BUSINESS/REAL ESTATE

This week's financial section produced by P. E. Badham

Chameleon - a long awaited dream for two Baltimore entrepreneurs

By Portia E. Badham
AFRO Staff Writer

On April 6, Sonia Stockton and Beverly Booth-Brown saw their dream come true. That's the day their new boutique, Chameleon opened in Mt. Washington.

Mrs. Stockton, a marketing consultant and part-time instructor at the University of Baltimore, and Mrs. Brown, a fashion designer, always wanted to go into business for themselves.

They had been friends since high school but it wasn't until 1979 when they talked during a PTA meeting at their children's school, did they realize that their separate ambitions could be pursued as a joint venture.

With the idea of opening a shop downtown, they considered the Inner Harbor but later decided opening a location at Harborplace could be too costly.

"We continued to concentrate on downtown," said Mrs. Brown. "But we later abandoned the idea because there were just too many problems involved. We were looking but getting very discouraged."

In January of this year, they attended the Boutique Show in New York and "got fired up" again about the idea, according to Mrs. Brown.

"We knew this was something we really wanted to do, so we came back, sat down and had a pow-wow," she said.

In February they began scanning the newspapers and contacting real estate agents and found a location in the Mt. Washington area on Sulgrave Avenue. At the same time, they came across another location at 5726 Falls Road.

"I was driving on Falls Road and almost had an accident when I saw this building. It was perfect," Mrs. Stockton recalls.

But she also recalls the difficulty the two encountered when contacting real estate agents who were not as responsive when they learned the entrepreneurs were black females.

However, within a week they were notified that they had been chosen over other interested applicants including an antique shop and a beauty salon for the Falls Road location.

With the help of husbands, family and friends, they were able to put together their own funds and bypass needing any small business loans.

"We were lucky that this place was already remodeled and that our family was so supportive", stated Mrs. Stockton, who as a consultant to small businesses, said she was aware of how difficult it is to get funding for a small business.

Family and friends also pitched in to help decorate the shop which was already complete with white painted stucco walls and carpeting. Bamboo shades, antique furniture and chrome fixtures add to the elegance of the boutique.

According to the owners, the concept of Chameleon is different and distinctive apparel at affordable prices, geared toward the working woman who needs variety in her wardrobe.

Chameleon features clothing by local designers including Betty Fenner, Wendy Robinson, Shirley Quillens, Carolyn Davis, Ardythe Davis and Mrs. Brown, who is a graduate of the Fashion Institute of Technology in New York.

The bulk of the merchandise ranges from $40 to $100 and includes casual to evening attire. The boutique also carries selections from out-of-town manufacturers along with jewelry and handbag accessories.

Chameleon is open from 10:30 a.m. to 6 p.m. Monday through Saturday.

CHAMELEON HAS ARRIVED — Sonia Stockton and Beverly Booth-Brown are the owners of Chameleon, a new boutique on Falls Road that offers apparel by local designers. The owners, shown wearing designer apparel from their boutique, held a gala opening April 4 and 5.

AFRO Photo by Mark Gail

—Business Workshops—

The following is a list of various workshops to help those getting started or already established in their own business.

Leadership Skills in Small Businesses," sponsored by the Small Business Administration and Catonsville Community College, will be held Saturday, April 11 from 8:30 a.m. to 4:30 p.m.

The workshop will be held on the main campus of Catonsville. Pre-registration is required. Call 455-4432.

How to Start and Manage Your Own Business will be held Tuesday, April 14, 8:30 a.m. to 4 p.m. The workshop, sponsored by SBA and SCORE (Service Corps of Retired Executives, will be held at Towson United Methodist Church, Hampton Lane and Dulaney Valley Road.

To register or obtain more information, call SBA at 962-2233.

SBA and SCORE will conduct a financial management workshop Wednesday, April 22, 8:30 a.m. through 4 p.m. at the Towson United Methodist Church.

Pre-registration is required. Call 962-2233 to register or for more information.

Practical Advertising for Small Businesses, sponsored by SBA, SCORE and Essex Community College, will be held Wednesday, April 29 from 8:30 a.m. to 12:30 p.m. at the Towson United Methodist Church.

The workshop size will be limited. Therefore, registration is required. The registration fee is $5. Call SBA at 962-2233.

Better Cash Management for the small business person will be held Monday, May 4, 8:30 a.m. through 4:30 p.m. at the Towson United Methodist Church.

To register for the workshop, which is being sponsored by SBA and SCORE, call 962-2233.

