

The Langston

Vol 24 Iss 4

Tabor 100 Newsletter



WE RISE BY
LIFTING OTHERS

APRIL 2024

Learn about how two
business owners were directly
impacted by Tabor 100.
Pgs. 4-5



What's Inside?

- 1 President's Message
- 2 Save the Date | Door Swings | New Members
- 3 SUCCESS: The Liberty Project Kickoff
- 4 Tabor Assists in DES Award
- 5 Tabor 100's Transformational Impact
- 6 Navigating Post-Tax Season
- 7 Small Business Resiliency Loan
- 8 April Highlights
- 9 Member Meeting



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

Tabor 100 Economic Development Hub

7100 Fort Dent Way
Tukwila, WA 98188
425-528-0110 | Staff@Tabor100.org

Photo credit: image by Freepik

Our Board

Ollie Garrett
CEO and President
Ollie.Garrett@Tabor100.org

Brian Sims
Chair
Brian.Sims@Tabor100.org

Sherlita Kennedy
Vice Chair
Sherlita.Kennedy@Tabor100.org

Elisa Young
Treasurer
Elisa.Young@Tabor100.org

Darci Henderson
Secretary
Darci.Henderson@Tabor100.org

Shannon Horton
Membership Chair
Shannon.Horton@tabor100.org

Henry Yates
(Interim) Public Affairs Chair
Henry.Yates@Tabor100.org

Dan McGrady
Government Affairs
Dan.McGrady@Tabor100.org

James Faison
Business Development Chair
James.Fasion@Tabor100.org

Kevin Washington
Education Chair
Kevin.Washington@tabor100.org

VACANT
Fund Development Chair

VACANT
Economic Development Chair

Advisory Members

Aundrea Jackson
Aundrea.Jackson@Tabor100.org

Ellen Kerr
Ellen.Kerr@Tabor100.org



Tabor Neighbors! Another April is about to end and we are on our way to summer, the best time of the year in the Pacific Northwest, unless you actually like the rain, as some Tabor members have told me they do.

At the Tabor 100 Business Development Center (formerly known as the Tabor 100 HUB), things are looking up. Many days in April saw good-sized groups of private contractors, government agency staffers, and Tabor members, using our facilities. Our complimentary conference rooms have been routinely booked and our large rooms are not far behind. We are becoming “the place” to hold your gathering and we very much appreciate all of those who look to Tabor 100 first when they are conducting an event. Great freeway access, excellent accommodations, and knowing you are supporting the minority community make the HUB the place for your next event. Contact 425-528-0110 for reservations.

No President’s message for Tabor 100 would be complete if I did not mention YOUR opportunity to contribute to the Gala, happening the evening of

“I can do all things through him who strengthens me.”

– *Philippians 4:13*

September 7 at the Seattle Convention Center, Summit Room. We will welcome you with open arms to the Gala committee. Contact Darci Henderson at 206-718-3685 or darci.henderson@tabor100.org to participate in one of the most rewarding and fulfilling experiences you will ever have.

We are doing both good and great things to help uplift black and other minority businesses. Don’t ignore Tabor 100 Technical Assistance and take advantage of the “office hours” offered by our partners. The state of Washington, the City of Seattle, King County, and others have established regular hours in our building when you can meet with us one-on-one. We also offer skilled professionals to assist you in addressing some of your more difficult business issues. We urge you to take advantage of these services. Call 425-528-0116 or email us at technicalassistance@tabor100.org to sign up to meet with someone from one of these government agencies that spend millions each year or access our Technical Services.

Let me sign off now and encourage you to inform me or our staff if there are things we could be doing differently to make you and your business more successful. Our success is directly linked to your success!

Ollie Garrett | CEO and President



Door Swings

Visits Since January 2024 | 2,273
Since Opening | 23,223

We have had a little over 2000 people visit this year!
Let us know why you are coming to Tabor!

Host your coffee chats at Tabor!
So many networking opportunities!



