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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.



April 2016

## Seizing your opportunity.



**OLLIE GARRETT**

President of Tabor 100

We had a great turnout at our Community Reception on April 7<sup>th</sup>. It was an opportunity for our members to connect and lay the groundwork to help grow their business.

I have talked a lot about how we are viewed in the community and how we have garnered the confidence and trust of many both within our community and across the country. But what does that mean to you as the small business owner?

We have many members who can claim that much of their success in business stems from their affiliation with Tabor. In fact, I get at least a handful of emails each week from Tabor members sharing their stories and from others in the community who have been hearing about the work we do and are honored to have finally been able to meet us or get involved!

The more we share our successes, the more we will be able to attract like-minded people to grow our network, our membership, and be able to positively impact our community and beyond.

The goodwill this organization has garnered, has led us to create a Business Assistance Center where our members will be able to access help for whatever they need. Our members will get the help they need as they wade through the thicket of government regulations, certified payroll, estimating, bonding and all the other areas any successful businessperson must master.

I am excited about our future and your future. There will be lots of work in both the private and public sector and we hope to harness much of it for Tabor members. We ask that as a Tabor member you also "give back" if you are blessed by the opportunities made available through this organization. Lending your talent, your finances and your goodwill will help this organization continue to grow and help others, and frankly, help you as well.



*Get the newsletter online and stay connected through social media!*



## THE PORT OF SEATTLE AT TABOR 100'S COMMUNITY RECEPTION

**BY LUIS NAVARRO**, Director, Office of Social Responsibility, Public Affairs Department, Port of Seattle



Port of Seattle leaders were part of a recent event hosted by the Northwest African American Museum, where community leaders and members of Tabor 100 met Lance Lyttle, the new managing director at Sea-Tac Airport.

The Port of Seattle is setting the course for the future with the Century Agenda. In 25 years, we will generate 100,000 new jobs and increase international trade and tourism, while protecting the environment with innovative sustainability initiatives.

*Photo: Courtney Gregoire, Lance Lyttle, and Shaunta Hyde.*

## WHAT THE COMMUNITY IS SAYING ABOUT TABOR...

"It was fantastic meeting you hosted last week. I'm looking forward to continuing to explore ways that Uber and Tabor100 can work together." Brooke Steger, UBER.

"I wanted to thank Tabor 100 for a wonderful reception last night. You all really know how to bring folks together in a fun and meaningful way." Jennifer D. Hoback, PCL Construction.

Here is some feedback from one Tabor member to another. We have Tabor small business members meet Tabor Government Agency members at monthly meetings. "It was very insightful and inspiring to learn of the tremendous efforts that DES (State Department of Enterprise Services) has undertaken to improve access for small businesses to contract with state agencies. We look forward to working with you to provide input from the perspective of small business owners on your plans for improving outcomes." Lynn French, Global Business Development LLC.

## WELCOME NEW TABOR MEMBERS!

- *Danelle Guerin, Department of Enterprise Services*
- *Kelly Jefferson, DHD Trucking LLC*
- *Christopher Martin, North End Organics*

*Flyright Productions, LLC*



*Established: 1994*

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## MARCH GENERAL MEETING HIGHLIGHTS

### Earl Key, Director of the Office of Equal Opportunity, WSDOT (Washington State Department of Transportation)

- Number one goal is to bring us into compliance to ensure the federal money continues flowing so we can help more businesses like yours.
- Second goal is to establish Mandatory Goals for projects.
- Long-term goals: increase minority participation both in contracting and staff positions within the Department.
- Conduct a disparity study.
- Have a fully staffed and fully trained department—adding four new positions.
- Let him know what barriers you are experiencing. He knows about some barriers (like the website) but he doesn't know them all.

### Teresa Berntsen, Director, OMWBE (Office of Minority and Women's Business Enterprises) and Lawrence Coleman, Assistant Director of Communications & External Affairs, OMWBE

- OMWBE pulled out the foundation documents to remind ourselves about why they were created. We wanted to see if what we are doing is what we are supposed to be doing and if there is a way to track our success.
- We went through the certification process as a customer so we could understand the problems that businesses are telling us about.
- We discovered multiple problems and are simplifying and updating the process. We also have a few companies testing the new process to ensure we are getting market feedback.
- We are working on dual certification, shortening the process for obtaining multiple certifications if you already have one.

# ▶ Tabor 100's Community Reception



## ► Meet Edson Zavala, Tabor 100's new Economic Development Chair

The Tabor Board recently welcomed Edson I. Zavala as the new chair of the Economic Development Committee. He will oversee Tabor's economic development priorities and facilitate new and ongoing projects.

Edson has been the WMBE Program Manager for the Seattle Department of Transportation (SDOT) for almost two years. Under his leadership, SDOT has developed several new initiatives to ensure the inclusion of women and minority-owned businesses in contracts and procurements.

