

The Langston

Vol 22 Iss 1

Tabor 100 Newsletter



**January
2023**

- Government Affairs | Sessions in Olympia
- How we celebrated the Holidays
- Events & Membership



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

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Message from the President

Tabor Neighbors.

As we welcome a new year, I want to extend my support for your 2023 to be better than last year – more revenue, more contracts, and overall, more business.

The fate of Black and Brown businesses, especially after the disruptive Covid-19 pandemic, is tenuous.

Those of us who made it through (according to national research 41% of Black businesses closed during the pandemic) are still suffering from the same difficulties we encountered before the pandemic. And it is even tough for some of our larger local businesses with significant layoffs at Microsoft and Amazon.

Minority businesses do have some special challenges. At Tabor 100, we are working to identify those challenges (I call them “chains”) and break them so that we can prosper. For 2023, we want to hear from you about the things that keep you from prosperity – big items and those that seem small, but are a barrier. I welcome your input

“I’ve left you an example of how you should serve and take care of those who are weak. For we must always cherish the words of our Lord Jesus, who taught, ‘Giving brings a far greater blessing than receiving.’”

– Acts 20:35

regarding what can be “fixed” so that our businesses will do better in the new year.

Elsewhere in this issue of the “Langston” you will see a summary of what is happening in the State Legislature. You will here more about it at our meeting on Saturday.

I want to say again, as I have in the past – “political power leads to economic power.” Tabor is present in the Legislature with Paula Sardinias and the Build Back Black Network. It is crucial that we play in that arena as well as the federal, city and county levels because much of the time, the decisions are made in those bodies and, most of the time, we are nowhere to be seen. As our illustrious Nate Miles has said: “If you are not at the table, you are on the menu!” Tabor is at the table with Paula and we will strive

to continue to build political strength so that you can create lasting economic legacies.

Lastly, it is a new year and we still need volunteers and paid technical assistance consultants. The benefits you provide someone else through volunteering come back to you in abundance. We could use your help as we work to promote our businesses and uplift the community. Contact me or one of the committee chairs. Any one of them could use a few hours of your time each week.

Ollie Garrett | CEO and President





TURNER SCHOOL OF CONSTRUCTION MANAGEMENT

SEATTLE, WASHINGTON

PROGRAM BACKGROUND

Turner's commitment to diversity and inclusion began in 1969, by offering a Construction Management training program across the country. Current events have given us more reasons to stay committed to expanding our community's social, economic, and educational growth. We continue the drive to go beyond the "bricks and mortar" with The Turner School of Construction Management training program. The program offers designed and enhanced technical business and administration skills to aid our Underrepresented Business Enterprises (UBE), not just to startup but to sustain through the storm of our economic fluctuations.

Turner's School of Construction Management (TSCM) is a 6-week program that expands opportunities for growing businesses. Each course is taught by Turner staff and select industry partners. The program has helped participants enhance business acumen, build networks, and form long-term business relationships. We provide our community with the education and tools to work successfully within the industry by introducing a series of lectures in Procurement, Estimating, Contracts, Accounting, Insurance, HR, and other construction areas beneficial to a company's quality and growth. Participants are issued a certificate of completion at the end of the program.

THE TSCM ADVANTAGE

Attending the Turner School of Construction Management provides an opportunity to:

- > Learn how to do business with larger GC's and Construction Managers
- > Enhance your managerial, technical, and administrative expertise
- > Develop a relationship with partners of the Turner School of Construction Management
- > Learn how to make your company more visible to larger GC's and be more competitive for winning subcontract bids
- > Meet other Small, Disadvantaged, Minority-Owned, Woman-Owned, and Veteran-Owned Businesses with similar experiences
- > Gain access to Turner's Online University for additional training (graduates only - must attend ten of the eleven sessions)

