

**BUSINESS**

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objective was to inform those individuals with historically underutilized businesses (HUBs) about the bidding process and opportunities for state contracts. "How can we position ourselves on one side being a state agency to be more inclusive?" asked John Leaston, the State Purchasing Officer. "However, on the other hand, opening the doors and providing the small businesses that are represented here today with better opportunities to participate in the process. And I'm sure that this forum has been designed to do just that—to eliminate any barriers that may exist."

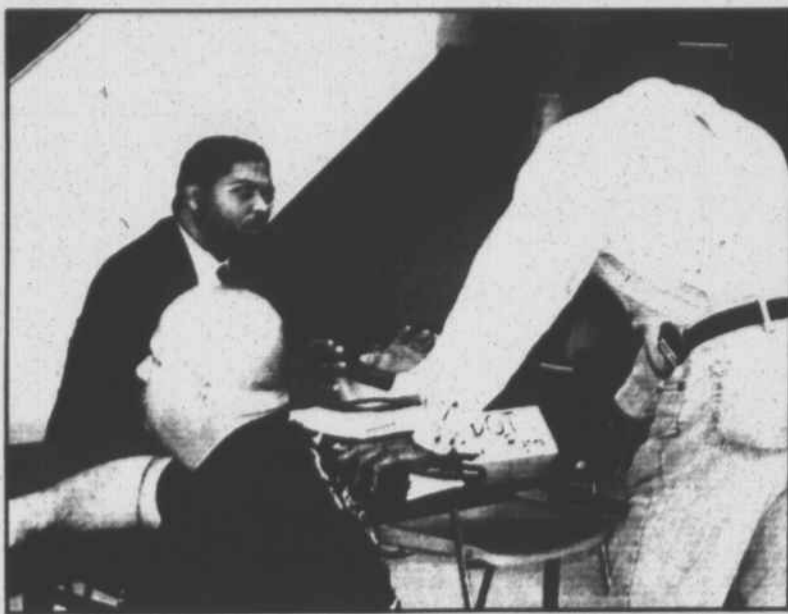
And certainly HUBs have to deal with barriers in trying to get a share of the \$800 million in construction services and the \$3 billion in goods and services annual pies of state contracts.

"In 1995, there was a Disparity Study conducted. That Disparity Study suggests and stated that there was a gross disparity in the amount of business that was being conducted with historically underutilized businesses. We do know that [barriers] exist. We accept that as a fact," stated Leaston.

Another fact, according to the Department of Administration, was that HUBs, during the fiscal year 1996-97, received only 4.50% of state contracts "despite the number of available businesses that can provide services."

One HUB that was able to bust through the barriers and grab a state award was Antronix Distribution & Supply, Inc. Jeff Anderson, a sales and marketing representative for the company, was part of a panel discussion on business opportunities with the state government. Antronix has a contract with the Guilford County Schools.

Anderson said, "Some roadblocks that I ran into, number one was the fact that nobody knew us. Guilford County Schools had no



Purchasers and vendors exchange information at the state forum to assist historically underutilized businesses win state contracts.

idea who Antronix was...I did not know who I needed to speak to and who I needed to be in front of to show my product. I started out with [the purchasing office]...who was very helpful in getting me in front of the proper people."

"I needed to go around to each individual school and speak to each principal and do my presentation over 150 times. So you have to have the patience and the will power and the belief in your product to go out and do it," said Anderson.

Persistence and access to the Internet are needed to bid for and win a state contract.

"We've been mailing out bids for 65 years probably," said Ray Broughton of the NC Division of Purchase and Contract. "As of Jan. 2, 1998 we no longer mail bids out. That's a big change for us."

Now, bid documents can only be obtained through the Internet. The documents are needed in order to bid for contracts in goods and services which range from "office supplies to janitorial services to consulting work."

The Small Business &

Technology Development Center which has several offices throughout the state is a good source of information for accessing the Internet and procuring a state contract.

