



## HAPPY HOLIDAYS

### IN THIS ISSUE:

This year-end issue provides an in-depth update on Tabor committee activities.

#### Captains of Industry Gala

A theme for the 2007 event has been proposed and this year may see sales of tickets for the dancing portion of the evening.

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#### Comm-Tech

Activities continue to manage the messaging for the organization.

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#### Membership

Goal is to achieve 150 members and continue networking events.

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#### Education

Education initiatives cover kids from pre-school to college.

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#### Business & Legislation

Outreach to key governmental offices continues.

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Articles and ads for the Tabor Business Journal are due the third Monday of each month. Send all materials via e-mail to [taboreditor@tabor100.org](mailto:taboreditor@tabor100.org).

## General Microsystems Recognized

This month, the University of Washington Business School's Business and Economic Development Center (BEDC) recognized Tabor 100 member Earl Overstreet's company General Microsystems (GMI) with its 2006 Distinguished Business Achievement Award.

The awards program recognizes outstanding achievement by people of color in building and growing businesses in Washington state. This recognition communicates the impact of minority businesses on the state's economy and supports the growth of the next generation of entrepreneurs of color. Proceeds from the dinner pay for scholarships for under-represented minority students at the UW Business



General Microsystems President Earl W. Overstreet, Tabor Vice President Darryl Russell with BEDC keynote speaker Ken Denman and Director Michael Verchot.

School. These BEDC Fellows contribute to the community by mentoring and tutoring students of color at Garfield High School.

"It is a pleasure to join the ranks of the outstanding minority businesses recognized at this event over the last eight years," Overstreet

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## Radio Show Led by IAC Chair Creates Opportunities for Tabor

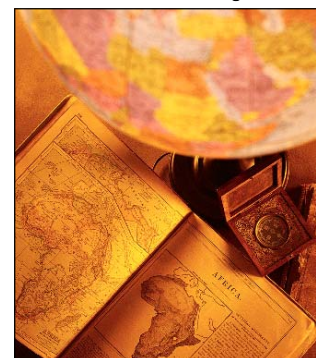
The mission of the Tabor 100 International Affairs Committee is to fulfill the Tabor 100 Organizational Goal: "To develop international trade opportunities through strong alliances."

#### Afragenesis Radio Show

(Plan is in collaboration with the Comm-Tech Committee) Broadcasts began on Monday, Nov. 27<sup>th</sup>. President Dr. Skip Rowland was the featured guest on Nov. 28<sup>th</sup>. The Board will be asked to be an official sponsor of the show to promote Tabor 100:

President Rowland could provide weekly African History Commentary. Tabor 100 members could be featured as guests. In Review, the radio show will:

- promote business between African-Americans and Africa,
- promote communication between African-Americans and the African immigrant community,
- promote the Tabor 100 Project: African-American Business & Cultural Center in Addis Ababa.



#### African-American Business & Cultural Center

The initial meeting with architect DKA and an Ethiopian architect was postponed due to illness. Anticipated rescheduling is by January 15, 2007. Videoconference plan to promote business in Ethiopia is being developed

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## Committee Highlights

# GALA COMMITTEE

Our proposed 2007 Gala Theme: **SOCIALIZE, APPETIZE, RECOGNIZE.**

Our Gala format was so successful; the LINKS decided modeling their program after ours – first hour is used for socializing. We have discussed giving out a “Lifetime Achievement Award” at next year’s gala. Perfect theme to tie in with Jimi Hendrix’s legacy.

We will soon confirm band; we have a band in mind that does Jimi Hendrix cover songs. We could then tie the band in with this prestigious award; will call Janie Hendrix to discuss band. Band would do a 30 minute first set (note this in Program)

### Silent Auction

We will call names of winners right before dinner.

- oSet it up where we could store items until winner is ready to pick up at the end of the night
- oSet ethernet connection close to auction table; can do payment transaction on our Tabor 100 web site
- oTerry to ask WA State Convention Center about costs of hooking up an ethernet connection.

oKevin could bring a router as well

### Dance Only Tickets

Details to be worked out after all sponsors have committed. We should know by June.

