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Members Need to Set Up Board Elections in February

This is an election year for the officers of the organization.

As part of the election process, our bylaws call for the selection of an Election Committee Chair, which will take place at the General Membership Meeting on Saturday, Feb. 23. Any member in good standing is eligible to be nominated for this important position. If you are interested in running for the Elections Committee Chair, please notify Tabor Vice President Darryl Russell at darryl@therussellgroupllc.com or Secretary Karen Primeau at karen@platinumbusinessgroup.com by Feb. 22.

The meeting will be held at Mount Zion Baptist Church, 1604 19th Ave. in Seattle.

The election of board officers will take place at the General Membership Meeting May 31.

Tabor Delegation Visits Legislators



Tabor members meet with State Rep. Lynn Kessler during African American Legislative Day. A delegation met with several state officials on Feb. 4.

**By Cos Roberts
Business & Legislative Chair**

On a clear and crisp Feb. 4 Olympia became a gathering place for the African American community. That day was designated as African American Legislative Day in our state capital. On the site of the Legislative building there was a big white tent. It was the scene of food, music, community, congregation, workshops and caucusing.

African American Legislative Day occurs annually with the focus on sharing the legislative process with our community. It is coordinated by the state Commission on African American Affairs.

It is an opportunity to teach our civic system of government and build relationships with our state representatives. The event was attended by black Clergy and congregations; the chief of staff of a premier medical facility; leaders from business associations and chambers of commerce; movers



Photos provided by Lewis Rudd, more on Page 2

Tabor members find time for networking during African American Legislative Day. Shown (from left) are Kevin Washington, Cos Roberts, Twanda Hill of Twanda Hill & Associates, Tony Benton, radio host and director of Community Affairs for Clear Channel Radio Seattle, Tena DuBerry, a jazz vocalist and real estate specialist with Keller Williams, Dr. Skip Rowland, Lewis Rudd, David LaForest and Glenn Gregory.

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Pitch Your Business

City, County and School District Buyers at Next Meet-and-Greet

Tabor's highly successful networking sessions with City of Seattle purchasers continues this month and is expanding.

In addition to buyers from nine city departments, the February session will include purchasers and managers from the Seattle Public School District and King County Contract Compliance.

The gatherings allow members to describe their product or service to decisionmakers at each city agency. Previous attendees have praised the sessions as productive and say they have led to government contracts.

"This is an incredible opportunity for our members," said Economic Development Committee Chairwoman Ollie Garrett, who has taken the lead in organizing the Meet-and-Greets. "How often does a business get to pitch their product or service to a dozen potential buyers in one shot? And it's done in a setting that's casual and let's you really get to know a prospective customer. It's really up to our members to make the most of this."

There are up to four slots available for businesses to

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see MEET-AND-GREETS**

Legislative Day Sees Tabor Introduced on Floor of House

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and shakers from major private corporations; and students from elementary, middle and high schools.

Tabor 100 was also well represented as its leadership walked the halls of power and met with the state's treasurer and several members of the House of Representatives and Senate. Led by President "Skip" Rowland and Business & Legislative Chairman Cos Roberts, Tabor members met with our states leaders continuously from 9 a.m. until 5:30 p.m. Other Tabor representatives that took time out from leading their growing businesses were: Craig Dawson, past president, Glenn Gregory, Treasurer, Kevin Washington, Education Committee Chairman, Lewis Rudd, Gala Committee Chairman, and David LaForest, past Business and Legislative Committee Chairman.

We would like to thank our state leaders and Rep. Eric Pettigrew for introducing the Tabor 100 representatives from the floor of the House of Representatives. That was truly an honor. This congressional session is short, with only 60 days scheduled. However, Tabor 100 appreciated the time taken out of that busy schedule for our meetings



with Speaker Frank Chopp; Senators Michael Carrell, Jim Kastama, Claudia Kauffman, Rosa Franklin; Representatives Barbara Bailey, Richard DeBolt, Lynn Kessler, Eric Pettigrew, Sharon Tomiko Santos, Skip Priest and Treasurer Mike Murphy.

The session was capped off by the presentations of hearing testimonies for HB 1375 (New Market Tax Credit -Capital) and HB 2722 (Education Gap Advisory Board). The successes of the day are attributed to the work of the Business & Legislative Committee and our special friends in Olympia.



Meeting top lawmakers in Olympia was the rule of the day for Tabor members. Shown (from left) are Tabor Education Committee Chair Kevin Washington, state Rep. Eric Pettigrew, Tabor President Skip Rowland, member David LaForest, Rep. Frank Chopp, Speaker of the Washington House of Representatives, Tabor's past-president Craig Dawson, and current board members member Lewis Rudd, Cos Roberts and Glenn Gregory.

Meet-and-Greets

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attend on Thursday, Feb. 21 from 11:30 a.m. to 2 p.m. at Seattle Municipal Tower, 700 5th Ave. Room 1650. Lunch will be provided by the Seattle Police Department. If you wish to attend, you must contact Garrett via e-mail at o.garrett@verizon.net.

