

Hispanic out of over 100 artists that was chosen to participate in the Gallery of Fine Artists located at the South Plains Fair Grounds at the Visual Arts Building.



"Molcajete by Andre DeLeon" (Preliminary Sketch of Full Color Original.)

Other Hispanic arts to be presented include, Texas Latino with a presentation at the Arts Festival on Sunday, April 19th at 2 P.M.; The Ballet Folklorico Aztlan at 1 PM; Edgar Cruz at 1 PM and 4 PM on Sunday and participation on Saturday April 18th by the Ballet Folklorico Nuestra Herencia at 6:15 and the Ballet Folklorico San Patricio at 7:15.

Admission to the Arts Festival is \$2. For additional information, call the Arts Alliance at 744-2787.

"El Respeto al Derecho Ajeno es La Paz."
"Respect for the Rights of Others Is Peace"
Lic. Benito Juarez

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EL EDITOR

Week of April 16 to April 22, 1998

Lubbock, Texas

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Pena's Departure Creates

Potential Fissure Between Clinton & Hispanics

By Joseph Torres

The pending departure of U.S. Department of Energy Secretary Federico Pena will create a serious void in the representation of Hispanics in President Clinton's administration, leaders of several Hispanic groups are warning the White House.

Comentarios de Bidal

by Bidal Agüero

My friend came by again this week.

You were writing about me in your column last week weren't you?

What makes you think that, I asked him.

"Well what you said was exactly what we were talking about."

What makes you think you were the only person who brought up the subject of Victor and Frank?

"Everybody is talking about them," he said.

I know. But it seems that the candidates are ready to discuss real issues instead of mudslinging.

"How do you say that?" my friend asked.

I got a letter from Victor. He "asks his supporters to stand fast and to not help those who benefit from tearing our District 1 community apart."

"Does he mean that it's people outside the barrio who are behind all these rumors and criticism in the A.J. and the TV news?" my friend asked.

I guess. Well Victor does say later in the letter that everyone should keep in mind that "politics sometimes brings out the worst in people." He also asks that our barrios "doesn't need and can't afford to have a sentiment of brother against brother and needs to come back together regardless of who is in office on May 3rd."

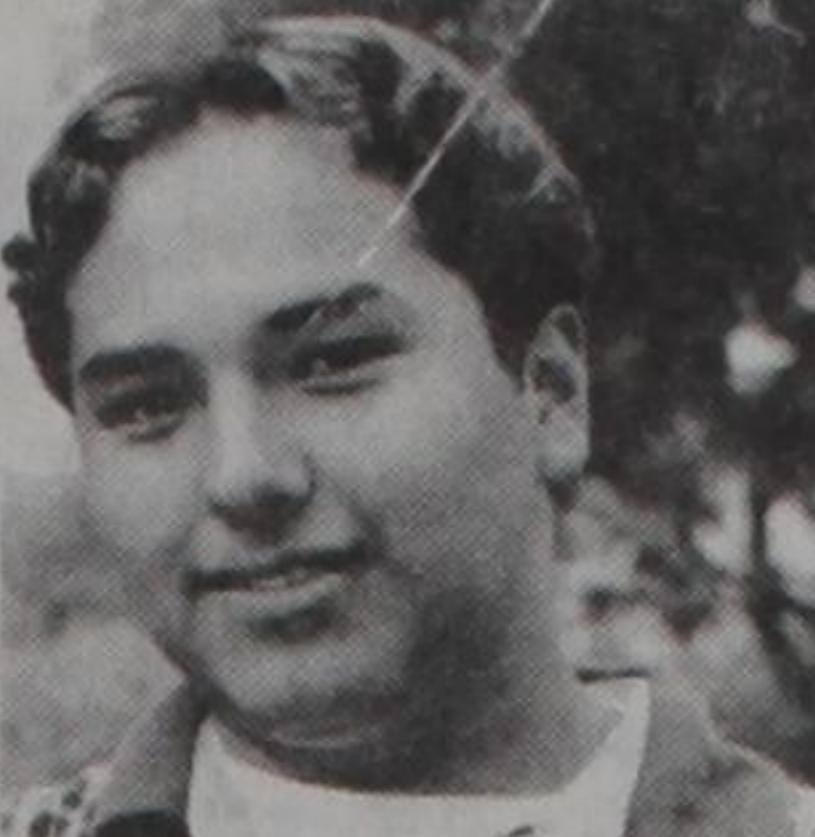
"Well what about Frank?"

You have all sorts of questions, I told my friend. Frank says that sticking to the issues and having good representation on the City Council are his main concern. And is especially concerned about stopping all those rumors.

"Well," my friend said as he walked out the door, "I hope all these issues can be discussed."

(Read Victor's Letter on Page 2)

El Editor
Newspaper



Upward Bound Students Named Regional Finalists

Texas Tech Upward Bound students, Kiecha Brooks of Estacado High, and Marcus Leyva of Slaton High, have both been named regional finalists in the prestigious Barbara Jordan Historical Essay Competition. Terry Wilson, competition coordinator, and the Associate Director of the University of Texas School of Public Affairs said, "This is the first time in the three-year history of the competition that Lubbock Area students have reached the finals. These students have not only written about history, they have made it."

Brooks and Leyva will travel to Austin next weekend, where a special dinner, hosted by UT president Larry Faulkner, will be held in honor of all regional finalists. Following the dinner, state champions will be announced at the Heman Sweat Symposium on Civil Rights. National noted legislator, Wilhemina Delco is slated to provide the keynote address for the event.

Eric Strong, TTU Upward Bound Director, said, "We are proud of our students. I feel their success was due, in part, to their African American historical subjects. Brooks' paper was about the life of Lubbock's Legendary doctor, Joseph Chatman, and Leyva's paper was on Emma Massey, of Ralls, who is reportedly the oldest person in the world." Craig Worthey of Estacado High and Leah Harris of Frenship also received honorable mention for their submission on the Area's African American history.

News Briefs

Hispanics Protest Race Panel Makeup

A White House town meeting intended to smooth race relations has instead angered Latino activists who say the panel is slighting Hispanics.

Felipe Lopez, a basketball player at St. John's University, is the only Hispanic on the 11-member panel, which also includes President Clinton and nine athletic figures -- six blacks and three whites.

"Whenever there's a dialogue on race, it's always black and white. They should begin considering Hispanics as part of the dialogue," Alfonso Maldonado, director of the Houston chapter of the League of United Latin American Citizens, said Sunday. Lopez is just a token, the group said.

Tuesday's 90-minute town hall meeting, part of the president's initiative on race, will discuss the impact of race in sports from the playground to the pro level. The forum will be televised on ESPN.

The cable sports network, which chose the panelists, announced the selection of Lopez on Sunday, after LULAC officials wrote Clinton to protest the absence of Hispanics.

White House spokesman Joe Lockhart said ESPN sent out invitations to about two dozen Hispanic athletes, who declined for various reasons.

Joining Lopez on the panel are NFL Hall of Famer Jim Brown, Minnesota Vikings coach Dennis Green, track-and-field star Jackie Joyner-Kersee, Georgetown basketball coach John Thompson, New York Jets receiver Keyshawn Johnson and ESPN analyst Joe Morgan, all of whom are black.

Also on the panel are San Francisco 49ers President Carmen Policy, San Diego Padres owner John Moores and University of Georgia athletic director Vince Dooley, all of whom are white.

The forum is the president's second town hall meeting on racial issues. The first one, held last winter in Ohio, drew lukewarm reviews.

Report: More Gangs in Schools

The percentage of teen-agers reporting gangs at their schools has nearly doubled since 1989, and more students reported being victims of violent crime at schools where gangs were present.

The increased gang presence came even though overall crime victimization, including thefts, in school buildings, grounds and buses remained steady between 1989 and 1995 at less than 15 percent of students, the Education and Justice departments reported Sunday.

However, the percentage of youths aged 12 to 19 who reported being victims of violence such as a physical attack or robbery by force, weapons or threats rose from 3.4 to 4.2, equal to about 1 million of the 24 million youth that age in public and private schools.

The reports of violent victimization were higher among students who also reported the presence of gangs, drugs or guns at their schools. The percentage of those reporting "street gangs" rose from 15 to 28.

There was a question, however, how much the greater presence of gangs was the result of increased numbers and how much the result of heightened awareness.

"What we're seeing, I think, is that more people are aware nowadays of what a gang is," said Kathryn A. Chandler, a co-author of the report. "The media exposure makes them perhaps more recognizable."

The report also does not say how students decided who is in a gang, said Chandler, of the Education Department's National Center for Education Statistics. The survey asked detailed questions to arrive at an answer, but that information has yet to be analyzed.

A separate, earlier report by the National Education Association, the nation's largest teachers union, said stereotyping can often lead communities to "mistakenly link innocent activities of ethnic youth to gang involvement."

