

BUSINESS THIS WEEK

NMBC Releases Minority & Woman Owned Business Directory 1989-1990

New York, NY - The National Minority Business Council released its Tenth Anniversary edition of its Business Directory consisting of nearly 300 minority- and women-owned member businesses nationwide.

Used as a purchasing source by hundreds of corporate and institutional buyers as well as other minority businesses, the NMBC Business Directory has become one of the most sought after listings of minority- and women-owned businesses in the country. "It's a book that will help any purchaser find a quali-

fied, reliable, minority business source for any goods or services required," states John F. Robinson, president and CEO of the National Minority Business Council.

The 1989-1990 Business Directory incorporates many new features that make this listing easier than ever to use, including handy cross-references, Standard Industrial Classification indexes and a convenient listing of all women-owned businesses. Robinson adds, "Our 10th Anniversary Directory is perhaps the most comprehensive listing that the NMBC has

put out in its 17-year history."

The cost of ordering a directory is \$75 pre-payable to the National Minority Business Council. "Look upon it as a necessary marketing tool for minority- and women-owned businesses," says Roger Hinton, the Council's director of membership services.

The Directory lists the nearly 300 members of the National Minority Business Council. The NMBC is an educational, procurement and advocacy, non-profit organization that administers seven basic programs and services to its membership.



Photo/JIM BLACK

City Councilman Charlie Dannelly (l), an unidentified Charlotte Chamber member and Chester Williams (r), WPEG FM General Manager, exchange business cards during the recently held Business Hours-Executive Connection held at the Hilton, University Place. This Chamber activity was spon-

sored by Business Telecom, Inc. According to Lawrence Toliver of the Chamber, the number of minority executives attending these affairs continues to increase. It is an opportunity for business owners and Chamber members to get acquainted.

Minority Business Climate Is Improving

Special To The Post

The climate for minority-owned businesses in North Carolina has improved in recent years, but Governor Jim Martin says more must be done to enhance the economic success of businesses owned by blacks, women, Indians and the handicapped.

The Martin administration remains committed toward increasing the number of minority-owned businesses receiving state contracts. The governor has established a four percent goal for his administration for awarding state contracts to minority-owned businesses.

"While I am not in favor of rigid quotas and set-asides, I am in favor of working to achieve better participation by minority firms in doing business with the state of North Carolina," Governor Martin said. "We will keep working until we get more new people involved in the system."

In January 1989, the U.S. Supreme Court rejected a law in Richmond, Va., requiring that 30 percent of city public works funds go to minority-owned construction companies. The state will not be adversely affected by the Supreme Court's recent decision on affirmative action, Governor Martin said.

"That ruling affects set-asides and rigid quotas in minority hiring and awarding of state contracts," the governor said. "We have goals - not quotas - so our state should not be affected by this ruling."

Last year, minority-owned companies profited from the Martin administration's goals program. As a result, these businesses received greater support from the North Carolina's industry and banking leaders.

"Over the past three and half years, the climate in North Carolina for minority business is better than ever," William W. McGee, president of the N.C. Association of Minority Businesses told a Raleigh newspaper in July 1988.

He praised Governor Martin's 4-percent goal. "It's been not only talk, but commitment," McGee said.

An example of this commitment was a report completed last August by the Division of Purchase and Contract recognizing that seven cabinet departments exceeded their goal of awarding state contracts to minority-owned businesses.

"You don't have to make speeches to get results," Governor Martin said. "You get people doing business with the state, and I would say that is better."

From July 1987 to March 1988, the Department of Correction awarded 8.6 percent of its contracts to businesses owned by minorities -- the highest percentage of any agency within the Martin administration to date. The other departments in the administration awarded an average of 5.3 percent of their contracts to minority-owned business.

These contracts were less than \$5,000 and consisted mainly of orders that were filled on a weekly, monthly, or yearly basis. Such purchases are not subject to the state bidding regulations. The state's purchasing agents are encouraged to work with minority firms, Governor Martin said.

The Governor instructed the Correction Department in February 1989 to increase minority participation in prison construction projects from 2.3 percent to at least 10 percent.

"This may seem a difficult goal to meet," Governor Martin said. "But, if we do not try to meet it, it will be an impossible goal. So we must try to meet it."

Governor Martin proclaimed

September 25 through October 1, 1988 as "Minority Enterprise Development Week" in North Carolina to recognize the contributions of minority businesses to promote the economy of the state.

"North Carolina is proud of its minority-owned businesses," the governor said in his proclamation. "We appreciate their contribution to our progressive economic climate."

There are 11,000 minority-owned firms in North Carolina, many of which receive contracts

for state government purchases.

Minority firms must attract investments from private industry as well as providing services to the state, Governor Martin said.

"Minority business people must be willing to help themselves through investments, risk sharing and joint ventures," Governor Martin said. "State contracts are indeed helpful to these businesses, but minority-owned businesses must develop effective strategies to become more profitable in our state and nation's marketplace."

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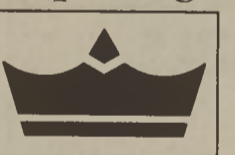
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