



## Membership Meeting to Include Networking

The Tabor 100 General Membership meeting will begin at 9:30 a.m. on Saturday, Dec. 29, 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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#### Committee Chairman Has Government Experience

Cos Roberts, the new chair of the Business & Legislative Committee, is an engineer and an Air Force veteran.

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#### Meet-and-Greets Expanding to Include More Agencies

Networking sessions with public sector agencies will include the School District and King County next year.

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#### Education Committee Notes Greater Support for Equity

Tabor's collaborative work with the Coalition for Equal Education Rights is gaining steam.

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#### Business Publication Includes Tabor Members in State Ranking of Firms

ColorsNW, Leajak Construction and United Reprographics are some of the member businesses listed in the Puget Sound Business Journal.

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#### Tabor Contact Info

Connect with Tabor Board members and committee chairs using contact information provided on back.

# Members Making Tabor 'a Business Dynamo'

## Members and Friends,

As 2007 draws to a close it is time to reflect on all of the wonderful blessings that have come to Tabor 100. Several come to my mind.

As an organization, our most special blessing is you, our most important stakeholder, and our membership. Membership development has been our highest priority. We have developed membership through the blessings and hard work of our committees and Past President Craig Dawson.

Dawson has blessed us with his powerful vision of business excellence, his tireless energy and his unwavering belief in the destiny of Tabor 100. Dawson has proudly carried our business case to the decision-makers of our region. He has personally introduced Tabor to the Downtown Rotary, The Washington Roundtable, The Greater Seattle Chamber of Commerce as well as the leading CEOs, public policy makers and boards of directors in our region. Dawson, along with our Treasurer, Glenn Gregory, has reengineered our organization into a developing business dynamo truly capable of 22<sup>nd</sup> century leadership.

Lewis Rudd and our Gala Committee led membership development through their tireless efforts to produce our 2007 Captains of Industry Gala. Their crisp coordination, marketing magic and keen sense of showmanship raised the needed funds for our Bill Bradford Scholarship and organizational operations. Once again our Gala Committee has risen above and beyond the call of duty.



Dr. Leon F. "Skip" Rowland.

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

### Member an Advocate for Youth & Minority Business

By Victor M. Andino  
Tabor Journal Editor

Sedonia Freeman-Young is not one to sit idle. And when she sees a need, she invests not only her energy but her heart to the cause.

Tabor 100 has been fortunate to have Freeman-Young as a resource since she joined about three years ago. She is the owner of Superior Consultant Services, which specializes in human resources.

Freeman-Young has been assisting with Tabor's fund-raising efforts on the Fund Development Committee, helped to furnish the Tabor office space and has



Sedonia Freeman-Young

## Rowland

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Our Economic Development Committee, under the leadership of Ollie Garrett, contributed by initiating our Business-to-Business Supplier Diversity Program with the City of Seattle. This program, which positions Tabor businesses to engage directly with City departments and win contracts, has led to both increased business opportunities and increased revenues for program participants. Ollie and her committee must be commended for their tireless efforts. We must support their efforts with higher participation levels next year, as they take us to business opportunities with the county, the state and with private institutions.

Our Education Committee continues to develop our membership through its work in our schools. Our work in our school systems demonstrates our understanding of the fact that education cannot be separated from business development. Chairman Kevin Washington and his committee are our knights in shining armor, who fight the foes of economic literacy in our public schools.

Darryl Bell has answered the call to order by ensuring that our general membership meeting space, including refreshments and seating were ready for Tabor time. Bell, often operating as a committee of one never failed to answer the bell. His efforts set the tone for our meetings and provided the inspiration for many members to join our ranks and our cause. Our Membership Committee truly contributed to membership development by making Mt. Zion Baptist Church our home.

Our Fund Development Committee contributed to membership development by professionalizing our grants research processes. Chairman William Dudley and his committee are challenging us to design our committee work around fundable projects that improve the effectiveness and efficiency of African American businesses.

The Communications & Technology Committee kept all of our membership connected. Through our telephone system, monthly newsletter and web site, we developed our membership through enhanced communications both within and outside of Tabor. Chairwoman Sharon Elizabeth and her committee have provided solid leadership and much appreciated support to this organization.

Our Business and Legislative Committee changed leadership, but never missed a step in our march on Olympia. Chairman Cos Roberts accepted the duties of past chairman, as Daniel Seydel moved on to build his business. For his outstanding efforts Seydel was awarded the Crystal Eagle Award. This Committee developed our membership by keeping our minds on our money and our eyes on the prize of legislation.

Our International Affairs Committee developed our membership by reminding us of our African roots and connecting us to global business. For those contributions we thank Mat Harris and Solomon Tadesse.

