

PAED still needs funds

The Progress Association for Economic Development (PAED) is still seeking donations to help provide Easter parties for youngsters in low-income areas of Champaign-Urbana.

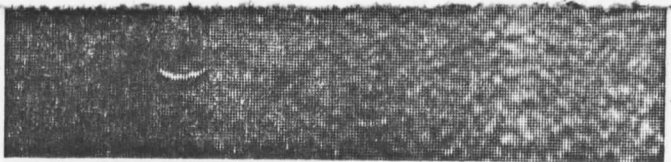
PAED, part of a national organization that seeks to encourage minority ownership and management in business, had estimated it would need about \$750 to serve 150 youngsters.

At last report about \$150 had been contributed, said Leonard Mason, PAED economic developer. SUN APR 4 1971

PAED is asking local businesses and anyone else interested in helping to contribute at least \$5 to a special account in Champaign National Bank, in care of bank treasurer James Patton.

The funds will help provide refreshments plus candy and toys for the youngsters.

The parties will be planned and given by area residents with PAED providing the funds. Other contributions to date have included stuffed Easter bunnies and Easter eggs from the W. Lewis and Co. store.



SUN MAY 6 1971

One of the models for the PAED fashion show is Mrs. Pam Williams, foreground. On the committee are, in

back from left, Mrs. Lorraine Sankey, Mrs. Hazel Hambrick and Mrs. Linda Mason.

Plan benefit for PAED 1971

A benefit house party has been planned for the local Progress Association for Economic Development (PAED).

The benefit is scheduled at 7:30 p.m. Wednesday at the home of Mr. and Mrs. Leonard Mason, 1506 Lincolnshire Drive, Champaign. Mrs. Linda Mason is hosting the event. Her husband and Frank Hansborough serve as economic developers for the local PAED.

The local chapter of the nationwide group, which seeks to help minority group members enter managerial ranks or acquire their own businesses, has been trying to raise \$4,000 to match its operating grant from the Economic Development Administration.

In December, it opened a gift shop at its headquarters, 116 N. 1st. St., to help raise the funds.

Tickets for Wednesday's house party are 50 cents. There will be a doorprize. The tickets also can be applied toward the purchase price of any item in the PAED gift shop.



LESSON IN SALES

William Campbell of the National PAED give James a few pointers on selling shirts, one of the items carried in the chapter's gift shop. Thomas, sales representative

Group seeks Easter gifts

A Champaign-Urbana organization is seeking donations to provide Easter festivities for disadvantaged children in the area of April 5.

The Illinois Department of Children and Family Services will help select youngsters for the programs.

PAED, part of a nationwide organization that seeks to encourage business ownership by minority group members, also is asking for individual contributions for the Easter project. Donations can be addressed to: Commercial Bank, Post Office Box 798, Champaign.

FRI MAR 19 1971
For disadvantaged children

Egg hunt successful

The first Easter Egg Hunt sponsored by the Progress Association for Economic Development (PAED) turned out to be quite successful, Leonard Mason, PAED economic developer, has reported.

A total of 147 youngsters took part in separate hunts in three low-income areas of Champaign-Urbana.

Residents of each area organized their own hunts with PAED helping to provide refreshments, toys, and of course, eggs for the participants.

Patricia Taylor organized the hunt for Champaign-Urbana's North End while Mrs. Virginia Patterson and Rev. Chalmer Haney handled those in the Carroll Addition and Wilbur Heights, respectively.

Local businesses and individuals donated about \$350 to help finance the activities while some merchants also gave toys and candy, Mason said.

OIC, PAED are topics

The Rev. Leon Sullivan, founder of two nation-wide self-help organizations for minority group members, will be interviewed on NBC-TV's "Meet the Press" to be seen locally at noon today on WICD-TV, Channel 15.

Following the program the local heads of the two organizations will discuss Champaign-Urbana operations.

The Rev. Mr. Sullivan, who recently became the first black appointed to the board of General Motors, founded both the Opportunities Industrialization Center (OIC) to provide basic vocational and prevocational training for the hard-core unemployed and Progress Association for Economic Development (PAED) to encourage business ownership by minority group members.

Ernest Richardson, local OIC director, and Leonard Mason, economic developer for PAED, will describe local efforts after the program.

PAED program helps keep bindery's books in the

2 SUN JUL 12 1970
Duane News
Of The Courier

Until his recent dealings with Lincoln Press in Urbana, Richard Liversidge had had little contact with the bookbinding aspects of book work.

