

SMALL, MINORITY AND WOMEN-OWNED BUSINESSES CONFERENCE

WEDNESDAY, DECEMBER 5, 2001

“HOW TO GET IN THE GAME AND STAY IN THE GAME”

PROGRAM

Registration 7:00 a.m.-6:00 p.m. **Pre-Function Lobby by
Mission Room**

Networking Breakfast/Opening Session 7:00 a.m. **Ballroom A**

Manuel Longoria, Assistant Director, Economic Development, City of San Antonio
Grace Luna, Small Business Outreach Office, City of San Antonio
Cynthia Chatelain, Conference Co-Chair, City of San Antonio
Renee Watson, SMWBE Program Manager, Bexar County
Daniel Barrett, Conference Co-Chair, Bexar County
Bexar County Commissioner Paul Elizondo

**Mayor's Blue Ribbon Commission on the Economy
Small Business Task Force Public Hearing** 7:30 - 9:30 a.m. **Mission Room, 103A & B**

Henry Cisneros, Co-Chair
Paul Foster, Co-Chair
Rodney Strong,

Procurement Exhibits 7:30 a.m. - 7:00 p.m. **Exhibit Hall A**

Working Lunch/Public Forum Noon - 1:30 p.m. **Ballroom A**

MODERATOR: Ramiro Cavazos, Director
Economic Development, City of San Antonio

Cynthia Chatelain, Conference Co-Chair, City of San Antonio
Daniel Barrett, Conference Co-Chair, Bexar County
Elise Cox, Chair, Bexar County SMWBE Program Advisory Committee
Joseph Montes, Regional Director - Region 6, U.S. Small Business Administration
Mayor Pro-Tem Carroll W. Schubert
City Councilman Enrique Barrera
County Judge Nelson Wolff
County Commissioner Tommy Adkisson
State Representative Ruth Jones McClendon
State Representative Jose Menendez
State Senator Leticia Van de Putte

Workshops

9:30 a.m. – 11:30 a.m. & 2:00 p.m. – 4:00 p.m.

HOW TO DO BUSINESS WITH PUBLIC & PRIVATE SECTOR ORGANIZATIONS - - ROOM 001A

MODERATOR: Mary Quinones- Bexar County Purchasing, Jo McCall – McCall & Associates

9:30 – 9:55 a.m.	Fred Villasenor, CPS & Joe Linson, Hunt Construction
10:00 – 10:25 a.m.	Irma Studivant, Boeing & Glenn Murray, HEB
10:30 – 10:55 a.m.	Vanessa Adams, Clear Channel Outdoor & Sylvia Enriquez, VIA
11:00 – 11:25 a.m.	Janie Cantu, City Purchasing & Al Watson, Bexar County Purchasing
2:00 – 2:25 p.m.	Lawrence Harrison, SAWS & Ron Bertoia, Judson ISD
2:30 – 2:55 p.m.	TSGT Garcia, Randolph AFB & Joey Waters, UHS
3:00 – 3:25 p.m.	Ron Gerth, Northside ISD & Barbara Prossen, City Aviation Department
3:30 – 3:55 p.m.	Henry Sauvignet, City Office on International Affairs & Terry Loomis, San Antonio ISD

SBC CENTER WORKSHOP (OPERATIONS/PROFESSIONAL SERVICES/CONCESSIONS) ROOM 103B

10:00 – 11:00 a.m.	David Marquez, Bexar County Arena Project Manager Stephen A. Zito Vice President/General Manager
3:00 – 4:00 p.m.	Same as the morning session

SCTRCA DATABASE & CERTIFICATION PROCESS - - EXHIBIT HALL A

PRESENTOR: Benjamin Sumpter, Executive Director, South Central Texas Regional Certification Agency (SCTRCA)

