



SDOT Makes Great Strides in its Minority Contracting



Grace Crunican, director of the Seattle Department of Transportation (SDOT), shares with Tabor members her thoughts on contracting with SDOT.

What are some recent accomplishments and how have you been able to engage WMBEs?

SDOT uses a two step approach.

First, SDOT actively engages with the community. We host periodic 'meet and greet' lunches. At these lunches, SDOT is introduced to firms interested in working with SDOT and it helps us to know who is available to assist our work portfolio.

Second, we have put contracting mechanisms in place to better engage WMBEs. An example is using Job Order Contracting (JOC) that has a 90 percent WMBE sub-contracting component requirement. Our first contract in this program constructs a million dollars of sidewalks. Through a partnership with Mid Mountain Contractors and the Urban League, 100

percent of the work is going to WMBEs.

One accomplishment I'm very proud of is that over the past three years SDOT has increased spending with WMBE firms by 75 percent. For example, in 2006, we spent \$120,000 with African American firms. In 2008, SDOT spent \$1.2 million with African American firms.

For businesses new to contracting with SDOT, what do they need to know?

Firms interested in contracting with SDOT should register with the City Business Registration Programs (www.seattle.gov/contract). Doing so exposes businesses to city employees that are buyers of service. However, simply adding your name to a roster is generally not enough to get noticed. Firms should contact the Department of Executive Administration and market themselves; ask who in city departments they should talk to; and try to get involved in opportunities like SDOT's 'meet and greet' lunches. In terms of SDOT, call my office at 206-684-5000 and let me know that you would like to participate in one of our luncheons.

Tabor Points Teens to Career Options with High School Expo

On June 3, we were able to successfully host the first Tabor 100/FSC-PS Youth Career & Business Expo at Garfield High School. Our partners included Financial Services Coalition and the Urban League Scholars from Garfield.

There were 25 businesses, colleges, technical schools and resource organizations who participated in the event with either booths or workshop presentations.

Despite being the hottest day of the year, somewhere between 125-150 students and parents attended the event. There were several ways to enter the Commons area without coming by the registration area, so we know some students never registered.

The event received praise from students, parents, school staff and vendors

– and Garfield's principal has asked us to host the event again next year.

At times, we had four workshops under way, and this probably affected the number of people "cruising" the Expo booths in the Commons.

My thanks to William Dudley, who supported us with the website registration and payment piece working in the background.

The event covered all of its expenses, our working list of vendors has been expanded, and we have some ideas for further marketing to students next year. We have a very sound foundation for future expos.

Great job by the expo subcommittee and all the Tabor 100 volunteers on event day!

--Kevin Washington

No General Membership Meeting in June

There will not be a general membership meeting on the last Saturday in June. Contact committee chairpersons (see page 4) to find out when committee meetings will be held.

The next general membership meeting will be Saturday, July 25, 10 a.m. to noon.

Tabor members: Time to Speak Up



Cal Shirley

In past columns, I've shared my views on the changing energy business and its connection to the economy, small business, the environment, legislation and technology. This month, I'd like to start a conversation with Tabor members to hear their innovative suggestions or proven examples for how the minority business community can be successful leaders in the green economy.

Be ready though: your comments will be considered fair game for publication and used to open up a dialogue among our membership about our roles. My goal is to have us learn from each other, and take good ideas to the next level together.

Right now, the energy efficiency department I manage at Puget Sound Energy is fielding call after call from communities and community action organizations invigorated by the potential of stimulus funding to support their grassroots efforts to help their constituents and calculate and lower their community's carbon footprint. These organizations are passionate about helping

citizens and businesses reduce their energy use while creating green jobs and are asking PSE for help.

This is a smart strategy: combine public funding and local partnerships to support community action. My question for you is how can Tabor and its members contribute?

Here are some examples of what's happening around our region:

Bellingham—
A nonprofit membership organization, Sustainable Connections, approached PSE to help develop a community energy challenge to reduce Bellingham energy consumption for 100 businesses by 5-15 percent and 1,000 residential housing units by 5-30 percent in 18 months. As enthusiasm grew and the potential for stimulus support became apparent, the program expanded into the rest of Whatcom County. One of the key motivating factors was the quick payback on energy conservation investments through lower bills and incentives.