But in a number of finance-related positions he had dealt with the black-and-white, and

in some unfortunate cases, the red phases that comprise the ~~books~~ of any business operation.

As a private consultant under hire, to the U.S. Small Business Administration (SBA), Liversidge came to Champaign - Urbana to provide such financial counseling to Lincoln Press, the

only hardback bookbindery in the area.

Such consultation is one of the first projects of the local ~~(Progress)~~ Association for Economic Development (PAED), whose national organization has a contract with the SBA for such services.

Local PAEDs then locate the firms in their areas, pri-

marily those minority owned or operated, that are interested in receiving such help.

Although Liversidge's specialty is finance, minority businessmen also can request technical assistance or help with such problems as production, marketing and management.

Liversidge spent much of

the past week helping the Urbana bindery, owned and operated by Paul and Shirley Hursey, organize a set of books that will give a precise picture of the firm's financial position at any given moment.

The lack of former experience with bookbinding, he feels, should make no differ-

ence in his work with Lincoln Press.

"A lot of financial tools can be applied to any business," he explained. "They provide a way of understanding expenses through budgeting and other means."

In his consulting role, Liversidge had worked with businesses in Toledo and

Dayton, Ohio.

Primarily, these had been supermarkets or health and beauty concerns, he said.

Worked for National

Before becoming a consultant he had worked for the national PAED itself, investigating business opportunities in a variety of cities to see if there were sound

black

enough to merit investment by minority group members.

One field in which blacks had shown particular interest, he noted, has been construction work, particularly in forming their own companies.

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"There is a lot of building going on, much of it in black areas," he pointed out.

One problem in this field, however, has been difficulty to obtain the necessary bonding.

A company generally is required to have such bonding before it can bid on a project.

But bonding companies, for their part, generally will not back a company until it shows it can complete a job satisfactorily.

Minority groups, however, have not shown any significant interest in starting businesses involved in environmental control, Liversidge added.

Most seem to feel the entire anti-pollution issue has been an attempt to divert interest away from more pressing problems, such as equal rights, employment and housing, he explained.

Although the Lincoln Press people took full advantage of Liversidge's expertise during his four-day stay in the area, such consultation was not the only egg in its basket.

The Hurseys had been working on an application for an SBA equal opportunity loan, a direct loan from the agency that is generally faster and less complex than other type of SBA assistance.

The loan will be used to buy additional equipment and supply some working capital.

With such an expansion of its operations, Lincoln Press hopes to be able to bid on binding work for the University of Illinois library when its current contract expires next year.

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At the time the Hurseys employ only the two assistants and a parttime assistant.

But if the SBA loan is granted it probably will employ two or three others, Mrs. Hursey said.

In the past month or so she has had the main responsibility for operating the business so that her husband, Paul, could serve as director of the 500-member Neighborhood Youth Corps program.

This has been almost the first break Hursey has taken from the business since resigning as the U. of I. affirmative action officer almost a year ago to devote full time to the firm.

But at the time Urbana's first black alderman and mayoral candidate in the 1969 Democratic primary had stressed that his retirement from public affairs would last only long enough to get the business on its feet.

But at the end of the 10-week NYC program Hursey said he intends to be back at Lincoln Press, hopefully with the joyful task of expanding operations with the help of an SBA loan.

A number of other black firms in Champaign - Urbana are scheduled to receive counseling through the PAED in the future.

By the end of the month PAED also hopes to open a training center to develop management and business skills.

It also is trying to persuade the Chicago Regional Office of the Department of Housing, the Urban Development to lower its \$45,000 asking price for a small business tract in Champaign's first urban renewal area.

The PAED has proposed a small shopping center for the area.

The tract is the only parcel remaining unsold in the urban renewal area.

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ALLIANCE

Residence

the

For higher level jobs

Black manager-training to start

By Darlene Napady
Of The Courier

With the Opportunities Industrialization Center nearing its second birthday, another brainchild of the Rev. Leon H. Sullivan, Philadelphia minister and OIC founder, has made its appearance in Champaign-Urbana. The new undertaking, known as the Progress Association for Economic Development (PAED), has been operating out of OIC offices.

But in practice it is a separate entity, designed to prepare minority group members for managerial and entrepreneurial positions, rather than the entry level jobs

for which OIC provides training. By next week it plans to move into quarters of its own at 116 N. 1st., where local contractors and unions recently operated a recruiting center for the construction trades.

The PAED staff intends to provide training, advice, and guidance for blacks who want to advance to managerial positions or go into business for themselves.

