

# *The* **Langston**

Vol 22 Iss 2

Tabor 100 Newsletter

*Celebrating*  
**BLACK  
HISTORY  
MONTH**



## **BREAKING THE CHAINS**

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.

FEBRUARY 2023



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Visit our website: [www.tabor100.org](http://www.tabor100.org)

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**F**ebruary, Black History month, the Legislative Session, many outreach events, expanded Tabor100 offerings and trying to figure out an overflow room for our members when they come to the General Membership meetings (we are welcoming more than 100 for each meeting). We are pleased to have these events all converging at the same time. While we celebrate Black History month, we dedicate every month to ensuring African American and other minority entrepreneurs do well. We now have a person in Olympia during the legislative session watching out for our best interests, and, to put it mildly, we wonder how we survived without one. We appreciate that we now can advocate for good things for our community, but we also recognize that there are forces dedicated to ensuring our opportunities are limited. Thank you to the many businesses, non-profits and individuals who've held events at the Tabor100 HUB. We

very much appreciate your conducting business here. This year will likely see a record for outreach events at the HUB. Great location, excellent

parking and superior meeting facilities make the HUB the place to conduct whatever event you have in mind. Your support helps strengthen your community.

On a more sour note, I'd like to point out the potential for "affirmative action" to be negatively impacted in the near future. Ensuring that members of communities that have been discriminated against receive a boost, is being threatened by a Supreme Court ruling scheduled to be made sometime this summer. While the focus will be on education, some are saying whatever decision is made will also have an impact on contracting. Federal disadvantaged

business preferences are allowed through the Disadvantaged Business (DBE) program. Even in states that have banned affirmative action, like Washington, local and state governments have enacted voluntary programs to assist minority businesses in accessing local tax dollars. Much of this is threatened by the US Supreme Court's impending ruling. I urge you to pay attention to this situation and cannot emphasize how critical it is for you to participate in disparity studies to help document the struggles we face as minority businesses. Until next time, may 2023 bring you prosperity and good health!

**Ollie Garrett | CEO and President**



# SAVE *the* DATE

**1 March** Tabor x PWOCN – Free Co-working & Networking Day  
@ The Hub

**3 March** Contract Administration & Doing Business with WSDOT  
9AM-3:00 PM  
@ The Hub

**8 March** City of Seattle – Priority Hire Community Meeting  
9 AM-12 noon

**9 March** DBE Outreach Event – Flatiron-Lane Joint Venture  
TBD

**11 March** Tax Accounting Workshop  
10 AM-12 noon  
@ The Hub

**15 March** OMWBE Certification Workshop  
10 AM-2:00 PM  
@ The Hub

**16 March** Tax Accounting Workshop  
6:00-9:00 PM  
@ The Hub

**21 March** Marketing in a Digital World Workshop with Chase Bank  
6:00-7:30 PM  
@ The Hub

**22 March** Estimating & Preconstruction with Korsmo Construction  
5:00-6:30 PM  
@ The Hub

**25 March** General Membership Meeting  
10 AM-12 noon  
@ The Hub

## Tabor 100 Visitor Report (Door Swings)

February 2023 | 462  
2023 Year to Date | 1007  
All Time: 10,543

### New Members – FEBRUARY

**Marisol Edith**  
Wonder Cleaning Services, LLC

**Dr. Sanjay Shirude**  
Brave New World

**Marquinta Obomanu**  
SistahBoss

**Noelle Brooks**  
CMTS, LLC

**Courtney Fraga Goldstein**  
Skanska USA Building





## New Member Orientation



# City of Seattle

## WMBE Advisory Committee Recommendations

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The City of Seattle's 2023-24 budget is \$7.4 billion, by far the largest municipal government budget in the northwest. To date, many Tabor 100 members have enjoyed contracting opportunities with the city, but many have not. In an effort to ensure that BIPOC and women-owned businesses have equitable opportunities to pursue city contracts, Seattle launched its Women and Minority (WMBE) Business Advisory Committee in 2019.

