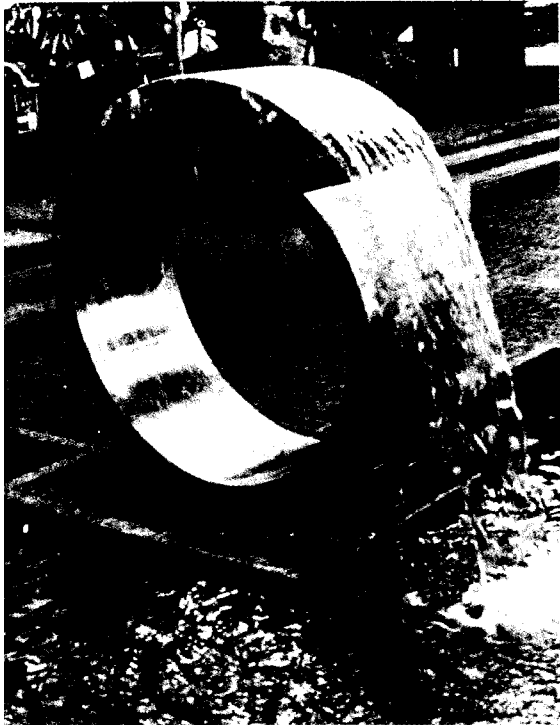


## THE DEVELOPERS



/ FRED JOHNSON /

From 1971 to 1974, Fred Johnson was the head of the development corporation responsible for building the New Town of Harbison, just seven miles from Columbia, South Carolina. A graduate of Morehouse College, he decided to stay in the South when the great majority of his classmates pursued positions in the Midwest and the North. Johnson, a former mortgage banker and insurance executive, feels—

...that if you really believe in the capitalistic system, you will find that *the real opportunities are in the South*. The southern white will work with you on a sound economic development plan and will give you the kind of cooperation that you can't get anywhere in the country.

The Harbison idea was initially conceived in 1970 by James Costen, dean of the Johnson C. Smith Seminary in Atlanta, Georgia. The United Presbyterian Church was the catalyst in putting together the feasibility money—\$50,000. Johnson was selected over more than 30 candidates, largely because of his outstanding record in the business community. As an insurance executive, he was one of the first blacks to become a member of the Million Dollar Round Table. He subsequently became associated with Atlanta Mortgage Company in the late 1960s and made it one of the largest black-controlled mortgage companies in the country. At the suggestion of T.M. Alexander, Jr., then acting director of new communities with HUD, Fred Johnson began to give this area of involvement serious consideration.

Under Johnson's direction, Harbison has had its application processed through the federal government in the record time of 12 months. Johnson and his associates have gained the support of the governor of South Carolina, the local business community, and the principal institutions in the state that are concerned with development.

