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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.

Business Tour of China is Eye-Opening

By Regina L. Glenn

I love to travel, make good business deals and keep a global perspective in all I do. I am on a lifelong mission to learn, enjoy and discover. Therefore, when the Bellevue Chamber of Commerce hosted a business mission trip to China in November, I was off and learning. Ninety people from the Bellevue Chamber and its other affiliations took part in this trip.

This was an event-packed 8-day whirlwind China tour of four cities: Beijing, Hangzhou, Suzhou and Shanghai. In a vibrant stage of economic development, China is a thriving 21st century Communist state with a distinctly western twist. While Mao Zedong is still the father of the People's Republic, his economic policies have long been brushed aside for free market reforms. The vacuum has been filled with a feverish grab for money with varying degrees of corruption. Whatever grows the economy is good, provided the Communist Party remains in control.

The capital, Beijing, is in the midst of massive public works projects in preparation for the 2008 Summer Olympics. Billboards and offi-



Tabor member Regina Glenn reflects the local color while touring China in November.

cial Beijing '08 Olympics stores amongst the gardens, temples and national monuments are evidence that the new China is ready to rebrand itself on a global stage. Except for the heavy presence of guards at Tiananmen Square and the Gate of Heavenly Peace, the capital feels a long way from 1989's declaration of martial law.

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Seeking Greater Return on Investment for Members

Dear Members and Friends,

This looks to be a banner year for the Tabor 100. Already the Board of Directors has initiated a board development program that will lead to a strategic plan for our organization. My guiding question for that strategic plan is, "What lasting business value will come from the Tabor 100?" My answer is a well designed, inclusive, strategic action plan that delivers economic literacy to the African-American community and business development to



Rowland

African-American business-
es.

Although our focus is in the African-American communi-

ty, we are inclusive in our planning and recognize that economic equity for African Americans must include economic equity for all. To that end, I have asked our Economic Development Committee to take the lead in

moving us forward this year. Chairwoman Ollie Garrett has accepted the challenge and is developing her committee. All other committees have been asked to prioritize support for the EDC. Furthermore, I have asked Garrett to consider as her committee's first priority high context business relationships that can lead to partnerships.

Our main goals for this year include: (1) greater return on investment for our members and (2) increased service to our community.

The objectives that will enable us to achieve these goals are:

- ◆ Developing community-wide business partnerships
- ◆ Improving our internal and external communications systems
- ◆ Increasing our membership to 150 members
- ◆ Developing our fundraising capacity
- ◆ Planning our trip to Africa
- ◆ Hosting a Gala with 750 attendees

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African American Legislative Day to Include Workshops, Legislator Visits

Tabor 100 is supporting participation in African American Legislative Day on Monday, Feb. 12.

The event offers a chance for minorities to raise issues of particular importance to our community to state lawmakers. Previously, this event included informational sessions and a motivational rally in the Capitol rotunda. This year will feature an expanded, three-session slate of concurrent workshops on economic development, closing the academic opportunity / achievement gap, the AIDS crisis, reforming our state's correctional system, health disparities and more.

Tabor Business & Legislative Committee Chairman Dan Sey-

del and member David Tyner are coordinating a workshop for attendees on business issues. If you plan on attending African American Legislative Day, send an e-mail to pmorris@caa.wa.gov to request a pre-registration form.

Even if you cannot attend the workshop series, please join the rally around 12:30 p.m. on the Capitol steps. It will be **huge!**

The Schedule:

Adult workshops will begin at 9:30 a.m. in the General Administration Building at 210 11th Ave SW.

The rally will begin at 12:15 p.m. on the Capitol Steps.

Free box lunches will be served.



Gov. Christine Gregoire addresses attendees of the 2006 African American Legislative Day in Olympia.

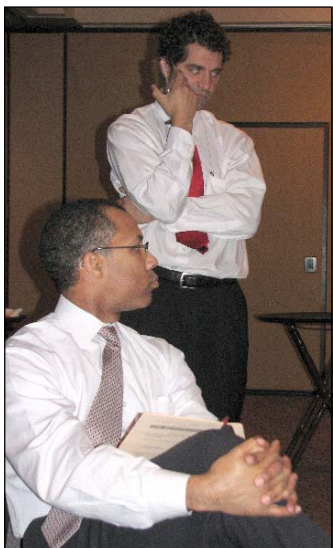
Useful Resources Online

Find your state legislators and get contact information for them at apps.leg.wa.gov/DistrictFinder/Default.aspx.

A guide from the Legislature on how to have an effective meeting with a legislator:

www.leg.wa.gov/WorkingwithLeg/effectiveparticipation.htm

Tabor Executive Board Tackles Strategic Plan

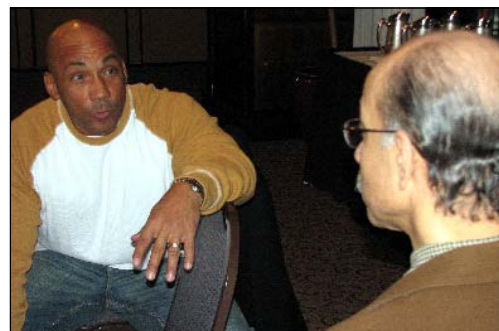


Treasurer Glenn Gregory and Business & Legislative Committee Chair Dan Seydel.



Members of the Executive Board discussed development of a strategic plan for Tabor 100 at a meeting at the Harbor Club in Bellevue.

The discussions touched on determining a vision, strategy and effectiveness for the organization.



At left, Education Committee Chair Kevin Washington and Comm-Tech Chair Sharon Elizabeth. Above, Membership Chair Darryl Bell and International Affairs Chair Mat Harris.

