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Tabor 100 Board Secretary Karen Primeau suffered the loss of her adult daughter, Pam, in May. An educational fund for Primeau's grandson, Ryan, has been opened at Key Bank in lieu of flowers or other acknowledgements. Donations maybe made to:
Ryan Primeau Education Fund
KeyBank National Association
Mailcode: WA-31-99-0282
9735 Holman Rd NW
Seattle, WA 98177
Acct #: 472825007447

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.

MBO Conference Grapples With Inequities in Washington's Business Community

By Victor M. Andino

African American Partners for Prosperity (AAPP) held its second annual MBO-to-MBO Statewide Business Conference on Friday, May 18, at the Meydenbauer Center in Bellevue.



Tabor 100 was a sponsor of the event, held to focus on increasing minority participation in the multibillion-dollar public-private sector business arena. Participants included minority business presidents and CEOs, senior-level executives from public and private sector agencies and representatives of minority business organizations. Key-note speaker was James Peoples, President of KeyBank, Washington.

"The event was extremely well attended. We had tremendous participation by many, many groups," said L. David Tyner, chairman of AAPP. "There were many groups and organizations speaking and participating and providing networking connections."



Tyner

The goal of the conference was to hear speakers discuss what needs to change to promote better participation by MBOs in the public and private sectors. Participants also revealed a plan by the Regional Prosperity Partnership and the Multi-Ethnic Business Alliance for implementing positive economic change in our state.

"There is a huge opportunity for Tabor and AAPP to work together on our strategy 'Partnering Works,'" Tyner said. "This concept is gathering strong support from senior leadership from a number of areas. Tabor can be an important team member on what will be a very strong team supporting the development and promulgation of this business strategy, which will enhance MBO firms' opportunity for growth. We have put a committee together from across a number of groups and backgrounds and are gathering political support as well. I hope Tabor will be a strong participant in this economic development strategy critical to our community."

Tabor Board Member Launches Collection Agency

Ollie Garrett, the first African American woman to own and operate a collection agency in Washington State, held a grand opening of her company, Payment Management Technology Solutions in Bellevue on May 10.

PMT provides recovery solutions that help clients to reduce expenses, improve cash flow and drive profits while preserving customer loyalty. Its services include commercial receivables, legal services, recovery, check verification and electronic funds processing.

Garrett, President and CEO of PMT, is a member of the Tabor 100 Board of Directors as chair of the Economic Development Committee. She launched PMT after a 20-year career in the collections industry. Prior to starting PMT, Garrett was Vice President of Financial Recovery for Compu-Check, Inc. (a national check guarantee company), where she was responsible for managing a \$550 million portfolio of retail and commercial receivables. In 1993, she was hired as Recovery Manager for SCAN/eFunds to start their



Members of the PMT team.

Photo by Lewis Rudd

See PMT on page 2

Diversity Expo Links Minority Vendors To Purchasers in Snohomish County

By Erin Nielsen

The Diversity Expo is an event put on by Snohomish County agencies as part of an initiative to be more inclusive of women and minority owned firms in government procurement. The agencies involved include the City of Everett, Snohomish County, Port of Everett, Everett Public Schools, Community Transit, City of Lynnwood, Sound Transit, Boeing and Everett Community College.



Shaw

The first Diversity Expo took place last year and was among the suggestions provided by Mayor Ray Stephanson's Advisory on Diversity. Members of the Advisory are: Betty Cobbs, Winnie Corral, Van Dinh-Kuno, Joanne Estacio-Deckard, Janice Greene, Amir Jalali, Harley Karz-Wagman, Lillian Ortiz-Self, Kinuko Noborikawa, Tricia Noche, Sherri Smith, Paul Stoot, Jason Tarver, Carlos Veliz, Benni Walthall and Andrea Wells-Edwards.

Karen Shaw has been instrumental in these efforts. She is the Director of Economic Development and Human Needs for the City of Everett. She has been a strong supporter and advocate for women and minority owned businesses and is a business owner herself. She and her husband own Shaw Enterprises McDonald's Inc. She also is the Chair of the Ronald McDonald House Charities.

PMT Opening

Collections Division in Bothell. In 1998, Computer Check Verification (CCV) hired Garrett as Vice President of Marketing. She became president of the company in 2000, with responsibility for the day to day receivables management. Under her leadership, CCV became the seventh largest Point of Sales retail check processing organization in the United States.



