

**Bexar County
Commissioners
Court**



Nelson W. Wolff
County Judge



Sergio "Chico" Rodriguez
Commissioner, Pct. 1



Paul Elizondo
Commissioner, Pct. 2



Kevin A. Wolff
Commissioner, Pct. 3



Tommy Adkisson
Commissioner, Pct. 4

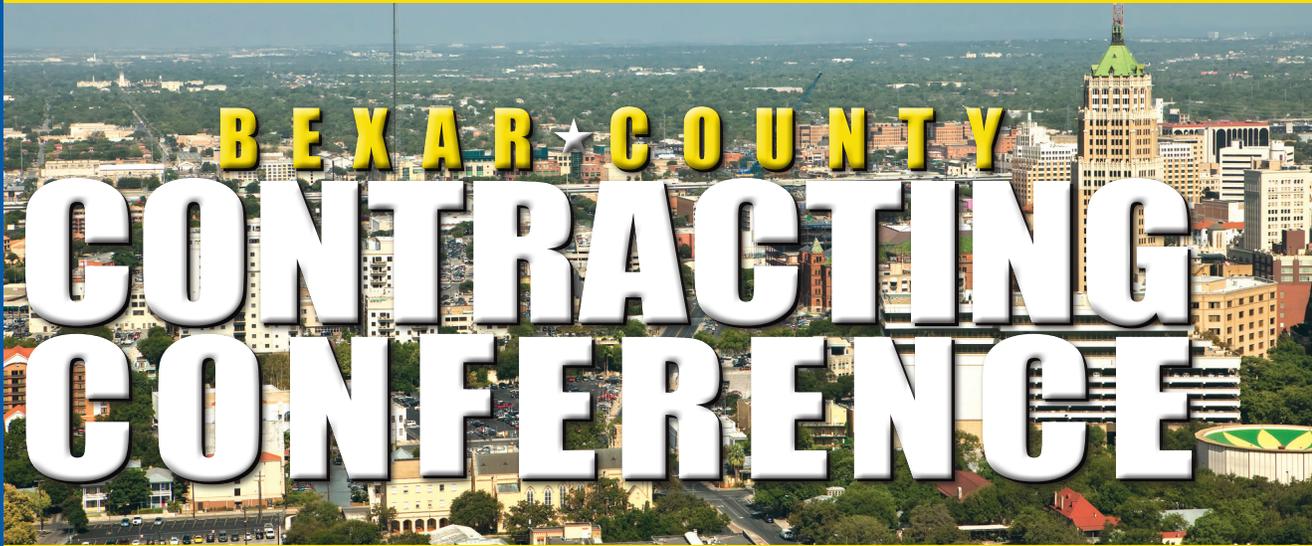
**SMWVBO
2014**

**Linking Small, Minority, Women, & Veteran
Business Owners to Opportunities for over 14 years!**

*Meet Federal, State, & Local Agencies PLUS
Private Companies Who Want to Do Business With You!*



7:00am - 3:00pm Wednesday, December 10, 2014 Freeman Expo Hall San Antonio, TX



COMMODITIES ★ SERVICES ★ CONSTRUCTION



**Networking Breakfast
Remarks by Honorable
IVY TAYLOR**
Mayor, City of San Antonio



**BREAKFAST
KEYNOTE SPEAKER**



John Avila, Jr.
President & CEO
Thos. S. Byrne
Construction Services

**LUNCH
KEYNOTE SPEAKER**



Fernando Hernandez
Supplier Diversity
Director
Microsoft

**BREAKFAST
SPEAKER**



**Ret. LTG
Ricardo Sanchez**
Chief Executive Officer
OpTech Group



CONFERENCE PROGRAM

SMWVBO 2014

**Linking Small, Minority, Women, & Veteran
Business Owners to Opportunities for over 14 years!**

*Meet Federal, State, & Local Agencies PLUS
Private Companies Who Want to Do Business With You!*



Welcome to Bexar County's **14th Annual Small, Minority, Women and Veterans Business Owners Contracting Conference**. A primary focus of this conference is how to more effectively use technology to do business with public and private sector organizations. The all-day conference features workshops, vendor education, and access to the Microsoft Technology Center. Over the past thirteen years, public and private sector organizations have provided tremendous opportunities for vendors and buyers to connect.

Please take time to review the program and plan to make great connections and access training and procurement opportunities.

