

# Hubbard leads Metrolina Dodge

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dealership, designed by W. Powers McElveen & Associates Inc. of Columbia, S.C., sits on nine acres of land and took 10 months to build. It has an open air showroom, a wide, covered area in which salespeople can point out features to customers.

The octagon-shaped, two-story building features a huge showroom floor which is bordered by tinted, insulated glass. The rest of the ground floor consists of offices, rest rooms, customer lounge, play area, fax and copy center, reading room as well as a parts and service area.

The top floor has the accounting office, operations manager, advertising conference room and Hubbard's office. His office is spacious, tastefully decorated with furniture he selected while on a business trip to the Orient. There is even a bathroom with a shower. The entire lot and show-

room floor can be seen from the office.

The lot has room for new and used cars, unlike the old location. "We could only stock Dodge products at the old store," Hubbard said. "We had no used cars at all. We'd actually taken part of the body shop and used it for service."

The new service area features 49 bays, the largest in Charlotte and third largest in the country. There's an Xpress Lube which does quick oil changes. The body shop is now called Metrolina Dodge Collision Center. "We do body repair on all makes and models," Hubbard said.

Hubbard will not say exactly how much the dealership cost. He just grinned, then said "a lot."

Metrolina Dodge is the crown jewel in Hubbard Automotive Group which contains Metrolina Kia, Diamond Chevrolet-Geo and Diamond Isuzu.

Hubbard ran the original Metrolina Dodge location for 10 years. In 1985, He was one of the youngest operations managers for Sears. He left the company to enroll in Chrysler's Minority Dealer Development Program, which lasts for two years. Hubbard finished in nine months. He invested \$140,000 of his own money along with Chrysler funds to capitalize the costs of Metrolina Dodge. In 20 months he owned the store. It usually takes five years.

Hubbard's business savvy has guided the dealership from sales of \$16 million in its first year toward \$100 million this year.

He was selected Black Enterprise magazine's Automobile Dealer of the Year in 1991.

"I was very pleased, honored - humbled by it," Hubbard said. "I felt a lot of things played a big role. I had good people and I did not come to the car business

with any bad habits over the years. I came out of retail with Sears. Retailing is retailing, whether you are selling cars, washers or dryers. You simply have to figure out what people want and give it to them."

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# SBA honors 2 Charlotteans

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her work as First Citizens director of community development lending, which targets minority and female owned business and SBA loans.

Walker's award recognizes the bank's centralized effort to target groups that did not traditionally have access to credit.

"I'm real pleased," Walker said. "We had done a lot of work to improve our lending. I am pleased we were able to get some recognition for that effort."

McCullough and Walker will

represent North Carolina during Small Business Week ceremonies honoring state, advocate and special award winners.

The events will be June 1-4 in Washington, D.C.

A local awards luncheon is planned June 5.

Official announcement of the awards are expected by May 28.

McCullough was nominated for the award by George McAllister of the Charlotte Small Business Training and Development Center. He won in state and regional judging before rising to the national level.

Criteria in the selection process include: voluntary efforts beyond business/professional responsibilities to advance minority small business interests and efforts to improve conditions in the minority small business community.

Others include provision of professional services to minority small business and accomplishments in advising those businesses, with demonstrated merit as an effective advocate for minority small business interests.

# Cannon announces changes

By Brian Powe  
FOR THE CHARLOTTE POST

Fieldcrest Cannon recently launched a \$57 million investment effort to improve facilities at its plant off Highway 29 in Kannapolis.

One of the area's leading fabric printing and towel manufacturing plants, Fieldcrest

has over 6,000 employees, many of them African Americans from Rowan and Cabarrus counties.

Hoping to keep the facility on the cutting edge of technology, officials believe expansion is essential to progress.

John Nevin, Fieldcrest's executive vice president of operations, published a letter

to employees about the expansion. In the letter, Nevin said that the facility was at the crossroads.

"It is critical that we continue modernizing to make sure that we service our customers," he said.

Already \$309 million in debt, Fieldcrest Cannon opened an \$200 million account with First Union Bank. According to officials, there will be money taken from the account over the next few years to maintain the consistency of the modernization process.

The board of directors approved the capital campaign to extract jobs in some areas and create jobs in others. Officials guaranteed that there won't be any changes made in employment.

Aerospace giant Lockheed Martin has been called to handle its newly constructed \$6 million data center.

Fieldcrest Cannon spokesman Dick Reece said in a published report there is a logical reason for the changes.

"The reason we've done that is because those people specialize in those areas," he said. "They bring to the table the expertise we didn't have."

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