

The Langston

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Tabor 100 Newsletter



JUNE 2026



What's Inside?

- 1 President's Message
- 3 DES Strengthens Its Commitment
- 4 Upcoming King County Events
- 5 DBE Recertification
- 6 OMWBE Highlight – JES Trucking LLC
- 8 June Highlights
- 9 Membership Meeting



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As we approach the halfway point of the year, it is clear that 2026 has been a year unlike any other.

From January through June, we have experienced significant changes in the economic and political landscape that have impacted businesses across our region. For many minority-owned businesses, these challenges have created uncertainty, but they have also reinforced why organizations like Tabor 100 exist.

This has been a defining season for Tabor 100. More than ever, our members and the broader minority business community have relied on us for guidance, advocacy, and access to opportunities. We remain steadfast in our commitment to ensuring that every entrepreneur has the resources needed not only to survive, but to thrive.

Our theme this year, "Rooted in Justice, Rising in Power," reminds us that while we stand firmly on a foundation of equity and inclusion, we must also continue building economic power through preparation, collaboration, and action.

One of the most important actions I encourage every eligible Disadvantaged Business Enterprise (DBE) to take is to complete your DBE Re-evaluation. I have

shared this message each month because it is critical that minority- and women-owned businesses remain certified and positioned to compete for federally funded projects. The re-evaluation process is

straightforward, and Tabor 100 is here to help every step of the way.

I also encourage you to take advantage of Tabor 100's expanding Technical Assistance Program. This year, we have significantly increased the expertise available to support small disadvantaged businesses throughout Washington State. Our experienced consultants can

assist with bookkeeping, website development, estimating, contract review, business development, bidding, tax preparation, grant writing, and many other critical business functions.

Whether you need guidance on certification, strengthening your operations, or preparing for growth, we are here to help.

Finally, I want to invite each of you to join us for one of the year's premier celebrations—the 25th Annual Captains of Industry Gala on Saturday, September 12. This milestone event is an opportunity to celebrate leadership, recognize those who have paved the way, and invest in the future of minority business.

Sponsorship opportunities and individual tickets are now available. We are also seeking volunteers to help plan the event and assist the evening of the Gala. In addition, we welcome Dessert Dash contributions and Silent Auction donations. To learn more, volunteer, or become a sponsor, visit Tabor100.org or contact gala@tabor100.org.

Thank you for your continued commitment to Tabor 100. Together, we will continue to advocate, collaborate, and create opportunities that strengthen our businesses and our communities. By remaining Rooted in Justice and Rising in Power, we will continue building a stronger future for generations to come. ▀

Ollie Garrett
CEO and President

"All hard work brings a profit, but mere talk leads only to poverty."
— Proverbs 14:23



Door Swings

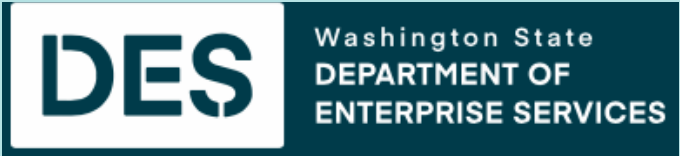
June 2026 Visits | 2,083
Since Opening | 37,120

We must stand together –
Still, we Rise!



We are not
going back!!

Building More Opportunity in State Contracting



You asked for an in. We’re creating one. One common question the DES Business Diversity Program hears from small businesses is: “How do I market myself to state agencies?”

For many businesses, the challenge isn’t providing quality service. It’s getting an opportunity to sit down with agencies, introduce themselves, and explain what they can do.

That’s why DES launched the Statewide Contracting Series. These events connect small and veteran-owned businesses on statewide contracts directly with state agencies that spend with them. Instead of relying on emails, phone calls, or websites alone, businesses and agency representatives meet face-to-face through structured one-on-one conversations. The most recent event focused on marketing and communications services.

For Estrella Sung of SungLass Communications, it provided an opportunity to put her business in front of agency decision-makers.

