

The Langston

Vol 21 Iss 1

Tabor 100 Newsletter



Tabor 100 2nd Year Anniversary

2 Years in Review

JANUARY 2022





Message from the President

Ollie Garrett | CEO & President

2021 was an excellent year for Tabor 100 and things look promising for 2022 as well. We have stayed focused on our mission and emerged stronger than ever despite the setbacks caused by COVID-19.

However, I recognize that our success means nothing unless our members are doing well. Tabor has worked hard to create partnerships, alliances, and friends. Only together can we reach the prosperity and promise our namesake envisioned for this organization and its members. As we continue this important work, please reach out to me or any Board members with ideas to strengthen your business!

As we navigate the 2022 landscape, it is critical that we trust one another and recognize that we share similar goals, even if we have different ways of getting there. Sometimes I worry that we are not supporting each other as effectively as we could be, but solidarity is key. We cannot allow anyone to tear us apart! We must remain firm, "as a tree planted by the water".

That thought helped select our 2022 theme - "Prospering Where we are Planted." Circumstances may not

always be what we wanted, hoped for, or expected; but we can and we will prosper where we are.

To that end, I would like us to practice more direct communication in 2022. If you hear concerns that could hurt another let them know; if you hear rumors you don't agree with, seek out the individual they have supposedly come from before spreading those rumors further. Address your concerns directly. We have enough challenges without internal gossip and criticism weakening our shared purpose. We want to see everyone succeed.

Finally, I want to thank everyone who came out for our December Holiday event. It was great to hear about your adventures since we last got together. While I appreciate meeting through Zoom or over the phone, nothing takes the place of face-to-face networking. I hope to hold more events soon. While these gatherings are social, they also foster relationships critical to business success.

I will sign off for now and encourage you again to tell us how Tabor 100 can help your business.

Wishing you a Happy and Prosperous New Year!

Ollie Garrett

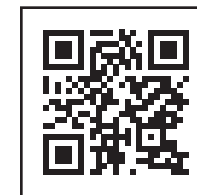
"Do not judge so that you will not be judged. For in the way you judge, you will be judged; and by your standard of measure, it will be measured to you. Why do you look at the speck that is in your brother's eye, but do not notice the log that is in your own eye?"

Matthew 7:1-5



What's Inside?

- 2 Alltrus & OMWBE
- 3 Save the Date
- 4 Tabor 100 2nd Year Anniversary
- 6 Love Always Wins: Hollingsworth Hemp Story
- 8 BBEF Donor Spotlight: Vulcan
- 10 Tabor 100 2nd Year Anniversary
- 12 Feel the Power, Join Tabor



Visit our website: www.tabor100.org
Social Media Handle: @Tabor100

Tabor 100 Economic Development Hub

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Tukwila, WA 98188
425-528-0110 | Staff@Tabor100.org



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ALLTRUS & OMWBE - Partners Denise Ransom and Darci Henderson Share Lessons From The Road To Certification



Alltrus partners Denise Ransom and Darci Henderson embarked on a journey to develop their business in Washington State. Alltrus is equipped with an impressive capabilities list and is ready to meet its client's cleaning needs, including OMWBE certification.

We have hands-on experience with starting a business during a pandemic. To be honest, we have had to navigate without anyone holding our hands. Having the OMWBE certification gives us access to RFPs and other bidding situations. We know what it takes to succeed and how to be profitable. Our relationships through OMWBE are an essential part of our business development strategy.

In this second article of three, Denise Ransom and Darci Henderson share their experience during, and after getting their OMWBE certification with readers of the Langston Newsletter. We talked about the importance of making time to complete the application process and what it means to business development. They have learned a lot on the road to attaining OMWBE Certification.

As for the process, one must be organized to efficiently complete the required forms and provide accurate, supporting documentation. It is a rigorous process but worth the effort. Tabor 100, and certification classes provided guidance. A new world of contracts has opened up to them.

Denise and Darci recommend staying connected with your certification contact during the application period. Managing response deadlines helped them stay focused while applying. The submission itself does not guarantee certification, they noted. Start to finish took ninety days once our documents were submitted.

We realize the importance of building relationships. For us, it is the key to getting new business. Having OMWBE certification brings more visibility and opportunities to ALLTRUS. We can't rely on that alone, we get out there and build relationships.

Networking is another key ingredient to developing new business. The ability to build relationships while attending networking events is critical. The pair have leveraged the certification while making new connections.

Doors open when companies can associate Alltrus with OMWBE certification. The partners see the combination as a powerful tool in getting invites to meetings that lead to new projects.

Constantly on the lookout for new leads, the pair considers

"Our relationships through OMWBE are an essential part of our business development strategy."

