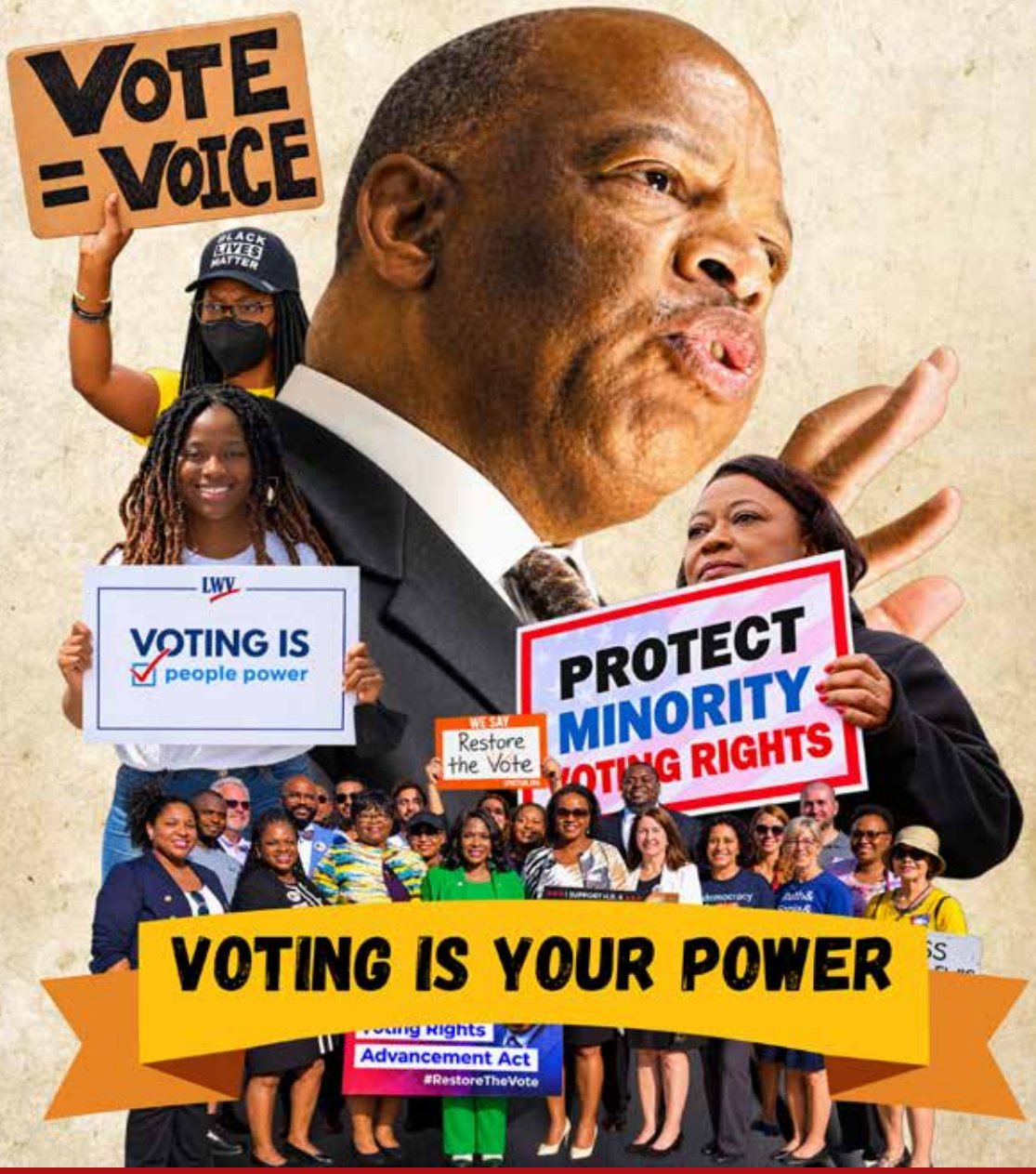
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Vol 26 Iss 10
Tabor 100 Newsletter



OCTOBER 2026

Tabor 100

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Alaska AIRLINES

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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

OUR BOARD

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CEO and President
Ollie.Garrett@Tabor100.org

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Chair
Brian.Sims@Tabor100.org

Sherlita Kennedy
Vice Chair
Sherlita.Kennedy@Tabor100.org

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Treasurer
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Secretary
Darci.Henderson@Tabor100.org

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Government Affairs
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Education Chair
Kevin.Washington@Tabor100.org

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Economic Development Chair

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Aundrea Jackson
Aundrea.Jackson@Tabor100.org

Ellen Kerr
Ellen.Kerr@Tabor100.org

Tabor 100



Your Voice Matters—Use It. Vote!