"In dealing with the state you need to start with the Small Business & Technology Development Center. Those people there are very, very helpful. They have a booklet called 'How To Do Business With North Carolina.' In that book it has all the numbers of all the agencies and contact names that you would need. Start with that," Anderson encouraged.

While the state does not have any policy of quotas or preferences in awarding contracts, it does say that the bidding for contracts is "fair and open competition." The state claims to award contracts to the lowest bid which also meets the specific requirements of the goods or services needed.

Other forums such as this one will be conducted at various other locations in the state through Mar. 18.

## Church to honor Hairston Tate

The New Faith Chapel will honor Brenda Hairston Tate, the first lady of the church and organization. The celebration will be held Feb. 8 at 4 p.m.

Tate is the wife of Dr. Lawrence Samuel Tate. She has two sisters, Ernestine Richardson and Carolyn Hairston. She is a resident of Winston-Salem, having graduated from Atkins High School. She attended Winston-Salem State University, where she studied

Early Childhood Education. Tate is actively involved in her church. She works with the Missionary Department, the L.S. Tate Gospel Choir, the Sunday School Department and the Banquet Committee.

Guest speaker for the annual service will be Pastor D.T. McCray, Jr. from The Remnant of Faith Christian Church, Kings Mountain, NC.

The public is invited to attend.



Brenda Hairston Tate, shown here with her husband Dr. Lawrence Samuel Tate, will be honored at the New Faith Chapel.

## Men of Goler Metropolitan "Empowered to Build"



Ben Stevenson (C) was named "Mr. Goler 1998". He is standing between Rev. James M. Sloan and Dr. Dwight H. McKinney.

On Sunday January 25, 1998, Goler Metropolitan celebrated their annual Men's Day. It was truly a successful one. The speaker was Dr. Dwight H. McKinney of Greensboro, N.C. This year's theme was "Empowered to Build Leadership, Character and Integrity Through Faith". The three elements were thoroughly addressed by McKinney.

The following men served as captains: D.W. Andrews Jr., Perrin Black, James Cameron, Fred Henry Sr., Alvin Jackson, Richard Jarrett, Ron Kilgore, William Knox, Michael Myers and Ben Stevenson. Youth captains were Charles Denning Jr. and Ryan Wall. Haywood McCarthy and Thomas Morgan served as co-chairmen. The Rev.

James M. Sloan is their pastor. This year Ben Stevenson was proclaimed "Mr. Goler-1998". He is the son of Lillie Stevenson, who currently reigns as "Mrs. Goler." The men of Goler and the congregation would like to thank all that supported Men's Day -1998.

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## Eagle scout award recipient

Boy Scout Troop #916 will present the Eagle scout award to Marcellus Tyrone Sunday II on Feb. 8 at 3 p.m. at the United Metropolitan Missionary Baptist Church in Winston-Salem. Sunday, who is a ninth grader at Carver High School, is also an honor roll student and staff sergeant with the ROTC

**Director**  
Eric Kerchner  
**Choreographer/Music Director**  
Mabel Robinson  
**Cast**  
Flonnie Anderson  
Rudy Anderson  
Tim Austin  
Olen Black  
Melanie Blake  
Brooks Clodfelter  
Megan Cramer  
Johnnie "Blue" Gardner  
Duana Brown-Jessup  
Mercedes McCloskey  
Shirley Moseley  
Vincent Wilkens

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# Murder In The Cathedral

by T.S. Eliot

In 1170 Archbishop Thomas Becket was a prophet who sacrificed his life for a strong moral cause.  
In 1968 Dr. Martin Luther King would do the same.

A contemporary setting, gospel music, multiracial cast, and a site specific performance location bring Eliot's poetic masterpiece to life for a modern audience.

"They know and do not know, that action is suffering and suffering action."  
Archbishop Thomas Becket

"We shall match your capacity to inflict suffering by our capacity to endure suffering."  
Dr. Martin Luther King, Jr.