Leonard Mason and Frank Hinsborough, two community men, recently spent six months in Philadelphia learning to be economic developers in the program.

Board named

Initial funds were obtained from the Economic Development Administration in the U. S. Department of Commerce.

Headed by the Rev. Mary E. Mullen, pastor of the Church of the Living God, the board of director includes both John Lee Johnson and Richard Davis of the Concerned Citizens Committee as co-chairman and treasurer, and Mrs. Lorraine Sankey of the Urban League as secretary.

WED FEB 9 1970
L. Williams, relocation officer for the Champaign Department of Urban Renewal;

Harold Bradley of Project CUES, and the Rev. Renford Gains, pastor of the Unitarian Universalist Church.

Once the project moves in to its own office, it will organize a community advisory committee and a technical advisory committee.

The first step in the program itself will be an Entrepreneur Development Training Center.

"According to our timetable, we should have this in operation in five or six months, if we get the money," Hinsborough said.

Funds needed

The federal grant, he explained, only covers administration costs and not operating expenses of the center. These have to be raised from contributions from the community.

"Our role will be to bring together theory and practice in each area," Mason said.

The theory may be supplied by faculty members at the University of Illinois, with the practice coming from those firms that would employ the program's graduates.

WED FEB 4 1970
Programs are expected to include seminars in which participants will be asked to apply business theory by solving problems that prospective employers and others provide.

Although the Champaign-Urbana PAED will remain an affiliate of the National PAED in Philadelphia, it will have almost complete autonomy in running its own programs.

The most immediate problem facing the two is furnishing their new office.

The federal grant includes allowance for this but it will not cover all the necessary equipment, they said.

"We need desks, chairs, typewriters, file cabinets, and just about any other piece of equipment people can donate," Hinsborough said.

"We also need floor tile, paneling, paint, and other materials to fix up the place so that we can use it both as an office and a school," he added.

In the coming year \$16,000 also must be raised locally, of which \$5,000 must be in immediate cash, to match the federal grant for the project.

Group opens gift shop

A minority self-improvement enterprise has opened a gift shop to help raise operating funds.

WED DEC 9 1970
The local Progress Association for Economic Development (PAED), one of 30 such organizations in the country, opened the store Monday at 116 N. 1st St., next door to its headquarters.

"We have to match our federal grant with local funds, and we have decided on this approach rather than seeking donations from the community," explained Leonard Mason, economic developer for PAED.

Through its local organizations, PAED seeks to encourage more minority-operated business ventures by training minority group members for managerial posts and helping set up minority-owned firms.

The PAED gift shop, which hopes to attract its share of

Christmas shoppers, will feature a wide range of General Electric appliances, men's and women's clothing, toys and games.

It also will carry such items as ash trays, incense, candies and candles.

Through the Christmas season, the shop will be open 9 a.m. to 9 p.m. daily and 1 to 6 p.m. Sundays.

For the present, it is being staffed with volunteers. But PAED hopes to begin a retail sales training program, possibly in conjunction with its sister organization, the Opportunities Industrialization Center, which seeks to provide vocational and pre-vocational training for disadvantaged persons.

Enrollees would be able to receive on-the-job training in the PAED store and then move on to jobs with other local retailers, Mason explained.

The Champaign-Urbana PAED recently completed its

first session of its entrepreneurial development training center, which stressed small business ownership and operation.

Although PAED itself is a non-profit organization, it has formed the Progress Investment Association for Economic Development, which will seek to establish business ventures.

The Champaign PAED, established early this year, has been operating on a grant from the federal Economic Development Administration which it has to match locally.

WED DEC 9 1970
Donations of equipment and material by local businesses including fixtures for the gift shop, have made up the non-cash portion of the grant requirements, but PAED still has to raise about \$5,000 in cash.

The national PAED currently is negotiating with the federal government for second-year operating grants.

Youths get

check for
FRI JUL 24 1970
store project

The Peoria Roman Catholic Diocese has presented \$1,000 to seven young blacks in Champaign - Urbana who hope to open a clothing store.

The contribution is the first donation to the project, which will require an estimated \$7,000. The Champaign - Urbana chapter of the Progress Association for Economic Development will receive the funds because all seven of those involved are under 21.

A number of local businessmen will provide professional advice while an adult board of directors will set policy, give direction, and purchase merchandise.

Plans call for three of the seven young men to be directly involved in running the store, said Frank Hansborough, a Peoria economic developer for PAED.

