



Tabor Meetings

The Tabor 100 General Membership meetings are on the last Saturday of each month. Meetings begin at 10 a.m. and are held at Mount Zion Baptist Church. However, no General Membership meeting is held in September, due to the Captains of Industry Gala.

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Networking Event A Success



Lewis Rudd (left) and Terry Johnson share a laugh at the Tabor Networking Social in July. Find out when the Membership Committee's next networking event will be on Page 3.

Venture Capital

There are ways to find capital for your business, but be prepared for a few tough questions.

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Recent Accomplishments

Tabor members are helping teens prepare for college, organizing a political forum between Senator Maria Cantwell, Mike McGavick and Aaron Dixon and pursuing educational grants.

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Microsoft & Boeing Among Sponsors of Annual Captains of Industry Gala

One of the primary attributes of the Tabor 100 Captains of Industry Gala is the powerhouse of sponsors who are represented each year. Savvy Tabor members know this is a chance to add their marketing alongside our region's major corporations.

The 7th annual Gala currently has 14 corporate sponsors, with additional firms anticipated.

To date, named corporate sponsors are (in order of commitment) Turner Construction, MetLife, Pepsi Valley Partners, Seattle Vocational Institute, Puget Sound Energy, Boeing,



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

Microsoft, Future Brands (Absolut vodka), Seattle School District, Comcast, Re/Max, Seattle Times, University of Washington, Seattle City Light.

Additional sponsors are United Reprographics, FSA, Washington Roundtable, Seattle Chamber of Commerce.

Tabor members who have joined the list of sponsors are Retail Lockbox, Banner Cross, Ezell's Famous Chicken, Platinum Group, General Microsystems, Leajak Construction, Tyrisco, Bill Bradford, The Russell Group, ColorsNW, Terry Johnson, Obsidian Investment Advisers and Goodwill Industries.

Save the Date!

WHEN: 6 p.m. Saturday, Sept. 16

WHERE: Washington State Convention & Trade Center

WHO: You, and keynote speaker Steven Reynolds; Entertainment by Type A! and Earth Wind & Fire guitarist Sheldon Reynolds

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

Creativity a Tool for Healing & Teaching in Hands of Artist

By Victor M. Andino
Tabor Journal Editor

It's a sunny Friday afternoon and a playground in South Seattle is full of children. Kibibi Monié is in a grassy area, hunched and roaring.

Next she's strutting. Then scampering like a monkey.

The children and their parents are all staring. Kibibi has not lost her mind. She is at that place she loves most in the world: performing in front of an audience.

"When I'm performing, it's heaven.

It's when I'm most comfortable with life," Monié says.

Tabor member Kibibi Monié is executive director of Nu Black Arts West Theatre, the oldest African American theatre company in the Pacific Northwest. The theatrical group has about 80 members with five resident artists.

"We're always looking for and nurturing artists throughout the community. I've met a lot of people who have had the desire to be involved in

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Kibibi Monié tells an African folktale as part of a Seattle Parks & Recreation program. Monié is executive director of Nu Black Arts West Theatre.



Show Me the Money: Financing for Small Businesses

By Erin Nielsen

I always get asked about grants for small businesses. I answer, "when I find some free money I'll let you know."

Don't waste your money on a grants book; you can go to www.grants.gov for all federal grants. For small businesses, it usually only makes sense to look for federal grants if you have new technology that the government wants or have been subject to a disaster (earthquakes, hurricanes, etc.) Sometimes local government will provide similar funds, for example, the funds from Sound Transit for the impacts to the Rainier Valley.

There are often funds for covering part of your exterior redesign costs of a building for improvement areas. If you are low-income, there are non-profits that will sometimes give \$500 grants to a select few who submit proposals.

If you are forming a non-profit, there are grants from multiple sources, but that's a different topic. Other areas for free money are university business plan competitions. Individual development accounts (IDAs) are matched restricted savings accounts for low-income participants that can be used for business capitalization. Go to www.washingtoncash.org for information on how to fill out the paperwork.

If you are interested in a loan:

- Determine what you need financing for (lending is different for property, equipment, day-to-day cash, timing (line of credit), etc.)
- How much money you need (never ask a banker, "how much will you give me?")
- Your timeline (if you need the money next month, you rule out a lot of options)
- Have a back up plan (if the money doesn't come through what are you going to do?)

Who do you ask for money from? Depends, what are the answers to the following questions:

How's your credit? If it's not good, you will likely have to go to alternative lenders like www.seattleccd.com, www.cascadiafund.org, www.washingtoncash.org, or factors (if you have completed projects you are waiting to get paid on). You can always do friends and family. If it is really bad, you will likely have to clean up your credit for a few months.

