



Next General Membership Meeting is Saturday, May 27 10 a.m. at Mount Zion Baptist Church.

MEETING INFO

In addition to gathering ballots for our Executive Board election, members will be invited to provide presentations on their businesses during the General Membership meeting.

The meeting also will include reports from committee chairmen. It's your chance to network, stay informed, and become more deeply involved in the mission and success of your organization.

EDITOR'S NOTE

This issue launches a new feature to the Tabor Business Journal called "Out In Front." It will offer a close-up look at members who are at the *forefront* of changing our society. Members also can continue to be featured in the monthly Member Profile. To recommend a member to be profiled, send an e-mail to Victor Andino at taboreditor@tabor100.org.

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Members To Elect Officers

Position of Secretary Remains Available

The executive officers of Tabor 100 have reached their term limits. Three candidates are seeking your support – and vote – to take the helm of our organization for a two-year term. Elections Committee Chairman Randall Morris has arranged for ballots to be mailed to all members and his committee will officiate the election at the next General Membership meeting. All is in place for a smooth transition, however the position of secretary remains without a candidate.

Here are our nominees:
President: Dr. Skip Rowland has served as Tabor 100 vice president for two years.

He is the president of Banner Cross, a leadership development firm. Dr. Rowland has 30 years experience in building learning communities and improv-



Rowland

ing human performance. He holds a Master's in Human Resources Management, a Bachelor's in Social Psychology, and a Doctorate in Educational Leadership.



Russell

Vice President: Darryl Russell serves on Tabor's

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Out In Front: Profiles on Tabor members demonstrating leadership in the community.

Quest For Equality Stirs Tyner

**By Victor M. Andino
Tabor Journal Editor**

L. David Tyner III is a fierce advocate for the minority business owner. He thinks nothing of challenging his peers and officials at all levels to join his passion for leveling the playing field so that everyone has a fair chance at success.

Tyner is the founder of Tabor 100, which he formed to honor his friend Langston Tabor, who died in 1998. Tabor had fought for better economic and educational conditions

Dave Tyner is "the match that lights the fire. He's really good at getting something started."

**Craig Dawson,
Tabor President**

for African Americans. Tyner formed Tabor 100 in his name to continue that mission.

"Dave is a unique individual. He has so much energy, so much vision. He's really, really good at getting something started...he's sort of the match that

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Tabor Joins New Minority Alliance



Tabor President Craig Dawson speaks at the MBO Trade Conference.

**By Victor M. Andino
Tabor Journal Editor**

Tabor 100 has become a charter member of the Multi-Ethnic Business Alliance (MEBA), a non-profit minority business advocacy group formed by L. David Tyner III. MEBA brings together powerful minority organizations in Washington state to work toward addressing economic development issues and has already held a statewide trade conference.

In addition to Tabor 100, the charter members of MEBA include Ahana (Spokane), the African American Partners for Prosperity (AAPP), the Black Collective (Tacoma), the Filipino Chamber of Commerce (Seattle) and BECC, Black Entrepreneurs of Clark County (Vancouver, Washington). MEBA is continuing to seek representation from other ethnic groups and particularly hopes to add board members from Latino and American Indian organizations soon.

"We recognize whether it's the Black Collective or BECC or AAPP or Tabor 100, even as we continue to do what we do in our communities we need the collective power of MEBA to put the pressure on and to achieve the metrics in terms of goals and solutions from the governmental side that we seek," Tyner said. "The fact that less than 1% of state spending is contracted with minority business firms is unacceptable and we're going to do something about it."

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Dawson Reflects on Successful Two Years As Tabor President



When I took over as president, I had some goals, dreams and hopes. I knew that we would not be able to accomplish everything, but that if we shoot for the stars that we could leave the organization a better place than we found it. The idea was not to reinvent the wheel but to mimic the great organizations that already existed. We needed to "Connect the Dots"!

We needed to live and breathe our Mission, Goals and Values. We needed to make sure every member knew why we were in business. The message was the same over and over again: Economic Development, Educational Excellence and a passion for Social Equity. And we continued to report to the community on our progress.

Presidential Goals for 2005 / 2006

1. Continue to target the best black businesses for membership.

2. Take our ranks to over 100 members and our annual sales to over \$200 million.

3. Work to ensure adequate access to capital from the financial community.

4. Continue to partner with organizations in the community that are already doing excellent work, and help them become better and more connected.

5. Dig our roots deeper into the fabric of the Northwest to create a lasting institution for progress and change.

We have begun to change the perception of minority businesses within the black community. As we transform ourselves and our firms, we provide the leadership to transform the black community from a consumer-based society/economy to an entrepreneurial community/economy.

We have worked to change the perception of minority business in the larger community by focusing on competitiveness. Globalization forces competitiveness. Competitiveness requires that we upgrade facilities and infrastructure, improve skill sets, and over-educate, rather than under-educate ourselves.

