

## “Soaring in Solidarity”



Tabor 100 is an association of entrepreneurs and business advocates who are committed to economic power, educational excellence and social equity for African-Americans and the community at large.



### July 2020

#### Message from the President

Greetings, Tabor Neighbors!

I hope that you are faring well during these especially difficult times.

In the midst of a global pandemic, which has hit this country especially hard; racial unrest, an unpredictable economy and an ever-changing business climate, our volunteer organization is facing its most trying moments.

Regardless, we are working to find ways to support our members and applauding the efforts of many who are pressing for racial justice and economic equality for Black and Brown people. We are still seeing a growth in our membership and we appreciate the fact that new businesses are being created in this environment. I am especially pleased that some of the new ventures and more mature enterprises are pivoting to take advantage of opportunities in this new climate, especially in relation to keeping people healthy on the job.

There are several items that are important to mention in this President's message. The first is a good meeting with several private organizations that provide funding to us. Some of our most generous companies came together recently and expressed a desire to become more engaged with our organization. You will be seeing and hearing about some exciting things related to Tabor 100 in the future coming from those organizations.

Another item of importance relates to the HUB. The bold step we took to open this facility and make commitments to its well-being are bearing fruit even in these tough times. I see a steady flow of traffic (appropriately socially



distanced) coming through our doors. We are taking temperatures and requiring masks and gloves. We have created an environment in which, at the right time, we can have face-to-face meetings like we used to only with each of us being six feet apart and no buffet breakfast.

I am proud to report that our virtual meeting last month was a total success, and, thanks to our Administrator, Ray Bradley, the technology worked well and everyone who wanted to engage was able to do so.

I am happy to report that we have been able to assist some of you over the last few months, but not pleased when I recognize that we've not been able to do more. We must work hard to not only build a sustainable Tabor 100, but an organization that can benefit all its members in good times and in bad. I welcome your thoughts and energy as Tabor charts these unpredictable waters. My goal is to make Tabor a stronger organization than before which only happens if we make you stronger than you were before.

I wish all of you much success and urge you to keep the faith in these uncertain times.

***Philippians 4:13 — “I can do all things through him who strengthens me.”***



# MAYOR DURKAN MEETING

SHE WAS VIRTUAL, BUT WE WERE ALL TOGETHER AT THE HUB, FOLLOWING ALL SAFETY GUIDELINES



Tabor 100 convened a group of Black leaders to discuss the importance of supporting Black businesses with Mayor Durkan. Attendees included Tabor 100 President Ollie Garrett; the Honorable Eric Pettigrew, VP, Government Relations and Outreach, Seattle Kraken NHL Team; the Honorable Bruce Harrell, LaNesha DeBardelaben, CEO, NW African American Museum; Andrea

Caupain Sanderson, CEO, Byrd Barr Place; William Bradford, Business and Economic Development Professor, UW; Michelle Merriweather, President and CEO, Seattle Urban League, Paula Sardinias, President and CEO, Big Brothers Big Sisters of Puget Sound and James Faison, President, National Association of Minority Contractors Washington.

# BLACK BUSINESSES MATTER!

GEORGE FROST, GW FROST & ASSOCIATES

Black Lives Matter has become a prominent national and international movement, after the recent wave of killings by police of unarmed Black men and women. Millions of people all over the world have taken to the streets to proclaim, “Black Lives Matter.”

I am an African American business owner. During my eight years as a consultant specializing in community engagement and diversity and inclusion in government contracting, I have heard over and over that Black businesses have a hard time acquiring government and private sector contracting opportunities. And, I have heard this same complaint for more than 25 prior years as a senior pastor, and while working in city government positions. I am a witness that these disparities exist. Disparity studies conducted for local, regional, and state agencies (in the state of Washington) over the last seven years confirm this reality.

I want to make the case that “Black Businesses Matter”!



George Frost, CEO, GW Frost and Associates

Black businesses, like other businesses, are an essential part of the local economy. They create jobs and are likely to hire other people from communities of color. Business ownership is a source of wealth and the presence of Black-owned businesses within a community can be an inspiration to other Black entrepreneurs.