WHEN

6-WEEK, 11-COURSE PROGRAM
MEETS EVERY TUESDAY AND THURSDAY - MARCH 21 - APRIL 27
FROM 4:30 - 7:30 PM

LOCATION

7100 FORT DENT WAY, SUITE 100
TUKWILA, WA 98188 (SOUND TRANSIT ROOM)

REQUIREMENTS

- > Currently in business for at least three years
- > Construction oriented firms only
- > Must be a Small, Disadvantaged, Minority-Owned, Woman-Owned, or Veteran-Owned Business that is certified or currently seeking certification
- > Must commit to attending the program in its entirety

DINNER PROVIDED

For more information, please contact
 Roe Pulalasi-Gonzales at rpulalasingonzales@tcco.com

Register [here](#)



TECHNICAL ASSISTANCE

What does that mean for you? What does that mean for your business?

We can provide you with:

- One on One Consultations
- Laptop(s)
- Software programs specifically for your business needs or related field like Quick Books, Docusign and others



Scan the QR code, visit our website www.Tabor100.org




SAVE the DATE

- 8 February**
6:00-8:00 pm **New Member Orientation**
- 9 AM-5:00 pm** **Tabor x PWOCN Women's Co-Working space day (Everyone's invited)**
- 11 February**
10 AM-12:00 noon **Business Accounting Workshop**
- 16 February**
6:00-8:00 pm **Business Accounting Workshop**
- 28 February**
10 AM-12:00 noon **General Membership Meeting**

Tabor 100 Visitor Report (Door Swings)

January 2023 | 278
 Since opening January 15, 2020 | 9,964
 Wednesday is our most popular day of the week!

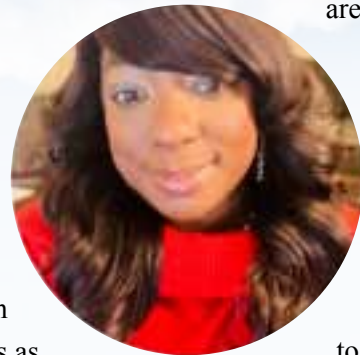
- | | |
|--|---|
| Jomari Brooks
Filthy to Fresh | Will Niccolls
Green Latrine Portable Toilets |
| Jeremiah Captain,
Individual Membership | First A.M.E Housing Association |
| Joshua Shane Guidry
Entco | Anthony Johnson
Seattle Palletteers & Transport LLC |
| Alfranda L Durr
ALD & Associates, LLC | Chris Liu , Individual Membership |
| Lynniah Grayson
R.I.S.E. - Resilient In Sustaining Empowerment | Dri Ralph
Northshore School District |
| Davis Bentley
Lumenal Lighting | Lukau
Lucas One Cleaning |
| Zero Emission Vehicle Co-Operative | Duniya Lang
Somali Reconciliation Institute |
| George Zeno
Pacific Lutheran University | Jacqueline Gruber
Vulcan, Inc. |
| Bruce MacKenzie
VECA Electric & Technologies | Ian Warner
Vulcan, Inc. |
| Chris Bennett
The Seattle Medium | Mahi Demissie
Vulcan, Inc. |

Government Affairs

Paula F. Sardinas, NBPLA, currently serves as the President/CEO of FMS Global Strategies, LLC, a Black and other #BIPOC Governmental Affairs lobbying firm-- that founded the advocacy collaborative, the WA Build Back Black Alliance. The Alliance hosts 14 active members. WBBA Mission: The Washington Build Back Black Alliance(#WBBA) serves as the premier advocacy and education think tank for the Black and BIPOC community. In an unprecedented fashion, our collective voices lead the conversations on public policy at the local, state, and federal levels. We are community-centered activists, advocates, and DEI professionals. When we speak, people listen. Our organization consists of both CBOs and minority business leaders dedicated to the cause of racial equity in six strategic pillars:(a) Economic Development, (b) Environmental Justice, (c)Digital Equity, (d) Healthcare Disparities, (e) Criminal Justice Reform, and (f) Food Insecurity. Our team brings a combined 60 years of national public policy, community engagement, and environmental justice experience advancing causes for communities of color. We are anon-partisan, multilingual, multicultural collaborative.

