



Next General Membership Meeting is Saturday, June 24 10 a.m. at Mount Zion Baptist Church.

MEETING DETAILS:

A memorial in honor of Mel Streeter will be held.

Official installment of our Executive Board will take place.

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

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Our Friend and Inspiration, Mel Streeter

Tabor 100 has lost a pillar member of the organization. Mel Streeter, founder of the Seattle architectural firm Streeter & Associates, passed away June 12 at the age of 75.

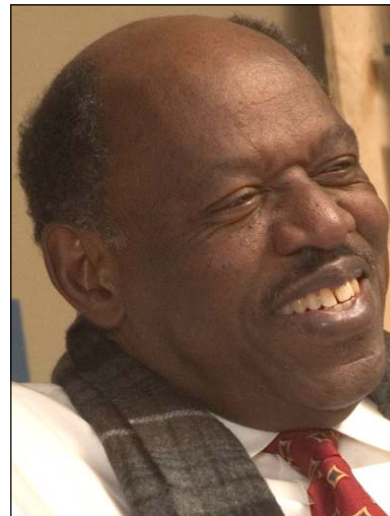
As a member of Tabor 100, Mel served as chairman of the Education Committee until recently, displaying his passion for building a future for children. He did so quite literally as his firm designed the Seattle K-8 school African American Academy. Tabor 100 has adopted the school.

Mel is survived by his wife, Kathleen, his four sons, Doug, Jon, Ken and Kurt, and four grandchildren.

Mel has inspired and overseen the work of Streeter & Associates for 40 years.

Former Seattle Mayor Norm Rice told the Seattle Times that "Mel has left his imprint on so many of our structures. He has left a legacy of his creative genius that we can hold in tribute."

Ownership of Streeter & Associates will transfer to Mel's eldest son and architect, Doug, and four senior associates who will be promoted to principal status. Doug has spent the past 25 years as lead designer for major commissions in Europe and Asia.



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

Cato Believes Correcting Problems In Education, Homelessness Achievable

By Victor Andino
Journal Editor

Many people complain that the U.S. education system is broken. Tabor member Doreen Cato is working on fixing it.

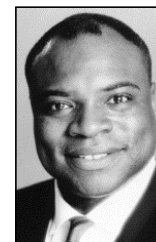
Cato has been active in addressing alternatives to the WASL and had a role in state-level discussions on addressing the achievement gap between minorities and whites.



Doreen Cato is surrounded by children at First Place, where she is executive director. First Place is a Seattle non-profit that provides education and support services to children and families coping with homelessness.

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"I commit to you that the focus of my presidency will be return on investment for all members and enhanced economic literacy for the Seattle African American community."



**Tabor 100
President-elect,
Dr. Skip Rowland**

Read his full message to members on Page 2

Rowland To Stress Economic Empowerment

It is with great pleasure that I accept the duties and responsibilities of the Presidency of Tabor 100 for 2006 to 2008. It is an honor to serve you and I do not take this responsibility lightly. This election has touched me emotionally and professionally.

Emotionally, it evokes feelings sensitized by my participation in the Civil Rights Movement and my desires to make a lasting contribution towards the success of that movement. Our struggle now rests squarely within economic empowerment. As our Treasurer, Glenn Gregory, has said, economics *is* our issue.

Professionally, I bring to the job of President more than 30 years experience as a business owner, business development consultant, educator and leadership scholar-practitioner. My primary areas of professional focus lie in organizational design and development. The challenge of Tabor 100 President is to build a successful organization and create a legacy for others to improve on and enjoy. I will use my emotional drive and professional knowledge to contribute to the collaborative development of a world-class organization.

The model for my approach is called the "learning organization." Peter Senge defines a learning organization as an organization whose members are committed to organizational improvement through their personal involvement in learning. My first step is to ask us all to become better students. I will ask us to study our mission and from that mission to develop a compelling vision of what we can become. I will ask us to articulate that vision in the form of engaging stories that flow throughout our membership and out to our community. I will ask us to develop confidence in our vision by anchoring our vision in solid business knowledge and practices. I will ask us to set goals and objectives and to write them down in the form of a business plan. I will ask us to raise the resources that will allow us to take our goals from the recesses of our minds and manifest them in the global marketplace. I will ask us to monitor our progress in writing and periodically evaluate our success so that at the end of each year, we assure ourselves that the vision that we started with is the goal that we achieve.

You may ask: What's in it for me? I commit to you that the focus of my presidency will be return on investment for all members of Tabor 100 and enhanced economic literacy for the Seattle African American community. As Tabor 100 President, I will work toward the development of a high-performance organizational culture. My values are open communication, administrative transparency, collaborative planning, strategic visioning and service to the community.

None of this is possible without strong support from the membership. These words on paper become deeds in life when we work together to achieve them. I look forward to working with you over the next two years as your president.