There is a lot of content and discussion about the challenges that Black businesses have in being successful. I read that Black and Hispanic-owned businesses have the highest failure rate among all businesses. In my opinion it boils down to having the right amount of “cash, connections, and consideration.” What I mean by “consideration” is simply that people in power to hire or contract must be proactive and conscious about providing opportunities to Black-owned businesses, especially where there have been obvious disparities. Take note of the various words that appear in Google Thesaurus as synonyms for “Consideration”

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Thought (n.) thought, deliberation, reflection, contemplation, attention; Respect (n.) respect, concern, thoughtfulness, kindness, selflessness, sympathy, sensitivity, understanding, care, courtesy, considerateness; Matter (n.) matter, factor, point, issue, fact, item, concern; Regard (n.) regard, esteem, importance, significance, consequence, weight, substance

Today, many people are giving thought to Black Lives Matter and wondering what they can say and do. Concerning the latter-mentioned movement and concerning **Black Businesses Matter**, go beyond giving *thought*, and demonstrate *sympathy* or *selflessness* to the cause, and make it a *point*, give utmost *importance* to taking actions that will promote *significant* racial equity, social justice, environmental justice, and diversity, and inclusion.

Peace,

George Frost

Owner and Principal Consultant, **GW Frost & Associates**, a public outreach, community development, and general management consulting firm, based in Renton, WA.



# FORMER SEAHAWK, JORDAN BABINEAUX, AND ASSURE RIDE JOIN TABOR 100

By Henry Yates, Public Affairs Chair

Jordan Babineaux, former Seahawk and current Seattle business owner, recently joined Tabor 100 to continue his “service to the community” as he promotes Assure Ride, a personal transportation company he founded in 2016.

Babineaux, of course, was a star player for the Hawks, as both a Defensive Safety and Cornerback. His tenacious defensive play and penchant for last minute game-saving heroics earned him the nickname “Big Play Babs.”

He retired in 2014 and turned his attention to his passion – “helping to create opportunities for minorities and others challenged by social injustice.” Since leaving the Seahawks, Babineaux has devoted his life to bettering the lives of others, including a historic effort to aid residents of the town where he grew up in Texas that was hard hit by the largest flood ever recorded in Port Arthur.

## ***“service to the community”***

Babineaux now calls Seattle home and has become involved in “What’s Next Washington,” started by Sue Mason, a formerly incarcerated individual who could not find employment or advancement opportunities because of her history. “My proudest accomplishment is the effort I have devoted to assisting recently released and formerly incarcerated individuals to build their lives back through What’s Next Washington,” Babineaux stated. The non-profit organization is dedicated to giving a hand to those being released, helping to provide employment and addressing other needs that make work possible for them.

Babineaux has helped the organization sign up 70 different for-profit and non-profit entities to provide housing, health care and other essential services for the formerly incarcerated. “We had to put our efforts on hold until the pandemic is over, but What’s Next

Washington will give those coming out of prison an opportunity to break the stigma that folks put on them, thinking they will be failures.” Babineaux’s journey to the organization started when he was forced by a social service agency to reject hiring someone he knew would be an asset to his business team, because of the person’s past incarceration.

“I intend to be someone who gives back and Tabor is a great place to be for business and community, I am looking forward to working with Tabor 100 as it assists Black businesses to become successful.”



**Jordan Babineaux,  
Assure Ride CEO**



# IF CORONAVIRUS TRANSMISSION LEVELS DON'T DECREASE, KING COUNTY SCHOOL BUILDINGS SHOULD NOT REOPEN IN FALL, SAYS REPORT

BY [HANNAH FURFARO](#) [COURTESY THE SEATTLE TIMES]

School starts in Washington in less than two months — but according to health officials, transmission of coronavirus is so high in King County that it won't be safe to resume class in person unless patterns turn around soon.

"We're heading in the wrong direction," King County health officer Dr. Jeffrey Duchin said Wednesday. "The bottom line answer is, yes, we will need to consider taking more rigorous restrictions again, unfortunately, if things don't turn around with voluntary behavior change."

Duchin's comments came as health officials unveiled a [new report](#) based on earlier King County data that suggests efforts to curb the spread of coronavirus in school buildings — such as screening students and staff, and requiring masks — won't control the overall pace of transmission unless community activity, such as going to work or socializing, is kept far below pre-coronavirus levels.