- oWays to promote tickets: Send flyer out via an: “Email Blast.” Appeal to an “old & new school” audience, band will be able to switch music up.

### Sponsor Structure

- oEvent Sponsor – Open Figure above \$10,000
  - oPlatinum - \$10,000.00
  - oGold - \$5000.00
- How can we acknowledge sponsors at this level – idea: beam company names on white walls of venue

### Gala Volunteers

Additional people are needed to sell raffle tickets.

### Sponsor Reception

Contact will be made with the new General Manager of Hotel Monaco.

### Trendwest Contact

Lewis met sales representative from Trendwest; works at the downtown Seattle location. He will work details out about obtaining vacation prize boxes for Tabor business owners for their stores.



## COMM-TECH COMMITTEE

The organization’s key communication tools, the web site and monthly newsletter will be augmented by the Afrogenesis radio show in 2007. The primary goal is always to promote membership and the objectives of the organization.

The committee this year created a Members Guide and updated our brochure and will continue to support the other committees with attention to our brand and consistency of our message.

Members will be urged to promote their businesses through the web site and newsletter through ads.

## MEMBERSHIP COMMITTEE

2007 represents a great opportunity for Tabor 100 to experience solid growth in membership, mentoring Small Business and influencing change with business opportunities for African American and Multi-Cultural Businesses.

1. We will have 150

- Members in 2007
2. Quarterly Networking Events
  3. Annual Membership Retreat
  4. Collaborate with other organizations to gain greater support and success with our mission and values.

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## Committee Highlights

# EDUCATION COMMITTEE

### Tabor Education Committee 2007 Forecast

The Education Committee has a number of solid projects to maintain in 2007; and rather than stretch ourselves too thinly, we will only cautiously take on new ones. Below is a combination of updates and prospects for 2007 projects.

### Scholarships

Our 2006 William Bradford Scholarship awardee, Kiyosha Ruttledge, continues to do well at UW. We are looking forward to having Kiyosha actively involved in several Tabor activities. There is the potential for a scholarship to be established in honor of the late Mel Streeter, along with a scholarship linked to the YMCA's Black Achiever Program.

### FOAAA

Friends of the African American Academy has been very pleased to once again have the Tabor 100 actively supporting the AAA Scholars. The Scholars are doing well and making improvements in their test scores.

### Black Achievers Program [BAP]

Partnering with the BAP continues to bring mentoring and resources to over 250 high school students. In 2007, we'll be seeking additional volunteers to keep moving this much-needed work forward. The 40+ student Portfolio Project [college application process] with the UNCF has been very successful, and there are plans to run two sessions in 2007.

### Business Partnership for Early Learning [BPEL]

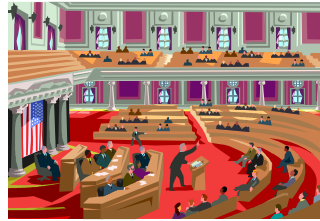
BPEL is bringing school readiness skills to Pre-K kids and their parents, targeting the hardest to reach in Seattle's south end. The one-year report for the project reported outstanding results.

### Thrive By Five [TBF]

This public/private partnership is also aimed at Pre-K youth and their parents. The combination of all the right parties, led by key work from the Bill and Melinda Gates Foundation, has taken on a life of its own. Organizations and funders from around the state are interested in working with TBF, and two demonstration communities are about to be funded.

### Multicultural College and Resource Fair

After more than 20 years of existence, the HBCU College Fair did not take place in October. Several community organizations and Tabor 100 have partnered to host a similar event at the end of January 2007. We are hoping to have a dozen HBCU recruiters and additional student resource groups on hand to connect with more than 400 students. Should the January event go well, we may look to build it into a larger event, once again held at the end of October. We will need additional volunteers and financial resources to reconstruct what had become a local institution and place it on a stronger organizational foundation for the



# BUSINESS & LEGISLATION COMMITTEE

The Committee has succeeded in gaining support from officials including Pierce, King & Snohomish County Executives, Small Business Administration, City of Seattle Council, Legislators and community college leadership to discuss progressive methods to increase participation of small businesses.