Garrett

"This is a highly competitive industry, but I am very excited about PMT's potential for growth here in Western Washington and the high level of service we can bring to our clients," Garrett said. "We use state-of-the-art analytics and match them to the customer's individual needs. That type of solutions-driven power and attentive service is what drives PMT."



Contracting Information Available at Fair

Sound Transit will hold a Vendor Outreach Fair at Union Station, 401 S. Jackson St. in Seattle on Thursday, May 31, from 9 a.m. to 3:30 p.m.

The event is open to small businesses, Minority, Women-owned and Disadvantaged Business Enterprise (DBE) firms who wish to do business with Sound Transit. More information is available online at www.soundtransit.org/vendorfair or by contacting Denise Williams at 206-398-5437, williamsd@soundtransit.org.

Presentation Topics

Introduction & opening remarks	9:00 – 9:20 a.m.
Overview: Doing business with Sound Transit	9:25 – 9:45 a.m.
Diversity at Sound Transit	9:50 – 10:10 a.m.
E-Bid presentation	10:15 – 10:35 a.m.
Submitting invoices to Sound Transit	10:40 – 11:00 a.m.
Northwest Minority Business Council	11:10 – 11:30 a.m.
Facilities contracts	11:35 – 11:55 a.m.
Communications contracts	1:00 – 1:20 p.m.
Construction contracts	1:25 – 1:45 p.m.
Sound Transit's Project Labor Agreement	1:50 – 2:10 p.m.
Sound Transit insurance requirements	2:15 – 2:35 p.m.
On-call services for Link light rail	2:40 – 3:05 p.m.
Marketing contracts	3:10 – 3:30 p.m.

City and State Political Leaders Address Tabor 100



State Sen. Rosa Franklin speaks to attendees of the Tabor 100 General Membership meeting on April 28. She was joined by Seattle City Council Member David Della (far left) and State Rep. Eric Pettigrew.

The officials urged members to keep them informed of issues that should be addressed by the political process.

Below, members pose with their representatives after the meeting.



Photo by Victor Ardino

**Fund Development
COMMITTEE**

**US Bank Grant
Application
Submitted**



Dudley

The Fund Development Committee has been continuing to work hard to find dollars for Tabor 100. We have one outstanding application completed

and turned in with US Bank. Typically US Bank has granted Tabor 100 amounts in the \$3,000 range. This request is for operating funds in the amount of \$15,000. We expect a response anytime now.

This month we completed Boeing's online contribution application. Boeing is expected for the second year in a row to support the Captain's of Industry Unity Gala at the \$5,000 level.

We have picked up our meetings with Kevin Washington, Chair of the Education Committee. Sedonia Freeman-Young is working to develop an application process for funding for the Education Committee. The Committee is working with George Griffin of G3 & Associates on a few possible funding ideas with some of his clients.

In the beginning of this year the committee submitted a proposal to obtain office space and to hire a staff person to achieve the grant writing goals of the organization. No determination has been made yet. As part of the commitment to see this project work, some members have committed to funding some portions of the dollars needed for the first year. Our proposed goal is \$600 a month for rent. We still need \$500 per month in commitments. If you are interested in making a firm commitment please contact Fund Development Committee Chair William Dudley at 425-917-8288 or william@jicisreal.com.

**Education
COMMITTEE**

Dark Divas Fundraiser

- Only about half of the attendees required to break even came to the event. All of the event costs have been paid, but there will be a net loss of about \$580.00. We did learn a good deal about putting on such an event, which we intend to pass along to other committees.

Business Development Training

- Fifteen minutes at one of the next General Membership Meetings might be taken up with having everyone present complete the survey.

Cinema Diaspora/Reel Youth

- Kunle Oguneye is still working to set up a meeting with a representative at Cingular, who may be interested in working with us. Goal: funding or hardware/software procurement possibilities.

Agenda Item for Next Meeting, May 26 at Noon, Mt. Zion Church

- Gary Thomas would like to talk to the Committee regarding a potential project supporting a Marketing Education Program.