The discussion was coordinated by Tabor 100 Treasurer Glenn Gregory and included a presentation on effective mission statements by management consultant Sharon Lucas.

Lucas recommended the Board consider a more succinct mission statement and urged a sur-

vey of key stakeholders on Tabor's perception in the community.

The Board is considering next steps towards executing a strategic plan that will move Tabor 100 forward that is most relevant to members and the business community.

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Tabor 100 Takes on Role in Annual 'Call to Conscience'

Tabor 100 has agreed to become a co-sponsor of the annual "Call to Conscience: A Celebration of Black History." The event will be held Feb. 17, 2007, at the Pantages Theatre in Tacoma, beginning at 5 p.m.

The event includes a slate of high-profile speakers, and many performances, currently scheduled to include NuBlack Arts West Theatre and a unity step show featuring black fraternities and sororities.

An Elder Ceremony will honor 11 living African Americans who have blazed paths, impacted change or have been unsung heroes in the state.

Coordinating the event is Tony Benton (AKA Tony B), a radio personality, community relations director for Clear Channel Broadcasting in Seattle. Co-chairman is Michael Jackson, a



Benton A proclama-
tion from
Gov. Gregoire designated the
Call to Conscience as the
state's official celebration of
black history.

motivational
speaker and
a former
University of
Washington
Husky and
Seattle
Seahawk.

"Black History Month is a time to make ALL people aware of the contributions of Black Americans to this country's rich history," Benton said. "Black history and American history are intrinsically intermingled. All ethnicities, cultures and races should be aware of how black Americans participated in creating the social, economic, educational

Key Speakers	
<p>Afeni Shakur Activist, mother of Tupac and executor of his estate</p>	<p>Jean Claude LaMarre Writer, director and star of the film <i>The Color of the Cross</i></p>
<p>Graciela Itailano-Thomas CEO of Thrive by Five the Early Learning Partnership</p>	<p>Dr. Quintard Taylor University of Washington Professor of History</p>
<p>Greg Anderson Writer/director of the film <i>Stomp The Yard</i></p>	<p>Miri Ben-Ari A classically trained violinist known for her hip-hop projects.</p>

and entrepreneurial spirit of this country."

This year's "Call to Conscience" theme is family and education as "the backbones of the Black American existence and survival."

Benton has brought together several African American organizations to help support the event, including The Breakfast Group, The Links and the Urban League of Metropolitan Seattle.

Tabor Gala Committee Chairman Lewis Rudd is serving in an advisory role in this year's event. He has been providing input and assisting in the selection process of Elder Ceremony.

Tickets to the Feb. 17 event are \$15 and available at The Broadway Center Ticket Office, 901 Broadway, Tacoma; over the phone/credit card 253 591-5894. On the internet at www.Broadwaycenter.org.

Rowland: Grow Our Businesses

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- ♦ Implementing our competitive business knowledge and skills development curriculum
- ♦ Designing, developing and implementing our economic development and public policy platforms.

This is a bold agenda for economic literacy and we need all of our members involved. Please demonstrate your support by joining and working on one of our action committees.

The American Statue of Liberty is the symbol that

represents the American Dream. The foundation of the American Dream is economic equity. Economic equity cannot be achieved without economic literacy, state-of-the-art business knowledge, and competitive business skills.

We must build a Tabor 100 Statue of Liberty, and next to our Statue of Liberty we must build our Statue of Responsibility to guard it.

Please demonstrate your enduring responsibility by getting and staying involved.

Thank you!
Dr. Leon F. "Skip" Rowland
President, Tabor 100

Event Focuses on Government Contracting

The Washington State Office of General Administration offers regular workshops on how to do business with the state.

The next event, Alliance 2007, will be held at Emerald Downs on Feb. 27. For more information, go to www.ectag.org/alliance2007

More information can be found at www.ga.wa.gov

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Social Networks Part of Chinese Philosophy

Shanghai is a thriving coastal city of 17 million. From the stunning architecture adorned with shapes and angles that are hard to imagine, to the harrowing taxi rides, to endless name-brand shopping, this city feels on the cutting edge. And yet uniquely Chinese. The packed streets revealed beggars next to businessmen, throngs of bicycles next to limousines and Gucci next to tanks filled with Shanghai hairy crab, a seasonal delicacy.

Social networks by building personal relationships (guanxi) of mutual trust and obligation is a Chinese belief system. I plan to build on the most important component of doing business in China and that is to understand the importance of "personal relationships" and taking the time to build them with respect and quality performance. In that spirit, I made two potential Chinese business contacts. One contact I met on the plane, the other was in Shanghai at a networking session. Both are doing business in Europe and the U.S.

Two members of our delegation who already have offices in Shanghai, MulvannyG2 architecture and Davis Wright Tremaine, hosted a reception for visitors interested in doing business with China. Earlier in the trip we met with a Chinese delegation that explained the specifics of doing business in China. The folks from MulvannyG2 summed up the enormous opportunity: in the United States there are 11 cities with more than a million people, whereas in China there are over 33 cities with more than 4 million people.

Greater Shanghai is equally impressive for its manufacturing and industrial sectors and its sheer population numbers. We periodically passed through efficient toll-booths ablaze in neon ads. Rows of construction cranes and industrial towns blurred the smoggy landscape.

Like it or not, this frontier will play a major role in our future. This was truly an eye-opening experience.

The next business mission trip to China will take place November 2007. For more information on the Chamber's next trip to China call (425) 454-2464.

Regina Glenn is President of Pacific Communications Consultants, a management consulting firm based in Bellevue.



A Beijing carpet factory maintains the traditional arts of carpet weaving while also renovating and replacing some old equipment and techniques to enhance productivity and quality.