

The Langston

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Tabor 100 Newsletter



JULY 2023



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Greetings, Tabor Neighbors!

Now is the time when this organization can help the most. While the sentiment in Washington state is not as openly hostile to communities of color, in other places, the rampant trampling of our rights is proudly touted by some – Tennessee, Alabama, Florida and, yes, my home state – Mississippi, to name a few. We should never believe that the sort of assaults on Black people that occur in these other states (i.e – middle schools must teach that “Blacks benefited from slavery) can’t make their way here.

Break the chains of fear and you break the chains that bind us.

I speak on this issue because while Tabor 100 is a minority business organization and puts much of its focus on Black and other minority entrepreneurs, no line exists between business and civil rights. It is important that we ensure basic equity for the minority population of which Washington state saw the largest increase (percentage-wise) in the last US census. It is also

important to point out that while Supreme Court decisions on higher education might wipe away the use of affirmative action there, the next step is contracting and employment so that we have a country in which efforts to promote equity become illegal. Already, a group of 13 Republican Attorneys Generals have sent letters to the top 100 companies in the country warning they could take legal

action against them for setting hiring quotas or treating job applicants differently because of race. Twenty-one Democratic State Attorneys Generals, including our own Bob Ferguson, wrote a letter to the same corporations in support of Diversity and Inclusion programs and condemning the Republicans who “...purposefully seek to undermine efforts to reduce racial inequities in corporate America.” And in many states, the work is already underway to dismantle laws that promote equity in contracting.

Now, more than ever, Tabor 100 is a necessary institution, working with many others, we must monitor and address efforts to take away programs to promote equity and ensure civil rights.

Ollie Garrett | *CEO and President*

Door Swings

July 2023 | 578
 2023 Year to Date | 4,203
 Since Opening | 13,321

July visitors breakdown - WHAT THEY CAME FOR:

15.4% - Technical Assistance

13.3% - Private Event

24.2% - Business Meeting

3.1% - Learn more about Tabor 100

Most popular days at the HUB - Wednesdays all day, Friday mornings, and Saturday Membership Meetings!



SAVE the DATE

5 August Networking Event for BIPOC Women in Construction Trades
 12:00 - 1:30 PM @ The Hub

9 August Networking for Upcoming King County Projects | Wastewater Treatment Division
 9 AM - 4:00 PM @ The Hub

2, 9, 16, 23, 30 August Meet with Thuli Lushaba of Korsmo Construction & Darling Nava of Nava Consulting
 9 AM - 5:00 PM @ The Hub

New Members - JULY

Gin Hooks
 ZANN, INC.

Cynthia Eckles
 Cinman Consulting

Michail Kouros
 Gem Solutions LLC

Cynthia Dampier
 NS Services LLC

Devin Stubblefield
 Faith Finance Center

Jessica Talton
 Movement Mortgage

Riall Johnson
 Prism West

Michail Kouros
 Gem Solutions LLC

Nija Sims
 Nija LLC

Brenda Fantroy-Johnson
 Individual membership

Andre Cunningham
 Returning Point

Michele L. Anderson
 Rely on Shelly

Chin-One Chan
 MegaCera

Mike Fong: "Don't be a stranger."

by Linda Kennedy

The State Department of Commerce has a new director, Mike Fong. You may know the name. Most recently, Fong was regional administrator for the U.S. Small Business Administration, an appointment from President Biden. He has twenty-plus years' experience in public sector leadership roles locally, regionally, and nationally. He was senior deputy mayor for the City of Seattle from 2017 to 2021. Mike Fong is a 'policy guy' accustomed to developing strategies and managing complex issues.

He says those positions prepared him to lead the Commerce Department. "I want to build on the good work we do and tackle disparities that have only been exacerbated by the pandemic. He says the government learned how to better work with underserved communities during that time and he wants to keep that 'muscle memory' moving forward. "We need to build on those relationships and recognize the value of collaborating with the community in a new way and make sure our programs meet the vision of those we are trying to serve."

The Department of Commerce will administer the 200-million-dollar Community Reinvestment Program which will tackle disparities and repercussions of racism and the 160-million-dollar State Small Business Credit Initiative (SSBCI). Both programs will provide funding for Black and Brown businesses. They are in early stages



and details are not yet available. Stay tuned for more on that.

Fong is looking forward to working with many organizations, including Tabor 100, and is committed to ensuring that the "muscle memory" continues and is expanded to assist underserved communities be successful.

Mike Fong was born and raised in Spokane. He majored in Political Science at the UW, and he lives in Seattle with his partner, Laura, and a rescued chihuahua / pug dog named Ladybird. He collects political memorabilia and likes gardening. He also likes professional sports—especially basketball, which he used to coach.

Mike Fong says, "Don't be a stranger." Contact him at mike.fong@commerce.wa.gov

Fong says the Commerce Department is a good resource with plenty of nuts-and-bolts information and there is a Seattle office.

Contact Assistant Commerce Director Chris Green, who heads up the Office of Economic Development and Competitiveness. 206-256-6100.



Fresh Family LCC – We are just getting started!

by Henry Yates, Public Affairs Chair

Debbie Wilson, CEO of Fresh Family LLC, is an expert at putting herself and her business in the right places for success. The firm now boasts 17 employees, 13 full time and each making six figure incomes. Whether it be encampment cleanup, construction services, demolition or ground maintenance and horticulture, Fresh Family has established itself as the “go to” for a variety of services at the local and state level. Debbie currently services clients like the Cities of Seattle and Renton, WSDOT, University of Washington and others as valued clients who call on a regular basis.