The other four have other jobs, but probably will help out in the store on weekends and during busy periods, he added. The shop, known as Soul Apparel, will be located at 114 N. 1st St., Champaign, next to PAED offices.

No date has been set for the opening, Hansborough said, although hopefully it will be ready for business by fall.

The seven youths in the venture are Terry Jones, George Lipscomb, William H. Kindle, Sterling Atkins, Robert E. Collins, Mose Long, and Walter DeRindul. **24 1970**
The Peoria Diocese's contribution came through the Social Action Committee for the Danville Deaneery, headed by James Ransom, Champaign city councilman and affirmative action officer for the University of Illinois.

Area PAED

cited for
FRI APR 10 1970
achievement

The Champaign-Urbana Progress Association for Economic Development (PAED) has been chosen "affiliate of the month" for March by the national PAED.

Leonard Mason, PAED economic developer, said the Champaign - Urbana unit was cited because it showed the "most potential" of the 12 cities in which PAED work began recently.

PAED, with headquarters in Philadelphia, is a private organization that seeks to provide minority group members with business and managerial skills, and to encourage them to develop their own businesses.

The Champaign - Urbana organization is remodeling an old store at 116 N. 1st St. with donations from various local firms.

Among those who have contributed have been the Magnavox Management Club, who arranged for the firm to donate various office equipment, and Painters local 363, whose members volunteered to paint the interior.

Besides providing office space for PAED workers, the facility will include classroom space for an Entrepreneurial Development Training Center to provide various kinds of instruction on managerial skills.

This may be in operation by July, Mason said.

A 24 - member technical advisory committee and a 29-member community advisory committee to the seven - member PAED board also have been organized.

Cong. William Springer has written the organization, saying he is "proud of the fact that the first PAED in Illinois was established in the 22nd Congressional District."

Center open
FRI FEB 20 1970
for training

of managers

With donated furniture from the Magnavox, two economic developers have set up office at 116 N. 1st Street, Champaign, and are continuing efforts to organize an agency to provide blacks with managerial and entrepreneurial training.

Leonard Mason and Frank Hansborough will be working with the newly formed Progress Association for Economic Development to set an Entrepreneurial Development Training Center.

Besides the offices furniture, the embryonic project recently received another piece of welcome news, official word that its grant from the U. S. Economic Development Administration (EDA) has been approved.

The grant, announced by Congressman William Springer, will go to national headquarters of the movement in Philadelphia to be shared by Champaign-Urbana and five other cities.

Locally, the PAED will have to match its grant with \$16,000 raised on its own. Of this amount, \$5,000 must be in cash.

The donation of the furniture, through the efforts of the Magnavox Management Club, will count toward the non-cash share, Mason said.

Among the items received were three desks, folding chairs, folding tables, bamboo curtains, light fixtures, and a typewriter.

The agency still needs material to fix up the office, such as floor covering, wood paneling, plywood and paint.

Besides staff offices, the site will house classroom facilities for the training center.

The local PAED also has been incorporated as a non-profit corporation.

Five complete program

PAED honors graduates
WEB NOV 19 1970

Five graduates of the first program sponsored by the Progress Association for Economic Development (PAED) were honored Tuesday at the Ramada Inn.

The five completed a 10-week program on business ownership and management on Oct. 29.

PAED, an affiliate of the national organization based in Philadelphia, was established locally about a year ago to help members of minority groups establish their own businesses or enter managerial ranks in other firms.

The banquet honoring the five was co-sponsored by the Commercial Bank of Champaign and attorney Arthur Lerner.

The graduates were Avon T. Killion, a self-employed barber; Lee Ethel Harper of the Pleasant Manor Sheltered Care Home; Mrs. Shirley Hursey, who with her husband Paul operates the Lincoln Press, an Urbana bookbinding firm, and Oscar Gipson and Norris Washington, both staff members of the Opportunities Industrialization Center.

PAED board and staff members also attended the banquet. A second PAED class, stressing managerial skills, is scheduled to begin in the near future.

Egg hunt
SUN APR 8 1971
successful

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A total of 147 youngsters took part in separate hunts in three low-income areas of Champaign-Urbana.

Residents of each area organized their own hunts with PAED helping to provide refreshments, toys, and of course, eggs for the participants.

Mrs. Patricia Taylor organized the hunt for Champaign-Urbana's North End while Mrs. Virginia Patterson and Rev. Chalmer Haney handled those in the Carroll Addition and Wilbur Heights, respectively.

Local businesses and individuals donated about \$350 to help finance the activities while some merchants also gave toys and candy, Mason said.