PRESENTED BY



TITLE SPONSORS



SMWVBO Contracting Conference Agenda

REGISTRATION

Foyer of Hall A - Lobby

7:00 a.m. - Noon

NETWORKING BREAKFAST

Continental Service - Exhibit Hall A

7:30 a.m. – 9:30 a.m.

PROCUREMENT OPPORTUNITIES

Exhibit Floor Open - Exhibit Hall B

9:30 a.m. – Noon

1:30 – 3:00 p.m.

(See map for agency locations)

School Districts

Federal and Local Governments

State Agencies

Large Construction Companies

Department of Defense

Department of Transportation

US Department of Commerce

US Department of Labor

VETERANS BUSINESS & RESOURCE CENTER

Exhibit Hall B - Area D

9:30 a.m. – Noon

1:30 – 3:00 p.m.

WORKSHOPS

Doing Business with the Healthcare Industry

Non-Traditional Ways to Fund Your Business

Federal/State/Local Contracting Opportunities

Rooms A, B and C

10:00 a.m. – 11:45 a.m.

EXHIBIT FLOOR BRIEFING AREAS

Microsoft Technology Center

City of San Antonio Vendor & Supplier Training

SBA Loan and Certification Programs

US DOT Short Term Lending Program

Cha Ching!! CAPITAL FOR YOUR SMALL BUSINESS

State of Texas Historically Underutilized Business (HUB)

Areas E, F, G, H, I, J, K, L and M

Sessions are recurring

9:30 a.m. – 11:45 a.m.

LUNCH PROGRAM

One meal per ticket – open seating

Exhibit Hall A

Noon – 1:30 p.m.

BREAKFAST PROGRAM

Exhibit Hall A – 7:30 – 9:30 a.m.

Leadership for Growing Your Small Business

MODERATOR: Queta Marquez, Veterans Service Officer, Bexar County

PLEDGE OF ALLEGIANCE:

Airman 1st Class **Cory Grodi**, 502 Contracting Squadron, Joint Base San Antonio, TX



Moderator:
Queta Marquez
Veterans Service Officer
Bexar County

REMARKS:

- The Honorable Sergio “Chico” Rodriguez, County Commissioner, Pct. 1
- The Honorable Ivy Taylor, Mayor, City of San Antonio
- The Honorable Lloyd Doggett, US House of Representatives, Texas District 35
- Ms. Tonia Rutledge, Interim Section Director of Diversity and Economic Opportunity, TXDOT
- Ret. LTG Ricardo Sanchez, Chief Executive Officer, OpTech Group

KEYNOTE SPEAKER: **JOHN AVILA, JR.**, President/ CEO, Thos. S. Byrne Construction Services

CLOSING REMARKS: Francine Wilson, Sr.Vice President, Supply Chain Management, UHS

John Avila, Jr. is the Owner, Chairman of Fort Worth based Thos. S. Byrne, Ltd., the largest commercial construction services company in Tarrant County and the largest minority owned commercial construction company in the State of Texas. Avila’s firm has received 15 National Excellence in Construction Awards including one for the Bob Bullock Texas State History Museum in Austin, as well as over 200 industry awards in its eighty-eight year history as a prominent Texas builder. John and wife Jane Avila are Fort Worth residents and parents of three grown children, Paul, Matthew and Janine. With the support of his family John continually explores mentoring opportunities throughout Fort Worth developing today’s youth for tomorrow’s future. He regularly leads public and private organizations to join Byrne in giving back to our community through dedicated fundraisers, initiatives and awareness campaigns. One such initiative is an annual golf tournament run by the Byrne Foundation to benefit The Art Station. The Art Station a nonprofit organization that provides individual and group art therapy and community education programs that promote art as a therapeutic tool. The Art Station is led by Founder/Director Jane Avila a degreed Art Therapist. Avila, a native Texan, holds a degree in Architectural



Engineering from the University of Texas at Austin and is a graduate of the United States Army War College. A highly decorated Viet Nam veteran and retired reserve Brigadier General, Avila served on active duty for five years and in the active reserve for twenty-seven years. Originally appointed by Texas Governor George W. Bush, Avila served as a commissioner of the Texas Parks and Wildlife Department. Avila also served on the George W. Bush for President Exploratory Committee and on the Texas Citizens Committee for Property Tax Relief. An active Tarrant County community leader, Avila served three two year terms as Chairman of the Fort Worth Hispanic Chamber, is a member of the Board of Directors of Harris Methodist Hospital Fort Worth, Honorary Chair 2001 and 2002, Habitat for Humanity, Chairman of the American Heart Association’s Heart Walk for 2002, 2003 and 2004 and Past President of the Tarrant County Mental Health Association.