Members elected a slate of officers to the executive board at the May general membership meeting. They are Secretary Karen Primeau (from left), Dr. Skip Rowland, Vice President Darryl Russell and Treasurer Glenn Gregory.

Business Decisions

This is part of a series of articles prepared by Tabor member Cleavon Steele. He will describe the path he took as a young business man.

Small Client Base Leaves Cleaning Service on Slippery Ground



It was a smooth transition from part time owner/operator to full time owner/operator for the first three months. Paul, my business

partner, and I were able to get a better hold on our administrative tasks and the business ran more smoothly. Paper work and supply issues were rectified and for the most part employee attendance was good. At the beginning of the fourth month we noticed a curious trend.

Although we appreciated the business, we noticed the units we cleaned were dirtier, which caused us to be in the units longer and charge a higher fee. Also, we began finding a lot of drug paraphernalia and broken fixtures in the units. Lastly, all the apartment managers changed. This had led us to conclude that the property management company responsible for the bulk of our employment was going through major changes.

With a little research we discovered that the property management company had

evicted over 30 percent of the residents for various drug related infractions and fired all the people responsible for renting to them.

This put our business in a precarious position for three reasons. The property management company was responsible for all but one of our accounts. We had no diversification. Secondly, we were billing almost four times as much to clean the drug related units as we were to clean the regular units. Lastly, we had projected future earnings based on a volume

that now seemed unrealistic to consistently obtain.

Our goal was simple, get our money and find other complexes to clean that had no affiliation with the "Jones and Murphy" property management company. We were able to get more business with the only property management company we did work for. The problem was they only had nine units scheduled for the next month. Jones and Murphy had 53, but hadn't paid us for the last months work yet.

Members Make International Business Connections at Reception Hosted by Tabor, World Affairs Council



Assane Mboup of Senegal introduces himself at a business networking function. Mboup runs a public relations firm called Show Me.

Tabor 100 joined with The World Affairs Council to host a business networking opportunity with 26 delegates from 24 countries.

Tabor Member Mat Harris took the lead in coordinating the activity, held at the College Club in downtown Seattle on June 9.

"This event demonstrated that challenges to small businesses around the world are the same. And that the solutions to those challenges can be unique and have many approaches. This presents Tabor 100 the opportunity to remain in contact with this global network to discuss common business issues for mutual benefit." Harris said.

The delegates were from North and sub-Saharan Africa, the Caribbean, Central and South America, the Middle East, South and Southeast Asia, Europe and the Mediterranean. The group included business owners, economic development officials, civil servants, economists, bankers and chamber of commerce officials. The visit was coordinated by the World Affairs Council's International Visitors Program.

The focus of the group was to gather information on Small Business Development.

The group reconnected in Seattle after splitting into six subgroups and attending the following programs in six cities:

- Regional Small Business Development - Jacksonville, Florida
- Women in Business - Louisville, Kentucky
- Small Business in Agricultural Import-Export - Jackson, Mississippi
- Role of Press and Public Relations in Developing the Small Business Climate - Santa Fe, New Mexico
- Small Business in Investment and Financial Services - Charlotte, North Carolina
- Growing Small Business in Manufacturing - Cleveland, Ohio

"What we're doing today is extremely important," Tabor President-elect Skip Rowland told the visitors. "As leaders in an interconnected world, we must develop a common vision. Shared goals and shared resources are important for all of us to progress."



Tabor member Fred Maxie exchanges business cards with Joylyn Dennis, executive director of the St. Vincent and Grenadines Chamber of Industry and Commerce.



Seattleites mingle with World Affairs Council delegates.

Gala Update

The Gala Committee is revving into action as invitations are being prepared and sponsors are secured for the Captains of Industry Gala.

A new feature of Gala night this year will be the debut of a Tabor 100 Membership Directory. The booklet will list all paid members and their contact information. The directory will help promote Tabor 100 members to the hundreds of attendees at the Gala. Advertising will be accepted for the booklet, which is being produced by the Communications and

Technology Committee with services provided by Victor Andino of On Point Writing.

As preparations for the Gala continue, members and committee chairs are being asked to help form a list of VIPs to be invited to the Gala. It has become a tradition for the Gala to be an event where a Who's Who crowd of Seattle's movers and shakers are in attendance.

Tabor members are urged to buy their tickets now and join the ranks of sponsors as

seating assignments are handled on a first come, basis.

The annual Gala has earned a reputation as an evening of fine food, lively music and community recognition. Each year, select individuals are honored with the Tabor 100 Crystal Eagle for their work in the areas of Education, Legislation, Business, International Leadership and Community Activism. This year, the Gala keynote speaker will be Steve

Reynolds, CEO of Puget Sound Energy.