Buyers will represent:

- Seattle Police Department
- Seattle Fire Department
- Seattle Public Utilities
- Seattle Department of Transportation
- DEA-City Purchasing and Contracting Services
- Department of Information Technology
- Seattle City Light
- Fleets & Facilities
- Parks & Recreation
- Seattle Public Schools
- King County Contract Compliance

In addition to these agency buyers, visiting the session will be Elaine Ko from the Port of Seattle, Frank Leyritz from Puget Sound Energy, Cynthia Cooper, director of the state OMWBE and Lance Randall, City of Seattle business relations manager.

Members of the Asian, Hispanic, Vietnamese, and Filipino chambers of commerce have been invited to participate in our Meet and Greets. This expands opportunities for business-to-business networking, so come prepared!

Bills of interest

Some of the Washington legislation Tabor is tracking:

HB 2925 - Provides that the office of minority and women's business enterprises (OMWBE) shall establish a plan, with timelines, to complete certain goals, with the overall goal of improving the agency's effectiveness.

SB 6752 - Provides that a person making a qualified equity investment is allowed a credit against the business and occupation tax due during the taxable year including the credit allowance date.

HB 2318 - Addresses inequities in the location of facilities that impact human health in low-income or minority neighborhoods.

SB 6540 - Delays requiring the reading and writing content areas of the WASL for high school graduation until 2012.

HB 2898 - Creates the Washington asset building coalition to provide statewide leadership on initiatives that foster financial self-sufficiency and economic security for low income working families and foster youth.

Need Marketing Help?

- See page 3 to read about agencies that provide business consulting.
- See page 4 to learn about seminars designed to help business owners promote their companies.
- Advertise your business in the Tabor Journal. see our rates on the Tabor Journal page at www.tabor100.org.

Take Your Business From Presence to Prominence

By Angela Nayaan Tarah
Tabor Member

Over the past twenty years, we have experienced the evolution of minority businesses from *nascent* to being *present* in our economy. The next step is movement from *presence* to *prominence*.

This journey is not without challenges but it is a path many prominent Fortune 500 businesses have taken. Minority businesses can replicate those characteristics and principles of operations demonstrated by highly successful firms. These firms are guided by vision statements that are powerful and compelling and describe the best possible outcomes for the company.

Vision statements make it clear what is possible and unites everyone to work towards that vision – the desired destination of the business in five to 10 years. All businesses regardless of size can determine their desired destination in a given period of time.

Armed with a vision for the company, minority businesses can achieve greater size and scale and rise to prominence with some of the following tools and techniques:

- Diversifying or expanding into growth industries;
- Fully accessing the financial markets;
- Taking advantage of business development programs for minority businesses;
- Utilizing the use of mergers, acquisitions and strategic partnerships and
- By exiting the low growth and no growth sectors in which they are disproportionately represented

Recognizing that large minority-owned businesses create the kind of transformative growth needed to invigorate minority communities, the Department of Commerce funds Minority Business Enterprise Centers (MBECs) across the nation to provide comprehensive business consulting services.

Washington's MBEC is the only location nationally to also provide access to loan programs because of its co-location with Community Capital Development. This co-location provides a one-stop center to strategically develop minority businesses. The MBEC works collaboratively with other business development programs in the region.

Services include strategic business consulting that provides a map toward the stated vision, information and assistance in procurement and ongoing financial management strategies.

In addition, the MBEC offers workshops on the role and responsibilities of the owner in piloting their business. Groups of non-competing business owners meet once a month to discuss challenges, share successes and learn together.

It is in working collaboratively and as visionary entrepreneurs that we will achieve success and prominence.

Local Resources

MBEC™ at Community Capital Development, 1437 South Jackson Street, Suite 301 Seattle, 206-267-3131, toll free: 1-877-537-3539, www.mbecwa.com.

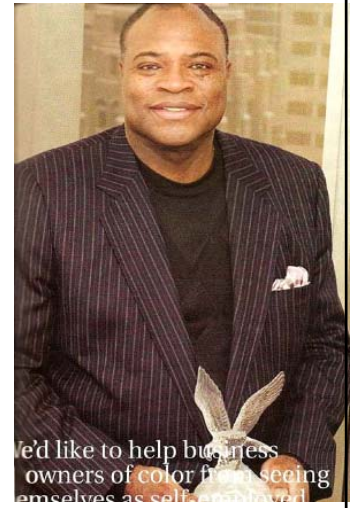
CDCC (Contractor Development & Competitiveness Center) at Seattle Urban League, 105 14th Ave., Seattle, 206-323-0721, www.urbanleague.org.

SBA/SCORE, Park Place Building, 1200 6th Ave., Seattle, 206-553-7320 www.seattlescore.org.



ColorsNW Magazine included Tabor 100 and an interview with Tabor President Skip Rowland in a feature article of their February issue entitled Legacy of Empowerment. The article also profiled The Links and The Breakfast Group.