Debbie credits Tabor 100 as one of the right places “to be” if you are operating a business. “Tabor 100 has been an important partner as I grow my business,” Debbie said recently. “The meetings where you get to talk with decision-makers, one-on-one coaching, the regular emails and putting you in the right room with the right people, are services that make Tabor 100 worth it.” “We are thrilled to have Debbie and Fresh Family in the Tabor family,” noted Tabor President and CEO, Ollie Garrett. “The company has been involved in our support services programs and Debbie is present at Tabor outreach events and our regular monthly membership meetings.

I am pleased that she’s found value in those programs.”

Fresh Family LLC has defied the odds, being operated by a Black woman and experiencing success in the construction/demolition/clean-up arena, the firm has taken advantage of many opportunities and expanded accordingly. It now possesses a \$500,000 bond and is certified as a “Renovator” which allows it to work on properties built before 1978 when lead paint, asbestos and other harmful materials were used routinely in the building industry.

“Everything I have went into this business, so I have to make it successful,” Debbie explained, “Our goal is to not only do well ourselves, but we want to bring in other Black contractors to work with us – plumbers, electricians, and others so that we can build a capable and experienced team to go after big projects and expand. We want those other firms to grow with us.

Debbie has brought in her son, Ron Jones, as her Chief Financial Officer, and he, like her, shares the vision of making Fresh Family a larger firm that can provide even more



access to government contracting opportunities and to be a prime contractor on projects. “We have had some pretty good opportunities and want to give back as much as we can,” stated Ron. “We need to stay focused on and not be intimidated by the challenges that come along the way. We especially appreciate the City of Seattle and University of Washington for being the first to open the door and support us as we work to prove our value in a competitive environment.”

Fresh Family’s growth is an inspiration to anyone looking to start and grow a business. Debbie again notes that it is important to be in the right places including attending pre-bid meetings, asking for and receiving help like that offered through Tabor 100’s Technical Assistance programs and ensuring you offer a solid product.

Fresh Family is certified as a DBE (Disadvantaged Business Enterprise), is licensed by the state Utilities and Transportation

Commission and is a contractor certified to work on US Department of Transportation jobs. The firm offers a variety of services including homeless encampment cleanup, construction services (janitorial & final cleaning), property development, debris and garbage removal, demolition, and construction cleanup, along with crafting and implementing customized public and private janitorial and clean-up plans.

While Fresh Family is not in the writing business, Debbie lives by the motto: “You are the author of your own book.” Her determination, ingenuity and entrepreneurial drive has allowed her to write many chapters of that book and serve as an inspiration to Tabor members and any Black or Brown business looking to get started and grow.

Family Fresh can be reached at Info@familyfreshco.com



Nija Sims | Tabor 100's newest employee

We are thrilled to welcome Nija Sims to the Tabor 100 family as one of our new Project Program Coordinators. Born and raised in our vibrant city of Seattle, Nija brings with her a strong passion for making a difference in her community through her work at Tabor. As a recent graduate of the historic HBCU, Clark Atlanta University, where she majored in Communications with a focused emphasis on Public Relations, Nija's expertise and dedication are invaluable assets to our team.



When Nija isn't busy excelling at work, she enjoys indulging in her passions outside the office. An adventurous soul, she embraces the thrill of snowboarding and takes every opportunity to travel and explore new places. Nija's zest for life is not only evident in her love for adventure but also through her culinary adventures as a self-proclaimed foodie. Her enthusiasm for diverse cuisines mirrors her commitment to embracing diversity and inclusivity in all aspects of life.

With her warm personality and genuine interest in uplifting others, Nija has already made a lasting impression on our team. Her dedication to community empowerment aligns perfectly with Tabor 100's core values, and we are confident that her contributions will be instrumental in driving meaningful and positive change.

Please join us in extending a warm welcome to Nija Sims, as she embarks on this exciting journey with us.

Nija's journey has been defined by her commitment to excellence and her desire to uplift those around her. As she embarks on this new chapter with Tabor 100, she is eager to apply her knowledge and skills to foster positive change in the lives of the community we serve.

Starting AUGUST 1st

Monday- Friday

8am - 8pm



THE HUB

This change means more time for collaboration, networking and making meaningful connections with fellow members. Whether you're an early bird looking to seize the day or a night owl seeking inspiration, the HUB will be here to serve you throughout the day.

Tabor 100 is dedicated to fostering a thriving community that empowers professionals like you to reach new heights. With the extended hours, we aim to provide greater opportunities for productivity, growth and creativity.

Let's make the most of this exciting update together!

NEW HOURS

You're Invited to the 22nd Annual Captains of Industry Tabor 100 Gala

*Breaking
the
Chains*

A night of celebrating and honoring our community and captains of industry!

Saturday, September 30, 2023

Seattle Convention Center | Summit Building
900 Pine Street, Seattle, WA 98101

Reception & Silent Auction | 5 PM - 7 PM

Program | 7 PM - 9 PM

Network & Dance | 9 PM - Until

Visit tabor100.org for more information.



Events & Outings



Membership Meeting





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>