OMWBE member sites a reliable source of leads. Business development emails and client outreach support their success.

Alltrus places great importance on employee safety and provides continuous training. Alltrus offers a complete service line to support needs in construction cleaning, disinfecting related to the COVID-19 virus, and custom janitorial cleaning services.

Connect with Denise and Darci at Alltrus.com.

SAVE *the* DATE

26 BIPOC Job Fair!
JANUARY

Washington's most successful contractors come together to create a job and career fair that provides opportunities on local government and private sector capital improvement projects. MBEs should attend this event to learn about 2022 contract opportunities.

01 Black Owned Business Excellence (BOBE) Third Annual Symposium
FEBRUARY

This is a full day, virtual conference to celebrate, educate, and inspire Black business owners and to kick off Black History Month. During this event, there will be an amazing opportunity for business owners to win grant funding!

03 PACKAGED BLACK: Derrick Adams & Barbara Earl Thomas
FEBRUARY

Packaged Black brings together the work of artists Derrick Adams (b. 1970, Baltimore, MD) and Barbara Earl Thomas (b. 1948, Seattle, WA) in a collaborative, multi-media installation developed from their shared dialogue about representation, Black identity, and practices of cultural resistance.

19 6TH Annual Northwest Naturals Expo: Beauty, Lifestyle, & Wellness
FEBRUARY

Vendor spaces available to present at the 6th Annual NW Naturals Beauty, Lifestyle & Wellness Expo. Vending opportunities for 2022.



FEB 2022

Honors all Black people from all periods of U.S. history, from the enslaved people first brought over from Africa in the early 17th century to African Americans living in the United States today.

2022 theme:

Black Health & Wellness

for more details, visit

bit.ly/2022BlackHistoryMonth

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

www.lilly.com

Tabor 100 2nd Year Anniversary

HUB NEWS



Tabor 100 Hub Founders



Thank you to our Founding Sponsors

Tabor 100 HUB founders

Seattle Finance & Administration Services

Department of Commerce

Seattle Office of Economic Development

Facebook (now called Meta)

Port of Seattle

Sound Transit

King County

Washington State Department of Transportation

Vulcan

Tabor 100 HUB has been busy

1,684

Visitors between January - December 2020

3,788

Visitors between January - December 2021

383

Visitors in December 2021

Visitors are stopping by to attend events, meetings, get vaccination, receive technical assistance, and so much more.

Plan your visit to Tabor 100 today!



Visit our website: www.tabor100.org
Social Media Handle: @Tabor100



Tabor 100 Economic Development Hub

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January 15th, 2020, Tabor 100 had its grand opening. The following month on the same date we learned of our first case of COVID-19. Thirty days after that, our Governor ordered a statewide shutdown.

"Our goal was to raise over \$1,000,000 dollars to support Black-owned businesses."

With business at a standstill, we asked what we could do to support our members? How can we prepare them to win new contracts after COVID?

During one meeting, we asked 100 members to stand up if they were not DBE certified or certified with the state. Over one-half of the room stood up. We had work to do!

We connected with OMWBE and started work to get all remaining members certified. We supported noncertified members who needed help with OMWBE certifications.

The State of Washington contacted Tabor to publicize emergency loans for small businesses. The City of Seattle was offering a \$10,000 grant. We worked with the city to

help our members qualify. This activity led us to federal grant opportunities.

The death of George Floyd brought our members together. We created the Black Business Equity Fund. Our goal was to raise over one million dollars to support Black-owned businesses. We wanted to revisit this tragedy in five years and say this was how we responded in a time of need.

Covid was and still is difficult for everyone. We received calls from people saying they can't sit another day at the kitchen table. Was the Bruce Harrell room or Larry Gossett room available?

We were equipped and ready. We had hand sanitizer by the gallon. Gloves, masks, thermometers. Not one-person experienced covid from our cherished interactions. We were a safe and social place. Together we made it.

We had all of the PPP equipment, vaccination clinics, hand sanitizer, gloves, masks, and for two years Tabor was safe. Not one COVID case here.

On behalf of all of the Tabor 100 Family, we are grateful to those who supported us and a nod to our founding sponsors. We couldn't have accomplished this without you.



Love Always Wins

The Hollingsworth Hemp Story

Joy Hollingsworth and her brother started growing cannabis in a closet. That closet grew into a farm. The farm, in turn, launched a family legacy.

Joy established Hollingsworth Cannabis Company in 2013 when recreational marijuana was legalized in Washington state.

Joy's brother and father know all too well the sweat, tears, and bone-crushing labor required to develop and operate a farm. The pair planted the symbolic seed for Hollingsworth Hemp and created the company vision.