The report cautioned that the study, based on a survey of about 10,000 students, gives a snapshot of two separate years and does not necessarily indicate a stable trend.

Indeed, other government data show that violent crime by juveniles peaked in 1994 and declined for two years since then. Arrests of teen-agers for violent crimes dropped 2.9 percent.

The nation's attention was turned to school violence and gangs last month after two boys, aged 11 and 13, were charged with killing four pupils and a teacher at a middle school in Jonesboro, Ark. Classmate Melinda Henson said 13-year-old Mitchell Johnson claimed to be part of a gang and wore some type of red "every day, because he was in the Blood Gang."

The increased gang presence indeed was reported everywhere: cities, suburbs and small towns. In central cities, students reporting street gangs rose from 24.8 percent to 40.7 percent; in suburbs, from 14.0 percent to 26.3 percent, and in non-metropolitan areas from 7.8 percent to 19.9 percent.

Law enforcement authorities in mostly rural states such as Oklahoma have reported a surge in gang activities as gangs look for expanded drug markets. The presence of gangs in the suburbs of Detroit and other major cities has led to police crackdowns.

Sunday's report said only that problems with gangs, guns, drugs and violence "tended to co-exist," and it did not explore whether gangs were responsible for the guns or drugs.

In 1995, however, 7.5 percent of all students who reported gangs in their schools also said they had fallen victim to violent crime there, compared with just 2.7 percent of the students reporting no gangs.

Drugs were slightly more available than before, with 65.3 percent of students reporting that marijuana, powder and crack cocaine, amphetamines and barbiturates were available at school.

Landlord Fined for Kids' Exposure to Lead

A landlord agreed to pay \$1.2 million and remove lead-based paint at an East Los Angeles apartment complex where children were exposed to dangerously high levels of lead.

Authorities said Samuel S. Mevorach allowed workers to remove the paint from Wyvernwood Garden Apartments without using protective clothing.

They also said some paint inside the apartment units contained up to 25 times the permissible standards of lead while exterior paint had lead levels as much 94 times acceptable standards.

Mevorach's lawyer, Sheldon H. Sloan, denied the allegations and said his client agreed to the settlement to avoid costly litigation. Wyvernwood is one of the city's largest apartment complexes, with 8,000 residents -- a quarter of them younger than 7. Built in the late 1930s, when lead was still a common ingredient in paint, it has more recently slid into disrepair. Four cases of lead poisoning of children have been documented there.

Lead poisoning can cause behavioral and learning problems, and death in the most severe cases. An estimated 5 percent of children nationwide suffer from lead poisoning, with that number reaching 16 percent among low-income housing residents in older houses and 22 percent among black children in older houses.

Needle Exchange Funding Ban May Soon Be Lifted

The Clinton administration is moving to lift a 10-year-old ban on using federal funds for needle exchange programs, reports The San Francisco Chronicle.

While the administration's official stand is that it is still studying the matter, a range of AIDS organizations and key individuals say they have been assured a decision is imminent -- and they are anticipating that the ban will be lifted.

Dr. Scott Hitt, who chairs the White House advisory council on AIDS, said he believes an announcement could be made within a week.

Rep. Nancy Pelosi (D-CA) said, "We have reason to be optimistic that the administration will lift the ban, because it will fit comfortably within their perspective of research, prevention and care of people with AIDS. I know they are committed to stop the spread of AIDS, and I am confident they won't let politics stand in the way of that."

Por Joseph Torres

La salida inminente del Secretario del Departamento Federal de Energía, Federico Peña, creará un vacío grave en la representación de los hispanos en el gabinete del Presidente Clinton, están advirtiendo los dirigentes de varios grupos hispanos a la Casa Blanca.

Peña, de 50 años de edad, anunció el 6 de abril que cesará el 30 de junio para pasar más tiempo con su familia. El prestó servicios en el gabinete durante más de cinco años -- como Secretario de Transporte durante el primer período de Clinton y como Secretario de Energía durante el segundo período.

La preocupación de los dirigentes latinos se centra en el "gabinete central" de 14 miembros de Clinton. El presidente

decano para la Defensa Legal y la Enseñanza (MALDEF) en inglés, y Arturo Vargas, quien preside a la "entidad de sombra" Programa de Trabajo Nacional Hispano para la Dirección (NHLA) en inglés.

La licenciada Hernández dijo a Hispanic Link que Clinton y el Partido Demócrata han vuelto a dar por sentados a los hispanos, con demasiado pocas designaciones de nivel superior dentro del gabinete. Tanto ella como Vargas manifestaron su inconformidad con la cantidad y el nivel de los latinos nombrados. Estos forman el 7 por ciento de todos los designados por el presidente, según dice la NHLA.

Aunque los hispanos fueron una fuerza poderosa en los estados claves para la reelección de

Clinton Y Los Hispanos

Latinos Have a Unique Opportunity To 'Give Back'

By Miguel Perez

For years, anti-immigrant forces have spread generalizations wrongfully describing Latinos as welfare leeches and illegal immigrants who come to this country looking for a free ride.

Now it turns out that over the next 50 years, Latinos will bear a disproportionate share of the payroll tax burden, which supports the U.S. Social Security system and the nation's retirees.

The country's young Latino population is growing faster than other groups, causing experts to point out that the Social Security benefits of an increasing number of elderly Anglos will soon be dependent on them.

Those are the findings of a new study by the conservative Heritage Foundation. It notes that while the Social Security system is "a bad deal" for most U.S. workers, it is especially bad for Latinos. "Individually and as a community, Hispanics would have more wealth if they were able to place their current Social Security tax dollars in private retirement investments," it suggests.

The report is an effort to persuade the Latino population to

join a movement to revamp the Social Security system by allowing workers to divert some of their payroll taxes to higher yielding individual retirement accounts. Its analysis of income and life-expectancy figures for Latinos makes some very strong arguments.

It notes, for example, that while a two-earner Hispanic family, with both spouses born in 1965, can expect a rate of return of 2.17 percent from Social Security, the same couple could receive 4.67 percent by investing the Social Security contributions in a mixed-bond equity portfolio. That returns \$346,700 more than they'd receive from Social Security.

To maintain the Social Security system, modifications will have to be made. By the year 2029, all of the nation's 76 million baby boomers will have turned 65 and payroll tax revenues will cover only about 75 percent of the promised benefits. Commonly proposed solutions to the dilemma have included raising taxes, reducing benefits, or increasing the retirement age.

Those who favor the "privatization" solution -- converting Social Security into individual accounts -- are now lob-

bying younger workers and non-white groups to join their movement. The Heritage report, "Social Security's Rate of Return for Hispanic Americans" is part of that effort.

"Like most Americans, Hispanic-Americans of nearly all income levels suffer such a huge bite from Social Security payroll taxes that they have little left for more lucrative investments," it says.

The report estimates that if the program is not reformed, by the year 2050 Social Security taxes must increase by 40 percent. It notes that Latinos will bear the burden of those higher taxes because by 2050 they will make up almost 25 percent of the U.S. work force, but only 17 percent of the Social Security beneficiaries.

Since under the Social Security system, current workers pay the benefits for current retirees, without the support of Latinos and other non-white groups that are also younger and growing, the entire program could collapse.

Singing out Latinos to incite them to rebel against the Social Security system is the wrong approach. This is a bait we should not bite, not only because the

Social Security system provides vital assistance to many penniless elderly Latinos, but because we have dues to pay to society as a whole.

While Latinos may be able to use this situation for some political advantage, especially to show to society that we are contributing to the well-being of all U.S. residents, efforts to bail out of the system now will make us look selfish and ungrateful.

Many of us came to this great country as refugees seeking sanctuary. Many, including those who were born here, have depended on public assistance, in one way or another, until we could get up on our feet and succeed in this wonderful land of opportunity.

If the Social Security system is to be revamped, and if we, as a nation, are to decide that diverting contributions to private investments is better idea, then so be it.

But this is one time when we should fight to make things better for society -- not as Latinos, but as Americans.

(Miguel Perez is a columnist with the Bergen Record in Bergen, N.J.)

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FRONTERA NORTE

Frontera Conflictiva

por David Ungerleider S.J.

Desde el mes de Septiembre, la problemática migratoria ha vuelto a ser "noticia" cotidiana en los principales medios de comunicación tanto en San Diego, California como en la zona de Tijuana, Baja California.

Atestiguamos más muertos, violaciones de los derechos humanos, cambios de estrategias de parte de los mismos migrantes y los oficiales de la ley, simposios, coloquios y conferencias que se ofrecen en las distintas instituciones ubicadas en los dos lados de la frontera donde algunos cantan "victoria" y otros anuncian "fracaso". ¿Qué es lo que realmente está pasando ahora que estamos el nuevo año 1998?

