



Membership Meeting January 31

Tabor members meet 10 a.m. to noon on Jan. 31 at Mount Zion Baptist Church, 1634 19th Ave., Seattle. In addition to committee reports and member networking, the guest speakers will be Leslie Jones, Sound Transit Diversity Program Manager, and Dan Dierdorff and Joe Ward, both of Fortune Bank.

Addressing the Economic Challenge

Ollie Garrett
Tabor 100 President

Since late 2008 the negative news about our economy has been constant, and at times unnerving. Yet as I have attended meetings with our members and stakeholders, the prospects for new opportunities are great.



Garrett

In 2009, Tabor 100 will continue to prove that we deliver the best example of power through unifying communities. This was our theme for the 9th annual gala, and I spoke sincerely that night about our commitment to walking that talk. But in terms of execution, there is no more important action than continuing to build relationships with leaders and other organizations.

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Tabor Makes Capitol Connections

African American Legislative Day among opportunities to meet state leaders

Victor Andino
Tabor Journal Editor

The weakened economy may have many business owners questioning their prospects for the year. But Tabor 100 has already laid the groundwork to help members guide themselves through.

Tabor's Government Affairs Chairman Cos Roberts is keeping up with plans for economic stimulus proposals. The committee is drafting a letter to our state representatives to remind them not to overlook minority communities.



Tabor members join attendees in listening to Gov. Gregoire's greeting at the 2006 African American Legislative Day.

"We are a significant constituency that needs support. All these big firms are asking for handouts, but what about the small firms that are trying to keep our heads above water? If they go under, what does that do to the national economy? We really need to push the dollars downward as far as possible," he said.

Roberts advises members to be prepared to take advantage of new opportunities.

"There will be monies to businesses as they try to stimulate the economy," said Roberts, who is president of the engineering firm Urban Tech Systems. "My understanding is there will be \$600 million in "shovel-ready" projects headed in Washington state's direction. We want to let our legislators know that people of color want to be involved."

The Government Affairs Committee has a strong track record of engaging with local and national leaders to make sure that decisionmakers are aware of the needs and issues of importance to our community.

"We want to be in touch with legislators to find out what laws are coming out and position ourselves as best as we can for projects when they come out," Roberts said.

To that end, members are encouraged to participate in African American Legislative Day, scheduled for Monday, Feb. 16 in Olympia.

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What you can do

Here's how to take advantage of opportunities related to state and national economic stimulus plans and become part of the solutions being considered.

- Make sure you are certified with OMWBE. Start now so that you have completed the certification process before you need to bid on a project.
- Track Tabor's Opportunities blog at www.tabor100.org. This is the first place to check for business opportunities and other events.
- Participate on Tabor's committees. Government Affairs, Economic & Business Development are on the front line of information and activities that can benefit the business community. And don't forget to attend the monthly general membership meeting.

New Year, New Administration, New Opportunity



Cal Shirley

Inaugurations always herald change, but the swearing in of Barack Obama, our first African American president, will make unprecedented history. Obama is challenged by a monumental economic problem that is frequently compared to the Great Depression of the 1930s, and business leaders worldwide are poised to see how the new administration's policies will impact them in 2009.

Chief among my own interests is how the appointment of Steven Chu, Nobel-prize winning physicist as Secretary of Energy, will affect climate policy. Energy was certainly central during the campaigns of 2008, and the appointment of a decorated scientist to the highest post signals that the Obama administration will require technological advancement from the Department of Energy in the coming years. New energy technologies will impact the way we all run our businesses, but will also create jobs for specialists in the field.

To add to the intrigue, for the first time, a second energy cabinet position has been created. Carol Browner was appointed to the new position of Energy Czar, and though the division of duties between her position and Secretary of Energy still remains to be seen, the issues around energy and its use are clearly of such high significance to President-elect Obama that he added a cabinet position to help tackle them.

I see these appointments as the strongest indication yet that the green economy we've talked so much about in recent years is now imminent. All businesses will have to stay alert, be nimble and prepare to change operationally in order to embrace new conservation policies, legislation and technologies that will result from this heightened national emphasis. Thinking green will be necessary for businesses that want to survive and thrive.

Each of you no doubt has a watchful eye on one or more specific appointments to see how their expertise and past decisions might intersect with your industry or that of your client base. We already know that industry-specific programs like the financial services and automotive bailouts will not be the trend going forward. Recent announcements indicate that a more general economic recovery package will include tax breaks in addition to infrastructure spending, both of which will allow our businesses to redistribute capital back into the marketplace.