SAVE the DATE

- 5** May 6 - 8:00 PM @ Skyway Coalition @ The Hub
- 8** May 6 - 8:00 PM @ Skyway Coalition @ The Hub
- 15** May 10:00 AM - 2:00 PM @ Tabor 100 OMWBE Workshop @ The Hub
- 21** May 6 - 8:00 PM @ Tabor 100 Personal Credit Workshop @ The Hub
- 22** May 6 - 8:00 PM @ Commercial Funding Workshop @ The Hub
- 25** May 10:00 AM - Noon @ General Membership Meeting @ The Hub
- 30** May 4:30 - 8:30 PM @ CPR Certification Class @ The Hub

New Members – APRIL

- | | |
|--|--|
| Drew Souders
Cassandra Banks Foundation | Lorenzo Campbell
Campbell Group, LLC |
| Beverly Segi
Reign City Services, LLC | Bryan Ferguson
King of Trades, LLC |
| Kay Boyce
SYNCIS | Dr. Gillian Marshall
Dynamic and Innovative Research Solutions |
| Takeyo Ngoma
Mosi-Oa-Tunya Geotechnical, LLC | Gennell Hunter
Claudette Hunter Mobile Services |
| Nyambura Ruhiu-Mboggo
Siliana Consulting, LLC | Lashawna Jolly
Crystal Clean Housekeeping & Janitorial Services, LLC |
| Stephanie R McLemore Bray
Touchstone Leadership Group, LLC | Cecilia Cordova
Cordova Law Firm DBA Pacific Alliance Law |

Save the Date

September 7, 2024
SEATTLE CONVENTION CENTER
Summit Room

WE RISE BY LIFTING OTHERS

25th Anniversary Gala

CELEBRATING SUCCESS: The Liberty Project Kick-off Event Recap

by Kennedy Cockrel

On April 15, 2024, the University of Washington campus was buzzing with excitement as we hosted the Liberty Project Second Wave Kick-Off! Held in person, this gathering provided attendees with a comprehensive overview of The Liberty Project, introduced key team members, and outlined the schedule of upcoming activities. Thanks to the generosity of Tabor 100 and the Liberty Project, professional headshots were made available to all participants, adding a professional touch to the event.



Paving the Way for Success

The Liberty Project Kick-Off served two primary purposes. Firstly, it aimed to provide an overview of The Liberty Project, including its goals, initiatives, and the anticipated impact on the local business community. Secondly, it offered a valuable networking opportunity for Liberty Project participants, fostering connections and collaborations among local businesses and supporting organizations.

The event attracted a diverse audience, including 14 local BIPOC business owners, representatives from Tabor 100, Seattle University's Albers School of Business and Economics, and key stakeholders from the UW Foster School Consulting and Business Development Center. Additionally, representatives from the City of Seattle Office of Economic Development and the Office of Mayor Bruce A. Harrell were in attendance, demonstrating the city's commitment to supporting initiatives like The Liberty Project.

The Future Looks Bright

The Liberty Project, a collaborative effort between Mayor Bruce Harrell, the Consulting and Business Development Center (CBDC) at the University of Washington - Michael G. Foster School of Business, the Albers School of Business and Economics at Seattle University, Business Foundry (ABF), and Tabor 100, aims to promote business development and grow Black/African American-owned businesses in Seattle. Together,



The Langston April 2024 3

TABOR ASSISTS IN DES AWARD TO SUNGLASS

By Gina Israel, Journey Communications

With her qualifications, experience, and perseverance, Estrella Sung—a marketing and graphic design professional, the principal consultant of Sunglass Communications, and a Tabor consultant—was awarded her very first contract with Washington State’s Department of Enterprise Services after a year in business.

Estrella received a small business set-aside, two-year contract for Graphic Design Services for Washington and Oregon state public agencies on March 1.

“I remember having this conversation with Darling (Nava) about manifesting,” she said smiling. “All last year I was saying that we were planting seeds. It looked like I wasn’t going to get an award this year after they announced the standard contract awards, but after a few weeks, I got an email that I would receive a small business set aside. I was so overjoyed!”