The report, released Wednesday and ordered by state and local health agencies, is based on data through mid-June. Since it was drafted, the researchers said they've collected additional data suggesting transmission levels are currently too high to reopen schools. Community-wide efforts to contain coronavirus spread "must improve significantly" to support opening school doors in September "without triggering exponential growth in COVID-19 burden," they wrote.

The findings come amid a divisive debate here and nationwide over whether schools should reopen in the fall; Seattle Public Schools and several other local districts have decided to offer a hybrid model of in-person and distance learning while other large districts, such as Los Angeles Unified, have decided against reopening buildings.

In a briefing with reporters on Wednesday, Duchin called the report "sobering" and said it may be necessary to return to stricter restrictions on social gatherings to get to a point where it's safe to open schools. As of Wednesday, 5.6% of King County residents tested for coronavirus were positive, and cases are now rising to levels not seen since late March and early April.

For school to resume, based on the earlier data, King County [must test](#) at least 2,000 to 3,000 people for the virus each day, the report says. Contact tracing must expand. And schools need to institute safety measures

with fidelity, a tough prospect for younger students who might struggle to stay distant from friends, or for schools with small classrooms.

"If the rest of society doesn't do the right thing, nothing we do in schools will matter," said Chris Reykdal, the state's schools chief.

The study did not consider the possibility of [hybrid scheduling models](#) that combine remote and in-person learning, such as the A/B schedule Seattle Public Schools officials are considering for fall. The report also doesn't account for how well children transmit the coronavirus relative to adults, a big unknown that scientists are still researching.

The Washington Education Association union said the report highlights the need for schools to be held to the same health and safety standards as businesses.

The report follows recommendations from two prominent scientific and medical groups that are calling for schools to reopen. On Wednesday, a national panel of [scientists recommended](#) that schools should make every effort to open buildings full-time for elementary school children and those who receive special education services. The American Academy of Pediatrics also recently [issued a statement](#) supporting reopening schools.

*This article ran in the Seattle Times, July 15, 2020 and has been edited for length. For the full article, go to [www.Seattletimes.com](http://www.Seattletimes.com)*

## RESOURCES ABOUT CORONAVIRUS ISSUES INCLUDING BUSINESS FUNDING

[www.seattle.gov/mayor/covid-19](http://www.seattle.gov/mayor/covid-19)

(in English and other languages)

[Coronavirus.gov](http://Coronavirus.gov)

[Coronavirus.wa.gov](http://Coronavirus.wa.gov)

(in English and Spanish)

# TABOR WELCOMES NEW MEMBERS

## June

Scott Woerman - Landau Associates

Lauri Hennessey - League of Education Voters

Keuna Barfield - The Kee Group, LLC

Adrienne Fernandez - Rose Consulting, LLC

Ahmed Mumin aka (chiif) - SEATTLE RIDESHARE DRIVERS ASSOCIATION

## July

Dan McGrady - Pemco Insurance

Jordan Babineaux - Assure Ride

LaNesha DeBardelaben - Northwest African American Museum

Marquia Wooten - GN Squared Construction LLC

Nicole Bascomb-Green - Bascomb Real Estate Group

## TABOR THANKS THE SEATTLE FOUNDATION

Tabor 100 was recently awarded \$50,000 from the [Seattle Foundation](#) to support Tabor's COVID-19 response efforts helping people of color, immigrant, and women business owners in the Puget Sound region!





# Access to Equal Opportunity

The Port of Seattle is committed to building a strong, inclusive economy. With the Diversity in Contracting Resolution, we're making sure that includes businesses like yours.

Our goal is to triple the number of women and minority-owned businesses that contract with the Port by 2024 and remove barriers to expand the development of other disadvantaged business enterprises.

## GROW YOUR BUSINESS AND SKILLS WITH THE PORT:

### 1. Bid on open contacts

Register your business in our database, and search and apply for contracts through a clear and fair process on <http://bit.ly/Facts19>.

### 2. Train with PortGen Workshops

Excited for opportunities but not sure where to start? We're here to support you.

Join quarterly workshops to learn how to do business with the Port, get certified as a vendor, and network with representatives.