“This was one of the strategic decisions I made to make sure that my business was top of mind to some of the contracting agencies with DES,” she said.

The conversations also gave businesses a chance to better understand agency needs. Estrella noted she was surprised by how candid agencies were about their challenges and the types of services they need.

For agencies, it’s an opportunity to learn more about the business behind the contract.

“This event was a unique opportunity to make one-on-one connections with vendors to hear in real time and in person about how the work they can do supports our agency’s goals,” said Kara Klotz, communications director for the Office of the Insurance Commissioner.

Tim Kenney, director of communications for the Office of Minority and Women’s Business Enterprises (OMWBE), found the seven-minute rotation model particularly effective.

“Seven minutes was a pretty good amount of time to talk to them,” he said.

He added that OMWBE is communicating with a vendor they met during the event and is considering them for an upcoming contract opportunity.

Natalie Eckart, contracts administrator for the Office of Financial Management, attended to connect with vendors for future agency needs.

“It’s nice to get out there and meet them face-to-face and really have that conversation with them,” she said.

She also offered advice for businesses attending these events: follow-up and share a capability statement.

The value of personal connections was echoed by Christine Umayam of Mogul Media Consulting.

“I really enjoy these types of networking opportunities because they create a more genuine way to connect and have real conversations with agency teams.”

Because of the strong response from agencies and businesses, DES plans to continue the Statewide Contracting Series. Future events will focus on contracts that include environmental consulting, information technology, and snow removal services.

These events are designed to create something businesses have consistently asked for: direct access to agency buyers and meaningful conversations about future opportunities.

For businesses looking for a chance to introduce themselves to state agencies, the Statewide Contracting Series may be the place to start. Your next conversation could be the beginning of your next contract!

Learn more about how to work with the state on our website. ▶



SAVE the DATE

2 July 10-11:00 AM @ The Hub	Sound Transit Monthly Vendor Onboarding Session
8 July 9:00 AM-5:00 PM @ The Hub	Women of Color Coworking Day
9 July 6-8 PM @ The Hub	Workshop – Mega Project 101: RFQ/RFP Pursuits
11 July 8-4:00 PM @ The Hub	Traffic Control Flagger Certification
15 July 10:00 AM-1:00 PM @ The Hub	Workshop – OMWBE Certification
25 July 11:00 AM-3:00 PM @ The Hub	Small Business Showcase
29 July 10:00 AM-12:00 PM @ The Hub	Workshop: Registering as a King County Supplier
22 August 8:00 AM-12:00 PM @ The Hub	First Aid & CPR Training *First-come basis, 20 attendees MAX*

New Members – JUNE

Stella Nyanduko Makori Stella Nyanduko Foundation	Garry Priam Diventa Solutions LLC
Cecil Clayton Caldwell 3 Horns Safety Training Program	Priyanka Shah Nestallion LLC
	Gloria Gauron City University of Seattle

Have a question related to labor laws?
Scan this QR code or email:
OWS@tabor100.org



JULY: Upcoming Events and Opportunities



July 1

World Cup match at Lumen Field (Seattle Stadium)

When: Wednesday, July 1st
Where: Seattle Stadium (800 Occidental Ave S, Seattle, WA 98134)

Disclaimer: Due to the match, there will be road closures and parking restrictions in and around Pioneer Square. King Street Center will be open regular hours, but the attached parking garage will be closed and secured.

Website: kingcounty.gov/world-cup

July 3

Please Advise–King County government offices will be closed to observe Independence Day

July 6

World Cup match at Lumen Field (Seattle Stadium)

When: Monday, July 6th
Where: Seattle Stadium (800 Occidental Ave S, Seattle, WA 98134)

Disclaimer: Due to the match, there will be road closures and parking restrictions in and around Pioneer Square. King Street Center will be open regular hours, but the attached parking garage will be closed and secured.