Last but not least, your Executive Committee, your President, Vice President, Secretary and Treasurer, provided the coordination.

We have experienced many blessings throughout 2007, but our most important blessing was and is you, our members. You volunteered your time, your treasure, your ideas, hopes, dreams and aspirations. You believed in your committee chairs, Tabor's mission and our vision of economic literacy, best business practices and entrepreneurial attitudes. You paid your dues, came to meetings and committed your spirit to economic inclusion. You are the most wonderful blessing of all.

Dr. Leon F. "Skip" Rowland  
President, Tabor 100

## Freeman-Young Lends Time to Many Groups

chimed in on a number of the organization's goals and objectives.

"Sedonia has become a very important team player on the Fund Development Committee," said Chair William Dudley. "Her background and experience has come in handy a number of times and she is always willing to jump in when we need help."

Earlier this year, she came up with a proposal to educate black youth on the legislative process, working to develop a full program that could be brought to a potential sponsor.

"Our kids need to know why it's important to go to our legislature. We really have a challenge in this state to get African Americans to vote and in developing our future political leaders," Freeman-Young says, passion rising in her voice. "This would be a wonderful project to get the kids more involved in shaping their destiny."

Freeman-Young is committed to helping our youth, as with the assistance she is giving to Shiloh Baptist Church's Rites of Passage Program for black males. But she also is active in promoting change within the minority business community:

- She sits on the board of the African American Partners for Prosperity, Tabor's sister organization. The group has been a strident leader in calling for wider opportunities for minority-owned businesses to bid on public sector contracts.
- She is working with the Business Masters Exchange Club in Pierce County to address economic development and raise the status of youth and adults.
- At the Lakewood Chamber of Commerce she is recruiting more African American businesses to help them take advantage of the business resources available there.
- Assisting the state Forestry Service in training young adults for jobs in conservation.

"There are so many interesting, outstanding programs. What I try to do is help get these programs off the ground and doing the planning that's needed to figure out how many people will be needed and how much funding will be necessary. Sometimes I get frustrated because I get so close to creating something, but then the funding isn't there. You just have to keep trying and taking different approaches until you get what's needed."

Freeman-Young said she gravitates towards "groups that really make a contribution to our community," which made Tabor 100 an easy fit.

"I like the unity and sense of purpose I see happening in Tabor. We all understand the need to have a positive name in the community and to assist each other in finding opportunities. This is the first time in a long time when I have seen a sincere commitment to helping others grow their businesses."

***Business & Legislative Committee*****New Chairman Has Broad Experience Working With Government**

Cos Roberts has been appointed chairman of the Tabor 100 Business & Legislative Committee.

He already has coordinated a reception for the new director of the state Office of Minority Women and Business Enterprises (OMWBE) and has been making introductions of key stakeholders in our community.

Roberts is the president and owner of Urban Tech Systems, a Seattle-based consulting engineering and construction management firm. Urban Tech Systems focuses on providing a client focused, multi-disciplined engineering and construction management approaches to urban infrastructure systems.

Roberts has been a Seattle resident since 1986. He is a licensed professional civil engineer in both Washington and Oregon and a graduate of the University of Washington, with a bachelor's in civil engineering. His background includes more than 20 years of design and construction management related services on large and small public infrastructure projects. He is experienced in Management Plan Development, Assessment and Feasibility Studies, Design Build Operations, Facilities Construction, and Project Controls.

Roberts' background includes professional experience as a veteran of the United States Air Force, with the federal government, with a small municipality and with small and large private consulting firms. In addition to joining Tabor's board, Roberts is a member on the Sound Transit University Link Advisory Board and African American Partners for Prosperity.

***Education Committee*****Effort to Balance Educational Equality Gaining Support**

The Education Committee is working on several fronts. Here is a summary of some of their activities:

**CEER Update [Coalition for Equal Education Rights]**

- The Forum continues to have been very well received by the participants, who look forward to additional quarterly Forums as well as collaborating with the other CEER members.
- Additional, non-participants have been asking about partnering with CEER to leverage these organizations, and to assist them in building expertise and capacity.
- The CEER Board has met several times since the Forum, and looks to be targeting another Forum in the Spring, with the focus being the new Strategic Plan for Seattle Public Schools. [due out in March 2008]
- Next tasks: organizing the participants into working committees, determining the next Forum topic, expanding the number of CEER participant organizations.

**Business Development**

The Education and Business Development Committee chairs are tossing around the idea of a joint training session for Tabor members. Focal point would be in assisting member businesses in developing their 10-minute presentations for City/County Purchasing Department meetings.