**Goler Metropolitan AME Zion Church in Winston-Salem**  
February 12, 13, 14 @ 8PM  
Admission is free with a suggested donation of \$10.  
Call (336) 748-9966 for more information

This performance is funded in part by a grant from the Winston-salem Foundation, a project assistance grant from the Arts Council of Winston-Salem and Forsyth County and a grant from the North Carolina Arts Council. Media sponsor is 88.5 WFDD Radio. This play is produced through special arrangement with Samuel French Inc.

# BUILDING A STRONGER COMMUNITY STARTS WITH ONE.

JOIN KRAFT IN CELEBRATING BLACK HISTORY MONTH AND HONORING COMMUNITY HEROES.

In honor of Black History Month, Kraft is proud to announce the 1998 Kraft Community Service Awards. These Awards are presented to distinguished men and women who have made a difference in their community by fighting hunger, promoting education and/or helping to resolve a crisis.

To nominate your "local hero," tell us how he or she has improved the quality of life in your community in 150 words or less (see official rules below). If your nominee wins a Kraft Community Service Award, he or she will also receive an all-expense-paid trip for two to New York City for the videotaping of the 1998 Essence Awards. Kraft will also make a \$5,000 charitable contribution on behalf of the winner to a local charity.

**KRAFT COMMUNITY SERVICE AWARDS CONTEST**

Nominate an individual who you feel has made an impact on the community in 1 or more of the following areas: 1) education; 2) hunger; and/or 3) crisis.

1. TO ENTER: On 8-1/2" x 11" paper, one side only, print your name, address, zip code, birth date and phone number and name of person you are nominating (your nominee). You and individual you are nominating must be residents of the continental U.S., 10 years of age or older at time of nomination. (You may nominate yourself.) Then, in 150 words or fewer, describe how your nominee has made a positive impact on the community in any 1 or more of the following areas: 1) education; 2) hunger; and/or 3) crisis. Also indicate on your entry which 1 of the following communities was impacted: A) Atlanta, GA; B) Baltimore, MD; C) Washington, DC; D) Chicago, IL; E) Memphis, TN; or F) Other Community. 2. Send entry to: Kraft Community Service Awards, P.O. Box 4537, Blair, NE 68009-4537, to be received by 3/2/98. Limit 1 entry per envelope. 3. All entries will be preliminarily judged to determine top 20 entries in each of 6 community judging groups, based on the following criteria: overall impact on community—75% and originality and creativity of action taken—25%, as evidenced on entry. (Age will be taken into consideration.) Final judging will be accomplished by a panel of experts to determine a total of 6 winning nominees as follows: 3 winning nominees from "Other Community" and 1 winning nominee from each of the other community judging groups: A) Atlanta, GA; B) Baltimore, MD; C) Washington, DC; D) Chicago, IL; and E) Memphis, TN. 4. PRIZES: (B) Prizes—A 5-day/2-night trip for winning nominee and 1 guest to New York City, from 4/10/98 to 4/12/98, to attend 1998 Essence Awards Ceremony on 4/10/98, including round-trip coach airfare from major airport nearest nominee's home, hotel accommodations (double occupancy), ground transportation in New York and \$1,000 spending money (\$4,000 each). Winning nominee will have a \$5,000 donation made to a Kraft-selected local charity in winning nominee's name. Prize will be awarded to the nominee. Total approximate retail value of prize is \$32,000. 5. Employees of Kraft Foods, Inc., its parent company, the subsidiaries, affiliates, advertising and promotion agencies and the family members and/or those living in the same household of each are not eligible to participate as nominators or nominees. Void where prohibited. All federal, state and local laws and regulations apply. Limit one prize per person. Trip must be taken on dates specified by sponsor. No transfer or substitution of prize permitted. All federal, state and local taxes are sole responsibility of nominee. If a minor is selected as a winning nominee, he/she must be accompanied by a parent or legal guardian. A minor cannot be selected by a winning nominee to be a traveling companion unless minor is winner's child/ward. 6. For complete rules (by which all entrants are bound), send a self-addressed, stamped, #10 envelope to: Kraft Foods Community Service Awards Contest Requests, P.O. Box 4556, Blair, NE 68009-4556.

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