



DTH/GREG WOLF

Tom Hahn checks on the progress of bids. The boards are used to keep track of the bids and reveal trends to guide the buying and selling.

## BROKERS

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Although it had humble beginnings in an office above Local 506 on Franklin Street, Chapel Hill Brokers expanded five months ago to a larger location near the intersection of N.C. 54 and Interstate 40.

Kaestner said the company's location in the Triangle was key because of the talented pool of students who could work or intern there.

Of Chapel Hill Brokers' 23 employees, six full-time brokers are UNC graduates, and four interns are University students.

"We are always looking for good college grads," Kaestner said. "It gives people an opportunity to be employed at a place that replicates what Wall Street is doing."

Using high-tech instruments called "squak boxes," brokers communicate with interested clients across the country by presenting bids for large units of electricity.

The brokers are in contact with clients throughout the day, as they attempt to link buyers and sellers of wholesale electricity.

Local power giants Duke Power and Carolina Power & Light Co., along with national firms, are among Chapel Hill Brokers' clients.

Handling 150 to 200 transactions a day, Chapel Hill Brokers' employees receive a small commission on each deal they make.

Compared to roughly \$1 million in profits in 1998, Hahn said Chapel Hill Brokers expected to reap \$4 million in total profits this year.

Hahn, who sometimes does not have time to eat lunch until late in the after-

noon because of the high volume of work, said being a broker was not for everyone.

"Institutional brokering is frenzied," he said. "You have to be good with numbers and good with communicating. It's a speed thing, too."

Even though afternoons tend to be slow, Hahn said brokers had to "really bang it out" in the morning and at lunch, because a split-second lapse in concentration might result in a competing brokerage firm closing out a deal.

UNC alumnus James Owens, who served as an intern for a year before joining Chapel Hill Brokers full-time in January, said he was still adjusting to the job's high-octane pace.

"You can't just come in here and be good at (brokering)," he said. "We've got people who have been here for three years, and they are still learning."

As Chapel Hill Brokers continues to

grow, Kaestner said he would look to expand overseas as well as build up Chapel Hill Broadband, an affiliated company got off the ground just two months ago.

Chapel Hill Broadband, located in the same office complex as Chapel Hill Brokers, facilitates contracts between buyers and sellers of telecommunication fiber.

Tricia Batchelor, one of Chapel Hill Broadband's five employees, said she shared Kaestner's excitement about the potential of brokering energy and telecommunications.

"It's a high-pressure job, but the whole financial industry is like that," she said. "The industry is progressing so quickly, and we're on the front of the tidal wave."

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## RESPONSIBILITY

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She said the three main causes were the breakdown in family structure, depiction of graphic violence on television and movies and the proliferation of violence on the Internet.

"School is not immune to the changes we've made in our lives," Riley said.

She was quick to point out that each factor, individually, could not be blamed for the shootings. "Each of those things taken in its proper context is not in itself bad," Riley said.

But she said the three factors, combined with a child harboring violent tendencies, could lead to serious problems.

June Arette, associate director of the National School Safety Center, said part of the problem was that most schools had little connection to the community at large. She said the whole community, including parents, business owners and local politicians, needed to play a greater part in the day-to-day activities of the school. "When you involve people from the community, they feel like they will be buying into the school," she said.

### When Warning Signs Are Ignored

Pete Blauvelt, president of the National Alliance for Safe Schools, said school administrators did have a responsibility to recognize the possibility of a violent incident and should take some of the blame when warning signs were ignored. "In every single case, the kids

talk about it before committing the act," Blauvelt said.

At Columbine, Eric Harris and Dylan Klebold made a video tape and created a Web site in which they discussed the violent acts they planned to commit. In several other school shooting incidents, the shooters also foreshadowed their murder plans in essays or conversations with classmates.

### Looking Inward for Answers

Blauvelt added that administrators must examine the culture that exists in many of the nation's high schools.

He said the concerns of most high school students revolved around being bullied, intimidated or simply feeling like an outsider.

Blauvelt said athletes ruled the school at Columbine, and anyone who wasn't friends with that select group was considered an outsider. But he said this situation has been ignored for the most part by both federal investigators and school administrators.

### Lines of Communication

Riley said that despite the actions taken by both parents and administrators, there was no way to completely prevent more school shootings. "There is no guarantee that we can prevent these things from happening again."

But she did recommend that schools create a safe-response plan, which would prevent some incidents and alleviate the severity of others.

Riley said the first step was creating

programs within the schools that encouraged peaceful conflict resolution between students. She said students needed to be taught at an early age how to resolve disputes without turning to violence. Arette said one of the steps school administrators must take to prevent violent incidents was to create a school atmosphere where students could openly discuss concerns they had about school safety.

She said that in most school shootings, some students knew about the possibility of a violent situation but did not feel comfortable discussing it with school administrators.

Arette also said parents had to spend time with their children talking about any school-related concerns their children might have. "A lot of times students will have a problem in school and will not tell administrators but might tell their parents," Arette said.

Blauvelt also said it was important for parents to learn how to communicate appropriately with their children.

"Parents need to spend time with their kids, not by interrogating them but just talking about their concerns."

Arette added that an open line of communication also must exist between parents and school administrators so

both sides could share their concerns about their child's safety.

Riley said the second step in a safe response plan was for both parents and school administrators to be aware of possible warning signs, such as a fascination with violence, and intervene when necessary.

Finally, school officials need to create a response plan in the unlikely event of a school shooting, Riley said. "School administrators must plan for what you hope for will never happen."

### Avoiding a Witch Hunt

But Riley said that while school officials had been given the responsibility of providing a safe environment for their students, they should not be overzealous in their pursuit of safety.

She said that since Columbine, school officials had been afraid of similar incidents occurring in their schools.

Riley said school administrators and the county school boards have singled out kids who might be slightly different and maybe punished them unnecessarily. "We do not want to trample the rights of young people in our zeal."

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## DWB

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additional laws, Highway Patrol Officer Jeff Winstead said many people believed troopers targeted minorities.

"We can't overcome that perception without hard data," Winstead said.

He said highway patrol arrests mirrored the state's demographics.

Winstead said 22.1 percent of the motorists arrested were blacks, while North Carolina's population was 22 percent black.

Winstead also said the patrol officer handled the Fennell case appropriately. He said Fennell had a handgun, no driver's license and a car registered under a female's name. "The state trooper did nothing wrong," Winstead said.

"There have been 50 state troopers killed in North Carolina, and if he did nothing, there would likely be 51."

But Ballance said patrol officers must preserve the rights of all citizens, regardless of race. "The police have power, but they have to use it in a constitutional manner."

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## SALARIES

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the 60th percentile, Dudley said, and allotted more state dollars for it.

At the 60th percentile, only 40 percent of UVA's peer schools would have higher average salaries. The other part of the effort involved a decision to allocate additional university money.

Dudley said UVA's Board of Visitors approved a three-year salary restoration plan, which involved transferring funds from the school's steadily increasing endowments. A greater percentage of the interest earnings would also be dedicated to the effort.

But some schools, including UNC-CH, have raised tuition to fund faculty pay increases, sparking campuswide protests. The UNC Board of Governors voted in February to increase tuition by \$600 at UNC-CH and four other system schools. At UNC-CH, part of the money will be used to increase faculty salaries. And like Virginia, UNC-CH is also seeking support from the legislature and private donors.

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