If you are behind on your taxes or other bills, you have to get caught up first. An approved payment plan with the IRS can sometimes be sufficient.

Can you show that you know what you are doing and that you have a plan to be successful? This can be history for an established firm or a business plan. Many lenders don't fund start-ups, construction or food and beverage, so ask up front. Also, don't try to start a business you have no experience in. You can often get free training by volunteering to help a business doing something similar and is not a competitor (same business, different location).

How much have you invested of your own money? If you have assets and have not invested them (or are not willing to back a loan with them), you are going to have a hard time getting financed. The question that comes up is, "if you don't feel comfortable enough to fund it, why should we?"

What assets do you have to back the loan? If you have strong credit and aren't asking for much money, you can often get lines of credit without this (about equal to the limit credit cards give you). However, if you want a lot of money or want to pay for something over time, you need to be able to back 100% of the loan for traditional lenders. Part of this will be the resell value of what you spend the money on (i.e. inventory can be as low as cents on the dollar depending on what it is). Sometimes community banks like Banner Bank or Key Bank's Community Lending division can be more flexible (90 - 80% collateralized). Alternative lenders like the ones listed above can sometimes be even more flexible, but within reason. If you want a \$500 loan without anything to back it, no problem. If you want a \$100,000 loan, you will need a lot more for them to feel comfortable.

Can you show that you will have cash flow and pay yourself, the business, and the lender? No lender wants to hear you don't plan on paying yourself. They tend not to believe that you want to work 80 hours a week for nothing.

In the end every situation is different. If you have the goal to make it work, you will find a way.

Erin Nielsen is a program manager at the Snohomish County Economic Development Council.

Cruise Line Conference Set For October

The North West CruiseShip Association (NWCA) will hold its third Annual business associates conference on doing business with the cruise lines on October 27 in Seattle.

The conference is an excellent opportunity for local vendors to meet cruise line executives and to learn about doing business with the cruise industry.

The North West CruiseShip Association is a not-for-profit association representing the major cruise lines operating in the Pacific Northwest, Canada, Alaska and Hawaii. Find out more about the association at www.nwcruiseship.org.

This year, Seattle's port will see visits by more than 170 cruise ships, bearing over 750,000 passengers.



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Committee Highlights

Tabor Members Show Students How To Get Into College

Here is a summary of Tabor committee activities:

► Education Committee

Tabor 100 youth program partner, the YMCA Black Achievers Program, is collaborating with the United Negro College Fund and the Thurston Group. The unique Portfolio Project brings together more than 35 high school students with 14 adult mentors. The 12-week program will explain the college application process, assemble a written portfolio of their skills and attributes, and then give each student a personalized list of potential scholarships.

Tabor vice president Darryl Russell made the keynote presentation at the Portfolio Project launch on August 5.

Education Committee Chair Kevin C. Washington attended the first full Board meeting for the public-private education partnership Thrive By Five. The Board is co-chaired by Gov. Gregoire and Bill Gates Sr.

At its meeting, the Thrive By Five Board attended to several legal and administrative tasks, and received a presentation on early childhood education in the U.S. The focus is on community grants to make children better prepared to start school. An initial pilot project in White Center is currently under consideration.

The Education Committee meets 6-8 p.m. on the second Thursday of each month, at Mount Zion Church.

► Membership Committee

The Tabor networking event on July 27 received solid participation from members and prospective members with favorable feedback from all. The next networking event will be in October.

The committee is hoping to identify additional committee members to address growing needs. Membership is growing consistently with very talented people in our community.

The committee will be placing additional emphasis on targeting specific skill sets and professions for our recruiting efforts throughout the next several months.

► Fund Development

The committee believes Tabor needs to hire a staff person to achieve the grant writing goals of the organization. Particularly, we need someone willing to learn about grant writing and to coordinate in making phone calls, writing letters, reminders and notices to donors and a person who can actively seek out grants.

The committee has concluded its work with grant writer Laura Cantrell. The following was accomplished:

- * Developed a Tabor 100 Internal Case Statement that can be used to prepare future grant applications, orient new constituents/members, provide background to new Fund Development Committee Chair/Committee Members. It can also be used as a starting point for developing an External Case Statement for major donor pieces or as fodder for brochures/marketing materials.

- * Prepared Foundation Prospect List for Education Program that matches foundations to this program, giving ranges, suggested Tabor request, deadlines and background notes for each funder. This can serve as a "road map" for a calendar of future proposals for the Education Program and as a template for developing Foundation Prospect Lists for other Tabor programs.



Tabor members and prospective members socialized and enjoyed excellent food July 27, at a Summer Social/Networking event coordinated by Membership Committee Chair Darryl Bell. Several members gathered at Joanna's Soul Food Cafe and Jazz Club on E. Cherry St. in the Central District to exchange business cards and find out about other businesses.