As the farm started producing cannabis, Joy's uncle Melvin suffered a serious injury. Aunt Jackie's began experimenting with hemp-based treatments to replace harsh prescription drugs with soothing and effective natural remedies. Aunt Jackie's salve was born from the effort.

Hollingsworth Hemp products are available in all 16 PCC grocery stores in Washington including PCC's new store in Downtown Seattle.

Hemp seed oil comes from hemp, a cannabis plant similar to marijuana. It contains almost no THC, the com-

pound that creates the euphoric high of marijuana. Hemp contains CBD rather than THC. CBD is prevalent in treating anxiety and epilepsy.

Joy says the oil is a natural moistur-

"Black and brown communities have been underfunded, and resources have been deprived so significantly that five, ten, fifteen thousand dollars can mean the world to someone."

izer- making it ideal for nourishing salves, soaps, and lotions. Joy also feels good about cultivating hemp

for oil because it is more sustainable than avocado or olive oil.

From humble beginnings on a farm, the Hollingsworth Hemp Company was born. We love the result- a flagship lotion infused with CBD, and Aunt Jackie's wonderful salve. High-quality hemp products we truly love.

"When you see someone who looks like you, it gives you strength and hope and inspires you."

Joy obtained funding through a BBEF grant and developed her PCC grocery store line. The catalog quickly expanded to many other hemp-based offerings - candles, bath bombs, soap, conditioner, daily moisturizer, and hand sanitizer, all made from hemp seed oil along with other natural plant-based products. Find your Hollingsworth Farms t-shirt and hoodie there too.

My family has a lot of wisdom and love. This place will be rocking and rolling with four or five black women, says Joy. I get a lot of energy from them. I know sometimes it feels funny to say, oh, this product's made with love, but it is.

If there is a thread for Joy that connects her family and the growth of the two businesses, it's perseverance and resilience.

Tabor's Black Business Equity Fund has helped Joy's business thrive.

She appreciates Tabor's support of local black business ownership. Owners can network, learn, connect, and share opportunities with Tabor's help.

Black and brown communities have been underfunded, and resources have been deprived so significantly that five, ten, fifteen thousand dollars can mean the world to someone, she says.

Joy's passion doesn't end with hemp. She plans to give back to the black community through scholarships and access to sports opportunities. Joy is a role model for black girl empowerment. A true mentor who will lead and inspire young black girls to business ownership.

I think representation matters, she says. When you see someone who looks like you, it gives you strength and hope and inspires you. Whether it's a female, someone's black skin, or someone who comes from the same neighborhood.

I'm hoping that just by being in a space that other black women aren't in, I can inspire someone, in the same way, I was inspired.

Connect with Joy at www.hollingsworthhemp.com/ and your journey of discovery with these high-quality hemp products.



Karinda Harris

Black Business Equity Fund Donor Spotlight

Q: Tell us a little about what you do.

A: In essence, I build good, impactful relationships for Vulcan Real Estate. This means building trust and partnerships with community stakeholders, leaders and organizations, particularly in neighborhoods where Vulcan has assets or projects. It is our goal to be seen as a trusted community partner.

Q: What's Vulcan's relationship with the Black community like?

A: Our project at 23rd & Jackson is a testament to our positive relationship with the Black community. While the project was complete before I joined Vulcan, I know of the continuous efforts and focus to bring that project to fruition. It wasn't easy, yet Vulcan has a deep commitment to the communities and neighborhoods where we develop and listening to community input helped shape the project. Today, we have a space with diverse residential tenants, Black-owned businesses, and visual art created by over a dozen Black artists, all with connections to the Central District.

Our head of real estate, Ada Healey, was clear that creating opportunities for small Black-owned businesses in the retail spaces in the project was a priority for her and for Vulcan. I have a personal connection to the CD (as I call it); it's where I was raised, and I know for some people real estate development can be perceived negatively, so it's especially important not to shy away from the good that can come from it. At 23rd & Jackson, you'll find Boosh, QueenCare, and Simply Soulful (coming soon), all retail businesses owned by Black entrepreneurs. It's my sincere hope that these businesses will receive the needed support and resources to sustain them for many years to come. It is our commitment to best honor historical spaces by listening to community, doing our part, and maintaining good partnerships with organizations like Tabor 100.

Q: How did you come to be involved in the BBEF?

A: Supporting the BBEF and Tabor 100 is part of a longer, broader story for Vulcan. We've always been thoughtful about our role in the community, and we've partnered with Tabor 100 for many years, through support of their Minority Business Expo,

Annual Gala, Tukwila HUB, and other avenues. When I joined Vulcan, we were already committed to funding the BBEF, and our partnership has been one way for us to offer some hope during the pandemic and hopefully beyond. It just simply made sense to invest as we all witnessed the negative impacts of the pandemic on small businesses, and it made even more sense to support Black-owned businesses by investing in Tabor and the BBEF. I was honored to serve on the inaugural BBEF application review committee and help select the first round of BBEF grantees.