Session I	9:30 a.m. – 11:30a.m.	Certification Inquiries
Session II	10:00 a.m. – 10:30 a.m.	Certification Standard & Procedures
Session III	10:30 a.m. – 11:30 a.m.	Certification Application Completion
Session IV	11:00 a.m. – 11:30 a.m.	Membership Information
Session I	2:00 p.m. – 4:00 p.m.	Certification Inquiries
Session II	2:30 p.m. – 3:00 p.m.	Certification Standard & Procedures
Session III	3:00 p.m. – 4:00 p.m.	Certification Application Completion
Session IV	3:30 p.m. – 4:00 p.m.	Membership Information

BONDING/INSURANCE - - ROOM 102B

9:30 a.m. – 11:30 a.m.	Insurance Overview Surety Bond Overview Obtaining Surety Credit	Dan Barrett
	What is a surety bond The Surety Company	Tom Hewitt
	Check List	Geri Lee Smith
	Teaming EZbuild Concept	Tim Maley
	Joint Venture Check List	Steven Buffkin
	DOT Surety Bond Program	Bridget Negron Booth
	Questions and Answers for Panel	
2:00 p.m. – 4:00 p.m.	Same as the morning session	

STATE AND FEDERAL CERTIFICATION PROGRAMS - - ROOM 102A

MODERATOR: Araceli Guenther, International AG

- 9:30 a.m. – 10:30 a.m. Jennifer Flores, General Services Commission
Richard Flores, AirStream Heating & Air Conditioning
- 10:30 a.m. – 11:30 a.m. Celia Guzman, US Small Business Administration, 8a Certification & HUB Zone
Dr. Emilio Mendoza, Galactic Technologies
- 2:00 p.m. - 3:00 p.m. Jennifer Flores, General Services Commission
Paula Deering, OfficeSource
- 3:00 p.m. – 4:00 p.m. Celia Guzman, US Small Business Administration, 8a Certification & HUB Zone
Elaine Mendoza, Conceptual Mind Works

ACCESSING CAPITAL/FINANCING - - ROOM 101A

MODERATOR: Anthony Garcia, San Antonio Hispanic Chamber of Commerce

- 9:30 a.m. – 10:00 a.m. Gene Garza, Wells Fargo
- 10:00 a.m. – 10:30 a.m. Benjamin Garcia, Bank One
- 10:30 a.m. – 11:00 a.m. Lorraine Casillas & Claudia Abonce, ACCION Texas
- 11:00 a.m. – 11:30 a.m. Dahlia Herrera, Sterling Bank
- 2:00 p.m. – 2:30 p.m. Gilbert Gonzalez, Community Dev. Loan Fund
- 2:30 p.m. – 3:00 p.m. Broadway Bank
- 3:00 p.m. – 3:30 p.m. Lucy Maldonado, Small Business Administration
- 3:30 p.m. – 4:00 p.m. Ed Somers, City of San Antonio, San Antonio Local Development Company (SALDC)

HOW TO BID AND RESPOND TO RFP'S - - ROOM 101B

MODERATOR: Judy Ingalls, UTSA Kelly Small Business Center

- 9:30 a.m. – 11:30 a.m. Introduction Tereza Gonzales, Hispanic Contractors de San Antonio
Responding to an RFP Larry Armstrong, UTSA Kelly Small Business Center
Bexar County Requirements Mary Quinones, Bexar County Purchasing
How to Bid with Local/State/Federal Govt. Albert Vela, City Economic Dev. Dept.
- 2:00p.m. – 4:00 p.m. Same as the morning session