Vision: Giving the power of voice to those who are often unseen and unheard. “We are proud to be

the advocacy firm representing Tabor 100 and its membership of over 450 small businesses. The Washington State Legislature officially got underway on Monday, January 09, 2023. This session promises to be full of important decisions shaping our state’s economic future. As part of this legislative session, legislators



HB/1306I seeks to ensure fairness and transparency in government procurement processes by preventing discrimination based on race, gender, age, disability, or other factors.

are considering legislation related to small businesses and minority contractors. Let’s take a closer look at a few of these bills and how they could impact our state economy. The first legislation under consideration is SB/5356, designed to protect consumers from automated decision systems (ADS)when it comes to government procurement of goods and services. It would require state agencies to establish rules and guidelines for using ADS when evaluating bids or contracting with vendors. This bill seeks to ensure fairness and transparency in government procurement processes by preventing discrimination based on race, gender, age, disability, or other factors.

HB/1306 seeks to address equity and efficiency in public works procurement while also modifying small works roster requirements. Specifically, it would expand the definition of “public works” to include any project that requires construction services and materials valued at over \$50,000; it would also allow municipalities to enter into construction contracts without going through a competitive bidding process. Additionally, it would create a program that allows local governments to set aside funds for projects that involve minority-owned or women-owned businesses. The bill also seeks to modify Washington’s Small Works Roster Program (SWRP),

initially created in 1993. The current version of the SWRP outlines a process whereby contractors can be added to an approved list used by local governments when selecting contractors for smaller projects (those valued at less than \$300,000). Under HB/1306, the threshold for being added to the small works roster

would be raised from \$300,000 to \$500,000. This change could benefit small contractors without access to public works contracts before due to the lower threshold amount. It could also benefit larger contractors who are now in contention for larger projects than they were previously eligible for. The bill has been widely hailed as an important step forward in terms of providing greater equity and efficiency in public works procurement across Washington State.

Supporters argue that it will open up opportunities for both large and small contractors while ensuring greater fairness in the selection process for public works projects and opportunities. The bill has been met with support from both sides of the aisle and is expected to pass with some technical tweaks.

SB/5268 is an act relating to equity and efficiencies in public works procurement. It seeks to ensure that small businesses have greater access to the bidding process for contracts related to construction projects in the state of Washington. To do this, SB5268 modifies existing small works roster requirements by limiting when local governments can use the rosters to procure services and supplies.

How Will SB/5268 Impact Businesses?

The changes proposed by SB/5268 are designed to make it easier for small businesses to enter into contracts with local governments. By removing some of the restrictions surrounding small works rosters, more small businesses can compete for larger projects without going through an extensive bid process. This makes it easier for smaller

companies to get involved with public works projects and provides them with greater opportunities when bidding on such projects.

In addition, SB/5268 seeks to promote diversity among bidders on public works contracts by requiring that all government agencies create a “diversity impact statement” when evaluating bids. This statement must include an analysis of potential disparities between

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different types of bidders (e.g., minority-owned businesses) and any steps the agency took to reduce those disparities during the selection process. The goal here is to ensure that all bidders have equal access to opportunities related to public works projects regardless of their size or ownership structure.

The start of this 2023 legislative session marks an exciting time for many Washingtonians as we anticipate what changes may come

about because of these new bills being considered by our legislators. If passed, these bills could have far-reaching implications for our state economy – particularly when it comes to increasing access for small businesses and minority contractors who have traditionally been overlooked when it comes time for contract bidding opportunities. As always, we will continue monitoring the progress of these bills throughout the remainder of this legislative session to keep you updated on any changes coming down the pipeline!

Our team will have a total list of bills we are tracking at the Tabor 100 meeting on January 28th!

2022 Holiday Reception



Events & Outings



Membership



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 to your address book, so important news from Tabor doesn't end up in your spam folder.

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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>