As for me, it has been a pleasure to serve as president of Tabor 100. With great committee chairs, we have achieved all the goals that I put forth. Our leadership team will leave the organization better than we found it, and are excited to help continue our progress.

Achievement Highlights

- Twenty-year Plan - Transformational Organization
- Vigorously advocated for minority interests
- Identified at-risk youth interested in business careers
- Successful Captain's of Industry Galas
- Bradford Scholarship Fund
- Successful gubernatorial forum and City Council Forum
- We welcomed our first female member
- Largest minority owned businesses became members
- We welcomed our first female board member
- We welcomed our first white member and our first Latino member whose goals are congruent with our stated objectives.
- Participation in Scout Reach - Boy Scouts
- Increased financial support for Linked Deposit
- Coalition for Investing in Washington Jobs
- Showcased at the Rotary Club of Seattle - 2005

Member Profile

Tabor Member: Lydia Edwards

Job title: Senior Account Executive,
The Cobalt Group



Describe your job.

I do web site sales and search engine marketing.

What do you like about your job?

Dealing with technology in online retail marketing.

What do you like the least about it?

People who hate computers don't really like to talk to me.

What is one of the biggest challenges faced by your industry?

Sometimes clients don't understand the power of the internet. We have to get our customers to reallocate their advertising dollars from dying ad methods.

What was it about Tabor that influenced you to join?

The mission statement and the members.

What committees have you become involved in?

Business and Legislative Committee; Would like to be involved in Economic Development.

What do you think are some of Tabor's strengths?

The passion of those active in the organization as well as the wealth of experience and knowledge of its members. Tabor also has developed a strong network of influential individuals in the community.

What other things would you like to see Tabor doing?

I would like to see the organization continue in its growth and success as well as appeal to younger individuals who are looking to be successors in the organization and business community.

What would you like to say to members of Tabor 100?

Let's continue to strive to make a difference. I plan on working with many of you in 2006.

Election Shifts Tabor Leadership

executive board as chairman of the Communications and Technology Committee. He is president of The Russell Group LLC, a learning and development company. The Russell Group works with individuals and organizations to help them better utilize their skills and resources. Russell helps provide clients with leadership development to improve their overall performance and profitability. Russell has spent more than 25 years in sales, sales management and marketing in the high technology arena. He holds a Bachelor of Science degree from Lewis-Clark State College.



Gregory

Treasurer: Glenn Gregory has served one term on Tabor's executive board as treasurer. He is president of Obsidian Investment Advisers, an independent investment advisory firm offering globally-focused portfolio management and research services. He specializes in managing funds on behalf of clients that are held at trust companies and brokerage firms.

Gregory holds a Bachelor's from Cornell University, and an MBA from the University of Virginia's Darden Graduate School of Business Administration. He also serves as a member of the Washington State Securities Advisory Committee.

Tabor Members Assist In Early Learning Effort That's Giving Fresh Start to Immigrant Children

By Kevin Washington
Education Committee Chairman



It's always pretty satisfying to see something you've been working on for a long time come to fruition. Even more so when the results appear to be turning out better than you had planned.

About a year ago, the Tabor 100 Education Committee was asked to participate in what would become a Seattle Chamber-led initiative into early childhood education. The goal was to try to give some much-needed attention to the hardest to reach youngsters and families – those of very low income, immigrants from Africa, Asia and South America – and work with both the children and their parents to better prepare the kids for learning and school. The partners would be Chamber businesses, foundations, the City of Seattle, plus local community organizations.

We fast-forward past many meetings, proposals and chalkboard sessions later. I'm sitting in a room at the New Washington Holly branch of Neighborhood House with four community service women, all of ethnic backgrounds, some relatively recent immigrants – and all of them about two months into the launch of the Business Partnership for Early Learning [BPEL] in-home program. They have been tasked with going into the homes and spending time with a child and their parent[s]. Armed with a book or learning toy, they have been trained to work with the families to encourage educational awareness, skill-building, role modeling and development of a love of learning. Huge goals for what looks like four small women and their coordinator. In several cases, they are working against cultural norms – where parents don't take on the role of "teachers," or where trying to teach a child early just isn't done. Keep them occupied and playing. You wait and send them to school when they're five.

I'm attending their weekly recap meeting, along with three other BPEL Steering Committee members, just wanting to see whether the in-home part of the project has even gotten off the ground. [Group sessions in four central and south Seattle locations are another part of the project.] We're strangers, outsiders, but the women warm up to us as we talk about our common focus – young children, and their ability to learn. Just weeks into the program launch, our facilitators begin to talk excitedly about the changes they've already begun to see in the target families:

- Three year-olds turning off the TV as they eagerly await the arrival of "teacher."
- Parents making the time to participate in the exercises and skill-building play.
- Children learning to focus on a book or toy in new ways.
- Increases in word vocabulary.
- Moms being "corrected" by their children on the sequence of a story.
- Older siblings wanting to become part of the learning activities.
- Parents being startled at how their 2 to 3-year-olds can actually "learn."
- Parents warming to the realization that they themselves can be teachers.
- Young children bringing books and toys to their parents, on their own, seeking to be read to and engaged.
- English as a Second Language parents, discovering that they, too, can still learn.