Algo de Historia:

Con la firma del Tratado de Libre Comercio, se favoreció la inversión de capital extranjero que a la vez favoreció económica a las grandes empresas dentro del contexto del neoliberalismo y una mayor globalización de la economía nacional. Simultáneamente, salió una campaña en el Estado de California a favor de la Propuesta 187 (ahora ley) que estipula que:

1) a los extranjeros ilegales se les niegan los beneficios ó servicios públicos en el Estado de California.

2) ningún extranjero ilegal puede tener acceso a los servicios médicos a excepción de los casos de emergencia.

3) ninguna escuela pública admite o permite asistencia de niños que no sean ciudadanos estadounidenses ó extranjeros legalmente admitidos, y

4) ninguna institución pública de educación post-secundaria admite, matricula ó permite la asistencia pública de personas sospechas de ser extranjeros ilegales.

Aquí se ve claramente que hubo una mezcla de una promoción económica que obviamente sigue favoreciendo los sectores más privilegiados de la sociedad, con una xenofobia que sigue perjudicando a los más marginados en términos socio-económicos.

La Operación Guardián:

En el mismo año de 1994 el Servicio de Inmigración y Naturalización da inicio en los Estados Unidos a la Operación Guardián, como la primera fase de un plan estratégico ideado por la administración estadounidense para reducir inicialmente el nivel de crímenes ilegales por la región fronteriza del sudoeste de los Estados Unidos y eventualmente conseguir el control de toda la frontera.

Este operativo ha costado millones de dólares. Se ha logrado construir una triple barda a lo largo de 58 kilómetros en la zona denominada "El Bordo", se ha aumentado los agentes de "la migra" de 980 en 1994 a 2,282 hoy en día, un incremento de 202 inspectores en 1994 a 408 en la actualidad y se han colocado un total de 1,214 sensores subterráneos cuando en 1994 sólo hubo 448.

Vale mencionar que la Operación Guardián contempla aumentar a 10,000 los agentes de la Patrulla Fronteriza para el año 2004, y hay informes de que el Presidente Clinton quiere que se aumenten hasta a 20,000 agentes.

Es importante tomar en cuenta que el SIN es una de las agencias gubernamentales con mayor presupuesto en los Estados Unidos. Ahora más que nunca se justifica más presupuesto al añadirse el argumento de querer controlar el tráfico de drogas (cuando en realidad el 85% de las drogas que entran a los Estados Unidos pasan por las pueras oficiales de entrada, no por donde entran los indocumentados).

¿Qué significa estas medidas para el migrante?

Con la implementación de estas medidas (de la Operación Guardián) ha habido, en efecto, una militarización de nuestra frontera. Con la triple barda es casi imposible que el trabajador no-documentado cruce de Tijuana a San Ysidro, California, entonces intenta entrar a los Estados Unidos por los lugares más desérticos y peligrosos (entre la Mesa de Otay y Tecate ó hasta Mexicali). El año pasado, hubieron más de 75 muertos principalmente causa de los accidentes en los cerros, el frío, sed y hambre, o porque terminan calcinados en el desierto, o atropellados ó ahogados en el Río Tijuana. A esta tragedia se le agrega el incremento extraordinario de deportaciones registradas por el Instituto Nacional de Migración (en 1994 se registraron 40,922, y en lo que va hasta Octubre 1997 son 155,658, lo cual representa el 40% del total de aprehensiones de indocumentados en toda la frontera).

Si el sistema del Seguro Social ha de ser reformado, y si nosotros, como nación, hemos de decidir que el desviar los aportes a las inversiones privadas es una idea mejor, entonces que sea así. Pero ésta es una oportunidad en la que deberíamos luchar para hacer que las cosas sean mejores para la sociedad, no como latinos, sino como estadounidenses.

(Miguel Pérez es columnista del "Bergen Record" en Bergen, Nueva Jersey.)

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If I Had The Power

If I had the power to overcome the hidden godfathers and special interest groups that control Lubbock, what would I do to jump start the city of Lubbock into the new century? At the risk of being chastised for invading sacred ground and butchering some holy cows I sumit the following ideas.

For development of our own downtown area and the depot district I would utilize our city owned electric company along with Federal ECO and mass transit grants to build an electric trolley line from Texas Tech to the depot district via Broadway. This would be the first line of real trolley cars just like those in San Francisco, New Orleans, and San Diego. Of course city bus would operate and manage them. It is a proven fact people will ride real trolley cars. All those empty downtown buildings could be made over into loft apartments and shops for Texas Tech students and later we could build another line from Texas Tech to South Plains mall and so on until we have replaced all the buses. Buses pollute, electric trolley cars do not and because people will ride them and will cut back on Lubbock traffic volume. Now is the time to set these trolley lines in, while our city is still small. This would add in a positive way to our local culture, but best of all we could say goodbye to large buses running up and down city streets with less than five people, polluting the air costing us tax payers millions of dollars.

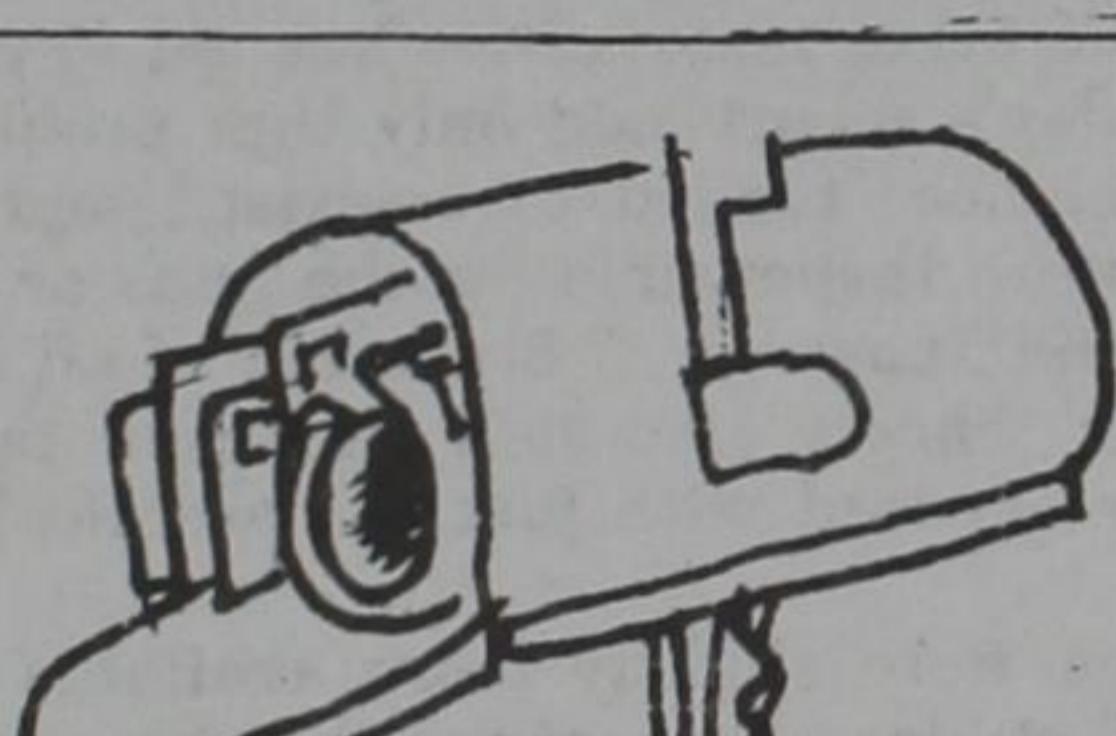
To make traffic safer in Lubbock I would first improve the timing of our current traffic light system I have driven through large metro areas (not on their freeway system) like Detroit and made it completely through the entire city with only two stops at red lights, one can not do this in Lubbock. I would then change the Texas Tech campus to "bicycles only" which would not only help traffic, but clear up the current campus parking problem.

To improve our Lubbock economy and create new jobs for our youth I would make the entire Lubbock county a tax free zone for all current and future manufacturing. This is for manufacturing only, not their employees, distributors, retailers, or support companies. No I am not in manufacturing, but I have read about other areas successfully doing this. I would build a new stadium for the Crickets off the loop on the east side of town. We need to develop the east side of town not ignore it as we have in the past. I would also make city services, paved streets, street lights, sidewalks, and schools on the east side equal to the rest of Lubbock. On city services I would demand a physically fit police department with high performance standards and professional attitudes and make sure they are the highest paid for our size city in the state. I believe we have already reached that level with our fire department, but we do need to increase their pay to the highest level for our size city in the state. We need to stop thinking within traditional boundaries. It is time for less government that means it is time to combine the city and county governments into one central government. It would stop all the fighting and reduce operational cost that is good for the tax payers.

Well that is about all the therapy I can stand for now. I have a lot more, but why press unless things start to change.

Charles Mayers

Letters to the Editor



Letters to the Editor

Open Letter to the Community

Dear Friends:

As a result of recent public events, there is a growing sentiment within District 1 to lash out and expose my opponent.