While we set our agendas for 2009, here are some ways

your business can use tax savings to help reinvigorate our local economy:

1. Be efficient and responsible in your resource use – Efficiency is anything you can do to get the same results by using less resources. Can you lower overhead without cutting jobs or compromising your end product?
2. Support other businesses – All businesses, no matter how large or small, work on a reciprocal supply and demand system. Engaging services means those providers stay solvent and can continue to offer those services in the future.
3. Employ local talent – Short- or long-term hiring keeps people from relocating and makes sure they can pay their mortgage, which in turn supports the housing market in the Puget Sound area. Those employees also spend money on living expenses, supporting local businesses like mine and yours.
4. Invest in infrastructure development – Growth creates jobs, and jobs stimulate the economy. Our population in Washington grew more than any other state in the nation during 2008. Just because unemployment has risen doesn't mean those new people have moved away. Rather than sit on saved capital, investing it in regional development eases unemployment and results in resources that benefit the entire community for decades to come.

Cal Shirley is vice president, Energy Efficiency Services, for Puget Sound Energy.

Committee Helps Members Stay Abreast of state Legislation

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Roberts

Tabor, which is a sponsor of the event, traditionally brings a delegation of members to visit legislators and key administrators and attend event activities.

Tabor works with the state Commission on African American Affairs, the host for Legislative Day, to coordinate participation. Details will be posted on Tabor's Web site as soon as they are finalized.

Tabor is also co-sponsoring a reception of the state's ethnic commissions to be held on Tuesday, Feb. 3. Roberts said a goal of this reception is to show state leaders that the minority community is large, organized and cohesive.

But Roberts cautions members not to let their awareness – or participation – falter after February.

"The Government Affairs Committee will work with our legislators on bills as they come up and get information out to the general membership. We need members to react and react quickly when we send out notices about bills," he said. You may be asked to call, write or send an e-mail to lawmakers when bills need to be nudged in the right direction. At times, Tabor's board and members will attend hearings to assure our positions are heard. The legislators take note of who attends the hearings.

Tabor and City's Buyers to Resume Meet-and-greets

Tabor 100's successful networking sessions with public-sector buyers and stakeholders resumes in February.

These meet-and-greets provide an intimate setting for Tabor 100 members to introduce and promote their businesses to motivated decision-makers from public sector agencies. The first sessions have been set with the City of Seattle. The committee is in discussions with Wal-Mart/Sam's Club, Puget Sound Energy, the Port of Seattle, Sound Transit and others.

Members of the Asian, Hispanic, Vietnamese and Filipino chambers of commerce and other minority businesses have been invited to participate in Tabor's meet-and-greets. This expands opportunities for business-to-business networking, so come prepared!

There are only four slots available for businesses at the next meet-and-greet, so register today.

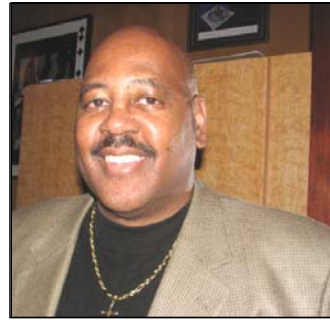
The Economic Development Committee is also working on identifying legislation of potential interest to members. The next Economic Development Committee meeting is scheduled for Tuesday, Feb. 3, 6-7 p.m. via conference call, 206-926-3576, Call ID 10094#

Tabor 100 Meet-and-greets with City of Seattle purchasers and managers

Feb. 20 & March 20
9-11 a.m.

Seattle Municipal Tower
700 5th Ave, Room 1600
Seattle, WA 98104

RSVP required to Crystal Fincher via e-mail:
EconomicDevelopment@Tabor100.org



Marques Bailey

Marques is a business development counselor for Seattle Public Schools and along with his wife Yolande, operates a home-based travel business.

A native Seattle resident, Marques graduated from the University of Washington in 1975 with B.A. in urban planning. He also holds an MBA in project management. His professional affiliations have included the Miami Dolphins, Federal Express, Boeing Airplane Co., and

Newest Members

- Raymond Connell**, Connell Cordova Hunter & Pauley, PLLC
- Dan Dierdorff**, Fortune Bank, vice president and chief lending officer
- Bryant Enge**, Controller, City of Federal Way
- Grace Greenwich**, Seattle University School of Law
- Derrick Harris**, USR Work Charles Horn, Charles Horn Insurance
- Charlene Jones**, Port of Seattle
- Ginny Justiniano**, City of Seattle
- Frank Leyritz**, consulting buyer, Puget Sound Energy
- Stan Johnson**, Merrill Lynch
- Leslie Jones**, Sound Transit, Diversity Program Manager
- Nancy Locke**, City of Seattle
- Bliss Nash**, Ivars
- David Stubblefield**, City of Seattle
- Gregory Smith**, King County Library System
- Frances Youn**, Port of Seattle
- Joe Ward**, Fortune Bank, vice president and chief lending officer
- Wube Worku**

Get to Know...