The Hamilton Business School, a component of the Adult Learning Center, will hold a job skill workshop May 7 and 8 from 12 to 3 p.m.

There will be a panel discussion concerning "How to Prepare for the Job" and "What the Employer Looks For," along with an informal question and answer session conducted by the students.

Hamilton Business School is located at 5301 Harford Road.

Marketing mama's medicine
New store features homemade arthritis cure

James Bean didn't imagine two years ago that his mother's homemade arthritis cure would become so much in demand that he would bottle the product and open a store. But he did just that.

Last November, Bean opened a health food store in downtown Baltimore to market his mother's medicine, which he says has helped relieve the pain of arthritis sufferers. The product is called Liquid Life.

The natural remedy, made by his mother, Mrs. Mary Ann Moore of Carlisle, Ky., contains herbs and roots. Mrs. Moore, 66, an arthritis sufferer herself, got tired of going to the doctor and getting no relief for her pain.

So she headed out to the woods, dug up some roots and herbs and made her own remedy.

Although Mrs. Moore is a domestic worker with less than a 10th grade education, she has studied roots and herbs on her own.

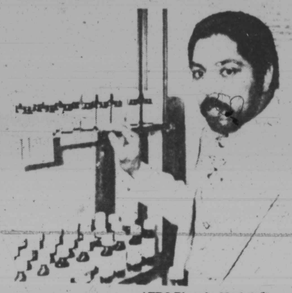
Bean, originally from Kentucky and now living in Laurel, Md., first brought the mixture home in 1977 at the request of several friends who used it and said they achieved more than satisfactory results.

"Mom believes for every kind of pain, there's a weed or herb for it," he said. "She says that every growing thing on this earth was put here for a reason."

In December 1979, Bean was granted a patent and started plans to market the item.

In addition to the store, at 222 N. Liberty St., Bean has four salesmen who are tying to get the product into hospitals, convalescent homes and other health food stores.

When asked if he faced heavy skepticism about the authenticity of the product, Bean quipped, "They don't have to believe me. Just try the liniment. They'll see. That's why I've gotten as far as I have. It works."



BACK TO BASICS — James Bean opened his downtown health food in November 1980 to market his mother's homemade remedy for arthritis pain. The store is located at 222 N. Liberty St.

AFRO Photo by Mark Gail

Business notebook

Easco Corporation, Baltimore, Md. and Systems Planning Corporation, Los Angeles, Calif. jointly announced that they have reached agreement in principle for the cash purchase by Systems Planning of Greiner Engineering Sciences, an Easco subsidiary.

Union Trust Bancorp announced that a quarterly divi dend of 37 and one half cents will be payable May 15 to stockholders of record as of April 10.

The Baltimore Association of Financial Planners, Inc. will hold "Investing in the '80s," a one-day conference May 8 at the Quality Inn.

late city skw 4-11-81 high school sports

Catonsville joins SBA network

Catonsville Community College has recently been selected, as one of only 159 colleges across the country, to participate in the National Small Business Training Network.

The Network was established by the American Association of Community and Junior Colleges, in conjunction with the U.S. Small Business Association, to help small businesses survive the economic upheavals of the '80s through better management.

During the next year, Catonsville Community College will work with the owners and managers of small businesses in the Baltimore region to provide them with short-term, low-cost courses and training.

According to CCC President Dr. John M. Kingsmore, "Our mission is to encourage community economic development.

"Catonsville has been training small businesses for 10 years. Our training is on a par with the most expensive consultants who may charge hundreds of dollars a day.

"The instructors in the National Small Business Training Network are men and women who are experts in their fields and recognized leaders in their speciality."

Upcoming courses offered through the National Small Business Training Network are "Key Concepts for Management Success in Small Business," scheduled April 27-29 at a cost of $15 and "Computing Practical Applications for the Small Business," scheduled April 21-23 at a cost of $15.

Both courses will be held on the CCC main campus, 800 S. Rolling Road. For more information call Robert Noble at 455-4432.

Free house buying class schedule

The Housing Advisory Service of the Greater Baltimore Board of Realtors will conduct a special free house buying class Tuesday, April 21 from 7 p.m. to 9:30 p.m. at Essex Community College's administration building auditorium.

Helping people determine their housing needs and capabilities, as well as explaining the house buying process are the purposes of the service, now in its seventh year.

Practical information on financing, what to look for, closing costs and the responsibilities of owning a house are a few of the topics discussed at the session.