Let me say unequivocally, that my sentiment has been and continues to be that come May 3, 1998, District 1 needs to come back together regardless of who is in office. District 1 and its' people do not need and cannot afford a sentiment of brother against brother.

In light of recent public events and the ill feelings they have caused, I continue to ask my supporters to stand fast and to not help those who benefit from tearing our District 1 community apart.

I would ask that you do not speak against my opponent. I would ask that you do not spread rumor nor innuendo.

If you must speak, speak to the improvements made within the District these past four and one-half years. Speak of the possibilities that the future holds.

Finally, I would ask that we all keep in mind that politics sometimes brings out the worst in people. None the less, people need to be active participants in the political process -- for it is only in the casting of your ballot, that you can make a difference.

Sincerely,

Victor Hernandez

Lubbock City Council-District 1

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Clinton, con el 72 por ciento de ellos votando por él en todo el país, el presidente estuvo próximo a eliminar a los hispanos de "gabinete central" en 1996.

Al Secretario de Viviendas, Henry Cisneros, quien ya había anunciado su renuncia, se le acredita por haberse plantado a sí mismo dentro de la Oficina Ovalada y haber convencido al presidente de la necesidad política de nombrar a un hispano por lo menos en una de las pocas plazas del "gabinete central" que permanecían vacantes en ese momento.

De modo que Peña, que ya había renunciado como Secretario de Transportes y había puesto su casa a la venta, fué persuadido por Cisneros y Clinton para aceptar la asignación del Departamento de Energía.

Peña y otros latinos de alto nivel en el gobierno, tales como el asesor presidencial principal Mickey Ibarra, contrarrestan a la crítica actual señalando que el gabinete ampliado incluye a Aida Alvarez, Administradora de la Administración de Pequeños Negocios (SBA en inglés), y a Bill Richardson, Embajador de los Estados Unidos ante las Naciones Unidas.

Alvarez me enfatizó que el trabajo de su dependencia afecta directamente a los hispanos de los Estados Unidos, debido al aumento de los negocios propiedad de hispanos. Ella agregó que la SBA está involucrada también en un proyecto de traslado de la asistencia económica pública al trabajo, con los pequeños negocios. Cuando le mencioné a Peña en la conversación la desilusión de los dirigentes, él destacó que el Presidente Clinton pide a menudo, no solamente a él, sino también a Alvarez y a Richardson, sus impresiones sobre los

asuntos que afectan a los latinos, aún cuando esos asuntos se hallen fuera de sus responsabilidades ministeriales individuales.

Peña descartó cualesquiera diferencias entre el "gabinete central" y otras plazas de nivel de gabinete, haciendo notar que los latinos han probado que pueden desempeñar cualquier plaza dentro del gobierno, incluyendo aquéllas a las que no se ve como que afectan a los latinos.

Maria Echeveste, Directora de Enlace Público de la Casa Blanca, no fué tan diplomática. Ella criticó fuertemente a los grupos hispanos, tales como el NCLR, por disminuir el trabajo de Alvarez, Richardson y otros hispanos de nivel superior.

Otro defensor de Clinton fué Juan Andrade Jr., presidente del Instituto Hispano de Dirección en los Estados Unidos (USHLI en inglés), con sede en Chicago. Al comentar que él se siente complacido en conjunto con el historial del gobierno en cuanto a los nombramientos de hispanos, él agregó que habrá más oportunidades para designar a hispanos, a medida que renuncien otros miembros del gabinete.

La realidad es que, si Clinton deja de tomar en serio las advertencias de los dirigentes hispanos, el mayor perdedor puede ser el vice-presidente Al Gore, a medida que se esfuerza para procurar la postulación presidencial próxima del Partido Demócrata.

Pero mientras que los republicanos continúan situados en el lado equivocado de casi todos los asuntos políticos que afectan a la comunidad hispana, al llegar las elecciones generales, los latinos tendrán poca alternativa fuera de volverse una vez más al Partido Demócrata en busca de solaz y apoyo.

Study: Disability Policies Should Target Poor Kids

Policies to prevent and rehabilitate childhood disabilities should target disadvantaged children -- children below the poverty level -- according to an analysis by health policy experts at the University of California San Francisco and the University of California Los Angeles.

"Children from poor families are at greater risk for disability," according to Paul Newacheck, DrPH, UCSF professor of health policy and pediatrics at the Institute for Health Policy Studies.

Newacheck is the lead author of the analysis, Prevalence and Impact of Disabling Chronic Conditions, published in the April 1998 issue of the American Journal of Public Health.

Newacheck and a research colleague conducted a two-year-long study to determine a current national profile of children with disabilities, including prevalence estimates of chronic conditions causing disabilities.

In addition, researchers assessed the effects of disability on the child, the educational system, and the health care system.

Researchers analyzed data from the National Health Interview Survey (NHIS) for 99,513 children younger than 18 years. Children were categorized as "limited in their activity" or "disabled" if their ability to perform the major activity associated with their age group, school or play, was compromised by a chronic condition. Researchers classified children by the degree to which their activities were limited.

Study findings indicated an estimated 6.5 percent of children experienced some degree of disability or 4.4 million U.S. children. Children from poor families as well as older children, boys, and children from single-parent households exhibited significantly higher prevalences of disability.

The main conditions causing disability were: 1) respiratory diseases, 2) impairments of speech and intelligence (principally mental retardation), and 3) mental and nervous system disorders.

"The impact on the child as well as on the educational and health care systems were substantial and profound," according to Newacheck.

Researchers reported the following impacts of disability:

-Children with disabilities were ten times more likely to be reported by families to be in poor or fair health.

-Childhood disability resulted in 66 million restricted activity days annually, including 27 million days lost from school.

-Childhood disability resulted in an additional 26 million physician contacts due to disability and 5 million hospital days annually.

"To reduce the impact of disability on children it is important to consider the underlying conditions such as income level and family well-being when developing health and social policies targeted at improving outcomes for these children," Newacheck said.

NHIS is a continuing nationwide cross-sectional survey conducted by household interview by the US Bureau of the Census for the National Center for Health Statistics.

¡Tu Voto Es Tu Voz!

Frank Gutierrez

For City Council District 1

Pd for by Gutierrez campaign, Mary Jane Gutierrez-Treasurer

**"ES TU FAMILIA,
ES TU BARRIO."**

Porque se trata de la seguridad y el futuro de tu familia, ya es hora de tomar control y unirte a la lucha contra el crimen.

Llama hoy mismo al 1-800-727-UNITE.

Congratulations! ¡Felicitaciones!

Congratulations are in order to Joe Adam & Molli Riojas for their newborn baby BOY! The

8 lb. 3 oz. - Nicolas Ryan Riojas was born on Thursday, April 16 at 10:20 am at Methodist Hospital. Best wishes and God Bless always!

From: Grandma Olga Riojas-Aguero & all the family.

Also Happy Birthday to Marisol Otomí Aguero who will be 8 years old on Monday, April 20, 1998. Love and kisses from: Dad & Mom

Bidal & Olga Aguero

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and he
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Methodist Medical Group is an 87-physician group affiliated with Lubbock Methodist Hospital System. For information on physician referrals, please call (806) 784-1280.

IT'S TIME FOR



LA HISTORIA:

Aquella noche, Jesús Amaya compró su boleto de LOTTO Texas cuatro minutos antes de que cerraran las ventas para el sorteo. Quince minutos después, igualó los seis números ganadores. Esa noche hubo sólo un ganador en el sorteo de LOTTO Texas: Jesús Amaya.

EL DINERO:

\$23,678,897

LOS NÚMEROS:

35 40 41 44 45 46

TIEMPO ENTRE COMPRAR EL BOLETO Y GANAR:

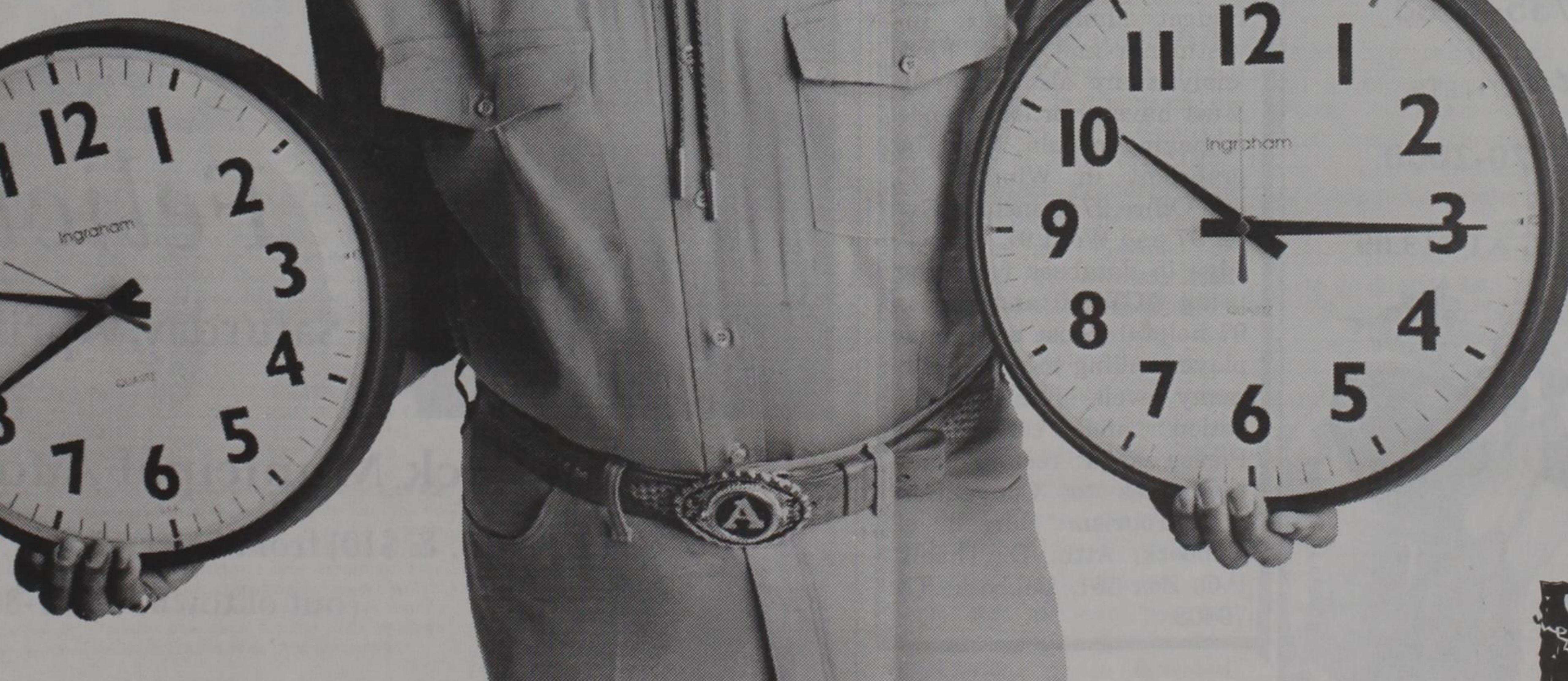
34 Minutos



MÁS DE 290 MILLONARIOS

Y LA CUENTA SIGUE.

Compré un boleto
cuatro minutos antes
de que cerraran.



Y en menos
de treinta minutos gané
\$23.6 millones.

Where Does Brown Fit In President Clinton Black/White Debate

Race relations among Latinos and between other races play themselves differently according to the particular Latino nationality, economic status, and region of the country. Latinos of Caribbean descent find themselves living alongside African Americans in East Coast cities like Philadelphia and New York, while those of Central and South American living on the West Coast and in the Southwest find themselves living in more Hispanic dominated areas. Different regions also have different dates of arrival; Chicanos in the West and Southwest have lived in the areas before the settlement of Jamestown, while the African American community predates the Puerto Rican community in the East. This creates different historical contexts to relationships.

While slavery has come up in the discussion on race, it has rarely been discussed with the proper depth to see how it affected all of the Americas. Growing up, many first generation Latinos are given the impression by their immigrant parents that there is no racism in Latin America. At times, one will find a strong nationalist pointing to America's ongoing racial conflicts with a snide air of superiority, stating that "it's not like that in Latin America." However while prejudices may have developed and manifested themselves differently in different parts of the region, racism is still a factor south of the border. Those factors still play themselves out, even after generations have settled here up north.

Other times parents, hoping to choose their battles carefully, stress economic success as a way of dealing with prejudice and discrimination.

"We never spoke about race or racism," said Melissa Camacho, a first generation citizen of Peruvian and Co-

lombian descent during a dialogue on race relations at USC. "We just told to ignore it and worked hard."

Indeed, this dialogue on race may be a much more difficult discussion for some Latinos who think of being brown as its own monolithic color, instead of a post-1492 combination of different hues composing the European, indigenous and the African. In a demographic presentation that was presented early on to the Advisory Board, Dr Reynolds Farley, of the Russell Sage Foundations stated that "For many Latinos the race question may be superfluous since in the Census of 1990, 43% of those who said that their origin was Spanish failed to identify with any of the 14 racial groups listed in the census. They left the question unanswered." It remains to be seen whether asking the entire population the Spanish origin question first before the race question will have any type of effect on these numbers in the Census of 2000.

Fighting the war against Latinos.

Regardless of how one feels how Latinos view race within the Latino community, there is very little doubt that the present day is a time of great highs and lows for the Latino community. While many business leaders are singing praises of the profits to be made with and in the Hispanic community, Latinos across the nation facing discrimination more openly. In this day and age, immigrant bashing has not only become acceptable, it is almost seen as necessary to stop the "Latinos from taking away all the jobs."

The quest to quell illegal immigration can also just be another code word for discrimination as the Hispanic members of Chandler, Az discovered. There the Chandler Police Department was accused of pulling over anyone

with brown skin in a five day crackdown of illegal immigration last summer.

"Latinos get blamed for the highest number of immigrants into this country so immigrant bashing has become popular" Chavez-Thompson commented. "It's become a politically correct issue to bash both illegal immigration and to focus against Latinos because they happen to be coming into this country. However, no one is looking at the higher numbers of European immigrants who are coming into this country. But nobody says that anything about bashing those particular immigrants, the focus is on the South, on the Central American and South American...."

While realizing that immigration plays a role in the contemporary treatment of Latinos, staff members would also like to concentrate on some of the historical issues of discrimination. Often caught up with this notion of the expanding Latino population and immigration is the fact that a large number of Latinos are citizens and have been for generations, especially in the Southwest. They also want to see greater attention paid to tensions among ethnic groups, which are sometimes not spoken of as often for fear of exposing a fault line that could be used to pit people of color against each other, instead of staying "united".

Concentrating on those regions that have greater populations of Latinos is what many hope will help increase the coverage of Latinos and their relationship to the Initiative. Staff members are also confident because they are beginning to see their ef-

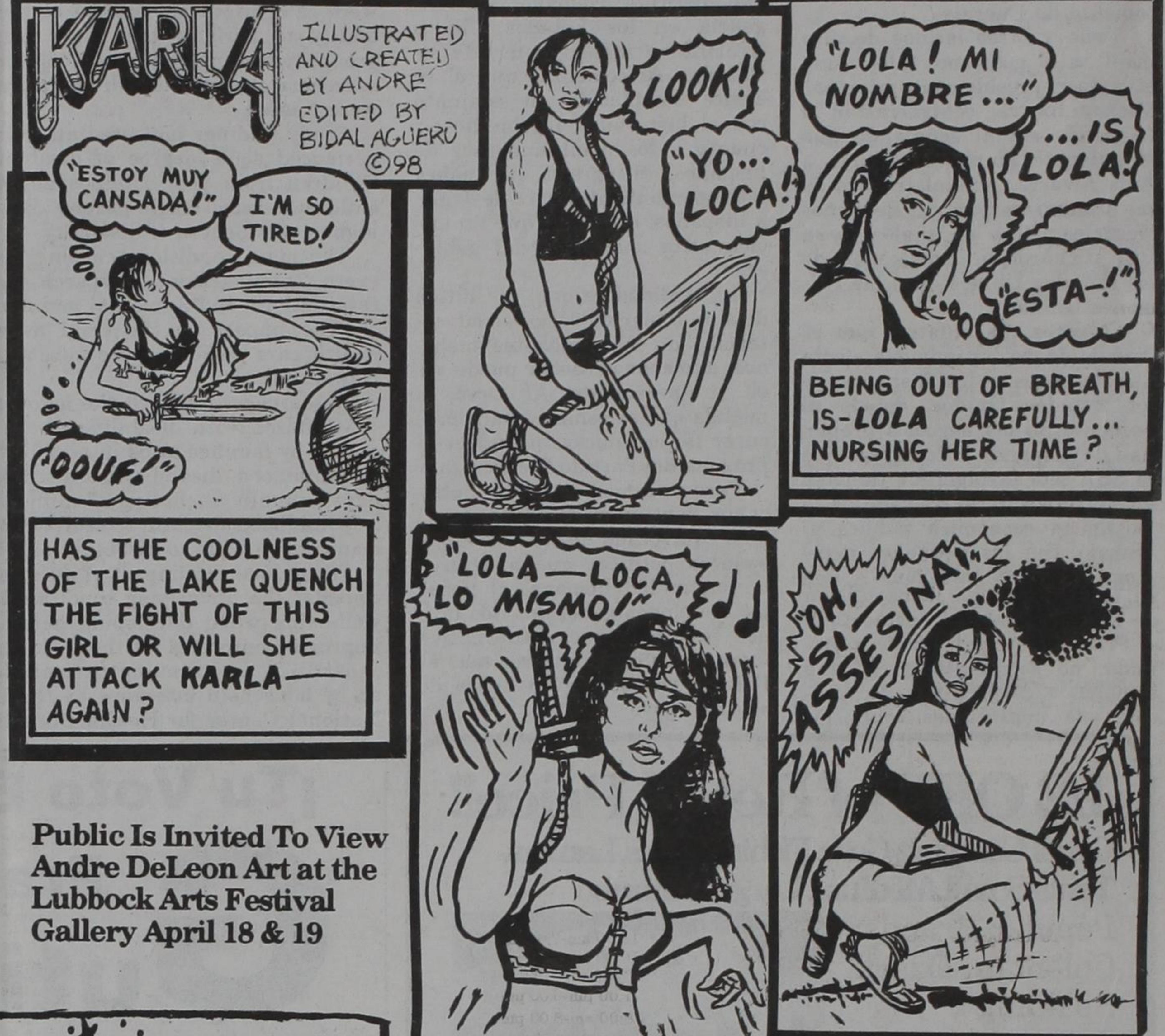
orts at outreach produce real dialogue in some places. The word is getting out, as evidenced by a discussion of racism beyond the two dimensional paradigm and the Initiative in the March issues of such nationwide music magazines The Source, the Journal of Hip-Hop, Culture, and Politics and Vibe.

