



Membership Meeting to start half-hour early

The Tabor 100 General Membership meeting will begin at 9:30 a.m. on Oct. 27, to allow an enhanced opportunity for member-to-member networking. Regular business will start at 10 a.m.

As usual, the meeting will begin at Mount Zion Baptist Church, 1604 19th Ave., in Seattle.

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Members had several opportunities to make business connections with African officials.

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Members promoted Tabor 100 to Microsoft employees at two recent events. Lewis Rudd got to try a Segway.

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How Tabor businesses are forming strategic partnerships. To share your story e-mail taboreditor@tabor100.org.

Seattle Mayor, Schools Chief, Address Tabor

By Victor M. Andino
Tabor Journal Editor

In August and September, Tabor 100 hosted top Seattle officials at its monthly membership meetings. August featured Mayor Greg Nickels and in September we welcomed Superintendent Maria Goodloe-Johnson.

The presentations were coordinated by Tabor Business & Legislative Committee Chairman Cos Roberts.

In his comments, Mayor Nickels said the city is doing well, but is tackling challenges with regard to transportation and public housing. When asked during a question-and-answer period about opportunities for minority firms, Nickels said the city has made progress in diversifying expenditures and vendors.

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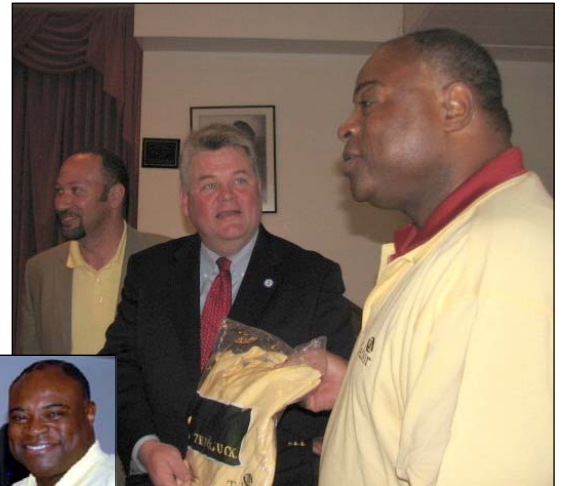
meetings between Tabor members and city officials, to help connect member businesses with goods and services needed by the City of Seattle.

"It takes some work, but our members can definitely get contracts with the city if they come out and meet the managers and buyers and let them know what your business has to offer," said Garrett, who is president of the collections agency PMT Solutions.

The city sponsored a meet-and-greet lunch in September and another session is scheduled for October 26. City officials who attended represented the Seattle Police Department, Seattle's Department of Transportation, Seattle Public Utilities, Department of Information Technology, Fleets and Facilities Department, Department of Executive Administration, City Purchasing, the Fire Department and City Light.

"I have negotiated a contract to provide licensing services and other services to the City of Seattle, primarily with the Fleets and Facilities Division," said Tabor member Fred Maxie of Ballard Auto Licensing. "Congratulations to Ollie, her committee and Nancy Locke for making it much easier to reestablish our service with the City."

Garrett said more members could potentially win city contracts, if they are willing to think creatively do the legwork and be persistent. She followed this strategy herself and it won a contract for her own business.



Tabor Committee Links Members to City Buyers

Tabor 100 is helping members make profitable business connections.



The Economic Development Committee, led by Chairwoman Ollie Garrett (shown left), has coordinated a series of

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Members Noted for National & Local Accomplishments

Donald King Named Minority Small Business Person of the Year

Donald King, President and owner of DKA, has been selected to receive the Regional Minority Small Business Person of the Year Award for Region X (WA, OR, ID, AK), from the U.S. Small Business Administration. King is one of 10 small business owners in the nation to receive this prestigious award. He also is a past president of Tabor 100.

King attended the National Minority Enterprise Development Week conference in Washington, D.C., in September, where he was honored by the U.S. Small Business Administration and the Department of Commerce's Minority Business Development Agency at the 25th Anniversary Awards Gala.

DKA is a Seattle-based architecture, planning, interior design and project management firm. We are celebrating our 22nd year in business serving mostly public agency and private not for profit business clients in the Western United States. The firm specializes in human service facilities, medical/dental clinics, educational facilities and affordable housing projects.

In May of 2007, DKA was selected as the Program Manager for the Seattle Public Schools \$450 million schools building program. This \$6.7 million contract will keep the firm busy through 2011.

Architect Adds to Credentials

Rico Quirindongo, a Project Manager at DKA since 1996, successfully completed his architectural registration examination. He is now a licensed architect in the State of Washington and is member of the American Institute of Architects (AIA).

Chamber Selects Rowland For UEC

Tabor 100 President Dr. Skip Rowland has been named executive director of the Chamber of Commerce Urban Enterprise Center, a program with a 14-year record of accomplishments in economic empowerment, minority business development, and improved race relations in the metropolitan area.