**Business & Legislative
COMMITTEE**

**Statement Prepared as State Fills
Vacancy at OMWBE**



Seydel

In May, the Business & Legislative Committee Chair Dan Seydel and other Tabor 100 members joined in forming an "Accountability Coalition," led by Tabor Treasurer Glenn Gregory and joined by other stakeholders in the community. The purpose of this effort is to develop a white paper to be forwarded to Gov. Greig in response to the recent vacancy in the Office of Minority and Women's Business Enterprises. The white paper highlights where we

believe the agency's focus should be and where some of the deficiencies lie. The committee will continue to communicate with the governor's OMWBE Director Recruitment team.

In other matters, the committee is working on scheduling both King County Executive Ron Sims and City of Seattle Mayor Greg Nickels for our August 2007 membership meeting.

Further communications include strategizing a photo opportunity for the Linked Deposit bill signing and meeting with the new director of OMWBE to discuss strategy and collaboration projects.

THE BUSINESS & LEGISLATIVE COMMITTEE IS IN NEED OF ADMINISTRATIVE SUPPORT RELATED TO SECURING APPOINTMENTS, INVESTIGATING BILLS, ATTENDING OTHER COMMITTEE MEETINGS, ETC. PLEASE CONSIDER BEING A PART OF THIS COMMITTEE.

For more information call or e-mail Dan Seydel 253-988-4615/dan@platinumbusinessgroup.com.

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Tabor Board

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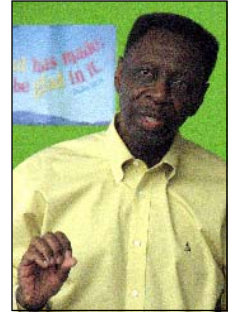
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Survey By UW's Business & Economic Development Center Finds Minority Firms Struggling But Optimistic

Competition from big businesses, unmet financing needs and weak sales forecasts are the most pressing concerns shared by Washington state's minority small-business owners, according to researchers at the University of Washington. They found that minority business owners in the state are, much like entrepreneurs across the country, confident about their abilities to succeed despite the fact that fewer than one-third of them feel the state's business climate is supportive.

University of Washington Business School Professors William Bradford, Vandra Huber and Richard Yalch, co-authors of the Washington Minority Small Business Survey, asked 376 randomly selected minority small-business owners from across the state to describe their confidence levels and expectations about future industry trends.

Their overall confidence level, a measure of how favorably they viewed the future, was 56 on a 100-point scale. The higher the score, the more favorable the outlook. This index reflects the owners' responses to questions about the future prospects of their business. A flat or neutral outlook would be 50.



Bradford

"Entrepreneurs everywhere tend to see the glass half-full rather than half-empty and minority small-business owners in Washington are no exception," said Huber, a professor of human resources management. "While more than 50 percent of minority small-business owners said that sales and profits were poor or just OK during the last quarter of 2006, 60 percent were confident that business prospects in upcoming months would be good. This optimism keeps Washington's minority entrepreneurs going, even when business performance falls short of expectations."

The researchers said that because the number of minority businesses in the state is growing faster than non-minority-owned businesses, it is important to understand what helps or hinders their success. According to the U.S. Department of Commerce, minority-owned businesses have grown three times faster than other businesses in the last decade.

Bradford, a professor of finance and business economics, added that minority owners will employ an increasing share of Washington's workforce and provide a growing share of business tax revenues to support public expenditures. He said that nationally, small businesses report that competition with bigger businesses is only the fifth-largest financial hurdle they face (after taxes, insurance costs, employee costs and weak sales), while minority-owned businesses in Washington report that competition with bigger businesses is their top challenge. Concerns about the business and occupation tax ranked only fourth.

"The threat of competition from large businesses is particularly felt by minority firms that seek government contracts," Bradford said. "Minority businesses have lost government contracts to large businesses since the passage of I-200 in Washington state. Initiative 200 outlawed affirmative action in government contracting and we're seeing the repercussions of it."

According to the survey, the ability to obtain credit is a major sticking point for Washington's minority business owners. Bradford added that this could be because the business is not credit-ready or because bias exists in lenders' credit decisions.

"Academic studies using national data have found evidence of lending bias against minorities in general and African-Americans and Hispanics in particular. Clearly, more research is needed to understand what's going on in Washington State and what needs to be done in the future to keep minority business growing."