While the City WMBE program boasts a doubling of WMBE firms receiving purchasing and consulting contracts over the last 10 years, city leaders created the WMBE Advisory Committee to increase opportunities for minority and women-owned firms in city contracting. Committee members are well-known, experienced and knowledgeable advocates for minority and women-owned businesses in King County and beyond. Mayor Jenny Durkan established the committee to "provide guidance and feedback on the city's practices in support of equity, inclusion and participation of women-and minority-owned businesses in City of Seattle contracts."

Current Mayor Harrell, who was City Council President at the time of the committee's creation, praised the new committee and declared "I envision Seattle to be a national model for best practices for contracting equity program(s)." Of course, Harrell had the opportunity in 2021 to further the work of the committee as Seattle's newly elected Mayor.

Harrell, a long-time champion of minority and women-owned businesses, both on the Council and in his private life, expressed to committee members, his personal commitment to their work and directed them to present recommendations during his first full year as Mayor, 2022. In the midst of a Disparity Study, which the Mayor

**"I envision Seattle to be a national model for best practices for contracting equity program(s)."**

**– Bruce Harrell  
Seattle Mayor**

had endorsed previously and urged to continue, the WMBE Advisory Committee met regularly, analyzing city contracting practices to make recommendations for improvement. In May 2022, the WMBE committee recommended to Harrell and others in City leadership, eight actions to improve City of Seattle BIPOC and women-owned business usage in every area of city contracting. The committee worked with Seattle's WMBE Advisors, WMBE businesses and WMBE experts outside of the city, to fashion its recommendations and meet the 2022 timeline:

1. Quarterly educational meetings for WMBE Advisors (each city Department has at least one Advisor) where they are able to meet internally and with other municipalities and discuss strategies to increase WMBE utilization.
2. City WMBE Advisors should select three WMBE businesses they have worked with and highlight their businesses to different City departments as a way of advertising the businesses.
3. Ensure that prioritizing WMBE goals is an encouraged component of relevant City positions/job descriptions
4. Reevaluate the technical assistance provided to WMBE businesses
5. Establish an Oversight Task Force to handle WMBE complaints received by the City
6. Implement a process to ensure sourcing and procurement is fair, equitable and inclusive at every level
7. Establish and implement metrics to solidify accountable performance within the City
8. Check-ins with WMBE Advisors and City Project Managers to discuss upcoming procurement opportunities.

The city has committed itself to carrying out the recommendations and the WMBE Committee members





intend to work with City Departments to ensure the recommendations are carried out and serve as a framework for the future. The Committee will also monitor a city Disparity Study which will provide additional insight into the disparities that exist for minority and women-owned firms and provide some additional recommendations to address them.

Lastly, the City of Seattle received a grant of up to \$1 million from Bloomberg Philanthropies to begin a “transformation” of its procurement process, focused on equity and performance which launched in August 2022. The City’s Facilities and Administrative Services (FAS) Department is charged with leading this work, in partnership with the City’s Office of

**“This is just the beginning. We plan to create, monitor and implement these and other actions aimed at increasing minority and women-owned business participation with city contracts, We want to share equitably in the City’s seven-billion dollar budget.”**

**– Ollie Garrett  
Tabor 100 President**

Innovation and Performance and the Harvard Kennedy School of government Performance Lab (GPL). The WMBE Advisory Committee anticipates working with the city and GPL to ensure that equity is a core focus of the work revamping procurement.

Tabor 100’s CEO and President, Ollie Garrett, serves on the committee and has helped usher many of the recommendations

in the report. “This is just the beginning. We plan to create, monitor and implement these and other actions aimed at increasing minority and women-owned business participation with city contracts,” Ollie declared. “We want to share equitably in the City’s seven-billion-dollar budget.”