### 3. Learn on our site

Access resources year-round on the site. From video how-tos to lists of upcoming opportunities and events, you can find all the information you need for success.

## LEARN MORE

<http://bit.ly/Facts19>



## THE TABOR 100 BOARD

**President: Ollie Garrett**  
[President@Tabor100.org](mailto:President@Tabor100.org)

**Vice President: Brian Sims**  
[VP@Tabor100.org](mailto:VP@Tabor100.org)

**Treasurer: Aundrea Jackson**  
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206-860-9813

**WE ENCOURAGE YOU  
TO REACH OUT!**

Lilly salutes Tabor 100  
and its support for  
small and diverse  
business development.

[www.lilly.com](http://www.lilly.com)

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*Lilly*

## UPCOMING EVENTS

**7/12, 3-4pm**  
**OMWBE Minority and Women Business  
Certification 101**  
[Register in advance](#)

**7/27, 9-10am**  
**How to do business with the City of  
Tacoma**  
[More info thru OMWBE](#)  
[Register in advance](#)

**7/30, 11:30am-12:30pm**  
**Port of Seattle Info Session Webinar**  
[Register in advance](#)

**8/8: Bigger Than Me Success Stories:**  
[Achieving Equity & Inclusion in Business](#)



## IMPORTANT RESOURCES



### **VENDOR ORIENTATIONS**

Attend a free, in-person orientation to learn about King County's vendor registration, how to apply to King County rosters, certify as a small business, and effective marketing strategies, and tips for submitting successful bids & proposals.

### **BUSINESS DEVELOPMENT AND CONTRACT COMPLIANCE**

Learn about King County's small business and workforce development programs. Access the Small Contractor and Supplier (SCS) directory and apply for free SCS certification using our new Diversity Compliance Management System.

Questions? Email [opportunity@kingcounty.gov](mailto:opportunity@kingcounty.gov)  
[www.kingcounty.gov/BDCC](http://www.kingcounty.gov/BDCC)

### **KING COUNTY PROCUREMENT**

- ⇒ Learn about current King County procurements and upcoming (not yet advertised) capital projects.
- ⇒ Sign up on to King County's Online Vendor Registration to get notifications of new contracting opportunities and events.
- ⇒ Apply for Small Works Roster for construction contracts under \$350K
- ⇒ Apply for Architectural/Engineering Roster for design contracts under \$500K.
- ⇒ Register for **free** vendor orientations.



Questions?  
Email [procurement.web@kingcounty.gov](mailto:procurement.web@kingcounty.gov)  
Call (206) 263-9400  
[www.kingcounty.gov/procurement](http://www.kingcounty.gov/procurement)

### **CONTACT US:**

King County, Business Development & Contract Compliance  
[Opportunity@kingcounty.gov](mailto:Opportunity@kingcounty.gov)



## WORKFORCE DEVELOPMENT



### ***PRIORITY HIRE***

King County's Priority Hire Program is designed to prioritize local workers for inclusion on County construction projects estimated at \$15 million or more. The Priority Hire program provides access for persons interested in pursuing career opportunities in the construction industry.

### ***APPRENTICESHIP PROGRAM***

King County establishes apprenticeship requirements on select construction projects based on the scope of work and the number of total labor hours anticipated to be worked on any given project. King County desires to create and expand access to family wage jobs for any person interested in an apprenticeship career path.

## SMALL BUSINESS PROGRAMS

### ***EQUITY & SOCIAL JUSTICE INNOVATION PLAN***

The Equity & Social Justice (ESJ) Innovation Plan details actionable steps to maximize the participation of Minority Business Enterprise (MBE) and Women Business Enterprise (WBE) firms. Both MBE and WBE firms must be certified by the State of Washington Office of Minority and Women's Business Enterprises (OMWBE).