All too soon, we leave them to continue their weekly organizational meeting. But what a thrill – to hear that these families are already demonstrating the behaviors BPEL founders envisioned so many months ago. And we've barely gotten started! Talk about excited – just the fuel we needed to again join the battle with yet more bureaucrats, potential corporate sponsors and still more meetings. Our early learning project has more than a year to go, perhaps longer; but these early results put wings on the feet and a song in the soul.

Conference Is First Big Event For Statewide Multi-Ethnic Business Alliance

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Tyner and Ahana Executive Director Ben Cabildo have drafted bylaws, a mission statement, goals and action plans. At its historic first meeting on May 18, the new group formed its executive board. Its officers are Cabildo as chairman, Tyner as vice chair, Shareefah Abdullah (BECC) as secretary, Dr. Skip Rowland as assistant secretary, Dr. Andrew Harris (AAPP) as treasurer and Dr. Solomon

Uwadiale (Black Collective) as assistant treasurer.

"This organization could make it easier to push for issues in our state. We can't be powerful without this," Cabildo said. "Without leveraging the strength of all our communities, we're not going to be considered important."

MEBA has already launched into its action plans with the MBO to MBO trade conference held May 19 at the Tacoma Convention & Trade Center.

The day-long conference gave minority business owners a chance to share ideas, business models and success stories. The program encouraged networking and building strategic business alliances.

High-profile speakers such as U.S. Sen. Maria Cantwell, County Executive Ron Sims and state Rep. John McCoy were featured throughout the day. Also attending were representatives of state, county

and city governmental agencies, including the Ports of Seattle and Tacoma.

Seattle City Councilman David Della said he was committed to seeing the issues of minority business development move out of the sidelines and into the center of discussion in the public sector.

"I think it has been a very successful first event," said John Powers, president and CEO of

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Tabor Business

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Tyner Fights For Economic Equality

lights the fire," said Tabor 100 President Craig Dawson. "He's super-connected. He's sort of that godfather of the black community who can reach out not only to our community but to other communities and get them to come out, whether it's government leaders or executives, he has a very unique ability to do that."

Tyner is chairman of the African American Partners for Prosperity. That group was formed to assure that blacks in Western Washington played a role in the development of a multi-county economic strategy being coordinated by the Puget Sound Regional Council.

He also has led the state Commission on African American Affairs under Gov. Gary Locke.

This month, Tyner has taken his advocacy even further as one of the architects of the Minority Business Enterprise Trade Conference and the formation of a new advocacy organization. It was the first conference in the state of Washington that was put on by minority firms for minority firms.

Tyner is vice-chair of the new, Multi-Ethnic Business Alliance (MEBA). Tyner believes the organization will create a wealth of opportunities for minority entrepreneurs by leveraging their collective strength.

Tyner is President & CEO of Tyrisco Inc., which provides insurance, surety bond assistance and risk management services. Even in that role Tyner helps entrepreneurs get the insurance and bonding they need to bid on and win contracts.

"I think he's relentless. He's got a real passion for this. It's not self-serving and he spends a great deal of his time doing this," said Tyner friend Donald King, President & CEO of the architectural firm DKA. "Because of his position in the insurance and bonding industry he has seen some of the successes, but also some of the failures in business, and really wants to make things better, particularly for black businesses."

"We are not afraid. We are not overwhelmed. We are not intimidated by the challenge. We are changing the equation."

L. David Tyner III, Tyrisco



Tyner

MBO Conference Links Minority Businesses Statewide

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enterpriseSeattle, formerly known as the Economic Development Council of Seattle and King County. "Diverse businesses make us stronger in a world market. I think difference can make all the difference when you're out there competing not with Oregon or Colorado but with



"I see Dr. Harris and Dave Tyner as bold and visionary people and willing to take risks. They are genuine in their desire to make a contribution and be involved."

John Powers, president and CEO of enterpriseSeattle

Dublin, Dubai or Taipei. So this is a very integral part of the strategies of regional economic development."

Within the next 12 months, Cabildo and Tyner want to see AAPP's coalition partners facilitate at least two public/private sector contracts in the \$2 million to \$4 million range as a tier one contractor in a joint venture with MBO firms.

"We are going to keep our eyes on the prize. It's a new day. We are not afraid, we are not overwhelmed, we are not intimidated by the challenge. We know who our partners are," Tyner said at the conference. "We are changing the equation."