The session is being presented during Private Property Week, April 19-25, when realtors across the nation celebrate the right to own property.

The class is open to the public and parking will be available on Essex Community College's campus.

INTERNSHIPS FOR BUSINESS MANAGEMENT STUDENTS—

PROCTER & GAMBLE BELIEVES IT'S GOOD BUSINESS FOR EVERYONE

Doctors become interns at hospitals, learning from more experienced doctors. Why shouldn't students in business administration learn the same way?

Procter & Gamble believes they can and offers an eight-week "internship" each summer at company headquarters in Cincinnati, Ohio to as many as twenty college juniors.

Each student lives and works in the corporate environment, learning from P&G managers in Finance and Accounting, Purchasing and Traffic, Market Research, Management Systems, Field Officers, Advertising, Sales and Employment.

In addition to practical work experience, each intern receives round-trip travel expenses and a weekly salary from P&G. Students are recommended for the program by an official of the college they attend.

Participating colleges include Central State, Fisk, Florida A&M, Jackson State, Morehouse, Morgan State, North Carolina A&T, North Carolina Central, Tennessee State and Xavier of New Orleans.

Summer internships — one of the many ways in which Procter & Gamble is supporting the development and improvement of higher education.

PROCTER & GAMBLE

Morehouse student checks his schedule before setting out on a visit to one of our Technical Centers to review employment procedures.

Analysis of market research data is part of this North Carolina A&T student's assignment.

We are an Equal Opportunity Employer

(Dayton: Black Praxis Press, 1981)

A New Book on Black Liberation by Manning Marable

Blackwater: Historical Studies on Race, Class Consciousness and Revolution

Paperback $7.95 Hardback $19.95

BLACKWATER is a monumental historical study of the Afro-American Liberation Movement from slavery through the 1980's and beyond. Modeled on W.E.B. DuBois' classic, *The Souls of Black Folk*, Marable's latest work provides an overview of Black religion, political thought, economic development, and culture. Included in BLACKWATER are detailed critiques of contemporary Black Nationalism, the recent Black Rebellion in Miami, and the foundations of Marable's "theory of the racist/capitalist state." The final chapter, "The Third Reconstruction," assesses the impact of the "first" Reconstruction (1865-1877) and the "second" Reconstruction (1954-1970) on the quality of Black life and labor. Then Marable asks the inevitable question: What would we do *after* achieving state power?

MANNING MARABLE is a leader of the National Black Independent Political Party and a Black political economist at Cornell University's Africana Studies Center. His column "From the Grassroots" appears in over 125 newspapers in the U.S., U.K., and Africa.

MAKE ALL CHECKS PAYABLE TO: BLACK RESEARCH ASSOCIATES
4527 Germantown Pike
Dayton, Ohio 45418

Please include 50 cents postage and handling for each book. Allow 2-4 weeks for delivery.

The people remember

THOUGH SHE MAY BE A LITTLE YOUNG TO UNDERSTAND — what is happening in Atlanta, Khandi Cockrell did seem to know that the service she attended was something very serious, as she watched and listened to what was going on.

THE PEOPLE GATHERED IN BALTIMORE COUNTY last week-end to commemorate the slain children in Atlanta. Amid the host of guest speakers and civic leaders, there was an air of solemnity and quiet that pervaded the hundreds who gathered to pay their respects. Baltimore County Executive Donald Hutchinson issued a proclamation that said "... all the people of Baltimore County stand together to condemn this senseless tragedy ..." and proclaimed the week of April 3-10 as one of mourning and individual prayer for the people of Atlanta.

(AFRO photos by Mark Gail)

There were no speeches, no words that were able to say what the people seemingly felt. Only their presence said what their words could not. When it was all over bells rung in Baltimore County, and the people — united in mourning — went home.

City PAC coalition gets new head

In what some city residents are calling a surprise outcome, Mrs. Lena Boone, leader of urban renewal efforts in the Upton area of the city, was ousted from her position as chairman of the city's 25 PAC groups Mark Purvis taking over the helm.

Purvis, 25, told the AFRO that the outcome of the election had surprised many members of the PAC groups, who had long held Mrs. Boone in high esteem for her active efforts in seeing the Upton area renovated.

Mrs. Boone, who had held the post of chairman for a year, has been responsible for the implementation of the building of a supermarket in the neighborhood, as well as several other projects. She will maintain her post as chairman of the Upton PAC group, despite her loss in of the chairmanship to Purvis.