Thos. S. Byrne, Ltd.: 91 Years in Business, 85 Employees / \$400 Million annual contract volume, \$100 Million in annual revenue/ 2013 ENR Top 400 Contractors / Largest Fort Worth Based Construction Firm / Largest Hispanic Owned General Contractor/25% of Project Management and Estimating are LEED accredited / 40% of Employees hold professional accreditations.

Procurement Exhibits9:30 a.m. - Noon & 1:30 p.m. - 3:00 p.m.

LUNCH PROGRAM

Exhibit Hall A – Noon – 1:30 p.m.

Focusing on Technology for Your Business

MODERATOR: Cathy Maras, Chief Information Officer, Bexar County



Moderator:
Cathy Maras
Chief Information Officer
Bexar County

PLEDGE OF ALLEGIANCE: Airman 1st Class **Kirsten Bucheli** - AF Small Business Priorities

REMARKS:

- The Honorable Tommy Adkisson, County Commissioner, Pct. 4
- The Honorable Tommy Calvert, County Commissioners – Elect, Pct. 4
- Mr. Ira Smith, Jr., Board of Managers, University Health System
- Mr. Mark S. Teskey, Director, US Air Force Small Business Programs, Pentagon
- Mary Cheryl Dorwart, Director, Texas Department of Information Resources Technology Sourcing Office

KEYNOTE SPEAKER: **FERNANDO HERNANDEZ**, Supplier Diversity Director, Microsoft

CLOSING REMARKS: David Marquez, Executive Director, Bexar County Economic Development

Fernando Hernandez serves as supplier diversity director for Microsoft. In this position, Hernandez drives the program's strategic direction and supports top business leaders at Microsoft, helping them achieve their goals in supplier diversity. He also shares responsibility for Microsoft's supplier diversity outreach efforts, and leads the company's national team of supplier diversity advocates based out of Microsoft's Redmond, Wash., corporate offices.



Previously, Hernandez served as the executive director of supplier diversity at AT&T, where he focused on providing strategic direction to AT&T's supplier management and business unit clients and was part of the team that brought AT&T to over \$1 billion in spending with diverse firms.

Before joining Microsoft, Hernandez was senior vice president of multicultural and diversity strategy for Washington Mutual Inc. in Seattle, responsible for translating and transforming the multicultural markets strategies into profitable initiatives for the bank's business units.

About Microsoft's Supplier Diversity Program

Microsoft is committed to providing opportunities to minority, women-owned and service-disabled-veteran-owned businesses. Over the past two years, Microsoft has spent over \$1.2 billion directly with nearly 1,800 minority and/or woman-owned businesses in the U.S. Nearly 500 of these suppliers are in the Pacific Northwest alone. Microsoft is a member of the National Minority-Supplier Development Council (NMSDC) Inc. and the Women's Business Enterprise National Council (WBENC) and is active on numerous local councils of these organizations. Microsoft is also a contributor to the NMSDC's Business Consortium Fund (BCF) Inc., having extended a \$3 million nonrecourse loan to the BCF in 2003.



Procurement Exhibits 1:30 p.m. - 3:00 p.m. Conference Ends..... 3:00 p.m.

WORKSHOPS

1	“Non-Traditional Ways to Fund Your Business: Crowd funding and Equity Portals”	(Room A)	10:00 a.m.	11:00 a.m.	2:00 p.m.
2	Doing Business with the Healthcare Industry	(Room B)	10:00 a.m.	11:00 a.m.	2:00 p.m.
3	Federal/State/Local Contracting Opportunities	(Room C)	10:00 a.m.	11:00 a.m.	2:00 p.m.

EXHIBIT FLOOR BRIEFING AREAS (EXHIBIT HALL B)