"Skip is an accomplished community leader, entrepreneur, consultant, and teacher,"



King



Quirindongo



Andino

said Chamber President Steve Leahy in announcing Rowland's appointment. He has also been a member of the UEC's Advisory Board, and has extensive experience in advising entrepreneurs and business owners, and teaches multicultural marketing in the University of Washington's Business School. Skip is off to a quick start, hosting a meeting ...at the Chamber to spark discussion about cross-cultural relationships and economic opportunity in our community."

Safeco Recognizes Dawson

Craig Dawson and his company Retail Lockbox have been selected as one of the recipients of the Safeco Minority Best Business Practices Award. The other recipients include: Plaza Bank, Vulcan Products Company and Pugh Capital Management. This award is presented annually by Safeco Insurance and the Urban Enterprise Center of the Greater Seattle Chamber of Commerce. Dawson is a past president of Tabor 100.

State Agency Hires Andino

Victor M. Andino has accepted a position as Communications Consultant to the Washington State Health Care Authority's Public Employees Benefits Board. He will assist in writing, editing and crafting communications to PEBB members regarding their health care and state benefits program. Andino has served as writer and editor of the Tabor Business Journal since 2005 and has been an active member of Tabor's Communications and Technology committee. He manages On Point Writing Services, a writing, marketing and communications consulting business in Seattle.

Support the Tabor Business Journal and Promote Your Business

Advertising is accepted in the Journal.

JTS Receives Seattle Small Business Award

JTS is a Seattle urban success story. From bootstrapping her business in the early days by selling her house, Tanya Jimale's business has grown into a thriving 14-person firm that is the only African-American owned business offering construction management services in the Greater Puget Sound area.

On Sept. 10, JTS was selected among this year's 10 Mayor's Small Business Awards winners. JTS also recently won the Seattle Jobs Initiative's Champion of the Year - Opening Doors to Living Wage Careers award.

"Local businesses provide the unique character that makes Seattle such a great place to live," said Mayor Greg Nickels. "They're the economic engines that employ local people and provide services throughout our city - small business owners are my heroes."

Every year, 10 small businesses in Seattle receive special recognition for their accomplishments through the Mayor's Small Business Awards presented by Wells Fargo.

The winners were selected on the basis of excellence in management, entrepreneurial spirit, customer service and community involvement. To qualify, the business must have no more than 100 employees and gross revenues of less than \$10 million.

"I knew all along that I had a desire to be independent. I took what I learned from my early jobs at other companies and started my own," Jimale said.

Over the last two decades, the awards program has recognized more than 230 small businesses, many of which have gone on to experience significant growth. Past recipients include such companies as: Starbucks Coffee Company (1984), Uwajimaya (1984), Ezell's Fried Chicken (1989), the Dilettante (1990) and City People's Mercantile (1993).

Zambian President Among Dignitaries Introduced to Tabor

On October 1st, the IAC arranged for Tabor 100 to be a co-presenter with the World Affairs Council (WAC) for a reception and WAC "Leadership Series" presentation by the President of Zambia at the University Washington. This was a rare opportunity to personally meet a head of state.



On October 2nd, the IAC arranged for Tabor 100 to be a co-sponsor of an Africa Roundtable along with the Trade Development Alliance and African Chamber of Commerce. Minister Mutati delivered an impressive dialogue about the development status, potential and opportunities.

On October 25th, the IAC arranged for Tabor 100 to be a co-sponsor of a presentation by the U.S. Ambassador to Ethiopia, Donald Yamamoto, and Glenn Anders, USAID mission director in Ethiopia.

On Saturday, October 27th, Tabor will co-sponsor the visit of six African ambassadors to Seattle for the 9th Annual African Day Business Forum at the Red Lion Hotel, 1415 Fifth Avenue, in downtown Seattle. The Ambassadors, from the Democratic Republic of Congo, Eritrea, Ghana, Libya, South Africa, Tanzania, and The Gambia, will participate in the forum and be available for 1-on-1 meetings.

This will be the largest Africa business focused event in the northwest, and an extremely important event for anyone interested in the business potential in African countries. The Business Forum and Lunch are from 9 am to 4 pm at the cost of \$50, the Celebration Dinner & Auction is from 7 pm to 10 pm also at the cost of \$50. Forum, Lunch, and Dinner together are \$90. Attendees can register at www.africanchamberofcommercepnw.com or call 206-256-6139 or go to the Tabor 100 web site for more information.

The IAC chair has been working with King County Executive Ron Sims' office in the planning of a business delegation to the International Sister Cities Conference in Cape Town, South Africa, in February. The conference will concentrate on city-to-city

Making Friends at Microsoft



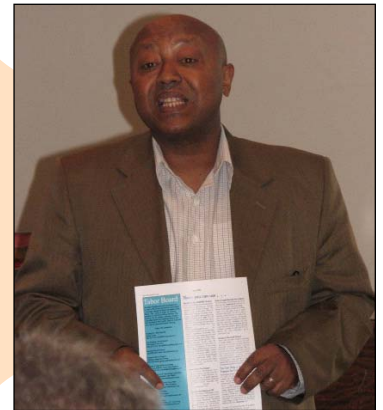
William Dudley, Tabor's Fund Development Committee chairman, speaks to potential Tabor members at CAMP SAMM, a heritage day event held at the Microsoft campus in Sammamish in September. Tabor 100 was invited to join other non-profit organizations and present a booth and solicit members, volunteers and donations from attendees. Karen Primeau and Victor Andino also represented Tabor there. Karen also worked a Tabor booth at a second Microsoft event in October. Ezell's Famous Chicken was hired to provide catering for the event, which led to Tabor's invitation to participate. During a break in serving food, Ezell's President Lewis Rudd rode around on a Segway.