Website: kingcounty.gov/world-cup

July 7

Community Event: Carnation Farmers Market

When: Tuesday, July 7th (3PM-7PM)
Where: Tolt McDonald Park (31020 NE 40th St, Carnation, WA 98014)

Website: carnationfarmersmarket.org

July 10

Free Household Hazardous Waste Collection - Bothell/Woodinville (Wastemobile)

When: Friday, July 10th - Sunday, July 12th (10AM-5PM each day)
Where: UW Bothell Campus (18115 Campus Way, NE, Bothell, WA 98011)
Phone #: 206-296-4692
Email: haz.waste@kingcounty.gov

To stay involved with additional events & opportunities as they're added, visit King County's Events & Public Meetings Calendar at kingcounty.gov/en/calendar

July 14

Community Event: Carnation Farmers Market

When: Tuesday, July 14th (3PM-7PM)
Where: Tolt McDonald Park (31020 NE 40th St, Carnation, WA 98014)

Website: carnationfarmersmarket.org

July 17

Free Household Hazardous Waste Collection - Sammamish (Wastemobile)

When: Friday, July 17th - Sunday, July 19th (10AM-5PM each day)
Where: Eastside Catholic School, 232 228th Ave SE, Sammamish, WA 98074

Phone #: 206-296-4692
Email: haz.waste@kingcounty.gov

July 21

Community Event: Carnation Farmers Market

When: Tuesday, July 21st (3PM-7PM)
Where: Tolt McDonald Park (31020 NE 40th St, Carnation, WA 98014)

Website: carnationfarmersmarket.org

July 23

2026 King County Substance Use Recovery Conference - Keynote Regina LaBelle

When: Thursday, July 23rd (9AM-3PM)
Where: Renton Technical College (3000 NE 4th St, Renton, WA 98056)

Community Event: TIMBER! Outdoor Music Festival

When: Thursday, July 23rd-Saturday, July 25th
Where: Tolt McDonald Park (31020 NE 40th St, Carnation, WA 98014)

July 31

Free Household Hazardous Waste Collection - Kirkland (Wastemobile)

When: Friday, July 31st - Sunday, August 2nd (10AM-5PM each day)
Where: Northwest University, 5520 108th Ave NE, Kirkland, WA 98033
Phone #: 206-296-4692
Email: haz.waste@kingcounty.gov

For more information on King County programs, business development resources & opportunities, visit kingcounty.gov

DBE RECERTIFICATION IS NOT OVER!

FREE HELP FOR BUSINESS OWNERS

The DBE Program remains in effect. If you are currently certified, agencies across Washington encourage you to complete the recertification process. Agencies are continuing to support certified firms and preparing for future DBE goal-setting opportunities.

DON'T WAIT. RECERTIFY TODAY.

TABOR 100 PROVIDES FREE ONE-ON-ONE TECHNICAL ASSISTANCE

We can help you with:

- DBE Re-Evaluation Applications
- Social Disadvantage Narratives
- Economic Disadvantage Narratives
- Required Documentation Collection
- Application Review & Submission Support
- Questions About the New Federal Requirements
- Recertification Readiness for Future Contracting Opportunities

FREE NARRATIVE & RECERTIFICATION ASSISTANCE AVAILABLE NOW!

WHY RECERTIFY?

- ✓ Maintain your DBE eligibility
- ✓ Stay positioned for upcoming contracting opportunities
- ✓ Ensure your business remains visible to agencies and prime contractors
- ✓ Be prepared when DBE goal-setting programs are fully reactivated

NEED HELP WITH YOUR NARRATIVE?
Tabor 100 can assist you **FREE OF CHARGE**. Our team provides personalized guidance to help business owners:

- Develop compelling social disadvantage narratives
- Organize supporting documentation
- Understand new certification requirements
- Successfully complete the re-evaluation process

We are committed to helping small, minority, women, and disadvantaged businesses succeed in contracting opportunities.

GET STARTED TODAY!

(425) 528-0116 | TechnicalAssistance@tabor100.org

We're with you every step of the way!