4	Microsoft Technology Center Office 365 Fundamentals of Windows 8.1 Microsoft Office and OneNote	(Area E)	10:00 a.m.	11:00 a.m.	2:00 p.m.
5	City of San Antonio - Vendor & Supplier Training COSA Vendor Support E-Bidding 101 with COSA Capital Project Proposal Development	(Area F)	10:00 a.m.	11:00 a.m.	2:00 p.m.
6	City of San Antonio - Vendor & Supplier Training SBEDA: How to demonstrate a Good Faith Effort SBEDA: Compliance Reporting (Post Contract Award) Getting Paid	(Area G)	10:00 a.m.	11:00 a.m.	2:00 p.m.
7	Texas Department of Information Resources Getting On and Buying Off of the DIR Contract	(Area H)	10:00 a.m.	11:00 a.m.	2:00 p.m.
8	State of Texas Historically Underutilized Business (HUB) Program Certification Inquiries, Application, Standards & Procedures Central Master Bidders List & Marketing To State Agencies Certification Inquiries, Application, Standards & Procedures	(Area I)	10:00 a.m.	11:00 a.m.	2:00 p.m.
9	U.S. Department of Transportation (DOT) Short Term Lending Program	(Area J)	10:00 a.m.	11:00 a.m.	2:00 p.m.
10	South Central Texas Regional Certification Agency (SCTRCA) Learn How To Get Certified Getting Your Certification To Work For You Learn How To Get Certified	(Area K)	10:00 a.m.	11:00 a.m.	2:00 p.m.
11	SBA Loan and Certification Programs for start-up & existing Small Businesses	(Area M)	10:00 a.m.	11:00 a.m.	2:00 p.m.
12	Federal Certification for Small Business 8(A), HUBzone and Women Owned Certification Programs	(Area N)	10:00 a.m.	11:00 a.m.	2:00 p.m.

VETERANS BUSINESS CENTER (EXHIBIT HALL B - AREA D)

13	Hire the Best- Hire a Vet	(Area D1)	10:00 a.m.	11:00 a.m.	2:00 p.m.
14	Marketing Your Business: The Search & Presentation	(Area D2)	10:00 a.m.	11:00 a.m.	2:00 p.m.
15	Winning Warriors: Approach to Federal Certification	(Area D3)	10:00 a.m.	11:00 a.m.	2:00 p.m.
16	Starting or Growing a Veteran Owned Business 1st Steps to Starting a Business Vetbiz Certification Benefits Government Contracting 101	(Area D4)	10:00 a.m.	11:00 a.m.	2:00 p.m.

VETERANS RESOURCE CENTER (EXHIBIT HALL B - AREA D)

17	Transitioning from War to Work/ Translating and Leveraging Military Skill for Employment/ Leveraging Social Media for Employment	(Area D5)	10:00 a.m.	11:00 a.m.	2:00 p.m.
18	An Overview of the Mental Health Services Offered by the Department of Veterans Affairs	(Area D6)	10:00 a.m.	11:00 a.m.	2:00 p.m.
19	Community Organizations with Veterans Programs and Assistance	(Area D7)	10:00 a.m.	11:00 a.m.	2:00 p.m.

Workshops (Rooms A, B & C)

10:00 a.m., 11:00 a.m. and 2:00 p.m. (Session are repeating)

“Non-Traditional Ways to Fund Your Business: Crowdfunding and Equity Portals”

UTSA Institute for Economic Development

(Room A)

PRESENTER: Nathan Roach, RAM Law Firm PLLC

Crowdfunding is a way of raising funds online and has been successful for many businesses. In this workshop, learn what to be aware of when considering this alternative method of funding. You'll learn the differences between donation sites and equity-based models and what you need to provide to the people who support you. You will leave with practical information from one of San Antonio's leading authorities on intellectual property, licensing, copyright and trademark law, as well as the chief architect and strategist for an equity crowdfunding platform.

Doing Business with the Healthcare Industry

University Health System and The Center for Health Care Services

(Room B)

The Bexar County Contracting Conference unites suppliers and healthcare organizations for networking and education. We encourage you to take the time to attend the workshop to learn more about how to do business with each of the presenting healthcare organizations.

The Healthcare Contracting Workshop will serve as a forum to provide attendees with a quick summary on how to do business with the presenting healthcare organizations.

MODERATOR: Enigma Belcher, Supply Diversity Analyst, University Health System

Felix Alvarez, Executive
Director of Procurement,
University Health System

Katina Stewart, Director
of Supplier Diversity and
Inclusion, MedAssets

Corrin Le Vasseur, B.S.,
MPA, Director of Facility, Fleet
& Maintenance, The Center for
Health Care Services (CHCS)

Federal/State/Local Contracting Opportunities

UTSA SDBC Procurement & Technical Assistance Center (PTAC)

(Room C)

PRESENTERS:

Sherily Smith, Project Manager, SDBC PTAC

Susannah Munro, Business Development Specialist, SDBC PTAC

The Procurement Technical Assistance Center (PTAC) is a specialty program of the South-West Texas Border Small Business Development Center Network dedicated to providing assistance to small business owners wanting to expand their business into federal, state, and local contracts with government agencies and military installations. Learn about the Procurement Technical Assistance Center provides: Professional one-on-one assistance at no cost, Innovative training workshops, Dynamic networking opportunities, and Government contracting matchmaking events.