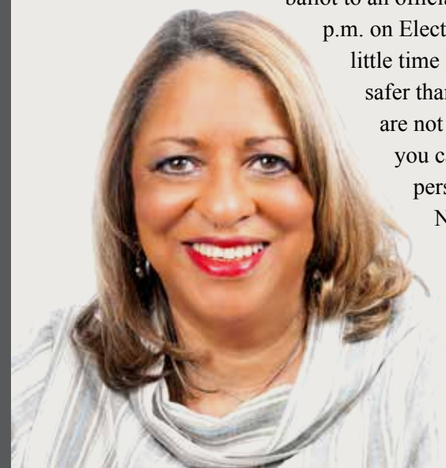
We all have hope for our families, our businesses, and our communities. Voting is one way we help shape the future we want to see. I encourage each of you to make it a priority.

It is easy to get discouraged by the political noise or to wonder whether one vote really makes a difference. But when we participate, we have a say in who represents us and in the decisions that affect our daily lives. Every election deserves our attention.

At Tabor 100, our mission calls us to advance economic power, educational excellence, and social equity. That work is connected to decisions made by the people we elect. They set public budgets, shape contracting policies, and determine funding for small business programs, education, and community services. When we do not participate, we leave those choices to others.

> *"Seek the peace and prosperity of the city to which I have carried you into exile. Pray to the LORD for it, because if it prospers, you too will prosper."*
>
> – Jeremiah 29:7, NIV

Election Day is Tuesday, November 3. Return your ballot to an official drop box by 8 p.m. on Election Day. With so little time left, a drop box is safer than the mail. If you are not yet registered, you can still register in person until 8 p.m. on November 3. Find drop boxes and track your ballot at VoteWA.gov.



Please take the time to review your entire ballot. Learn about the candidates and measures, make your own informed choices, and give local races the attention they deserve. My ask is simple: vote, then encourage three other people to vote. Reach out to a family member, a friend, a neighbor, or a young person voting for the first time. Help them find official voting information and locate a ballot drop box. If you know people in other parts of the country, urge them to vote as well. Their participation can help restore fairness and equity in an environment that has been hostile to Black and other minority communities.

I know how full our days can be. We are running businesses, caring for loved ones, and managing responsibilities that cannot wait. Voting deserves a place on that list.

We are Rooted in Justice and Rising in Power. Power that goes unused is power we give away. Let's not give ours away.

Important Reminder for DBE Businesses

If you are a certified DBE, make sure you complete your reevaluation. Tabor 100 can help. Visit Tabor100.org, go to "Programs," and select the DBE Reevaluation tab to apply for assistance. Current DBE firms that have not submitted their reevaluation documents will lose their DBE status by March 24, 2027. In addition, DBE goals for federally funded work (WSDOT, Sound Transit, City of Seattle, etc.) will be lower if fewer DBEs are reevaluated. Lower goals would hurt our businesses in a big way.

Ollie Garrett
CEO and President

Door Swings

October 2026 Visits | 3687
Since Opening | 38,624

We must stand together –
Still, we Rise!



We are not going back!!

SAVE *the* DATE

5 November — All @ The Hub:

- 10-11:00 AM — **Sound Transit Monthly Vendor Onboarding Session**
- 11:00 AM-12:00 PM — **Hoffman OMF Vendor Session**
- 11:00 AM-2:00 PM — **King County: Community Office Hours**

7 November — 8:00 AM-1:00 PM @ The Hub — **CESCL Certification Training**

17 November — 4:30-7:30 PM @ The Hub — **US Bank: Financial Operations and Profit**

18 November — 10:00 AM-1:00 PM @ The Hub — **OMWBE Certification Workshop**

New Members – OCTOBER

Abigael Kubasu
Amara kitchen

Charissa Eggleston
CLE Consulting

Derick Harris
Black Education Strategy Roundtable

Edson Paula Joao Culeca
Angolan Community in WA

Endiriyas Bedasa
Biyaf Global LLC

Jerrel Jones
Black Phoenix Wealth LLC

Jolene Tenhet
Fulpen Construction LLC

Shemiele Da'Briel
Joint Use Solutions LLC

Von Galt
Harbour Pointe Creations LLC

Have a question related to labor laws?