partnerships to achieve the Millennium Development Goals for Africa developed in the United Nations. There will be access to the political and business leadership of South Africa, as well as, a series of business exploratory meetings. Also, on the agenda are meetings in Johannesburg and Pretoria, and, tourist opportunities on Robin Island, Soweto and world renowned big game parks.

The International Affairs committee (IAC) has been placed on unofficial status in order to comply with the Tabor 100 bylaws, which limits the number of officers and committee chairs to eleven. Creation of the IAC brought the total committees to twelve and, as the most recent committee established, was removed from a board level position.

The IAC also had a set back regarding the African-American Business & Cultural Center, when design planning for its primary project was put on hold due to a delay in funding one of the design team members, who had to return to Ethiopia for other commitments.

The IAC is reorganizing and, as this report shows, continues holding productive activities.



Attending the Tabor Membership meeting in August was Teferi Asfaw (shown above), acting secretary general of the Addis Ababa Chamber of Commerce and Sectorial Associations. Tabor Member and African Initiative Committee Chairman Mat Harris met Teferi on his last trip to Ethiopia to establish ties with their Chamber. The Associations' flagship project is an International Trade Center - 10 times larger than the center Tabor has been planning. They welcome the potential for partnership.

Tabor Board

The Tabor Business Journal is produced as a function of the Communications & Technology Committee, chaired by Sharon Elizabeth of See Media. The editor is Victor Andino. 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 skip@bannercross.com

Vice President Darryl Russell
The Russell Group LLC
425-337-1312 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 Cos Roberts, Urban Tech Systems
206-389-8104 croberts@utechsystems.com

Communications & Technology Committee
Chair Sharon Elizabeth, See Media
206-551-6050 seemedia@yahoo.com

Economic Development Committee
Chair Ollie Garrett, PMT Solutions
206-399-8036 o.garrett@verizon.net

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

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

Gala Committee
Chair Lewis Rudd, Ezell's Chicken
206-772-1925 lewis@ezellschicken.com

International Affairs Committee
Chair Mat Harris, Imports and Things
253-288-1077 matharris@msn.com

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

Mayor, Schools Superintendent Speak at Tabor's Monthly Membership Meeting

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"We don't accept I-200 as an excuse for not having opportunities for minority businesses," he said, adding that 25% of consulting contracts go to small and minority businesses. "Overall I think we've done well, but I know it's not evenly distributed and that African American firms are not as engaged."

Nickels cited the city's continued support of the Urban League's Contractor Development and Competitiveness Center, regular networking sessions between prime and subcontractors, and an overall emphasis on reporting successes in contracting by department heads.

Goodloe-Johnson said as the newly hired superintendent she is touring all the schools and seeking to understand the various perspectives held by citizens concerned about our school district. She is sharing her own strategic vision, revising the district's five-year strategic plan and creating a business plan.

"We have to have a business plan to develop a vision and support for our schools," she said. Her mission is to see "every student achieving and everyone accountable."

She recognized the achievement gap between minority and white students in the city is "not acceptable."

"Dr. Goodloe-Johnson is developing a feel for what needs to be done here in the District, and she knows that we cannot continue using the same old solutions," said Kevin Washington, Education Committee chairman. "We at Tabor 100 welcome the opportunity to support Dr. Goodloe-Johnson and her staff in improving the results at individual schools, with minority students [in particular], and across the District."

Tabor does education work through the YMCA Black Achievers Program, Friends of the African-American Academy, two early childhood education projects, scholarship programs and more.

Meetings with City Officials Lead to Contracts for Members

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"One of the first times I went to a meet-and-greet, I almost talked myself out of it because I didn't think these city departments ever used or needed recovery management," she said. "When I started talking about what I do, one of the managers mentioned they do need recovery management when people damage city property. Now they're working with my company to handle those issues."

Since then, Garrett has worked closely with Nancy Locke of the City Purchasing Department to hold meet-and-greet sessions where Tabor members can learn about how to do business with the city and introduce their companies to buyers. A diverse array of members had taken advantage of the opportunities, from Tony Gable of Gable Design Group to Earl Overstreet of General Microsystems Inc. to Lewis Rudd of Ezell's Famous Chicken. Garrett's goal is to setup similar sessions with state and county officials.



Seattle School District Superintendent Maria Goodloe-Johnson speaks at the Tabor 100 meeting held in September.

Attend City Meet-and-Greet

The next meet and greet with buyers from the City of Seattle will be Friday, Oct. 26, 11:30 a.m. to 2 p.m. at the Bank of America building, downtown Seattle. Lunch will be provided. Contact Ollie Garrett for details at 425-881-1312.