Exhibit Hall B Floor Briefing Areas

Microsoft Technology Center (Area E)

10:00 a.m. Office 365

PRESENTER: Bryan Guinn is with Prism, a Microsoft partner who specializes in Office365 implementations for SMB.

What is Office 365?

Please join us as Bryan Guinn provides a demonstration on how Office 365 is being used in all industries including Education and Non Profit organizations. This will be an interactive demo and training session around Office 365 to include all the core productivity products you need to be successful in your organization.



Office 365 provides virtually anywhere access to familiar Office tools, plus enterprise-grade email, conferencing, and more IT services. Windows Phone is the only phone with Outlook Mobile and Office Mobile that works seamlessly with Office 365 email, instant messaging, and team sites for business productivity right out of the box.

11:00 a.m. Fundamentals of Windows 8.1

PRESENTER: The Microsoft Store at The Shops at La Cantera
This workshop introduces new key Windows 8.1 features, improvements to old features, and demonstrates why the new Windows makes tablets and touch PCs even better. Don't miss out on learning many new ways to personalize and integrate your device: including new built-in apps as well as how to be more productive with Windows 8.1.

2:00 p.m. Microsoft Office and OneNote

PRESENTER: The Microsoft Store at The Shops at La Cantera
Get the most out of Microsoft Office by learning how to create how to create a customized OneNote notebook to stay organized, collaborate across devices (iOS, Android and Windows), and share it all via OneNote. For information regarding OneNote, please visit www.onenote.com.

COSA - Vendor & Supplier Training Workshops (Area F)



The City of San Antonio routinely holds vendor orientations in San Antonio. Offered are six classes that will help vendors and suppliers learn valuable techniques to maximize their bidding opportunities on City contracts. For attendees that are not currently registered to do business with the City of San Antonio, staff will be available to assist with onsite registration utilizing the **Microsoft Technology Center (Area E)** computer exhibit.

10:00 a.m. COSA Vendor Support

Learn how to navigate SAePS Portal and update your own profile
Tips will be provided to maximize the use of multiple NIGP codes

PRESENTERS: **David De La Garza**, FFiscal Operations Manager, Finance Department, City of San Antonio
Irma Jasso, Master Data Analyst, Finance Department, City of San Antonio

11:00 a.m. E-Bidding 101 with COSA

Vendor Support Staff will offer instruction on responding to a bid through the SAePs Portal

PRESENTERS: **Simon De La Garza**, Financial Operations Specialist, Finance Department, COSA
Alejandra Lozano, Financial Operations Analyst, Finance Department, COSA

2:00 p.m. Capital Project Proposal Development

Learn tips on developing winning proposals and capability statements

PRESENTERS: **Ruben Flores**, Economic Development Manager, Transportation & Capital Improvements, COSA
Carisa Gamez, Contract Coordinator, Transportation & Capital Improvements, COSA

City of San Antonio - Vendor & Supplier Training Workshops (Area G)

10:00 a.m. SBEDA: How to demonstrate a Good Faith Effort

Provide feedback on how best to document the Good Faith Effort made when responding to COSA solicitations with subcontracting goals are not met

PRESENTER: **Michael Sindon**, Economic Development Coordinator, Small Business Office, COSA

11:00 a.m. SBEDA: Compliance Reporting (Post Contract Award)

Learn how to comply with SBEDA subcontracting goals via the City's Contract Management System (CCMS)

PRESENTER: **Michael Sindon**, Economic Development Coordinator, Small Business Office, COSA

2:00 p.m. Getting Paid

Get answers to invoice and payment questions for commodities and services. Gain insight on COSA PRIMELink for payment processing for capital projects.

PRESENTERS: **Kay Grant**, Accounts Payable Manager, Finance Department, City of San Antonio
Fernando Hernandez, PRIMELink Support, Transportation and Capital Improvements Department, COSA

Texas Department of Information Resources – Getting On and Buying Off of the DIR Contract (Area H)

10:00 – 10:45 a.m., 11:00 – 11:45 a.m. and 2:00 – 2:45 p.m.