HOW TO START/EXPAND/SAVE/MANAGE A BUSINESS - - ROOM 003A

MODERATOR: Fletcher Parks, UTSA Minority Business Development Center

- 9:30 a.m. – 11:30 a.m. Introduction to Workshop Fletcher M. Parks, UTSA Minority Business Development Center
Small Business Start-up Requirements Trini Lara, City Economic Dev. Dept., First Point Bus. Info. Ctr.
Living Large Starting Your Own Business Mary Alice Blanco, Small Business Administration
How to Save a Business Diane Whitely, UTSA Small Business Development Center
How to Manage a Business Gera Foster, UTSA Minority Business Development Center
Alice Guerra, President, GTO
Business Assistance for TNRCC Christina Carson, Texas Natural Resource Conservation Comm.
- 2:00 p.m. – 4:00 p.m. Introduction to Workshop Fletcher M. Parks, UTSA Minority Business Development Center
Small Business Start-up Requirements Trini Lara, City Economic Dev. Dept., First Point Bus. Info. Ctr.
Living Large Starting Your Own Business Mary Alice Blanco, Small Business Administration
How to Save a Business Diane Whitely, UTSA Small Business Development Center
How to Manage a Business Alice Guerra, President, GTO
Expanding A Business Christina Bregren, Texas Natural Resource Conservation Comm.

HOW TO FIND GOOD EMPLOYEES - - ROOM 002A

MODERATORS: Crystal Ward Darby, Alpha Quadrant and Nick Baldarama, SER Jobs for Progress

- 9:30 a.m. - 10:30 a.m. Clay Howell, Director of Occupation Development, Project Quest, and Paul Dahlgren, Account Executive, SER Jobs for Progress - Accessing Employment Services through Texas Workforce Centers and Quest
- 10:30 a.m. - 11:30 a.m. Kitty Meyers, Director of Human Resources, La Mansion Del Rio Hotel, and Sawanna Cunningham, Operations Manager, Welfare and Workforce Services, ACS - Finding Good Employees Who Stay
- 2:00 p.m. - 3:00 p.m. Dr. John Soto, Director of Workforce Development, ACCD
- Finding Great Employees through our Community Colleges (needs projector and computer for PowerPoint)
- 3:00 p.m. - 4:00 p.m. Paul Montelongo, Success Concepts - How To Find Good and Retain Good Employees

CONSTRUCTION OPPORTUNITIES - - ROOM 003B

MODERATOR: Doug McMurry, Associated General Contractors

- 9:30 a.m. - 10:30 a.m. Mike Boyle, M.J. Boyle General Contractor
& 2:00p.m. - 3:00 p.m. Doug Nunnelly, F.A. Nunnelly Company
Steve McCleskey, C. F. Jordan, LP
Vera Salvatore, CFS Forming Structures

MODERATOR: Tereza Gonzales, Hispanic Contractors de San Antonio

- 10:30 a.m. - 11:30 a.m. Efreem Casarez, Texas Department of Transportation
& 3:00p.m. - 4:00 p.m. Sandy Hamby, 3DI
Barbara Prossen, City Of San Antonio, Aviation Department

E-COMMERCE AND E-TECHNOLOGY - - ROOM 001B

MODERATOR: Linda Summers, Parsons Brinckerhoff

- 9:30a.m. - 10:30 a.m. Dr. Charles Burmeister and Usha Venkat, eFORCE - Digital Workforce Training
& 2:00p.m. - 3:00 p.m. Ann Montes, US Small Business Administration - ProNet

MODERATOR: Cynthia Chatelain, Galactic Technologies

- 10:30 a.m. - 11:30 a.m. Danielle Ansell and Michael Podoba, BidNet
& 3:00p.m. - 4:00 p.m. Elana Goldberg, DemandStar by Onvia
Dr. James Strader and Randy Becker, Orbis Online

HOW TO COLLECT YOUR MONEY/PROMPT PAYMENT - - ROOM 002B

MODERATOR: Michele Bussone, Alpha Quadrant

- 9:30 a.m. - 10:30 a.m. Janet Pittman, Bexar County Auditor's Office/ Ron Bell, City Finance/Purchasing Card Program,
& 2:00 p.m.- 3:00 p.m. George Toomey, Bank of American/City Purchasing Card Program, Teresa Collazo, City Purchasing Department
- 10:30 a.m. - 11:30 a.m. John Seymore, VIA Contracting/Linda Stubblefield -State Comptroller/Irma Briseno Brooks AFB
& 3:00 p.m. - 4:00 p.m. Accounting Liaison Office

**Reception/Procurement Awards
Door Prizes**

4:30 p.m. - 7:00

**Exhibit Hall A
Exhibit Hall A**