But above all, the Captains of Industry Gala is a fundraiser for the William Bradford Scholarship. To date, Tabor 100 has given \$32,900 toward educational initiatives, including scholarships to business school students, programs that encourage minority student matriculation into colleges (United Negro College Fund, Thurston Group, etc.), and other educationally-oriented programs.



TABOR 100
SEVENTH ANNUAL
Captains of Industry Gala
"Celebration for Diversity"

Tabor Business

The Tabor Business Journal is produced as a function of the Communications & Technology Committee, chaired by Darryl Russell of The Russell Group LLC. Its Publisher is Dr. Skip Rowland, President of Banner Cross, the publication's editor is Victor M. Andino, President of On Point Writing Services. The deadline for all articles, columns, photos, committee reports and advertisements is the third Monday of each month. Send all materials via e-mail to taboreditor@tabor100.org.

Tabor 100 Leadership

President Dr. Skip Rowland Banner Cross
206-227-7215
E-mail: skip@bannercross.com

Vice President & Communications & Tech Committee
Chair Darryl Russell The Russell Group LLC
425-337-1312
E-mail: darryl@therussellgroupllc.com

Secretary Karen Primeau
206-323-0721
Kkprimeau@hotmail.com

Treasurer Glenn Gregory
Obsidian Investment Group
425-558-5658 ggregory@obsidianllc.com

Business & Legislative Committee Chair
Daniel J. Seydel, II
Platinum Group LLC 253-988-4615
dan@platinumbusinessgroup.com

Economic Development Committee
Chair Leonard Simpson
Len/CM 206-725-7051
E-mail: lenriskout@yahoo.com

Education Committee
Chair Kevin Washington
206-935-1228 E-mail: washinkc@comcast.net

Fund Development Chair William Dudley
J.C. Consulting 425-917-8288
Email: william@jcisreal.com

Gala Committee Co-chair Lewis Rudd
Ezell's Chicken 206-772-1925
E-mail: lewis@ezellschicken.com

Membership Committee Chair Darryl Bell
Northwestern Mutual Financial Network
206-920-2355 E-mail: darryl@bell-one.net

Ollie Garrett, Member at Large & Sergeant at Arms
CCV Corp. 888-452-9194 E-mail:
ollie@ccvcorp.com

UW BEDC Recognizes Tabor 100 With Award For Community Service

The University of
Washington Business
and Economic
Development Center
recognized Tabor 100



with its 2006 Thaddeus H. Spratlen Community Partner Award.

Each year, the BEDC recognizes a community partner that has made a substantial and prolonged contribution to the BEDC's success. They have recognized Tabor 100 and individual members in three key areas:

- Developing educational, consulting and partnership program that will increase the number of minority-owned businesses with revenues in excess of \$10 million.
- Increasing the diversity of the school's undergraduate and graduate students through the Tabor 100 William Bradford Scholarship and assisting in efforts to identify candidates of color for its MBA Program.
- Increasing the diversity of the UW faculty through our members who are serving as lecturers at the Business School.

Cato Looking Forward To Making A Difference Around The World In The Field of Education



"The achievement gap is a huge problem," Cato says. "It's not just about people of color, it's about all cultures. How do we bring more inclusiveness into the curriculum? When you don't have the integration of the diversity of learning, you will have students fall to the wayside and most of those are students of color. Academia must make changes on how they prepare teachers. The administrators themselves need to look at how they help to make change throughout the system. The whole

system has to be in on this."

Finding solutions to our educational lapses is at the heart of everything Cato does. She teaches organizational change and development at Antioch University and is currently pursuing her doctorate. She has been at Antioch for 14 years and formerly taught at the K-12 level.

Cato is executive director of First Place, a Seattle non-profit that provides education and support services to children and families coping with homelessness.

"There is a lot of legitimacy to the causes of homelessness," Cato says, pointing out that 60 percent of the people who come to First Place are escaping domestic violence. "The question is, how can we help them? What are some of the options for people who find themselves homeless?"

Cato is working on those issues as well. She is on the Committee To End Homelessness in King County, which last year unveiled a comprehensive 10-year plan to address the issue.

Regina Glenn, a longtime friend of Cato's, believes change occurs in our community because of people like Doreen.

"Because of depth of her life experiences, Doreen lives, loves and thrives at all levels of our community," said Glenn. "Her empathy is second only to her compassion for those in need. But what really makes her unique is her ability to transform this caring into responsible, consistent civic action."

As a member of Tabor 100, Cato is looking forward to contributing her knowledge—once she has fulfilled her obligations toward her doctorate.

"What I would like to be able to do is bring another perspective around non-profits. Good non-profits are run like a business," Cato said. "Also, I am a fund-raiser and I can teach the group about fund-raising as well."

After Cato has made a difference in our community, she looks forward to making the whole world a better place.

"Working with the state on education is my passion right now, both at the local and state level. But I also would like to do it on a nationwide level and in the area of international education policy."