Among the new initiatives are a revamped inclusion plan performance management policy and a robust internal training program that has become a model for other City departments. The training, called "WMBE Advocate Series," explains institutional racism as well as methods and tools for including WMBEs in city contracts.

Edson has also developed an external outreach series called "Working With SDOT", which brings together SDOT staff, PMs and leadership with primes and subcontractors who have or have not worked with the City. The purpose is to foster connections and share information from the various SDOT divisions regarding upcoming opportunities and what type of work they perform. This has also served as a platform

to highlight specific department initiatives like the Move Seattle Levy.

Other notable endeavors include an upcoming SDOT WMBE Annual Report highlighting all statistics and successes of 2015 and the challenges for 2016. The report will be published in the coming months and includes features on two local WMBEs as well as primes that have delivered strong WMBE inclusion on SDOT projects. Edson is also working on implementing strategies to combat some of the broader equity issues that exist in SDOT.

Edson is originally from Texas and worked with the City of San Antonio's Economic Development Department, where he was responsible for attaching mandatory participation requirements of small, minority and women-owned businesses on City of San Antonio contracts. While in San Antonio, he also expanded and enhanced the city's Bonding Assistance & Mentor Protégé Program (BAMPP).



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## ► Ruby Jones Expands Her Role in the Community and Citizenship Group

[\*Article from Turner Construction's website.\*](#)

Turner Construction Company is pleased to announce that Ruby Jones will now serve as director of compliance for the Community and Citizenship group (formerly Community Affairs).

In her new role, Ruby will work in coordination with the headquarters Human Resources and Operations groups to help ensure Turner's compliance with OFCCP federal laws and regulations through training input and delivery, and by providing relevant resources and expertise prior to internal audit work and for specific projects. She will also continue to serve as a member of Turner's Community and Citizenship steering committee, with responsibility for driving

MWDBE utilization and excellence in the Turner School of Construction Management and maintaining productive partnerships with community organizations.

Ruby joined Turner's Seattle office in 1998, as a diversity program manager for Century Link field, home of the Seattle Seahawks. She was promoted to director of Community Affairs in 2004, and to regional director of Community Affairs in 2008, her most recent role.



## ► Kibibi Monie Presented at the MoreHouse A.D.C.A.C. Conference

**BY LINDA KENNEDY**

Education Committee member, Kibibi Monie, recently returned from Morehouse College, where she spoke on the importance of personal mind control.

“We need to get control of our minds and therefore get control of our destiny. There is a disconnect between our minds and our abilities,” Monie said. “It impacts our health, our psyché, and our social well-being.”

The presentation was part of the Association for the Study of Classical African Civilizations (A.S.C.A.C.) 33rd Kemetic Studies Conference held in March. A.S.C.A.C. supports the rescue, reconstruction, and restoration of African history and culture.

Kibibi Monie is the executive director of Nu Black Arts West Theatre and a longtime advocate for the arts and education. She started a summer youth education program six years ago when the Seattle schools stopped offering summer school. The program continues today and is supported, in part, by funds

from Tabor 100.

At Morehouse, Monie spoke of the virtues of Ma’at, the ancient Egyptian concept of truth, balance, law and

harmony. She also promoted meditation as the way to be in perfect harmony with nature and the universe. This, Monie says, is the way to connect with ourselves and nature. “Knowing where we come from and how to effectively use our minds are relevant skills for our continued and holistic survival.”

*Photo: Dr. Leonard Jefferies & Kibibi Monié at Morehouse A.S.C.A.C. Conference.*



## ► Tabor 100’s Community Reception was a Success!

**BY HENRY YATES**, Public Affairs Chair

On April 7 Tabor 100 sponsored its Community Reception. The event highlighted leaders in the community who have recently taken on new jobs that will create opportunities for Tabor members in 2016 and beyond.

Featured at the event was Roger Millar, Secretary of the State Department of Transportation; Lance Lyttle, Managing Director at Sea-Tac Airport; Joanne Harrell, Regent at the University of Washington and Brian Surratt, Director of the City of Seattle Office of Economic Development.

More than 120 people attended the “Tabor 100 members-only” event. Tabor 100 President, Ollie Garrett, spoke passionately about the vision for Tabor which will include a Business Assistance Center that will help Tabor members access opportunities more easily and with greater success than in the past. She also spoke about Tabor’s active role in modifying I-200, the law that has kept many Tabor 100 members from contracting and educational opportunities.

“For many years, we have brought together decision

makers to interact with Tabor 100 members and we intend to increase those efforts especially, with the new Business Center and other initiatives we are launching.” Garrett explained.

Garrett emphasized the need for those in positions of authority to ensure that equal opportunity exists for minority businesses in every government agency and private business.