Members have been working on legislation to allow creation of Business Development Companies (BDCs) having the following characteristics:

Comprised of at least 5 members, 3 of whom must be banks; Minimum capital requirement: At discretion of DFI Director; BDC can leverage its assets as high as 12-to-1 (same as banks) BDC can do all transactions (loans, equity, convertibles) BDC, unlike a bank, can make loans and equity-type investments to a single company. This allows stock, options, warrants, etc. to be part of a deal, offering a "kicker" that traditional banks simply cannot access.

**Bottom Line:** BDC structure creates extremely flexible investment vehicle to do deals.

For 2007, additional committee objectives will include:

# IAC REPORT

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### Ethiopia Trip

The Board will be asked for input on dates for two visits to Ethiopia:

1. Spring 2007 (or Fall 2007) – seven days
    - promote African-American Business & Cultural Center
    - receive land certificate for African-American Business & Cultural Center
    - promote conference with African Union
    - promote filming of documentary on Ethiopia
    - develop relationships
- Approximate Costs: \$1,500 + airfare

2. Fall 2007 (or Spring 2008) - 14 days
    - potential conference with African Union
    - promote African-American Business & Cultural Center
    - tour Ethiopia
    - develop relationships
- Approximate Costs: \$4,000 + airfare

- Design and assist in the implementation of business development strategies that focus on eliminating barriers for small business that desire to perform work with the government and developing legislation that supports such efforts.

- Increase Tabor 100 presence in leadership positions throughout the state including commissions & boards and other elected positions.

- Develop an electronic database of city, county, state, federal, port, school district, transportation and international embassies (including staff, leadership, elected officials).

- Develop a diverse business leadership database that incorporates technology, manufacturing, chambers of commerce, NMBC, think tanks, construction, healthcare, education and non-profits.

# 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 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](mailto:taboreditor@tabor100.org).

## Tabor 100 Leadership

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said. "The event and the awards represent milestones that encourage us to look back, measure our progress and set our sites on the future. Much as been accomplished by the minority business community, but statistics show that we have a long way to go."

The GMI story starts in November 1983 when a much younger Earl Overstreet delivers the company's first computer order to the University of Washington for a research project at Harborview Hospital. The following year the University orders an optical laser disk developed by GMI for the Applied Physics Lab. That same year, we land a series of orders from The Boeing Company for PC products.

The 1990s chapter tells the story of the death of our optical disk product line, the birth of the Boeing triple 7, and the creation of GMI storage products to support the new airplane's test programs. Fast forward to 2002-2006 when first Expeditors International and The Boeing Company, then Washington Mutual propel us to new levels of sales and capability.

"Our region is an interdependent community fabric. Healthy minority businesses are important to that fabric. By supporting, recognizing, and inspiring, we strengthen ourselves and our community. Perhaps one of the minority businesses here today

will be the next Boeing, Washington Mutual or Zones," Overstreet said.

Tabor 100 President Dr. Skip Rowland said GMI's accomplishment is well deserved and spotlights one of the many successes among the Tabor 100. "Our members are part of a thriving segment of the Puget Sound's business community and GMI is a shining example," Rowland. "I am bursting with pride to see Overstreet and GMI receive this recognition."

General Microsystems has been an expert source for design, configuration and delivery of integrated systems and data storage devices since 1983. GMI solutions include server and desktop systems, storage, data management, and security products from industry leading vendors including Sun Microsystems, Hitachi Data Systems and Symantec. Its specialties include server and storage consolidation, high availability and thin client technology. GMI helps clients maximize their return on systems, storage and data investments by increasing performance, reducing cost and improving reliability. GMI customers include The Boeing Company, Expeditors International, Washington Mutual, Starbucks, the State of Washington and Group Health Cooperative.

## Did You Know?

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