Despite its small staff, the Initiative is working hard to provide the press and the public with as much information about its meetings, which are all open to the public. And while it knows it maybe missing some folk, it welcomes not only opinions, but opportuni-

ties at working together. Which is why the initiative is so happy that Acosta and the Latino Civil Rights Taskforce is sponsoring a series of race relations seminars. The first one entitled A Dialogue on Race in the Latino Community is meant to clean house of sorts and deal with "issues of identity and acceptance that affect how we deal with each other." It is being co-sponsored by a host of organizations in the D.C. area including National Council of La Raza, Ayuda, Coalition of African American & Latino Unity, Center for the Advancement of Hispanics in

Science and Engineering Education (CAHSEE), Citibank, the Latin American Youth Center (LAYC), and Council of Latino Agencies (CLA).

Perhaps it is the coming of a new millennium that has America working hard to become more open. Perhaps people are realizing there is some shame if we still enter the 21st century with the same problem that plagued us the previous century, as defined by W.E.B. Dubois. Regardless of the reason, we are embarking on a very bumpy path that is unlikely to end anytime soon.



Public Is Invited To View Andre DeLeon Art at the Lubbock Arts Festival Gallery April 18 & 19

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Mexicana**

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A TODAS LAS PERSONAS Y ENTIDADES INTERESADAS:

Lubbock Power & Light ha hecho solicitud a la Comisión de Conservación de Recursos Naturales de Tejas (TNRCC o Texas Natural Resource Commission) para la renovación del permiso Núm. 3807 para autorizar la continuación de la operación de una STEAM BOILER NO. 2 existente en Lubbock, condado de Lubbock, Tejas. La dirección de la facilidad existente es 3500 E. Slaton Highway. Mas información con respecto a esta solicitud se encuentra en la sección de avisos públicos de esta publicación. Este aviso se publicará en Abril 9-jueves y Abril 16-jueves.

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**El Editor
Newspaper**

Spring Gala Pops with the Lubbock Symphony Orchestra
Albert-George Schram, Music Director & Conductor

Norwest Banks & United Supermarkets present

José Feliciano

Saturday, April 18, 1998
7:00 p.m.
Lubbock Municipal Auditorium

Tickets (\$25, \$16, & \$10) from Select-a-Seat, 770-2000
(out of town, call 1-800-735-1288)

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American Airlines/American Eagle and Benchmark Business Solutions/Xerox are corporate sponsors of the Lubbock Symphony Orchestra. American Airlines/American Eagle is the official airline of the LSO.

Artists are housed through a generous arrangement with the Four Points-Sheraton.

El Editor, Lubbock, Tx, April 16, 1998

ORDENANZA NO. 10045

UNA ORDENANZA QUE ESTABLECE LA FECHA DE LAS ELECCIONES MUNICIPALES REGULARES DE LA CIUDAD DE LUBBOCK EN 1998; AUTORIZA A LA ALCALDESA ORDENAR LAS ELECCIONES MUNICIPALES REGULARES DE LA CIUDAD DE LUBBOCK EN 1998, Y PROPORCIONAR UNA FECHA DE VIGENCIA.

POR CUANTO, el Consejo Municipal de la Ciudad de Lubbock considera que es interés de los ciudadanos de la Ciudad de Lubbock establecer la fecha de las elecciones regulares para el año de 1998 el dia 2 de mayo de 1998; AHORA POR LO TANTO: EL CONSEJO MUNICIPAL DE LA CIUDAD DE LUBBOCK DISPONE:

SECCIÓN 1: QUE las Elecciones Municipales Regulares para la Ciudad de celebraren el dia 2 de mayo de 1998, a tenor de las disposiciones pertinentes del Código Texas, la Carta Constitucional de la Ciudad de Lubbock y las Ordenanzas Municipales.

SECCIÓN 2: QUE las elecciones se celebrarán en los centros electorales establecidos en una orden electoral pertinente que será emitida por la Alcaldesa en el futuro y que se permitirá votar en estas elecciones a todas las personas que rellinan los requisitos para votar en la Ciudad de Lubbock, de conformidad con las leyes electorales del Estado de Texas.

SECCIÓN 3: QUE esta Ordenanza tendrá vigencia y será puesta en vigor inmediatamente después de su final aprobación y aceptación.

Aprobado por el Consejo Municipal en una primera lectura este dia 22 de enero de 1998.

Aprobado por el Consejo Municipal en una segunda lectura este dia 12 de febrero de 1998.

/s/ Windy Sitton
WINDY SITTON, ALCALDESA

DOY FE:

/s/ Kaythie Darnell
Kaythie Darnell, Secretaria Municipal
APROBADO EN CUANTO A FORMA:
/s/ Donald G. Vandiver
Donald G. Vandiver, Principal Abogado Municipal Adjunto

RESOLUCION NO. 5770 SOBRE ELECCIONES CONJUNTAS

POR CUANTO se requiere que la Ciudad de Lubbock y el Distrito Escolar Independiente de Lubbock celebren elecciones el dia 2 de mayo de 1998; y

POR CUANTO, la Sección 271.002 del Código Electoral de Texas establece la celebración de elecciones conjuntas cuando dos o más subdivisiones políticas que ocupan la totalidad o parte del mismo territorio requieren la celebración de una elección el mismo dia; y

POR CUANTO, se considera en el mejor interés de los ciudadanos que residen en la Ciudad de Lubbock y en el Distrito Escolar Independiente de Lubbock la celebración de elecciones conjuntas el dia 2 de mayo de 1998, de conformidad con la disposición arriba citada del Código Electoral; AHORA POR LO TANTO:

EL CONSEJO MUNICIPAL DE LA CIUDAD DE LUBBOCK CONJUNTAMENTE CON EL CONSEJO DE GESTIÓN DEL DISTRITO ESCOLAR INDEPENDIENTE DE LUBBOCK DECRETAN:

QUE se celebren elecciones conjuntas de la Ciudad de Lubbock y el Distrito Escolar Independiente de Lubbock el dia 2 de mayo de 1998, a tenor de las disposiciones del Código Electoral de Texas y demás legislación pertinente y de acuerdo con los siguientes términos acordados:

1. QUE cada junta directiva designe los límites comunes de los distritos electorales y los centros electorales, siempre que sea práctico y conveniente.

2. QUE ambas juntas directivas acuerden y nombrén un único grupo de oficiales electorales para la realización de las elecciones. Dichos oficiales incluirán aquellas personas que cumplen los requisitos de servicio para cada subdivisión individual.

3. QUE las elecciones serán administradas por Kaythie D. Darnell, Secretaria Municipal de la Ciudad de Lubbock, dentro de los límites de la Ciudad de Lubbock, con la asistencia de Patti Flanagan del Distrito Escolar Independiente de Lubbock, en su capacidad de oficial adjunta de elecciones.

