending trade shows. "Eventually I started learning the business, and I got to the point where I felt like I was good enough to go out on my own and start doing work for others," he continued.

Gates added that the quality of his work will hopefully attract customers to his shop, in addition to his guarantee that a customer's work will be completed in 10 days or less, depending on the size of the order. "I am hoping to get some major contracts maybe with some large companies within the area," he said.

"I've done some work for two schools within the school system, and hopefully I can get more work with more schools. Also I have done a lot of work for different daycares in the area."

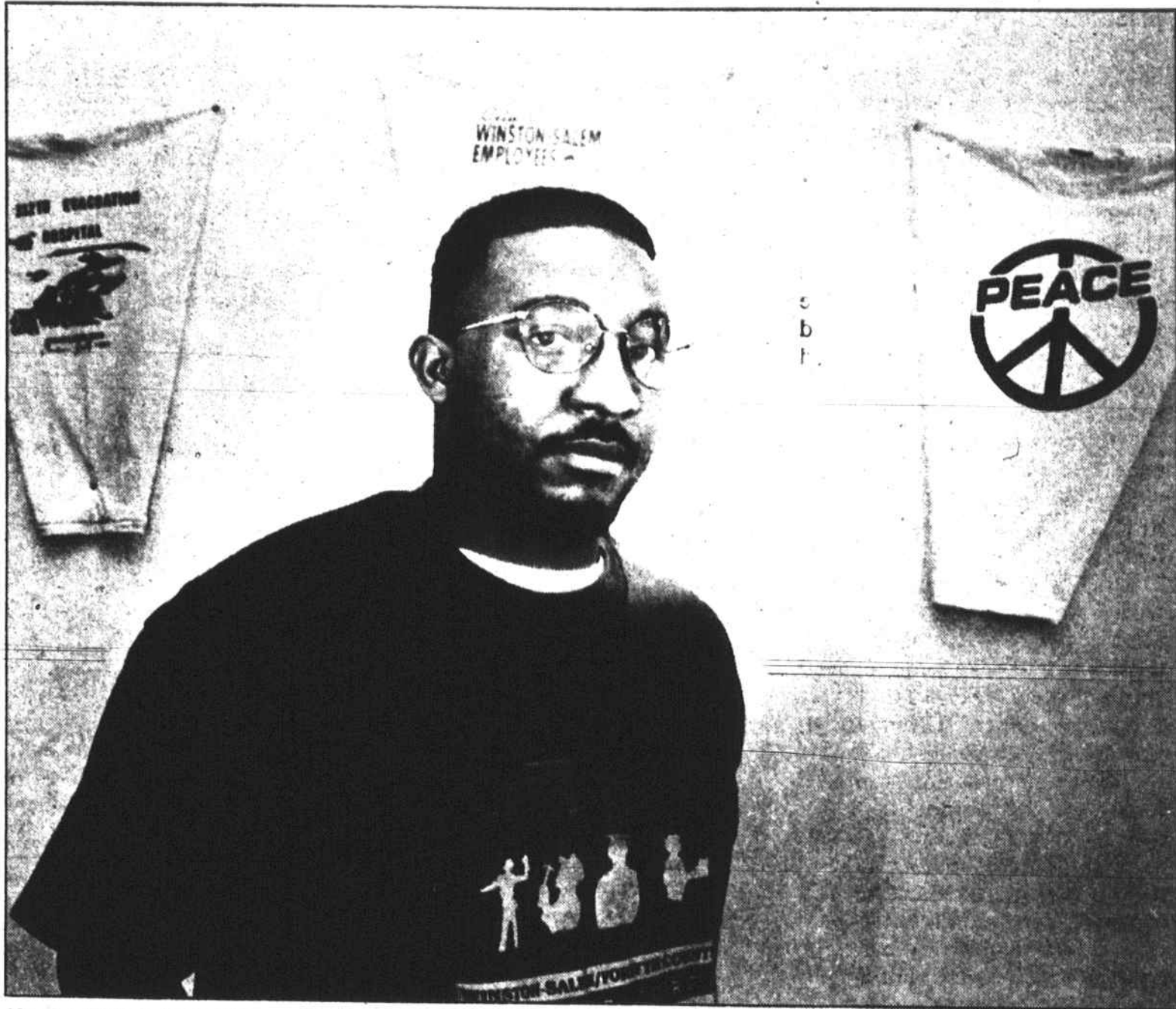
But unlike many business owners, Gates does not have any plans to build a franchise. "Once I get tired of printing, I would maybe like to start sell-

ing printing equipment and supplies. But right now I need to concentrate on this and deal with one thing at a time," he stated.

Winston-Salem Tees is open Monday through Friday from 8:30 a.m. to 5:30 p.m. For more information, contact Kevin Gates at 725-3840.



Kevin Gates prepares an order for a customer in his shop.



Kevin Gates recently opened the Winston-Salem Tees on North Trade Street. Gates specializes in screen printing for t-shirts, caps, and much more.

ness about a month ago at 528 North Trade Street, and offers screen printing for t-shirts, caps, sportswear, car signs, and much more. Equipped with a complete art department, Winston-Salem Tees also provides standard and personalized

make it in society, I needed to learn how to do something on my own. So I started doing a lot of research and I started talking to some people that were in the business, and I bought some equipment," he recalled.

After purchasing the equip-

## MONEY WATCH

By THEODORE R. DANIELS



### Home equity credit lines

More and more homeowners are finding the use of home equity lines of credit as an easy means to get cash to cover major expenditures, to make investments, and to pay off personal and auto loans.

This financing tool, being advertised by banks, thrift institutions, finance companies and investment banking firms, allows the prudent or serious borrower who owns a home to tap his or her home equity when he or she is in need of a loan.

The biggest advantage of a home equity credit line, however, over the traditional second mortgage is the degree of control that the borrower has with respect to the repayment of the loan. With the traditional second mortgage, the borrower receives the full amount of the loan once it has been approved, repays the principal and interest based on a fixed schedule. In addition, the borrower cannot borrow the same principal that he has paid back without applying for the loan all over again. In contrast, a home equity credit line allows a borrower to borrow the same principal that he has already paid back without reapplying for the loan.

You should, however, be aware that home equity lines of credit require you to use your home as collateral for the loan. This may put your home at risk if you are late or cannot make your monthly payments. Depending on your creditworthiness (your income, credit rating, etc.) and the amount of your outstanding debt, home equity lenders may let you borrow up to 85% of the appraised value of your home minus the amount you still have on your first mortgage.

The interest rates for home equity credit lines differ, so it pays to check with several lenders for the lowest rate. Compare the annual percentage rate (APR), which indicates the cost of credit on a yearly basis. Be aware that the advertised APR for home equity credit lines is based on interest alone. For a true comparison of credit costs, compare other charges, such as points and closing costs, which will add to the cost of your home equity loan. This is especially important if you are comparing a home equity credit line with a traditional installment (or second) mortgage, where the APR includes the total credit costs for the loan. If you are shopping for a variable rate, check for periodic cap and lifetime cap on the interest rate. Select the loan with the lowest cap.

A home equity credit line should be used for:

- Serious investments, such as expansion for an existing business, other real estate investments.

- Financing college education costs.

- Large medical bills and home improvements.

- Debt consolidations, if you don't expect to create more debts.

A home equity credit line should not be used for:

- Temporary cash shortages and vacations.

- Purchases of new wardrobes or new furniture for the home.

Lastly, a home equity line of credit can be very useful and convenient, but remember to read the terms of the loan agreement so that you know your repayment obligation. Remember, the interest on home equity credit lines is fully tax deductible.

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