Scan this QR code or email:
OWS@tabor100.org

Seattle Office of Labor Standards

Using Your Struggle to Prevent the Struggle

TABOR 100 CONSULTANT HIGHLIGHT

MARY LERDAHL
EMERALD CITY CONSULTING

Love and service – that's the legacy Tabor 100 Consultant Mary Lerdahl of Emerald City Consulting Services LLC leaves with every firm she helps. Established in 2019, Mary has used Emerald Consulting to provide construction management consulting services to more than 30 firms. Many of those businesses have secured public works contracts with entities like WSDOT and the City of Seattle.

"Sometimes business owners don't think they can be vulnerable," Mary said. "That was the main fire in my belly- I wanted to help them."

Understanding the practicality of vulnerability, Emerald Consulting has helped firms channel their strengths into real outcomes. Recent examples include over two dozen firms whom Mary helped as a Tabor 100 consultant, writing a personal narrative to re-obtain their Disadvantaged Business Enterprise (DBE) status within Washington State. The nature of this work required Mary to actively listen to the life stories and business challenges of business owners with empathy, then compile their stories into a narrative that meets the requirements to re-obtain their DBE status, increasing their likelihood to receive Washington State projects.

"If you're not a certified firm, most contractors won't give you a second look," Mary recalled. "The DBE certification helps ensure the contractor will give the firm the opportunity to bid and increases small business participation.

From one-on-one consultations to helping found the Washington Trucking Consortium, Mary has used her experience to uplift minority-owned firms within the construction industry and have a fair chance at competing for state construction and public works contracts.

But that's the theme- experience. Mary has personally experienced every hardship imaginable that could've tanked anyone's business.

"I was an electrical contractor before becoming a consultant," she emphasized. "I'm not just speaking from book knowledge- I'm speaking from decades of experience."

Before Emerald Consulting, there was Transtech Electric. Founded by Mary's former spouse in 1996, the company shut down in 2009 due to divorce followed by his bankruptcy. However, Mary saw the potential in herself and started her own electrical company, DBE Electric, from scratch in 2009 shortly after. She did so despite a couple of minor obstacles:

- A difficult divorce
- A nationwide recession shutting down construction firm-after-firm
- Taking on an $85-million worth of public works over 9 year period project without a line of credit due to the construction recession and her ex-husband's bankruptcy.



Ok, maybe more than just a couple.

"The financial part was a challenge," Mary remarked.

Yet, she persevered. Fighting to get paid, learning the interworking of banking, bonding, and insurance, DBE Electric thrived for nearly a decade until retiring in 2018. Applying lessons learned to her current practice, Mary has used her struggles as an entrepreneur to help others navigate, and prevent when possible, their own struggles.

"I've worked hard to dispel the notion that there is only so much pie," she said. "There is enough pie for everybody!"

Mary also touched on the importance of aspiring entrepreneurs accepting help and persevering even when you think you can't take another hit.

"Never make a decision when you're tired or beat down," Mary said. "Don't try to do it alone."

To request Technical Assistance, visit tabor100.org/ technicalassistance.

In the Business to be out of Business

TABOR 100 BUSINESS & OMWBE NARRATIVE HIGHLIGHT

Ralph Mitchell
BePrepared2 Treat

Sometimes, you just have to get up in the morning and do the work.

That philosophy has guided **Ralph Mitchell**, founder of **BePrepared2Treat,** throughout more than 25 years as a trauma and critical-care medical professional and through years of service as a federal Disaster Medical Assistance Team (DMAT) Medical Officer.

But when Ralph became an entrepreneur, he discovered that hard work alone was not enough. Building a successful business also requires knowledge, relationships, opportunity, and people willing to help you navigate systems you may be encountering for the first time.

For Ralph, **Tabor 100 became one of those essential partners.**

The mission behind BePrepared2Treat began years before the company itself. Ralph remembers being deeply affected by the April 20, 1999, Columbine





High School shooting. As a trauma medical professional, he wondered whether some outcomes might have been different if people nearby had known how to control severe bleeding while waiting for emergency responders.