APPLY FOR ASSISTANCE:
DBE Re-Evaluation Application Assistance
<https://tabor100.org/dbe-re-application/>

LEARN MORE:
Tabor 100 Technical Assistance Program
<https://tabor100.org/technicalassistance/>

Tabor 100 is a trusted community partner dedicated to building strong businesses and stronger communities.

EMPOWERING BUSINESSES. STRENGTHENING COMMUNITIES. BUILDING A BETTER FUTURE TOGETHER.

Building Your Own Network

By Earl Vinson

Born in 1945 as the fifth of thirteen siblings, Earl Vinson's (Jes Trucking LLC) family heritage is shaped by the United States history of slavery, his own great-grandparents being enslaved. Dr. Vinson didn't have access to personal networks or guidance needed to set him or his family up for success, facing consistent barriers.

Despite these barriers, Dr. Vinson, with family support, adapted. He'd earn his PhD in Business Administration from the University of Washington (the first Black African American to do so), pursuing a career as a business professor, CFO, and Executive Vice President at Grambling State University for over 15 years. In the early 70's, Dr. Vinson pursued his academic career while simultaneously serving along with six of his brothers as a passive owner of Vinson Brothers Corporation (VBC), a Seattle-area family-owned street-sweeping company. Taking a more active role in 1998, Dr. Vinson helped raise VBC to a point where other business opportunities became available.

"We've been in the Seattle Area a long time," Dr. Vinson said. "As we grew,

TABOR 100 OMWBE NARRATIVE HIGHLIGHT

EARL VINSON JES TRUCKING LLC

we found out we could expand, branch off, and form other companies."

JES Trucking LLC is a trucking services company in the heavy civil construction industry. Founded in 2005 by Dr. Vinson's business partner, Eric Tan, the company welcomed Dr. Vinson in 2013. After fully acquiring JES Trucking from his partner in 2019, Dr. Vinson described the significant challenges minority-owned businesses face in accessing capital.

"You have to be really careful with these financial barriers," he said.

Dr. Vinson emphasized the importance of knowing how your business fits the bigger picture. This included obtaining vital certifications, like Washington OMWBE's Disadvantaged Business Enterprise (DBE) certification.

As of October of 2025, policy changes from the United States' federal government require minority-owned businesses to reapply for certification. While confident they'd meet all requirements, Dr. Vinson wasn't sure how to effectively complete the application process.

This is where Tabor 100 came in. Through its technical assistance program, JES Trucking was matched with a consultant, ensuring his application met all requirements.

JES Trucking successfully re-obtained its DBE status.



"I was confident based on the expertise I saw at Tabor that it was going to be accomplished," Dr. Vinson said.

Joining the Washington Trucking Consortium as a member of the founding group in 2025, currently serving as its Board Chairman, Dr. Vinson continues to, along with four other experienced and skillful Board Members and two Senior Executives, provide leadership and promote equity among companies involved in the heavy civil construction industry.

"There will be some failures, but the failure can serve as a good motivator," he said. "If you learn from your mistakes, you will succeed."

To request Technical Assistance from Tabor 100, visit tabor100.org/technicalassistance. ▀

Tabor 100 Partners & Office Hours Highlight

By becoming a Tabor 100 member, you aren't just joining another organization; you're joining a community. One that takes pride in the various partnerships it holds not only with professional contractors, but with public officials and entities in Washington State. When partnering with state entities, Tabor provides a physical office space at its HUB in Tukwila, where they host office hours on a regular basis. In doing so, members can speak directly with a representative at a government agency they're interested in doing business with, to help identify potential opportunities for real work.

On behalf of our partners at Tabor 100, we want to strongly encourage our members to take advantage of our partner's office hours. In doing so, you'll be able to find proper resources and learn how to develop your agency or practice in a way that matches the needs of agency you're interested in providing services for.

For a list of Tabor 100's office hours categorized by department, please visit tabor100.org/walk-in-hours or call our front desk representatives at 425-528-0122.

Partners Located at Tabor 100



June Highlights



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>