Tabor Profiled in Cultural Magazine



PRESIDENT'S MESSAGE

Tabor Demonstrates Leadership

Members and Friends,

As we move deeper into the year, the work of the Tabor leadership continues to excel.

This leadership was demonstrated in our participation in the January General Membership Meeting on Jan. 26, at the Greater Seattle Chamber of Commerce's Half-Day Business Conference on January 29, with our participation in the February 4 African American Legislative Day, and our continued Meet-and-Greet events with public sector buyers and managers.

Kudos go out to all Tabor Members who supported our January General Membership Meeting. The meeting, which focused on climate change and business opportunities, stressed the importance of environmentally friendly business practices. All of the feedback that I have received describes our meeting as a smashing success. Presenters included Cal Shirley of Puget Sound Energy, David Allen of McKinstry Inc., K.C. Golden of Climate Solutions, Jim Lopez and George Northcroft of King

County, and our own Lewis Rudd, of Ezell's Famous Chicken. The program was inspired by Ken Colling, Darryl Russell, Angela Tarah, Glenn Gregory and Ollie Garrett.

Our participation in the Greater Seattle Chamber of Commerce's Half-Day Business Conference was much appreciated by the Chamber. Participating with the Tabor 100 were the Hispanic, Filipino, and Vietnamese chambers, along with the AAPP. As Executive Director of the Urban Enterprise Center of the Greater Seattle Chamber of Commerce, I wish to thank all Tabor members, as well as those other organizations that helped make this a landmark event in the history of the Chamber.

Due to the leadership of our rising star and newest committee chair, Cos Roberts, African American Legislative Day, made this one of our best efforts to date. Our day was full of appointments with key legislators in the Washington State

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Tabor Board

Tabor 100 Leadership

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Gala Committee
Chair Lewis Rudd, Ezell's Chicken
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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

Tabor 100 is a 501c3 non-profit association of individuals and business people dedicated to economic development, educational excellence and social justice for all people. Its efforts focus on elevating dialogue regarding how people of color can be full participants in the Washington State economy.

News & Information

Microsoft Workers Choose to Donate Directly to Tabor

The Fund Development Committee reports that with the efforts of a friend at Microsoft we are now registered for the Microsoft Employee Giving Campaign.

In December 2007, we received a check in the amount of \$96.70 through the program. Three Microsoft employee's have pledged \$750 for 2008. With Microsoft's matching dollars, that brings this year contribution to \$1,500.

Let your friends at Microsoft know that we are registered with the Microsoft Employee Giving Campaign and ask them if they would like to contribute.

Renew Your Membership

Treasurer Glenn Gregory is sending out renewal notices to members, reminding them to renew their membership. If you would like to renew, send your payment of \$150 made out to Tabor 100 and mail it to: Tabor100, 5703 Fletcher Street S Seattle, WA 98118.

Seminars to Help You Market Your Business

■ **Dollars and Sense: Business Strategies for Marketing that Sells**, Thursday, February 21, 7:30 - 9:30 a.m., World Trade Center Seattle, 2200 Alaskan Way, Suite 410, Seattle. Presenter: Tracy Corley, Chief Creative Strategist/President, TsuluWerks, Inc. Cost: \$45. Contact: 206-782-4040, www.tsuluwerks.com.

■ **The New Realities of Brand Loyalty**, Monday, March 10 from noon to 2 p.m., Greater Seattle Chamber of Commerce, 1301 5th Ave., Suite 2500, 206-389-7247. Presenter: Ken Etheridge, President of Etheridge & Associates. Contact: Jessica Estrada at jessicae@seattlechamber.com or 206-389-7271.

■ **Internet 101 for Business Owners: Create a Web Site**, Feb. 20, 6:30-9:30 p.m., 2901 3rd Ave, Suite 150, Seattle 206-365-0400, Cost: \$49, www.discoveru.net. Learn the basics behind a web site and 10 proven steps to make your web site "trustable and findable" by your target market.

President's Message

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Senate and House of Representatives. The leader of our delegation was Past President Craig Dawson. Glenn Gregory served as our Director of Policy and Cos Roberts and Velma Veloria coordinated our appointments. Our delegation included David LaForest, Kevin Washington and Lewis Rudd. Our team provided key insights on legislation impacting education and small business development.

The Meet and Greet events, designed and developed by our Economic Development Committee and its Chair, Ollie Garrett, are the essence of what the Tabor 100 is all about -- helping businesses grow.

Therefore, as we move deeper into the year, the work of the Tabor leadership continues to excel. We still have a long way to go and new challenges on the horizon. As we move towards March, we must begin preparation for our annual Gala and our bi-annual election of officers. Gala Committee Chairman Lewis Rudd will be providing information and asking you to help with the development of our Gala. Vice President, Darrell Russell will be providing information on our election of officers. I strongly encourage all members and friends of the Tabor 100 to excel with our leadership, participate in our business building events, and get involved with the election of our officers.

Thank you for your support,
Dr. Leon F. "Skip" Rowland
President, Tabor 100