4. QUE la votación anticipada se llevará a cabo desde el 15 de abril de 1998 al dia 28 de abril de 1998, en las oficinas de la Secretaría Municipal, 1625 13th Street, durante las días laborales que no sean días feriados en la ciudad, durante las horas de oficina habituales de la Secretaría Municipal, que son desde las 8:00 de la mañana hasta las 5:00 de la tarde. La votación anticipada en persona se llevará a cabo en los siguientes centros establecidos para la votación anticipada: South Plains Mall, 6002 Slide Road; Supermercado United No. 501, 2630 Parkway Drive; Supermercado United No. 502, 50th e Indiana; Supermercado United No. 503, 112 N. University y Supermercado United No. 505, 401 Slide Road. Los horarios y los días establecidos para la votación anticipada en cada uno de los lugares designados para ello son los siguientes:

South Plains Mall (6002 Slide Road)	15 de abril de 1998-18 de abril de 1998	10:00 am-7:00 pm
	20 de abril de 1998-24 de abril de 1998	10:00 am-7:00 pm
	25 de abril de 1998	8:00 am-8:00 pm
	26 de abril de 1998	1:00 pm-6:00 pm
	27 de abril de 1998-28 de abril de 1998	8:00 am-8:00 pm

Supermercado United #501 (2630 Parkway Drive)

15 de abril de 1998-18 de abril de 1998	10:00 am-7:00 pm
20 de abril de 1998-24 de abril de 1998	10:00 am-7:00 pm
25 de abril de 1998	1:00 pm-6:00 pm
26 de abril de 1998	1:00 pm-6:00 pm
27 de abril de 1998-28 de abril de 1998	10:00 am-8:00 pm

Supermercado United #502 (50th e Indiana)

15 de abril de 1998-18 de abril de 1998	10:00 am-7:00 pm
20 de abril de 1998-24 de abril de 1998	10:00 am-7:00 pm
25 de abril de 1998	1:00 pm-6:00 pm
26 de abril de 1998	1:00 pm-6:00 pm
27 de abril de 1998-28 de abril de 1998	10:00 am-8:00 pm

Supermercado United #503 (112 North University)

15 de abril de 1998-18 de abril de 1998	10:00 am-7:00 pm
20 de abril de 1998-24 de abril de 1998	10:00 am-7:00 pm
25 de abril de 1998	1:00 pm-6:00 pm
26 de abril de 1998	1:00 pm-6:00 pm
27 de abril de 1998-28 de abril de 1998	10:00 am-8:00 pm

Supermercado United #504 (401 Slide Road)

15 de abril de 1998-18 de abril de 1998	10:00 am-7:00 pm
20 de abril de 1998-24 de abril de 1998	10:00 am-7:00 pm
25 de abril de 1998	1:00 pm-6:00 pm
26 de abril de 1998	1:00 pm-6:00 pm
27 de abril de 1998-28 de abril de 1998	10:00 am-8:00 pm

5. QUE la Secretaría Municipal de la Ciudad de Lubbock sea responsable de preparar los materiales de la elección, ponerse en contacto con los oficiales pertinentes, publicación y demás asuntos de rutina para aquellos distritos electorales con centros electorales dentro de los límites de la Ciudad de Lubbock.

6. QUE cada subdivisión política será responsable de hacer públicos sus propios avisos y mantener informes relativos exclusivamente a su elección como encargado de sus propios registros. Cada subdivisión política también será responsable de preparar esa parte de la boleta relativa a su propia elección y llevar a cabo un "sorteo de colocación en la boleta" para su propia elección en un lugar y hora de su preferencia.

7. QUE el conteo oficial de boletas y el anuncio de los resultados se hará de manera individual por cada una de las juntas directivas, y cada subdivisión emitirá sus propios certificados electorales a los candidatos elegidos en cada subdivisión política.

8. QUE en todos los distritos electorales en los que haya votantes que residan fuera de la jurisdicción de una de las subdivisiones políticas, pero dentro de otra subdivisión política, dichos votantes recibirán boletas que contienen solamente los nombres de los candidatos por los cuales tienen derecho a votar. Los votos escritos se colocarán en la boleta en el espacio indicado para ello.

9. QUE en esta elección se utilizarán boletas y cajas separadas y se utilizará el procedimiento de cajas electorales selladas establecido en el Subcapítulo C, Capítulo 127 del Código Electoral de Texas.

10. QUE por el presente documento queda nombrada la Secretaría Municipal como secretaría de votación anticipada para supervisar la votación conjunta anticipada.

11. QUE cada entidad pagará su parte proporcional de los gastos comunes atribuibles a las actividades de las elecciones conjuntas necesarias para la realización de las elecciones conjuntas.

Dispuesto por el Consejo Municipal en este dia 12 de febrero de 1998.

/s/ Windy Sitton
WINDY SITTON, ALCALDESA

DOY FE:

/s/ Kaythie Darnell
Kaythie Darnell, Secretaria Municipal

Dispuesto por el Consejo de Gestión en este dia 12 de febrero de 1998.

/s/ Bill Miller
BILL MILLER, PRESIDENTE

DOY FE:

/s/ Linda DeLeon
Linda DeLeon, Secretaria

ORDEN Y AVISO
DE
ELECCION MUNICIPAL GENERAL

EL ESTADO DE TEXAS §

CONDADO DE LUBBOCK §

CIUDAD DE LUBBOCK §

ORDEN DE ELECCION

Yo, Windy Sitton, Alcaldesa de la Ciudad de Lubbock, Texas, en virtud de la autoridad que la ley me confiere, y a tenor de la Carta Constitucional de la ciudad de Lubbock y del Código Electoral de Texas, anteriormente debidamente adoptados por el Consejo Municipal de la Ciudad de Lubbock, convocando una Elección Municipal General a celebrarse en la Ciudad de Lubbock, Texas, el dia 2 de mayo de 1998, siendo dicho dia el primer sábado de dicho mes, con el propósito de elegir a los siguientes oficiales de la Ciudad de Lubbock, Texas:

ALCALDE (GENERAL)	(DOS AÑOS)
CONSEJERO MUNICIPAL DISTRITO NO. 1	(CUATRO AÑOS)
CONSEJERO MUNICIPAL DISTRITO NO. 3	(CUATRO AÑOS)
CONSEJERO MUNICIPAL DISTRITO NO. 5	(CUATRO AÑOS)

JUEZ MUNICIPAL DIVISION 1 (GENERAL) (DOS AÑOS)

Se utilizará en dicha elección un sistema electrónico de votación, incluida la votación anticipada. Dicha Elección Municipal General se celebrará en la Ciudad de Lubbock en los lugares designados más adelante como distritos electorales y en los centros electorales designados en la Lista de Centros Electorales y Jueces de Distrito adjunta como Prueba A, a continuación. Dicha Prueba A formará parte de este documento para todos fines y intención. Los centros electorales permanecerán abiertos desde las 7:00 de la mañana hasta las 7:00 de la tarde, y todos los electores votarán en el distrito correspondiente a su lugar de residencia, a menos que dicho distrito haya quedado consolidado con otro distrito como se establece en la Prueba A de este documento.

Las personas nombradas más adelante en la Prueba A, que formarán parte de este documento para todos fines y intención, quedan mediante este documento nombradas Jueces y Jueces Suplentes para llevar a cabo dicha Elección Municipal General del dia 2 de mayo de 1998. Cada uno de los jueces presidentes así nombrado está autorizado para nombrar un número de secretarios autorizados por el Administrador Electoral. Dicho número no será inferior a dos (2) secretarios, ni superior a seis (6) secretarios. Los jueces suplentes ejercerán como jueces presidentes en el caso de que el juez presidente nombrado no pueda ejercer dicha función. El juez suplente será nombrado por el juez presidente para servir como secretario en el caso de que la elección la lleve a cabo el Juez Presidente nombrado.

La votación anticipada en persona comenzará el dia 15 de abril de 1998 y terminará el dia 28 de abril de 1998. Dicha votación anticipada se llevará a cabo en los lugares, días y horas indicados en la lista adjunta a este documento como Prueba B.

En esta Elección Municipal General se utilizará el procedimiento de caja electoral sellada establecido en el Subcapítulo C, Capítulo 127 del Código Electoral de Texas.

AVISO DE ELECCION

Mediante el presente documento se ordena a la Secretaría de la Ciudad de Lubbock la publicación de esta Elección Municipal General mediante la publicación de esta Orden y Aviso de Elección Municipal General en un periódico de circulación general al menos una vez en fecha no anterior a 30 días ni posterior a 10 días antes del dia de la elección. Ademas, una copia de esta Orden y Aviso de Elección Municipal General será anunciada en fecha no posterior a 21 días antes del dia de la elección, en el tablero de anuncios utilizado para la colocación de avisos de reuniones del cuerpo directivo y un aviso de consolidación quedarán anunciado al menos 20 días antes del dia de la elección en los centros electorales no consolidados en la última elección. Dicho anuncio indicará la consolidación de distrito y el lugar del nuevo centro electoral.

La Secretaría Municipal presentara una copia debidamente certificada de esta Orden y Aviso de Elección Municipal General a cada uno de los Jueces Presidentes nombrados en la Prueba A de este documento, en los 7 dias siguientes la fecha de firma de esta Orden y Aviso de Elección Municipal General, o 15 días antes de la elección, lo que se produzca más tarde. FIRMADO Y EJECUTADO en el Edificio Municipal en Lubbock, Texas, este dia 23 de febrero de 1998.