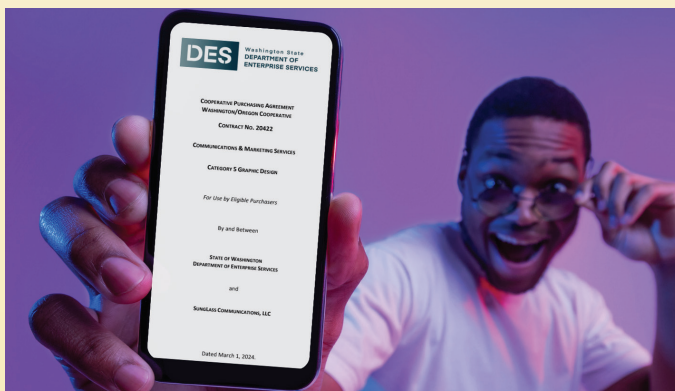
For 20 years, Estrella served as a marketing professional for several building engineering and design companies, firms such as Gensler, HDR, NBBJ, and Glumac/Tetra Tech that provide building, environmental, land, and sustainability consulting in the construction industry. After being referred to Tabor, she received help in the process of starting

**"All last year I was saying
we were planting seeds."**

– Estrella Sung

her business and getting state certification with Washington OMWBE. While completing her business plan with Ryan Taylor, he encouraged her to pursue a DES Communications & Marketing contract that his firm previously held. With a busy consultancy and clients of her own, Estrella requested technical assistance with her bid preparation as a prime for the contract once she received the RFP. The month-long process involved a half dozen staff in a collaborative effort, including international communications while traveling. The dedication of Tabor’s consultants to each other’s success is our strength.

As a Tabor 100 consultant, Estrella has been involved in the Liberty Project, including providing technical assistance to Tabor members like ChargePros, Black Mamas Collective, and PKBJ Partitions, to name a few.



Tabor 100's Transformational Impact

by Annette Washington

Through the many challenges I face as a small business owner, I have found an invaluable ally in Tabor100, an organization of business leaders dedicated to ensuring that African Americans and the wider community have equal opportunities for success.

I was raised in a military family, so the rich culture and African American history was not shared or recognized during much of my formative school years which were spent abroad. I was ridiculed for being too white, speaking too white, and my ignorance of “real” Black culture outside of what was reported in the news and shown on TV. I cannot tell you how many times my “Black Card” was taken. I did not even know there was such a thing.

My journey in discovering my heritage has been long, interesting, and exciting. At Tabor100, I see hundreds of Black and brown people gather to Talk about change and helping each other get through rough spots or just sharing a laugh. If you have never been to a monthly general meeting, you should put this event on your list. You will be amazed by the value you receive in just one day. This alone has broadened my horizons personally, shifting my mindset from someone on the sidelines with no history to someone who actively appreciates and engages with my African American colleagues.

Through my engagement with Tabor100, I have developed a deeper understanding of the socio-economic forces at play within our Brown and Black community. I truly feel the community spirit here. They genuinely care and do their best to provide what is needed to succeed no matter the odds.

This alignment has not only shaped the way I run my business but also how I contribute to the community. For



instance, I intentionally look to support and refer Black businesses first when there is a need for services. By participating in programs that uplift others, I can give back in ways that foster long-term sustainability and empowerment for my business and for other small business owners.

The benefits of being part of Tabor100 extend beyond the tangible. The network of driven, like-minded BIPOC entrepreneurs and advocates I have met has inspired and motivated me to think innovatively and collaborate with people who look like me. The collective wisdom and shared experiences within this community have proven to be one of the most powerful resources I have known throughout my entrepreneurial career. It is a reminder that we are not alone in our endeavors; there is strength in numbers and power in unity. For any entrepreneur looking to not only grow their business but also make a meaningful impact, Tabor100 offers the tools, resources, and community to do just that. It is not just about

business growth; it is about growing together and building a legacy of success and empowerment. In every sense, Tabor100 has transformed my business and inspired me to continue striving for excellence in every area of my life.