Membership Committee Chairman Marques Bailey

Primex Aerospace.
Membership Chair Goals:

- Add Tabor 100 membership to Small works rooster for bidding on open contracts within Seattle of City, Port of Seattle, WSDOT, Seattle Public Schools and Sound transit.
- Increase Tabor membership to 175 paid this year.
- Conduct Tabor orientations.

Committee Openings

If you would like to maximize your membership in Tabor 100, consider playing an active role in one of our committees. The following seats are available:

- Fund Development Committee:**
Co-Chair
Secretary
Treasurer
- Economic Development Committee:**
Secretary
Treasurer
- Gala Committee:**
Treasurer
- Public Affairs Committee:**
Secretary
Treasurer
- Membership Committee:**
Secretary
Treasurer

**Tabor 100 Proudly Applauds
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for 25 Years of Success & Dedication
to the Community**

Tabor Board

Executive Board

President Ollie Garrett, PMT Solutions
206-399-8036 president@tabor100.org

Vice President Lewis Rudd, Ezell's Chicken 206-772-1925 lewis@ezellschicken.com

Secretary Karen Primeau
Platinum Group, 206-380-8773
karen@platinumbusinessgroup.com

Treasurer Glenn Gregory
Obsidian Investment Advisors
425-558-5658 gggregory@obsidianllc.com

Board Chairpersons

Economic Development
Chair Crystal Fincher, Retail Lockbox
Crystal@retaillockbox.com

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

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

Gala Committee
Chair Christa Peterson
gala@tabor100.org

Government Affairs Committee
Chair Cos Roberts, Urban Tech Systems
206-658-2990 croberts@utechsystems.com

Membership Committee
Chair Marques Bailey, MYO's Worldwide Travel
mbailey496@aol.com

Public Affairs Committee
Chair Marcee Jones, Trek & Travel
206-851-8644 publicaffairs@tabor100.org

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.

Tabor Unifying Communities

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Several Tabor 100 officers and I will meet this month with Gov. Christine Gregoire. Our agenda is focused on discussing her stimulus plan for Washington State, and proposing ways Tabor can play a role in local economic stimulus.

I had a productive meeting with officials from the city, county and state on public sector contracting. I brought together Linda Bremer, director of the state office of General Administration, the key agency behind state purchasing, Nancy Locke, City of Seattle purchasing manager and Sandy Hanks, King County program manager in a session where we shared ideas on how Tabor can work with their agencies. We discussed what's working and what's not, and reviewed the challenges faced by both the public and private sectors.

The city and county have been dedicated supporters of our successful meet-and-greets between Tabor members and their purchasers and our conversations will certainly take us to the next level.

In addition, I've been working with OMWBE's Ad Hoc Advisory Committee, as part of a group of business and diversity experts advising the agency's director on supplier diversity.

In the spirit of unifying communities, I have met with the President of the Alaska Black Chamber of Commerce, and spoken with Mike Sotelo of the Hispanic Chamber of Commerce and Alex Borromeo of Seattle's Filipino Chamber of Commerce. We talked about ways we can all work together and deliver one solid consistent message. We also will continue to build on the relationships we have formed with many others.

Internally, I have many reasons to be excited about what Tabor will accomplish in 2009. In just the past few weeks, we have seen 10 new members join. Each new member adds to our resources for building strong Tabor committees and business-to-business networking. This year we will celebrate our 10th Captains of Industry Gala and no doubt continue to grow this event in exciting new ways.

My friends, there is an unmistakable sense of hope and energy throughout our community these days. People are looking for proactive ways to give back and make a difference. Many have recognized Tabor 100 is an excellent way to do that. At the same time, we are part of the solutions to invigorating the economy – as long as we are given a fair opportunity to compete.

Let's stay unified, as we did in September at the Gala (and as we did on Nov. 4!), and we will make 2009 a year of achievement.

Lilly
for
Better Health

www.lillyforbetterhealth.com

Learn more about what we're doing to **improve patient health.**

The advertisement features a prominent red ribbon graphic on the left side. To the right, the text is set against a light yellow background. At the bottom right, there is a small inset image showing a screenshot of the Lilly website, which includes a photo of a woman and some text.