That question stayed with him. Ralph later became a certified **STOP THE BLEED® instructor through the American College of Surgeons,** teaching ordinary people how to recognize life-threatening bleeding and take immediate action. In late 2022, he founded BePrepared2Treat to expand that mission through trauma first-aid education, bleeding-control training, disaster preparedness, and trauma-response kits.

"Today, I continue with that movement," Ralph said. "To stop the bleed."

Tabor 100: Helping Turn a Mission Into a Business

Ralph knew trauma medicine. What he did not yet know was everything required to build and sustain a business.

"You don't know what you don't know," Ralph said. "That's a really hard thing to grasp."

He first encountered Tabor 100 through a reverse vendor tradeshow and networking event, where longtime member **Keith Williams of Flyright Productions** welcomed him and introduced him to the organization. Ralph soon discovered something invaluable: Tabor 100 offered entrepreneurs access to **one-on-one technical assistance and a community committed to helping businesses succeed.**

"I wish everyone could be a member of Tabor," Ralph said. "We're all together as a collective, learning how we can become better business owners and entrepreneurs."

That sense of community has been just as important as the technical assistance. **Tabor 100 did not simply point Ralph toward resources—it gave him access to people willing to share their knowledge, help him work through challenges, and prepare him to pursue opportunities.**

One of the clearest examples came when Ralph faced uncertainty surrounding his **Disadvantaged Business Enterprise (DBE) certification**. Changes in the certification environment meant he needed to prepare a detailed personal narrative to support his continued eligibility. It was an important process for BePrepared2Treat, but also one that Ralph found difficult to navigate on his own.

Tabor 100 stepped in with direct, one-on-one technical assistance. Ralph received help understanding what was required, organizing his information, and developing a narrative that clearly presented his experience and circumstances. The assistance helped transform a complicated and uncertain process into something he could successfully navigate.

For Ralph, maintaining his DBE certification was about much more than retaining a designation. For a small company such as BePrepared2Treat, certification can help create something every emerging business needs: **an opportunity to be seen**.

"This certification forces many companies to at least take a look at us," Ralph said. "At least we become visible."

A Legacy of Helping Others

Ralph often says that if he could wave a magic wand, he would put BePrepared2Treat out of business—because that would mean people were no longer being seriously injured and there was no longer a need for trauma-response training.

Until then, there is work to do.

BePrepared2Treat's mission is to help people become prepared to



care for one another when seconds matter. **Tabor 100, in turn, has helped Ralph become better prepared to build the business capable of carrying that mission forward.**

That relationship reflects something larger about Tabor 100: when entrepreneurs are given meaningful technical assistance, mentorship, access, and community, they are better positioned not only to build successful businesses, but also to strengthen the communities those businesses serve.

For Ralph, that support has made a lasting difference. ◗

Learn more about BePrepared2Treat: www.beprepared2treat.com

Learn more about Tabor 100 and its Technical Assistance Program: www.Tabor100.org

King County

Contracting Opportunities & News Updates

UPCOMING CONTRACTING OPPORTUNITIES

Anticipated opportunities in the next 1-2 months

King County Metro

Project: **RapidRide R Line**

Contact: Julie Royson
jroyson@kingcounty.gov

Advertises
October 23, 2026

Est. Value
$12M

Project Type
A/E Consultant

Solid Waste Division

Project: **Engineering Services for Algona Transfer Station Demolition**

Contact: Phuong Huynh
phuynh@kingcounty.gov

Advertises
November 2, 2026

Est. Value
$500,000

Project Type
Consultant Roster (A&E)

Harborview Construction and Infrastructure

Project: **Progress Design-Build Services for the New Location of the Pioneer Square Clinic**

Contact: Catt Edgley
cedgley@kingcounty.gov

Advertises
November 30, 2026

Est. Value
$15M

Project Type
Progressive Design Build

Information subject to change. Please visit our website for the most current opportunities.

Visit our website for more upcoming contracting opportunities

https://kingcounty.gov/en/dept/executive-services/about-king-county/business-operations/finance-business-operations/procurement-payables/upcoming-projects

Procurement News & Updates

King County Rosters

The Small Works Roster is used to award public works contracts for construction projects that are less than $350,000. King County uses MRSC Rosters to notify firms. Register at www.mrscrosters.org.