Q: What does Vulcan hope to accomplish through its gift to BBEF?

A: Vulcan has a unique role to play in the BBEF. We're not only a funder, but a developer in Seattle's historically Black community, and we have the opportunity to encourage and support business owners that lease retail spaces from us. This means we can be creative and thoughtful about all the different ways we can support the community: as a property owner, as a funder of BBEF, and as an advocate. Our hope is two-fold: that Black-owned businesses in the region will grow, thrive, and sustain for many years to come, and that Tabor 100 will be able to support businesses with much need resources.

Ultimately, the pandemic exposed the economic disparities that have long impacted Black-owned businesses, but it's also exposed an opportunity for organizations to offer more than just words – offering both hope and funding. Vulcan has stepped up along with PSE, Symetra, Amazon, the Kraken, and others as early funders. People can say "Black Lives Matter," but one thing we need to say as well is "Black businesses matter, too."

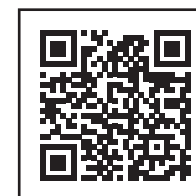


Black Business Equity Fund: Partnering with Tabor 100 on the BBEF

By partnering with Tabor's Black Business Equity Fund, companies can take a bold step toward racial and economic equity in our region

In 2020, Tabor 100 launched the Black Business Equity Fund (BBEF), intending to raise at least \$4.5 million over the next three years. We raised \$1.5 million last year and awarded nearly \$500,000 to Black-owned firms in Puget Sound in 2021. Initial funding came from the Seattle Foundation, Vulcan Inc., Puget Sound Energy, Amazon, Facebook, and many other companies and individuals.

Well-documented barriers explain the high rate of closures of Black-owned businesses, including a lack of access to bank credit, low cash reserves, and a scarce network of trusted advisors to guide them through difficult times. The Black Business Equity Fund addresses these barriers with access to capital, technical assistance, and business opportunities.



Donate Now

Tabor 100 seeks to raise \$4.5million for the black businessequity fund over three years from businesses, foundations, governmental agencies, and individuals like you – who understand the unique role that thriving, diverse businesses play in strengthening our communities.

Together, we can invest in increasing economic power, educational excellence, and social equity.

Equity for people of color

Tabor is grateful to those who chose to be a Tabor member, and encourages members to be active and participatory. All members enhance our understandings and strength in serving the community at large. We ask all those aspiring to be a Tabor member to support these policies. Members are asked to be attentive to membership fee renewal and submit their membership fees timely.

New Members

December 2021

Kevin Collins

HNTB Corporation

Anthony Shoecraft

Connector Consulting, L.L.C.

UW Foster

UW Foster

Ashley Stallworth

Bio Fiber Industries

David Long

Caliber Home Loans

Hans Hansen

Bayley Construction

Abdirahman Hashi

Global Reach Consultant LLC

January 2022

Zealem Kebede

HiQ Sign Co

Kimberly Gamble

Andersen Construction

Toyia Taylor

We.APP (Speak with Purpose)



Tabor 100 2nd Year Anniversary 2 Years in Review!



Tabor 100 celebrated their Economic Development Hub Grand Opening on January 15th, 2020. The facility offers private offices, cubicles, training rooms, large meeting spaces, and occasional-use hot-desks for rent.

Washington State Governor Jay Inslee graced the celebration with his presence. He joined the ribbon cutting with King County Executive Dow Constantine, City of Tukwila Mayor Allan Ekberg, City of Seattle Mayor Jenny Durkan, Tabor 100 President Ollie Garrett, and Tabor 100 Vice President Brian Sims.

Feel the Power, Join Tabor

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



December Meeting

Christmas Party 2021

TABOR 100

Photography by Keith Williams | www.graceflyright.com

Don't Miss an Issue

Be sure to add our email address; communications@tabor100.org to your address book, so important news from Tabor doesn't end up in your spam folder.

Share Tabor

Do you know someone you feel is a great fit for Tabor 100 membership? Take this opportunity to expand our territory by sharing Tabor with a friend or colleague who could benefit from all the great business opportunities, connections, and networking Tabor has to offer.

Check out three ways you can share Tabor right now:

- 1 Forward a copy of the electronic version of The Langston news magazine.
- 2 Click the 3 dots at the top of the Tabor 100 Facebook page and click share on the pull-down menu.
- 3 Invite a friend or colleague to have breakfast with us at our next monthly meeting.

This newsletter is produced in partnership with:



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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>