PAED event

May 16 in
SUN MAY 9 1971
civic center

The Progress Assn. for Economic Development (PAED) will hold its Benefit Fashion Show at 3 p.m. May 16 in the Urbana Civic Center as part of the group's fund-raising activities.

Professional guest models from Indianapolis, Ind., will appear with local models. Guest Emcee will be Bill Campbell from the national PAED office in Philadelphia, Pa. Local merchants and the House of Harambee will provide fashions and music will be by the Determinations.

PAED's goal is the economic development for the minority community and business training and technical assistant to small business and potential entrepreneurs. The organization also is involved in a community development program by which businesses are owned through a community cooperative ownership program.

The fashion show is one of the means by which PAED will raise money to continue its local programs and to match a federal grant on which it has been operating.

Tickets for the show are available at the PAED office, 116 N. First St., or at the civic center the day of the show. The public is invited and their support is needed to make the event a success.

PAED to hold dance 1971

A benefit show and dance has been scheduled for tonight by the Progress Association for Economic Development (PAED).

Black comedian Jimmy Lynch of Kalamazoo, Mich., will headline the event with music provided by his Boss Players band.

Although Lynch has appeared throughout the Midwest, this will be his first appearance in downstate Illinois. Leonard Mason, PAED economic developer, explained.

The event, to be held in Floral Hall at the Champaign County Fairgrounds, will begin at 8 p.m.

PAED, part of a nationwide effort to encourage minority business ownership and group management, is seeking to raise the last \$2,000 of the \$5,000 it needs to provide locally to match the federal grant for its first year of operations.

Tickets are \$5 a person in advance and can be obtained from the PAED office at 116 N. 1st St.; Star Record Shop; or Central Liquors. Admission at the door will be \$5.50 a person.

Beginning Monday, the association will hold a toy and game sale at the gift shop. It opened two weeks ago to help raise

PAED is part of a nationwide organization, seeking to encourage minority owned and operated businesses. The shop will be open 9 a.m. to 9 p.m. Monday through Saturday and 1 to 6 p.m. on Sunday.

Santa aid

PAED opening Christmas toy sale
SAT DEC 12 1970

parents can get a helping hand with their toy shopping. This features a wide array of gift items, including fully guaranteed General Electric appliances.

PAED to hold dance

An Easter Eve dance has been planned by the local Progress Association for Economic Development as part of its current fund-raising activities.

The dance will be held at the Inman Hotel in downtown Champaign with music by the Soul Brothers.

Tickets will be \$2 a person if purchased in advance or \$2.50 a person at the door. They may be obtained at PAED headquarters, 114 N. 1st St., Champaign, or through certain local merchants.

Tickets also will be available scheduled for 3 p.m. May 16 at the Urbana Civic Center.

Admission will be \$2 a person if tickets are purchased in advance and \$2.50 a person at the door.

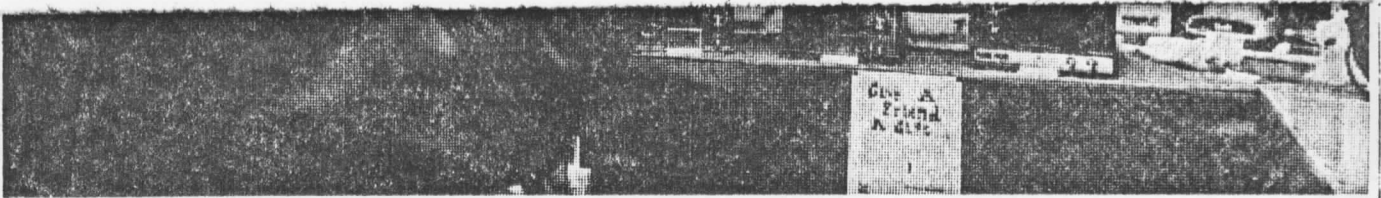
The show will feature local models plus guest models from Indianapolis.

PAED also is continuing its gift shop, featuring household appliances, wearing apparel and other items, at its headquarters. Hours are 9 a.m. to 5 p.m. Monday through Saturday.

The Champaign - Urbana PAED is part of a nationwide organization that seeks to encourage business management and ownership by minority group members.

It must raise about \$4,000 more to match a federal operating grant made last year by the Economic Development Administration.

Fund raising activities to date have netted about \$1,000 toward the \$5,000 local share.