Bainbridge—
Bainbridge Island faces a dilemma that is a case study in what may happen in our region without energy conservation. Our electric infrastructure during the peak winter months is reaching its maximum capacity as a result of population growth and increased demand for power. Rather than see construction start on a new substation for the island, a grassroots effort has

partnered with PSE to try to help the community reduce its energy use by enough to potentially prevent or delay building a new substation that would increase reliability.

The C7 –
Seven cities in central King County heard of a pilot program at PSE where we send residential customers a report of how their energy use compares to similar homes in their neighborhood. The cities recognized the quick results—a 1-2 percent energy use reduction in a few months and a longer term carbon footprint reduction—and wanted their residents to be included.

These three separate areas, each with separate challenges, share the common strategy of taking the initiative to find opportunities outside their own walls. They're taking advantage of existing expertise and programs at PSE and working hard to get their local communities involved. Individual residents, businesses and community organizations are realizing that they also have the ability to act on the issue of energy. This bolsters their case for stimulus funding, helps their initiatives succeed and gets us all closer to the goal of lowering energy use and customer costs while also protecting the environment.

And remember, I'd like to hear from you. Please send your comments on how minority businesses and Tabor members can impact the green economy to newsroom@pse.com, attn: Cal Shirley. I'll give you the update on what you said next month.

Reverse Vendor Trade Show Set For July 28

Tabor 100 is a co-sponsor of the 2009 Reverse Vendor Trade Show July 28, from 9 a.m. to 1 p.m.

City of Seattle staff will set up tables to meet with contractors and vendors at Seattle Center's Fisher Pavilion, 305 Harrison St. The event is free.

Other representatives will include City of Bellevue, Sound Transit, King County, Tabor 100, African American Partners for Prosperity, Northwest Minority Supplier's Development Council, Contractor Development and Competitive Center, and various Chambers of Commerce.

Information will be available on upcoming bid opportunities as well as how to do business with the city and other public sector agencies. Representatives will be available to answer questions one-on-one and attendees are urged to bring business cards, brochures and other marketing materials.

For more information, send an e-mail to DEA.vendortradeshow@seattle.gov or call 206-684-0444.



Sponsor Spotlight: Wal-Mart

Retailer spending billions with minority vendors

Wal-Mart Stores, Inc. and Tabor 100 are a natural combination. Just as Tabor promotes economic equity, Wal-Mart is expanding its business with minority- and women-owned companies.

Wal-Mart was a 2008 sponsor of the Tabor 100 Captains of Industry Gala, adding scholarship support to the myriad of ways the retailer contributes to the communities it serves.

Wal-Mart increased its combined direct and

second-tier spend to more than \$8.1 billion in 2008, a 25 percent jump in spending.

"At Wal-Mart, we know we can make a difference in the communities we serve and our commitment extends to minority- and women-owned businesses at the local level," said Theresa Barrera, vice president of Supplier Diversity at Wal-Mart Stores Inc. "We are proud of the fact that, in these difficult financial times, we are able to deepen our commitment to these important partners-- giving them the potential to grow, while enabling Wal-Mart to

deliver and sell the goods and services our customers want."

As part of its efforts to stay connected to the best and brightest diverse suppliers, Wal-Mart partners with the National Minority Supplier Development Council (NMSDC), the Women's Business Enterprise National Council (WBENC), the U.S. Chamber of Commerce, and others.

Wal-Mart granted 10 scholarships to the Tuck School of Business' Tuck Executive Program at Dartmouth College. The

Tuck School has two minority business programs that focus on strategic planning, financial control systems and internal growth strategies. Ten more sponsorships are planned for 2009.

Wal-Mart is a member of the Billion Dollar Roundtable, an organization dedicated to the success of minority- and women-owned businesses. The organization is comprised of public companies that spend more than \$1 billion each with minority- and women-owned enterprises.

Member Profile

Solid Game Plan Keeps Donaldson on Successful Path

James Donaldson has been a Seattle resident for almost 30 years. A graduate of Washington State University, he was drafted in 1979 by the Seattle Sonics where he enjoyed a 20-year professional basketball career.