### **CONTACT US:**

King County, Business Development & Contract Compliance

[Opportunity@kingcounty.gov](mailto:Opportunity@kingcounty.gov)



# City of Seattle WMBE News

## July 2020

### Purchasing and Contracting

Division Director: Liz Alzeer, [liz.alzeer@seattle.gov](mailto:liz.alzeer@seattle.gov)



The City of Seattle strives to promote equity in our purchasing and contracting opportunities through the following social equity programs:

- WMBE Inclusion
- Apprenticeship
- Priority Hire
- Acceptable WorkSites

### First Fridays “How to do Business with the City of Seattle” NOW ONLINE!

Is your firm interested in doing business with the City of Seattle? Do you want to learn more about how City purchasing and contracting works? Join us at our online Doing Business with the City of Seattle event to meet Purchasing and Contracting staff who are part of our purchasing, consultant contracting and construction/public works teams. We will hold three sessions at once so choose the one you are interested in! Free to attend, no registration required – just drop in! Next sessions are Aug. 7 at 9 a.m. For more information, please visit [thebuyline.seattle.gov](http://thebuyline.seattle.gov) for details.

### Spanish Language Working with the City of Seattle Workshop

Purchasing and Contracting is providing workshops in Spanish. These workshops will cover subjects such as how to do business with the City of Seattle, City bid processes for your product/service, information about the Consultant Roster program and application process, the City’s public works contracting process, the City’s WMBE resources and more. Next online session is Aug. 7 at 2:00 pm. No registration required. For more information, visit [thebuyline.seattle.gov](http://thebuyline.seattle.gov) for details or contact Carmen Kucinski at [carmen.kucinski@seattle.gov](mailto:carmen.kucinski@seattle.gov)

### City of Seattle Disparity Study

In fall of 2020, Finance and Administrative Services plans to launch a disparity study. The disparity study will be a large-scale effort to gather data on equity in contracting. Through the study, the City will evaluate if WMBEs have equitable access to contracting opportunities. The City is currently evaluating proposals. Visit our website for details: <http://www.seattle.gov/purchasing-and-contracting/social-equity/wmbe>.



## Mayor Durkan Proposed Programs include Small Business Stabilization Fund and United Way’s HomeBase

Mayor Jenny A. Durkan transmitted legislation to accept and appropriate funds from the recently passed federal CARES Act to directly support the City’s response to COVID-19. Approximately \$14 million in new federal funds will be directed toward food assistance, rent relief, investments in shelter and services for those experiencing homelessness and additional funding for the Small Business Stabilization Fund. Mayor Durkan is proposing to use approximately \$14 million in new federal funds towards these COVID-19 priorities:

- \$1.5 million for the Small Business Stabilization Fund
- \$5 million for the expansion of food delivery programs for older adults
- \$2.1 million for meals at shelters
- \$5.3 million for rental assistance programs for households at risk of eviction or homelessness and programs that serve low-income persons diagnosed with HIV/AIDS
- \$150,000 to assist hospital patients’ transition to long term care

The City will direct \$1.5 million to the Office of Economic Development’s (OED) Small Business Stabilization Fund. This will allow OED to provide \$10,000 grants to 150 more small businesses financially impacted by COVID-19. Nearly 9,000 small businesses applied for the first round of OED’s Small Business Stabilization Fund and only 252 were awarded grants from the original \$2.5 million allocation. The Stabilization Fund was one of the first initiatives the Mayor launched to support small businesses impacted by the COVID-19 pandemic. The need goes far beyond what the City can provide without further support from the private sector, philanthropic partners, and economic relief from the federal government.

## City of Seattle Purchasing and Contracting - COVID-19 Outbreak

To protect the health and safety of our staff and customers, and to help mitigate the impact of COVID-19, Purchasing and Contracting is temporarily closing our customer service counters. Purchasing and Contracting staff are still available to take your call and support work with WMBEs. We have upgraded our purchasing portal to ProcureWare.

Please find the latest information visit the pages below.

**Public works projects** are advertised in the Seattle Daily Journal of Commerce and online at the ProcureWare website: <https://seattle.procureware.com>. A complete list is on the Purchasing and Contracting (PC) website at <http://www.seattle.gov/purchasing-and-contracting/construction-contracting>

**Purchasing and goods and services** are posted on the Buy Line Blog: <http://thebuyline.seattle.gov/category/bids-and-proposals/>

**Consultant contracts** are available on the Consultant Connection website: <http://consultants.seattle.gov/category/announcements/>



The City is committed to socially responsible procurement and promoting social equity through our contracts. We work to ensure open and fair procurements, competitive and fair pricing, environmentally sustainable solutions, best labor practices, access to equal benefits and utilization of WMBE firms, when applicable, in City bid decisions and contracts.