GIFT SHOP OPEN WED DEC 9 1970

A new gift shop, stocked and ready for Christmas shoppers, has been opened by the local

Progress Association for Economic Development at 116 N. 1st St. Checking the stock are,

from left, Jim Thomas, PAED sales representative, Chris Copeland and Harold Bradley,

PAED board of directors. The shop also will serve as a training center for disadvantaged persons.

Santa visits

PAED shop

The gift shop operated by the Progress Association for Economic Development (PAED) at 116 N. 1st St., Champaign, will play host to Santa until 8 p.m. Youngsters who stop by to tell Santa their Christmas wishes will receive candy treats, donated by local merchants.

The store, opened last week, seeks to raise operating funds for PAED, one of 30 such organizations around the country designed to establish and encourage minority operated and owned businesses.

The local chapter has to raise about \$500 to match operating funds received from the U. S. Department of Commerce.

The shop carries a wide range of new appliances, which are fully guaranteed, as well as toys, games, and some clothing articles.

It is open 9 a.m. to 9 p.m. Monday through Saturday and Sundays.

Hope to establish permanent business

PAED evaluating local gift shop venture

THU JAN 7 1971

Despite such problems as late shipments, the gift shop operated by the local chapter of the Progress Association for Economic Development (PAED) apparently has fared relatively well.

William Campbell, director of sales for the National PAED, visited Champaign - Urbana Tuesday to observe the local venture, one of 31 across the country.

Although Campbell said he

probably could get "no clear reading" for another week, he said the Champaign-Urbana effort seems to be doing well in comparison with those of the other cities.

PAED, a nationwide organization with affiliates in 31 cities, seeks to encourage minority ownership and operation of business enterprises.

MA THU JAN 7 1971

The Champaign-Urbana chapter hopes to earn enough money from its gift shop to match federal funds allocated for its staff and other operating expenses.

Otherwise, the local share would have to be raised by donations or other means.

Besides meeting such immediate needs, PAED hopes the retailing effort will test the potential for permanent and possibly expanded ventures in each city.

"Eight of our cities already are operating some type of retailing outlet on a permanent basis," Campbell said.

In Champaign - Urbana, gift shop operations have been extended from Jan. 10 to the end of the month. Upcoming evaluations will determine if it will be continued past this point or whether the local PAED chapter should turn to some other kind of merchandising.

The test period of the PAED retailing venture corresponded with the Christmas shopping season, which Campbell, like many others in national retailing, termed "lousy."

"But we weren't in business the previous season, so we have no basis for a direct comparison on how we did ourselves," he added.

In Champaign-Urbana, the PAED gift shop had a few problems stemming from late delivery of certain items.

Like other retailers, the PAED gift shop is conducting a post-Christmas sale of all items in stock.

Hours for the shop remain 9 a.m. to 9 p.m. Monday through Saturday and 1 to 6 p.m. Sunday. It is located in PAED headquarters at 116 N. 1st St., Champaign.

Local operation gets good rating PAED plans full-scale business soon

The local Progress Association for Economic Development (PAED) has been urged to get its first full-scale business venture under way in the next six months.

The advice came from William Jones, a coordinator for the National PAED, who visited Champaign - Urbana this week to review the local chapter's plans for developing minority-owned businesses.

"I think the attitude of people here, both black and white,

has been tremendous," Jones said. "This cooperative spirit is a good example of what I'd like to see all over the country."

Besides starting the new business, probably a supermarket, Jones said he urged the local PAED to continue its current operation of a gift shop at its headquarters at 116 N. 1st St., Champaign.

"We were one of only 10 local chapters, out of more than 30, to be picked to continue this activity beyond the test period that ended Jan. 31," said Leonard Mason, an economic developer for the local PAED.

As far as the supermarket venture is concerned, Jones stressed that it would require great assistance from the local business community if it is to succeed.

"The National PAED would

keep close tabs on the operation, including auditing its accounts, because we simply cannot afford a failure," Jones explained. "But we would need the managerial know-how of local businessmen in day-to-day operations."

On a somewhat longer range the National PAED also will help the local chapter build a small shopping area on a one-acre tract in Champaign's first urban renewal area.

The city recently bought the land from the urban renewal project and intends to hold it until it receives a development proposal.

Eventually, all PAED ventures would be community-owned through a profit-making corporation in which the public would purchase shares.

PAED will be launching fund-raising activities in the near future to raise an additional \$4,000 to match a federal grant that covered its operations for the past year.

Proceeds of the gift shop, which serves as an outlet for a range of household appliances, apparel, candy, and toys, have been going toward the local share.