# 2023 Washington State Legislature Update

## Impacts for WBE's & Small Business with Paula Sardinas

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**W**e are now eight weeks into 2023 legislative sessions, and we've seen tremendous policy action on behalf of our small minority contractors and small businesses. Here is our update!

The Washington state legislature is currently considering several pieces of legislation that could have a profound impact on small minority businesses in this state. These bills are being discussed in both chambers, and if passed could provide much needed financial assistance for minority business owners. In this article we'll take a look at the proposed legislation and what it could mean for small businesses owned by people of color.

The bills up for consideration:

**HB 1050:** requires public work contracts awarded by a municipality that costs more than \$1M to include specifications that no less than 15% of the labor hours be performed by apprentices. The bill would also require subcontractors of public work contracts with initial subcontract price of \$350,000 or more to include specifications with no less than 15% of the labor hours be performed by apprentices. *This is problematic for our small businesses.* Apprenticeship programs can be great tool for workplace development.



This bill restricts open shop contractors from bidding on public works.

The bill mandates more apprenticeship utilization before increasing access to apprenticeship programs.

To use apprentices, contractor or subcontractor has to be a training agent with an approved apprenticeship program.

The process to approve programs is broken and inefficient without more approved programs this requirement will suppress the labor market and drive up the cost of construction. **We are working with Rep. Ricelli to amend the bill and he will in attendance at the Membership Meeting February 25<sup>th</sup>, 2023**

**SB5133:** is a piece of legislation threatening to close the door on many small businesses and contractors trying to work in public works. It would deny any non-union contractor from bidding, while blocking access for those unable to participate in an apprenticeship program, which are few and far between. This is due to the risk of system abuse by competitors meaning that on the job training opportunities could be drastically reduced or eliminated entirely, placing countless aspiring entrepreneurs at an even greater disadvantage than



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before. This bill will not promote apprenticeship opportunities, but rather suppress the labor market and will increase construction costs. This hurts Washington state, the trades, and the employees. **We are working with Sen. Keiser to amend the bill.**

We are pleased to report that after extensive discussions and no common ground being found between the parties involved **SB 5418**, **SB5458** and **SB5658** were effectively blocked, this marks a significant victory for Tabor 100 and those in favor of strengthening minority contracting opportunities.

Our members are concerned about the potential implication of **SB5186**, requiring anti-discrimination clauses in public contracting. Following a productive meeting with Majority Leader Andy Billig to understand the reasoning behind the bill and its origin from an instance of discrimination in Spokane, we showed our support by signing it off on support. The WBBA and Tabor 100 have proposed additional language that would involve OMWBE collaborating alongside with the Human Rights Commission for small minority businesses; To guarantee voices representing their interests will be heard if any legitimate interventions become necessary.

After substantial negotiations and stakeholder engagements, the WBBA and Tabor 100 are proud

of our strong offer for **SB5684**. Even with a certain reservations in mind, we still produced amendments that allowed us to stay on board. Additionally, **HB 1391** underwent language alterations pertaining to PLA requirements as well as prevailing wage specifications- underscoring our dedication towards creating meaningful collaborations between all parties involved. The results of this session truly reflect the strength of relationships built within Olympia; However, it is central that members remain engaged if further progress is expected moving forward.

Other business: Funding for minority small businesses

The BIPOC small business policy proposal calls for a package of investments totaling \$125M over the next three years. We envision a continuum of services to support BIPOC small businesses, from those needing technical assistance to business ready to purchase commercial real estate. The proposal has been very well received by legislature and in particular by Sen. Hasegawa, Sen. Frame and Rep. Ryu. ERRRA has engaged a lobbyist, (Paula Sardinas) who supports the WA Build Back Black Alliance. The process is transparent and open- you may contact me at [info@fmsglobalstrategies.com](mailto:info@fmsglobalstrategies.com) if you have questions

## Membership Meeting





# 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.

## Don't Miss an Issue

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

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# TABOR 100

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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>