The list of dignitaries attending the event included City Council President Bruce Harrell; Port Commission President John Creighton; Port Commissioners Stephanie Bowman and Courtney Gregoire; Port of Seattle CEO, Ted Fick; State Department of Enterprise Services Director Chris Liu; Chief of King County Operations; Rhonda Berry; WSDOT Office of Equal Opportunity Director, Earl Key; Port of Seattle Chief Operating Officer, Dave Soike; Port Economic Development Director, Dave McFadden; Fisherman’s Terminal General Manager, Kenny Lyles; and candidate for Superintendent of Public Instruction, Erin Jones.

*Event photos are on page 4.*

## ► Meet Tabor Member Bridgette Washington

**BY HENRY YATES**, Public Affairs Chair



“I’ve always known that service is my calling and I embraced that to create a successful company.” exclaimed Bridgette Washington, Tabor 100 member and CEO of WithStyle Catering, LLC, one of the premier catering operations

in the Puget Sound area.

Bridgette began WithStyle in 2005 as a hobby. By 2011, her income from catering matched her fulltime job. She doesn’t remember her first client that year, but she does remember that her second client was the Bill and Melinda Gates Foundation, which she was referred to by a Tabor 100 member, Marcee Jones. Jones then referred Bridgette to Ollie Garrett, President of Tabor 100, who helped introduce her to institutions that had relationships with Tabor, like the City of Seattle and Vulcan.

“Being able to say I have worked with established companies and prominent government organizations has helped make other large organizations comfortable with my capabilities,” Bridgette said. “The firms that work with Tabor 100 have given me a great portfolio that helps open doors. Once a client works with me, sees my product and understands the value I give to them, they come back to WithStyle.”

Bridgette has catered for many Tabor 100 members, recently serving 800 people at a celebrity event sponsored by a Tabor 100 member. At that event, WithStyle showed why it has been successful among hundreds of caters. The original order was for only about 500 people, which was changed to 800 24-hours beforehand. “I worked very hard to make sure to not disappoint the client and we adjusted to serve the higher number,” exclaimed Bridgette. “We pulled it off and the client was amazed!”

She also has contracted with professional film production crews here and elsewhere in the country and continues to work with a vast array of corporate clients.

“What’s my goal for the future? Arthur’s restaurant is the dream but in the meantime I want to continue to serve and offer the best I know how. My food, my presentation and my attention to detail are my calling cards which will continue to assist in the growth of WithStyle Catering. Tabor 100 has provided me the opportunity to be in the room.”

Bridgette continues, “For many small business owners who may not know who to ask, it starts with being present and for that I will always be grateful. WithStyle is doing very well and its future looks might bright.”

WithStyle is available for all manner of corporate events, large and small, weddings and other private events. You can learn more and contact WithStyle Catering at [www.WithStyleCatering.com](http://www.WithStyleCatering.com). She even has an online order form or you call anytime at 253.202.4673.

### Your First Step Toward Success

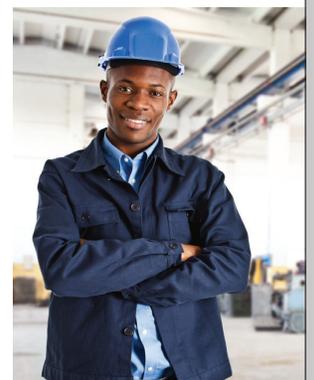
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President@Tabor100.org

Vice President: Brian Sims  
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Treasurer: Anita DeMahy  
Treasurer@Tabor100.org

Secretary: Sherlita Kennedy  
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Membership: Sharlene Spencer  
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Education: Kevin C. Washington  
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Public Affairs: Henry Yates  
PublicAffairs@Tabor100.org

Economic Development: Edson Zavala  
EconomicDevelopment@Tabor100.org

Government Affairs: Jamila Johnson  
GovernmentAffairs@Tabor100.org

Fund Development: John Berdes  
FundDevelopment@Tabor100.org

Business Development: Anthony Burnett  
BusinessDev@Tabor100.org

### TABOR 100 OFFICE

2330 130th Ave NE #101  
Bellevue, WA 98005  
425-881-8768  
Staff@Tabor100.org

Newsletter Editor: Mel DePaoli  
mel@omicle.com | 425.440.1099

Webmaster: William H. Dudley  
WilliamDudley@jcisreal.com  
425.917.8288

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### UPCOMING MEETINGS

May 13: 6:30 - 9:30 p.m. The Coalitions' 9th Annual Scholarships and Awards Dinner at McCormick & Schmick's Seattle.

May TBD: 10 a.m. - noon. General Meeting at The Central.

June 8: 3 - 7 p.m. Seattle Business Tradeshow at the Washington State Convention Center.

### COMMITTEE MEETINGS

Education Committee meets after the Tabor General Meeting, the last Saturday of the month from 12 p.m. to 2 p.m. at The Central.

*Please contact any of the Chair's for more information about their committee.*