- * Submitted letters of inquiry to Mannix Canby Foundation and the Peppercorn Foundation.

- * Prepared full proposal to the Seattle Times. This proposal is based on the Philanthropy NW Common Grant Application, which is accepted by approximately 50 funders in the Northwest. Therefore, the Seattle Times request can serve as a solid template for future education program grant applications.

► Business & Legislative

The Business & Legislative Committee is working on the political forum to be held in October. This forum will feature candidates for the U.S. Senate race, Maria Cantwell, Mike McGavick and Aaron Dixon. We are waiting for confirmation of the date from the Cantwell campaign. Tentative dates are: October 11, 18 or 25 at 7 p.m. We have changed locations from Town Hall to one of the Seattle Public School facilities.

The committee is working on what questions to pose to the candidates. Draft questions will be e-mailed to Tabor members. It will be important for each member to respond and identify which issues are most important to them. We intend to focus on issues that are related to business, education and the inclusion of African Americans. Please plan on attending this event. Member participation in the political process is mandatory to creating a

business and educational process that is supportive of our goals.

► Communications & Technology (Comm-Tech)

Sharon Elizabeth has been accepted by the Tabor Board to be chairwoman of the Comm-Tech Committee.



Elizabeth

Elizabeth is a certified marriage and family therapist specializing in Neuro-Linguistics. She has counseled adults, children, and families for more than 20 years.

Previously, Elizabeth was co-owner of Straz Construction, where she developed, built and managed multi-family properties, both new constructions and renovations, in and around Hollywood, California.

She is currently developing a multimedia project that will promote positive life choices in a fun, healthy entertainment environment.

Comm-Tech is continuing its work on creating a comprehensive database for all committees. It also is assisting the Gala Committee in its promotions as needed, producing the Tabor Business Journal and keeping the Tabor web site updated with news and information.

Tabor Business

The Tabor Business Journal is produced as a function of the Communications & Technology Committee, chaired by Sharon Elizabeth of See Media. 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.

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Monié's Experience Includes Performing With Stevie Wonder, Gladys Knight

the arts but didn't have the vehicle," she said.

Nu Black Arts West provides a range of artistic and educational programs as well as staged performances.

Monié is currently working with victims of domestic violence and "at risk" kids to provide better life skills.

"When we teach people different behaviors, we use the arts to do it. When we're dealing with stress management or anger management, we do skits, role playing and scenarios. This helps them deal with their issues," Monié said.

The theatre also has been working in King, Pierce, Kitsap and Snohomish counties, delivering children's programming and storytelling.

"Our mission is to promote creativity by providing an opportunity for the community to use the arts as a way of expression, motivation, teaching and learning," she said.

Nu Black Arts West also provides theatrical productions for senior citizen community centers that double as fund-raisers.

Maintaining a connection with her roots in Africa is important to Monié. She has traveled abroad extensively and has added "Journeys Home" to the services provided by Nu Black Arts West.

Journeys Home allows groups to travel to Ghana to experience their heritage. Monié coordinates trips that involve humanitarian work, tourism, service learning and study abroad packages.

"We've had an ongoing relationship with the National Theater of Ghana. When we bring tours there, we do workshops that expose the visitors to the African style of theatre."

Monié has dedicated her life to the performing arts, a passion she has nurtured since childhood, writing her first play at age 9. "I've had the square jobs. I've worked at the post office and in social services. My *passion* has always driven me toward the arts."



Kibibi Monié connects with children in Tema, Ghana, in 2001. "In Ghana, the children carry my heart," Monié says.

She is an accomplished writer, actor, singer and director. She was the first African American to be president of the American Federation of Television and Radio Artists (A.F.T.R.A.) Seattle local. She has written several one-act plays.

Monié is the only woman to have directed the double Pulitzer Prize winning playwright August Wilson in a reading of "The Homecoming." She's also the only woman to be given permission by Wilson to portray Hambone, a lead character in his Pulitzer Prize winning play "Two Trains Running."

She has opened for or performed with Stevie Wonder, Gladys Knight and the Pips, Kenny G, Billy Preston, Clarence Acox and many others.

Monié says something spiritual happens when she is in front of an audience.

"When I'm performing, I'm healing whoever needs healing. I reach out to the children, I'm looking for who needs me most. I would perform at night clubs and adults would come up to me and say 'I was feeling down, and when I heard your voice it pulled me up.'"

While Monié has performed before thousands and rubbed shoulders with stars, she is touched most by the accolades she has received from the poor and powerless.

"In Ghana, the children carry my heart. When I was there the village gave me the honor of naming me a Nana. They literally lifted me through the streets in a procession," Monié said. "I am madly in love with all children and want to make a difference for them."