**BPEL Update [Business Partnership for Early Learning]**

The BPEL annual report for 2007 has been published, and the work continues to exceed expectations. Youngsters and their parents are improving in skill attainment, and there is a waiting list for participation in the program. The 3<sup>rd</sup> cohort of kids and parents has been successfully launched.

**Potential Agenda Items for Next Meeting**

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



Cos Roberts

***Economic Development Committee*****Meet-and-greets  
Soon to Match  
Members to County  
and School Buyers**

By Victor Andino  
Tabor Journal Editor

Tabor members who have participated in Meet-and-Greets with city managers are earning new public sector business. Now Economic Development Committee Chair Ollie Garrett and City Purchasing Manager Nancy Locke, who together have spear-headed the hugely successful networking sessions, will sync Tabor members with buyers from King County and Seattle Public Schools.

Garrett also is working with Cynthia Cooper, director of the state OMWBE, and Christine Warnock, a state purchasing agent with the General Administration Office, to schedule Tabor's first meet-and-greet in Olympia.

"These meet-and-greets have been a great way for our members to casually introduce their businesses to buyers and get information on what the city is looking for in terms of products and services," Garrett said. "And it's all done in a setting that isn't high-pressure or superficial."

The next meet and greet will be held on Wednesday, Jan. 16, 11 a.m. to 2 p.m. The meeting location will be announced later. Contact Garrett to attend.

Attendees typically bring a brochure or other information about their product/service and have time to describe their experience to city managers and buyers. In addition to increasing their business with the city, the networking sessions also have fostered new connections among members.

"Although we have worked with several Seattle departments over the years, this meet-and-greet was a great opportunity to see a lot of folks at the same time. Plus some of the individuals we worked with before may have moved on, and this way we met the new contacts," said Tony Gable, principal of Design Director of Gable Design Group. "We are currently working with Javier Valdez from Seattle City Light on a design project. Another benefit I've received from these meetings is we are now working with another Tabor member, Brian Sims's company United Reprographics."

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

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## Tabor Members Rank Among State's Fastest-Growing, Largest Minority Businesses

Some of the largest and fastest growing businesses in the state are members or Tabor 100, according to the Puget Sound Business Journal.



among the 50 large minority-owned businesses.

ColorsNW and Leajak Construction were among member businesses featured in December in the Journal's annual ranking of minority businesses.

Firms owned by Tabor members Robert Jeffrey (ColorsNW Magazine) and Fred Anderson (Leajak Construction) were in the top 25 of fastest growing businesses.

The publication charts the area's top 25 fastest-growing minority-owned businesses and the top 50 largest minority-owned businesses.

Tabor members Anderson Bryant (Smokey Point Buick Pontiac GMC), Earl Overstreet (General Microsystems), Brian Sims (United Reprographics), Craig Dawson (Retail Lockbox), Donald King (DKA) and Fred Anderson were among the 50 largest minority-owned businesses.

Four African-American firms made the top 25 fastest-growing, while eight black-owned businesses were

### Fastest-Growing Minority-Owned Businesses

The fastest growing in Washington are ranked here by percentage change in revenue from 2004 to 2006.

22	17	ColorsNW Inc. 1319 Dexter Ave. N., Suite 250 Seattle WA 98109, 206-444-9251 <a href="http://www.colorsnw.com">www.colorsnw.com</a>	83.08%
25	NR	Leajak Concrete Construction Inc. 24007 56th Ave. W., Suite 100 Mountlake Terrace WA 98043, 425-771-7168	65.00%

### Largest Minority-Owned Businesses

The largest in Washington are ranked here by 2006 revenue.

8	8	Smokey Point Buick Pontiac GMC Inc. 16632 Smokey Point Blvd. Arlington WA 98223, 360-659-0886 <a href="http://www.smokeypt.com">www.smokeypt.com</a>
12	13	General Microsystems Inc. 3220 118th Ave. S.E. Bellevue WA 98005, 425-644-2233 <a href="http://www.gmi.com">www.gmi.com</a>
46	NR	United Reprographics LLC 1750 Fourth Ave. S. Seattle WA 98134, 206-382-1177 <a href="http://www.unitedreprographics.com">www.unitedreprographics.com</a>
48	NR	Leajak Concrete Construction Inc. 24007 56th Ave. W., Suite 100 Mountlake Terrace WA 98043, 425-771-7168
49	NR	Retail Lockbox Inc. 221 Minor Ave. N. Seattle WA 98109, 206-624-2871 <a href="http://www.retaillockbox.com">www.retaillockbox.com</a>
50	41	DKA 106 Lenora St. Seattle WA 98121, 206-443-9939 <a href="http://www.dkarch.com">www.dkarch.com</a>