**City WMBE Team**

Division Director Purchasing and Contracting-FAS	<b>Liz Alzeer</b>	206-684-4535
Director Equity and Policy – FAS	<b>Elisa Young</b>	206-386-4509
WMBE Compliance	<b>Miguel Beltran</b>	206-684-4525
WMBE Assistance	<b>Carmen Kucinski</b>	206-684-0188
Purchasing Contracting	<b>Pam Tokunaga</b>	206-233-7114
Construction Contracting	<b>Mark Nakagawara</b>	206-684-4542

**Department WMBE Contacts**

Office of Arts and Culture	<b>Kelly Davidson</b>	206-684-8362
Office of City Auditor	<b>Melissa Alderson</b>	206-386-4168
Seattle Civil Service Commission	<b>Rhonda Lyon</b>	206-733-9236
Education and Early Learning	<b>Tim Wolfe</b>	206-256-5550
Information Technology	<b>Jeremy Doane</b>	206-684-5962
Department of Neighborhoods	<b>Jenn Brandon</b>	206-684-4959
Planning and Development	<b>Melissa Lawrie</b>	206-615-0778
Construction and Inspections	<b>Denise Campbell</b>	206-386-4035
Seattle Employee Retirement System	<b>Mark Schimizzo</b>	206-386-1506
Finance and Administrative Services	<b>Miguel Beltran</b>	206-684-4525
Department of Human Resources	<b>Melinda Merrell</b>	206-470-6885
Human Service Department	<b>Susan McCallister</b>	206-233-0014
Law Department	<b>Candice Foote</b>	206-684-7761
Legislative Department	<b>Monica Martinez</b>	206-684-8361
Seattle Public Library	<b>Jay Donahue</b>	206-684-7410
Municipal Court	<b>John Kerr</b>	206-684-8274
Office of Economic Development	<b>Yonas Seifu</b>	206-684-0379
Office of Housing	<b>Becky Guerra</b>	206-233-0066
Office of Hearing Examiner	<b>Patricia Cole</b>	206-615-1570
Office of Intergovernmental Relations	<b>Tony Vo</b>	206-684-4958
Immigrant and Refugee Affairs	<b>Katherine Cortes</b>	206-733-9116
Sustainability and Environment	<b>Jeanie Boawn</b>	206-615-0817
Office Labor Standards	<b>Martin Garfinkel</b>	206-684-5397
Seattle Parks and Recreation	<b>Bianca Hill</b>	206-386-4381
Seattle Police Department	<b>Valarie Anderson</b>	206-733-9315
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Seattle City Light	<b>Kara Williams</b>	206-549-5806
Seattle Department of Transportation	<b>Viviana Garza</b>	206-684-5188
Seattle Center	<b>Jessica Smith</b>	206-684-7117
Seattle Fire Department	<b>Sheila Kelly</b>	206-686-1152
Ethics and Elections Commission	<b>Wayne Barnett</b>	206-684-8577
Seattle Office of Civil Rights	<b>Latrice Ybarra</b>	206-684-4539
Seattle Public Utilities	<b>Katia Garcia</b>	206-733-9155
Seattle Waterfront	<b>Dorinda Costa</b>	206-615-0765

**WMBE Program**

The City actively supports utilization of WMBE on City contracts as both primes and subcontractors, and each City department establishes plans and annual voluntary goals for WMBE inclusion in consulting and purchasing contracts. The City recognizes WMBE firms that self-identify with at least 51 percent minority or women ownership. To learn more contact Miguel Beltran at 206-684-4525.

**Priority Hire**

City construction projects of \$5 million or more operate under a community workforce agreement (CWA) and are required to have a percentage of project hours performed by workers living in economically distressed areas and to achieve goals for hiring women and people of color. For more information contact Anna Pavlik at 206-615-1112.

**Acceptable Work Sites**

The City requires that our construction work sites are respectful, appropriate and free from bullying, hazing and other similar behaviors. PC monitors work sites, provides trainings and materials, responds to complaints and conducts enforcement as needed. For more information, contact Michael DeGive at 206-386-4128.