/s/ Windy Sitton
WINDY SITTON, ALCALDESA

DOY FE:

APROBADO EN CUANTO A FORMA:
/s/ Kaythie Darnell Kaythie Darnell Secretaria Municipal
/s/ Donald G. Vandiver Donald G. Vandiver Principal Abogado Municipal Adjunto

A Lesson In 'Yankee Values' From An Immigrant Entrepreneur

By Christine Harvey

This is a small story, but multiplied by 1.5 million, it becomes a big one. That's the number of U.S. Hispanics who have ventured into the risky U.S. world of small business.

When Alberto Soto worked for someone else, his only dream was to have a business of his own. He spent his lunch periods by the window dreaming to be free. While others talked sports, cars and scandals, he talked business, banks and batteries.

"We entrepreneurs are different," Alberto told me as we sat in his Suncoast Batteries workshop in Chula Vista, Calif. "We want to make it on our own. But it's hard -- there's no paycheck every two weeks. One day might bring \$1,000, and the next day nothing."

I asked him how he found the money to start.

"It was difficult," he said. "I didn't have business credit." Then he heard about a "microlending" bank, called ACCION, that works with small businesses. It lent him \$5,000. Now he's back for \$15,000 more to increase his stock.

"Microbusinesses like Soto's generate more jobs than any other business sector," says ACCION'S San Diego president, Villa Pontanares Mills. Latinos now account for about 6.5 percent of small businesses in the United States.

Soto's operation is genius in its simplicity. "First we buy bat-

teries, then we sell batteries," he told me, pointing to all the pallets. And it's very profitable. In December he had his "big trophy" when he discovered that he had doubled his business since the year before, with 40 percent profit. Not bad for his third year.

Anyone can recondition a battery, you might argue. What makes Soto so special?

"It's all about customer service," he says, pointing to the name badge on his blue jacket. "Customers know I'm ready to work when they see me in my uniform."

Now in his 40s, Soto left Tijuana, Mexico, 15 years ago. His friends said to him, "Alberto, if you start to sell in America, you've made it." But, they advised, "If you don't have top service and quality, you'll have to deal with lawyers and the courts."

That's never been a problem. Soto prides himself on going out of his way for clients. For big customers, like car dealers, he delivers within one hour; he installs the battery and he waits 30 days for payment. "They trust in me. They even give me the car keys."

"But look," he showed me. "There's no place for anyone to sit. That's no way to treat customers. They deserve more than that." Alberto's hope is to have a small comfortable office, like a living room, not just a desk in a corner of his workshop. He

wants a large window overlooking his operation and employees.

"Good employees are important in any business," he preaches. "But you have to listen to them. Otherwise, it's like putting them in jail." He points out David Perez, who started there three years ago at age 17. "He wears neat clothes, not baggy, even though it's a sales-delivery job." Most important of all, Soto says, David loves to learn. "Perez knew nothing about batteries when he started. But he stuck with me. Now he knows the business."

What's Soto's advice to other budding Hispanic entrepreneurs? While many of his customers speak Spanish, his first piece of advice is to learn English, the common language in any trade. "How else can you talk to the Chinese- and the Arabic-speakers?" he asks. "My business would only be half its size if I hadn't learned English."

"Second, don't get discouraged. The first year is very difficult. There are so many unexpected expenses. You need good planning, budgets. Then you start to recuperate."

"By the third year, you start to feel 'Yes, I'm here.' You planted the right seeds. You won customers, you fought the competition, you mastered the accounting, you hired employees -- you're arrived."

Finally and most important: "Remember, your business is sacred. It's like a Holy Place, a place that feeds you and your family. It's a place for work. Stopping for cold drinks or chatting with friends can be left for Sundays."

That's an enduring "Yankee value." It's one that has attracted immigrants worldwide to the United States, and interestingly, it's a value that U.S. immigrants seem to be practicing as much as -- maybe more than -- anyone else these days.

(Christine Harvey is a freelance writer, conference speaker and promoter of entrepreneurship worldwide. She has authored five books in 20 languages, including "Secrets of the World's Top Sales Performers.")

Una Lección De 'Valores Yanquis' De Un Empresario Inmigrante

Por Christine Harvey

Este es un relato pequeño, pero multiplicado por 1.5 millones, se convierte en uno grande. Esa es la cantidad de hispanos de los Estados Unidos que se han aventurado en el mundo riesgoso de los negocios pequeños en los Estados Unidos.

Cuando Alberto Soto trabaja para otras personas, su único sueño era tener su negocio propio. El pasaba sus intervalos de almuerzo en la ventana, soñando ser libre. Mientras otros hablaban de deportes, autos y escándalos, él hablaba de negocios, bancos y baterías.

"Nosotros, los empresarios, somos diferentes", me dijo Alberto mientras estábamos sentados en su taller de "Suncoast Batteries", en Chula Vista, California. "Queremos llegar por nosotros mismos. Pero es difícil -- no hay cheque de nómina cada dos semanas. Un día podría traer \$1,000, y el siguiente nada".

Le pregunté cómo encontró el dinero para arrancar.

"Fue difícil", dijo él. "No tenía crédito comercial". Entonces oyó hablar de un banco de "micro-préstamos", llamado ACCION, que trabaja con los negocios pequeños. El banco le prestó \$5,000 a él.

Ahora él ha ido de nuevo para conseguir \$15,000 más y aumentar su inventario. "Los micro-negocios como los de Soto producen más empleos que cualquier otro sector mercantil", dice el presidente de ACCION en San Diego, Villa Pontanares Mills. Los latinos forman ahora el 6.5 por ciento de los negocios pequeños en los Estados Unidos.

El negocio de Soto es el genio de su simplicidad. "Primero compramos baterías, y después vendemos baterías", me dijo él, señalando a todas las plataformas con baterías. Es readituable. En diciembre él obtuvo su "gran trofeo", esto fue cuando descubrió que había duplicado su negocio desde el año anterior, con un 40 por ciento de utilidad. No está mal para su tercer año.

Cualquiera puede reconducir una batería, se podría argumentar.

mentar. ¿Qué hace de Soto el ser tan especial?

"Todo estriba en el servicio a los clientes", dice él, señalando a la placa con su nombre sobre su chaqueta azul. "Los clientes saben que estoy listo para trabajar cuando me ven con mi uniforme puesto".

Ahora en sus 40 años, Soto recuerda cuando emigró de Tijuana, México, hace 15 años. Sus amigos le dijeron: "Alberto, si comienzas a vender en los Estados Unidos, ya has llegado". Pero también le aconsejaron: "Si no das servicio y calidad máximas, tendrás que bregar con los abogados y los tribunales".

Eso nunca ha sido un problema. Soto se enorgullece de dar a sus clientes, y en algunos casos a las grandes agencias de automóviles. La entrega en un plazo de una hora e instalada y cobrada a los 30 días. "Ellos confían en mí. Hasta me dan las llaves del automóvil".

"Pero mire", me mostró él. "Aquí mientras platicamos no hay espacio para que alguien se siente". Ese no es el modo de tratar a un cliente cuando nos visite. "Ellos merecen algo mejor que eso". La esperanza de Alberto es tener una oficina pequeña y cómoda, como una sala de estar, no sólo un escritorio en una esquina de su taller. El quiere tener una ventana grande que mire a su taller y a sus empleados.

"Los buenos empleados son importantes para cualquier negocio", predica él. "Pero hay que escucharles. De otro modo, es como ponerlos en una cárcel". El señala a David López, que comenzó allí hace tres años, a la edad de 17 años.

Lo más importante de todo, dice Soto, es que a David le encanta aprender. "Pérez no sabía nada sobre baterías cuando empezó. Pero se quedó conmigo. Ahora él conoce el negocio".

¿Cuál es el consejo de Soto para otros empresarios hispanos en ciernes?

Aunque muchos de sus clientes hablan español, su

primer consejo es aprender inglés, el idioma común de cualquier negocio. "¿De qué otro modo puede hablar usted con los que hablan chino y árabe?" pregunta él. "Mi negocio sería únicamente de la mitad de su tamaño si yo no hubiera aprendido inglés".

"Segundo, no se desanimen. El primer año es muy difícil. Hay muchos gastos inesperados. Se necesita de buena planificación y de presupuestos. Despues uno empieza a recuperarse".

"Hacia el tercer año, se empieza a sentir: 'Sí, aquí estoy'. Se plantaron las semillas correctas. Se ganaron clientes, se luchó contra la competencia, se dominó la contabilidad, se contrató a empleados -- usted ha llegado ya".

"Es un lugar para trabajar", enfatiza él. "El detenerse para tomar una bebida fría o charlar con los amigos se puede aplazar para los domingos".

Ese es un "valor yanqui" duradero. Es una aportación de los inmigrantes de todo el mundo hacia los Estados Unidos, e interesantemente, uno que los inmigrantes a los Estados Unidos parecen estar practicando tanto como -- y puede que hasta más -- que cualesquier otras personas en estos días.

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