As chairman, Purvis will be responsible for coordinating the efforts of the 25 PAC groups in Baltimore, which include neighborhoods including Oliver, Johnston Square, Poppleton, Park Heights, Druid Heights and Kidgeley's Delight, among others.

Purvis said that although the federal budget cuts could mean problems for urban renewal projects such as those going on in the Upton area, the chairmen of the individual PAC groups will continue to push for the biggest development possible with less funds available.

As block grants get cut, he said, urban renewal areas will be doing less. But, he said, there is no reason to believe that all projects will have to be discontinued due to lack of funds.

PAC groups have historically been the agents responsible for pushing city governments to grant aid and funds to neighborhood development projects. The Baltimore PAC coalition, founded in 1972 by Betty Hyatt and Lucille Gorham, has been a vital tool in the city's thrust for redevelopment, with the PAC chairmen providing the liaison voice between the neighborhoods and the city government heads.

Although Purvis voiced some opinions on why Mrs Boone had been defeated, the AFRO was not able to contact any other members of the PAC groups or Mrs. Boone for comment.

Purvis, who received his master's degree in economics from New York University began his duties immediately.

NEW CHAIRMAN — Mark Purvis, elected as chairman of city's PAC groups.

(AFRO photo by Mark Gail)

Park Heights rally addresses budget

Despite the warm breezes and balmy skies of spring, a sense of urgency pervaded the group of people gathered at the War Memorial Plaza last Saturday.

The people were assembled at a rally organized by the Park Heights Community Corporation to address the contemporary issue of survival in the face of the host of state and federal budget cuts in social service programs.

The PHCC also took the occasion to honor the late Rev. Martin Luther King, who was slain on Aprill 4, 1968.

"We hope this doesn't die here," said Rev. Elijah McDaniel, the fiery, bespectacled PHCC board member who planned the rally. "A war is on, a war against the poor of our country."

As he spoke, several volunteers sat at long tables nearby, with plenty of paper, envelopes and stamps on hand for those who wished to write their elected representatives concerning the cuts.

Councilman Thomas Waxter, WEAA radio personality Charles Dugger, political figure Wes Ivey, Urban Services head Linwood Ivey, and several PHCC members gave rousing speeches on the need for the citizens to stand behind their elected representatives to fight the cuts.

"You have to begin at the beginning," said Waxter. "No one really feels that its, (unemployment or starvation), going to happen to them, but when they lose their jobs and the services, then they'll know."

Despite the small turnout of about 200, the crowd seemed enthusiastically supportive of what the speakers were saying.

"He's robbing from the poor to feed the rich," said housewife Carolyn O'Bannon, as she leveled a familiar charge against President Reagan.

She agreed with Rev. McDaniel's assessment that many who are not on food stamps or public assistance are actually "only a paycheck away from poverty."

Teachers, students
Program will teach law basics

Representatives from the state education department and state bar announced this week a unique program designed to to aford elementary school students and teachers a working knowledge of the law.

"I look upon this as the teaching of a survival skill," said Gerard W. Paradis, director of the law program in Maryland schools. "A young person has to know how to balance a checkbook but he also has to know that, if he doesn't do that, he's breaking the law."

Bar Association, said he hopes the program counters bad feelings many people have toward the legal profession.

"Some newspaper columnists have called us parasites and a lot of other things," Fisher said, "but lawyers, as a profession, of more public service work than any other group I know of."

Elementary school students will be taught from lesson plans with such titles as "Learning to live in you —a special place," and "Making it work."

Group discussions, 'brainstorming' sessions and problem-solving are included in lesson plans, along with case studies and role playing. Lawyers will participate in many of the sessions.

The emphasis on teaching the law in public schools originated in 1971, with Leon Jaworski, then President of the American Bar Association. Paradis said. Thirty-six states currently teach the law in secondary schools, but none offer it to elementary students.

Hornbeck said the law courses do not detract from the school system's current emphasis on reading, writing and arithmetic, adding that individual municipalities decide how much emphasis they will give to law-related programs.

"We do not mandate programs at the state level, Hornbeck said. "We merely identify objectives."

City officer suspended on sex charges

A 27-year-old Northern District police officer who allegedly sexually assaulted two women in his patrol car while in uniform has been suspended without pay.

Police spokesman Dennis Hill said Officer L. Beauford Jr. was on patrol at the time of both purported attacks.

Beauford, a seven year veteran of the force, was suspended April 6 after being indicted by a city grand jury.