The A/E Consultant Roster is used to award contracts for architecture, engineering, and professional services below $1 million. For A/E rosters, King County invites at least two "Certified Firms" to submit a proposal for a roster project. "Certified Firms" refers to King County certified Small Contractor and Supplier (SCS) firms, and Public Works Small Business Enterprises (PSWBE) and Small Business Enterprises (SBE) certified by the Office of Minority & Women Business Enterprises (OMWBE)

Opt in for Roster Membership

While registering in E-Procurement, opt in to join the Small Works or the A/E Consultant rosters. Email procurement.web@kingcounty.gov if you need to update this information in your profile.

Contact Us

opportunity@kingcounty.gov

www.kingcounty.gov

Making Your Connections Count

DES Washington State DEPARTMENT OF ENTERPRISE SERVICES

DES helps bring Regional Contracting Forum to Life

For small businesses interested in government contracting, finding opportunities and connections can be challenging. Events like the Regional Contracting Forum (RCF) can help create those connections.

On Oct. 7, businesses and government agencies gathered in Auburn for the western Washington RCF event. DES and several other agencies helped plan the event.

"We can provide a unique perspective for the businesses because of how much our Business Diversity Program team engages with small business, so we offer a perspective from the business side as well as the agency side," said Cedric Austin, community engagement specialist for DES.

The Office of Minority and Women's Business Enterprises (OMWBE) led the planning committee. Director of Communications Tim Kenney appreciated DES' partnership.

"DES helped us select OMWBE-certified small businesses to work as our event photographers. One business was responsible for general event photography, and the other provided free headshots to attendees."

Connections that matter

RCF brings representatives from several government agencies together in one place, giving businesses the chance to ask questions, learn about contracting opportunities, and build relationships.

For Cedric, those face-to-face conversations are a huge benefit.

"Their engagement is instantaneous and businesses appreciate being able to talk with a real person at the agency. Most businesses just want to be given the opportunity, and RCF provides that."

Tim said agency collaboration on events like this shows businesses that the state takes equity and inclusion seriously.

"Opportunities may be spread out across different agencies, but when we come together, we can maximize our outreach to the small and diverse business community."

For small businesses, events like RCF can build relationships.

"It's actually the only one I can think of that has a comprehensive attendance from a lot of government agencies," said Bernadette Smith, principal of Swatch Junkie Creative, which provides communications, website design, and development services.

But the connections don't stop there.

"I think the other advantage is just learning what other small businesses are out there for partnership opportunities. So, building relationships, not just vertically, but horizontally. And then sharing best practices."

Creating opportunities for small businesses

Swatch Junkie Creative supported RCF by developing the event website. The firm combined two separate event websites into one, giving visitors a single place to find information about the western RCF event and the central one that took place in Yakima.

Bernadette saw the project as a chance to improve the experience for businesses attending RCF.

"We saw an opportunity to sort of evolve the website to meet the needs of the users a bit better than previous iterations."

That experience shows how small businesses can bring their skills and perspectives to projects that serve the broader businesses community.

"Small businesses can perform as well as, if not better than, bigger businesses if they are given the opportunity," said Cedric.

Through events like RCF, DES continues working to build relationships and help more small businesses explore opportunities in government contracting.



TAP INTO EV COST SAVINGS FOR YOUR BUSINESS

Get end-to-end support with the Small Business EV Launchpad

Simplify your business' transition to electric vehicles. Join our one-day intensive to get access to:

- ☑ **Expert-led training** on funding and grant opportunities, workforce development, charging infrastructure, fleet operations, and more
- ☑ Support building out **your business' EV transition plan**
- ☑ **Ride and drive** to test out EV options
- ☑ **Networking** with other businesses that are transitioning to EVs
- ☑ Up to 8 months of **free 1:1 consulting support**



REGISTER TODAY

Nov. 14 at the Tabor 100 facility, 9:00 am – 6:00 pm

$1,000 stipend offered upon program completion

Scan the QR code or visit tinyurl.com/bbcsmallbiz to enroll today.

Tabor 100

BREAKING BARRIERS COLLABORATIVE

Fleet electrification made simpler

October Highlights




















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

Port of Seattle