James started Donaldson Fitness and Physical Therapy midway through his NBA career (1989) and is now celebrating his 20th year as a small business owner. He volunteers in education programs, regularly tutors young children, is a strong advocate for minority owned business development and is active in the Chamber of Commerce promoting programs that help small businesses survive and thrive.

Donaldson is a candidate for mayor of Seattle.

What has been one of your most successful business decisions?

I would say that my most successful business decision by far over the years was to plan early (in my 20s) by

saving and investing wisely for any future endeavors that I might entertain when I became older. My best business decision continues to be The Donaldson Clinic: Physical Therapy Center in Mill Creek. It was established in 1989 and began with a small team of advisors and skilled personnel at the key positions and has grown from the initial three staff members to over 25 currently.

When you are presented with a challenge, what process do you use to overcome it?

I utilize my advisors and mentors even more so. I always like to bounce thoughts and ideas off of those who know more about things than I do.

What are the best lessons you learned as an athlete that you've been able to apply as a business owner?

Athletics taught me the value of team play and creating a "game plan" (business plan), strategies and working towards our

goals as a team.

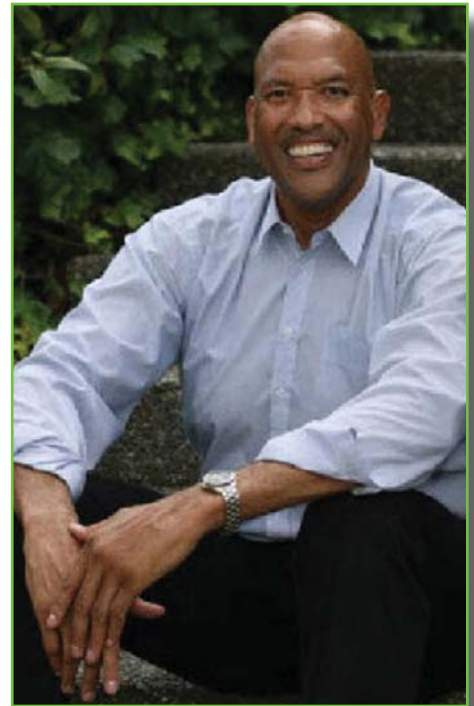
How do you handle the cyclical nature of your business, maintaining growth and profitability during the slumps?

I have had to learn how to make the tough decisions, whether it's letting go of underperforming employees, or closing locations that are not profitable and adding to the bottom line. I keep a couple of things in mind at all times and that is to

"begin with the end goal in mind," "be proactive", and seek "Win - Win" (taken from *7 Habits of Highly Effective People* by Steven Covey.)

What's the business case for entering into politics?

I have created and invested in disadvantaged neighborhoods for years



and now I think that entering into the political arena will enable me to serve and create opportunities for such neighborhoods with an even greater impact.

If you would like to be featured in the Tabor Journal for a Member Profile, send an e-mail to TaborEditor@Tabor100.org.

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Committee chair vacancies:
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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.

Gregoire Holds Economic Roundtable



On June 18, Gov. Chris Gregoire met with women and minority owned business leaders to discuss the state of the economy, business climate and the role of small businesses in our communities. During the roundtable discussion, Gregoire highlighted the funding available through the American Recovery and Reinvestment Act. Gregoire's Economic Recovery Team is working closely with the Office of Minority and Women's Business Enterprises to ensure women and minority owned businesses are aware of the federal funding available.

"Every Washington business, big and small, will play a critical role in our economic recovery," Gregoire said. "That's why I have made it a priority to meet with a variety of business leaders across the state. I want to hear their ideas, and develop strategies to help Washington create the most successful business environment possible. I want to make sure we are doing all we can to ensure our businesses are successful."

"It is great to see that Gov. Gregoire is tapping into the creative resources of businesses by holding this series of economic development round tables," said Earl Overstreet, President of General Microsystems. "Engaging these resources will help other businesses and our communities recover quickly and be prepared to lead the way to a vibrant, sustainable future."

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The advertisement features a red ribbon graphic on the left side. The main text is in a clean, sans-serif font. A screenshot of the website is shown in the bottom right corner, displaying the Lilly logo and various health-related content.