Navigating Post-Tax Season and Embracing Financial Literacy Month

by J. Michell Robinson, Owner and Founder of Just Here 2 H.E.L.P. LLC

As we close the chapter on another tax filing season, which culminated on April 15, 2024, it's time for us, especially as small business owners, to pause and look at the year ahead. As a Tabor 100 Consultant, I understand the challenges and opportunities this period can bring. With April also being Financial Literacy Month, there's no better time to reassess and reinvigorate our financial strategies.

The end of tax season often brings a sigh of relief (I know it did for me). This time should also signal a critical period of financial assessment and planning. Here are a few financial tips designed to guide you through this process:

- 1. Review Your Financial Statements:** This will help you understand your current financial position, identify any discrepancies from the past year, and set a more accurate budget for the upcoming year.
- 2. Plan for Next Tax Season:** Consider strategies like setting aside a fixed percentage of income for taxes, keeping thorough and organized records, and possibly consulting with a financial advisor to ensure you are taking advantage of all potential deductions. There are a plethora of deductions for business owners.
- 3. Set Financial Goals:** Whether it's increasing your emergency fund, investing in growth opportunities, or reducing debt, clear goals will help you focus your financial resources effectively.
- 4. Invest in Financial Education:** Since April is Financial Literacy Month, engage in workshops, seminars, and activities that can enhance your

financial knowledge. This investment in your education can pay dividends in making more informed financial decisions and discovering new opportunities for wealth creation.

- 5. Evaluate Your Financial Health:** This includes analyzing your cash flow, understanding your debt levels, and assessing your investment performance. Make adjustments based on your current needs and future aspirations.
- 6. Consult a Professional:** Consulting with financial professionals can help clarify complex scenarios and provide tailored advice suited to your business needs.

Remember, the goal of financial management is not just to survive but to thrive. By embracing the principles of financial empowerment and integrating them into our daily lives, we equip ourselves with the tools necessary for sustained success.

Let us celebrate Financial Literacy Month by committing to better financial practices and encouraging those around us to do the same. Together, as a community of empowered entrepreneurs, we can face the future with confidence and clarity.

J. Michell Robinson,
~The Wealth Strategist



"Invest in yourself. It pays the best interest."

Small Business Resiliency Loan

by Aleyda Hernandez

We're thrilled to announce a monumental milestone in our collective mission to empower historically disadvantaged entrepreneurs and provide disadvantaged communities with the tools and skills necessary for achieving social equity.

Tabor100 aims to expand upon Langston Tabor's vision of serving as a pillar of support for underserved business owners, with a specific focus on fostering social equity. Emerging as a beacon of hope and empowerment, especially for minority-owned businesses within the African American community. Our program's growth trajectory, fueled by a surge in demand for our services, is a testament to the pressing need for tailored support mechanisms within minority communities. Today, we're excited to share a significant milestone in our journey toward fostering social equity and supporting underserved entrepreneurs. As many of you know, Tabor100 has long been committed to realizing Langston Tabor's vision of being a steadfast support for minority business owners.

In collaboration with the Small Business Resiliency Network (SBRN) and the Washington State Department of Commerce, we're proud to announce the official launch of the Small Business Resiliency Fund. This innovative lending program has been a labor of love, driven by the collaborative efforts of 29 out of 31 SBRN partners. Since its inception in 2022, this initiative has been nurtured and refined to meet the specific needs of our community. Now, it stands ready to provide crucial support to black, indigenous, people of color, women, and rural entrepreneurs and small businesses across Washington State.

At the core of this initiative lies a deep commitment to centering the wisdom and experiences of our communities. We firmly believe that true empowerment stems from inclusive governance and administration. That's why we've made it a priority to ensure that those most affected by policies and programs have a seat at the table, guiding our every decision.

We invite each of you to join us in celebrating this milestone and the possibilities it brings for our community. Together, we are forging bonds of trust, igniting change in our business landscape, and empowering small businesses to thrive. Thank you for your steadfast support as we continue our mission to champion equitable opportunities and pave the way for small businesses to flourish.



The Langston April 2024 7

April Highlights



Membership Meeting



Photography by Keith Williams | flyrightproductions@gmail.com

The Langston April 2024 9



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>