He is charged with second-degree sexual assault, third-degree assault and malfeasance. According to the indictments, beauford allegedly forced a woman into his patrolbcar in Druid Hill Park and sexually assaulted her Feb. 22 and

The indictments did not detail the precise nature of the attacks and no trial date had been set at AFRO presstime. A review hearing was held April 7 at the Police Department and Patrol Col. Ronald J. Mullin continued the suspension, said police spokesman Hill.

Under state law a second degree sexual offense involves an attack without vaginal intercourse and a third-degree offense involves having some kind of sexual contact without a woman's permission.

Beauford who could be sentenced to a 20-year jail term if convicted will remain suspended pending the outcome of

House kills spending limit bills

By John Frece
UPI

Saying it was the right idea but the wrong time, the House Appropriations Committee this week killed a series of bills designed to place a limit on the growth in state spending.

The bills, some of which had already passed the Senate and all of which were endorsed by former acting governor Blair Lee, III, were defeated on a voice vote after about five minutes of discussion.

House Speaker Benjamin Cardin, D-Baltimore, and Appropriations Committee Chairman John Hargreaves, D-Caroline, both opponents of arbitrary spending limits, pledged an early hearing and vote on the issue when it is raised again in the 1982 General Assembly.

Appropriations Committee cited several reasons why they felt it would be better to postpone action on the bills until next year, but the most frequently mentioned reason was that next year is an election year.

Delegate Paul Muldowney, D-Washington, who voted for the limit bills last year when the issue nearly divided the House of Delegates, said he had been very much a limit person since he was born.

"I don't think people who are elected to office can say no," he said. People who are elected to office not only spend what they have, but more than they have."

"But timing is everything in Annapolis," he said. He suggested the state will almost certainly be forced to raise taxes next year, thus greatly impede passage of bills to limit spending.

"People will be standing in line to get on a limit bill (as sponsors)," Muldowney said.

Muldowney, Cardin and others also said there was no hurry to pass the limit bills, because they require a change in the state constitution that could be put before voters until the November 1982 election.

"The best time to take up constitutional amendments is the year they go on the ballots," said Cardin. "Why do something this year when you don't get any advantage out of it?"

Delegate James Dietrich, D-Baltimore, a supporter of limits, agreed.

"This year, we're having trouble getting a lot of people to sign up for the church," he said. "Next year, they'll want

N.J. Klan to help Maryland group

By Mary Ellen Haskett
UPI

The imperial wizard of a Jersey-based Ku Klux Klan group who boasts living by no man's laws has pledged to help his Maryland counterparts and rid the state of blacks and other undesirable elements.

"We feel we can bring more strong arms into the state Maryland," said Bill Sickles, imperial wizard of the Adamic Knights of the KKK in signing an agreement this week-end with Richard Savina, who calls himself the imperial wizard of the invisible empire of the KKK in Maryland.

The agreement was signed in painted red, white and blue with a red burning cross painted on one wall.

Sickles, who belongs to the Adamic Knights SS or what he calls the "strong arm" unit, said the KKK must be prepared to respond with violence to any black movements in Baltimore, Washington, or Wilmington, Del. that might result from welfare cuts proposed by the Reagan administration.

Cross burnings are necessary "so they don't clean up the problem unless someone's nailed to the crosses," he said.

Sickles, 39, who described himself as a self-employed bodyguard, claimed his group would undertake such actions needed in Maryland for a social housecleaning to get rid of undesirable elements, the renegade Klans and blacks.

Savina said the Maryland KKK is responsible for several cross burnings that have occurred in recent months. "Someone must be doing something, but it's not the Klan, we don't have that many members, really," said Savina.

Savina said he and Sickles plan to stop a planned April 12 rally in Frederick County by Tony Lawrence, whose KKK group they labeled "renegade."

Sickles said his "strong arm" group is "not doing anything wrong, and he said that he doesn't abide by man's laws. I make my own laws," he said.

Woman buried under metal

A 55-year old woman who was waiting for a bus was severely injured this week when a truck tipped over and buried her under a load of scrap metal, police said.

Kathleen Bell was listed in critical condition at the University of Maryland Shock Trauma Center.

A bystander and the

hurt in the accident, were hospitalized with minor injuries.

Police said the van, driven by Ronnie Finney, 31, swerved into the scrap metal truck, driven by William Baylor, 26, causing the truck to tip over. The scrap metal truck landed on top of Kathleen Bell, who was waiting for a