PRESENTERS: **Lisa Maldonado**, CTP, CTPM, CTCM, HUB Coordinator, DIR
Lynn Sanchez, HUB Coordinator, Technology Sourcing Office, DIR

Learn how the State of Texas procures IT related products and services, and how vendors can bid on cooperative contracts that will be used by state, local, and public education institutions across the state of Texas, as well as public entities from other states

State of Texas Historically Underutilized Business (HUB) Program (Area I)

PRESENTER: **Paul Gibson**, Statewide HUB Program Manager, Texas Procurement and Support Services (TPASS) Division, Texas Comptroller of Public Accounts

The statewide Historically Underutilized Business (HUB) Program facilitates the use of HUBs (i.e., minority-, woman- and service disabled veteran-owned businesses) in state procurement and provides information to them on the state’s procurement process. In accordance with 34 TAC §20.13, each state agency shall make a good faith effort to utilize HUBs in contracts for construction, services (including professional and consulting services) and commodities purchases. Vendors seeking certification as a HUB are required to submit a completed HUB certification application and supporting documentation to the statewide HUB Program.

I. Certification Inquiries, Application, Standards & Procedures	10:00 a.m.
II. Central Master Bidders List & Marketing To State Agencies.....	11:00 a.m.
III. Certification Inquiries, Application, Standards & Procedures	2:00 p.m.

These sessions will include information on how to get certified and market your company as a HUB, how to register on the state’s Centralized Master Bidders List (CMBL) and how to use various online procurement resources.

US Department of Transportation (DOT) Short Term Lending Program (Area J)

10:00 – 10:45 a.m., 11:00 – 11:45 a.m. and 2:00 – 2:45 p.m.

PRESENTER: **Tony Arps**, Project Director, US DOT - Small Business Transportation Resource Center (SBTRC)/ Gulf Region

The Short Term Lending Program (STLP) is administered by the DOT OSDBU through cooperative agreements between DOT and several STLP Participating Lenders. Only DBE Certified or SBA Certified under Section 8(a); Small Disadvantaged Business; HUBZONE Empowerment Contracting Program; and Service-disabled Veterans are eligible for the program.

The DOT Short-Term Lending Program (STLP)

- Provides loan guarantee on a revolving line of credit
- Primary collateral is receivables from contracts for projects containing federal transportation dollars
- Project can be at the local or state level, as long as it contains federal transportation dollars
- Participants can apply for renewal for up to 5 years - Maximum loan amount is \$750,000
- Can be for a subcontract at any tier for a project containing federal transportation dollars
- Interest rate based on WSJ variable rate (6-6.5%)

South Central Texas Regional Certification Agency (SCTRCA) (Area K)

PRESENTER: **Ross Mitchell**, Executive Director, SCTRCA

The South Central Texas Regional Certification Agency (SCTRCA) has two separate and distinct types of certification programs available for potential applicants. Each application type has various differences and required documentation for each. Find out how your company can obtain Certification as a Small, Minority, Woman, African American, Disabled Individual, Veteran or Disadvantaged Business Enterprise. www.sctrca.org

I. Learn How To Get Certified	10:00 a.m.
II. Getting Your Certification To Work For You	11:00 a.m.
III. Learn How To Get Certified	2:00 p.m.

Exhibit Hall B Floor Briefing Areas (continued)

SBA Programs (Area L)

Visit the U.S. Small Business Administration's
San Antonio District staff

SBA Loan and Certification Programs for start-up & existing Small Businesses (Area M)

10:00 – 10:30 a.m., 11:00 – 11:45 a.m. and 2:00 – 2:45 p.m.

PRESENTER: LENDER RELATIONS TEAM,
SBA SAN ANTONIO DISTRICT OFFICE

Find out how your small business can obtain financing through the U.S. Small Business Administration's Government Guarantee Loan Programs available to small business communities nationwide. Start-up and existing small businesses can gain access to capital for business needs such as lines of credit, working capital, purchasing land and building, equipment, inventory, leasehold improvements and other legitimate business uses by utilizing the 7(a), Express and/or 504 loans through SBA participating lenders, credit unions, and certified development companies. Learn about the differences between the various SBA loan programs and how it works. Also learn about SBA disaster assistance for small business and our resource partners who can assist with the preparation of your business plan and financial proposal---important tools in accessing capital! www.sba.gov

Federal Certification for Small Business 8(A), HUBzone and Women Owned Certification Programs (Area N)

10:00 – 10:45 a.m., 11:00 – 11:45 a.m. and 2:00 – 2:45 p.m.

FEDERAL CERTIFICATION FOR SMALL BUSINESSES

PRESENTER: BUSINESS OPPORTUNITY TEAM,
SBA SAN ANTONIO DISTRICT OFFICE

Find out how your company can obtain small business "federal certifications" through the U.S. Small Business Administration's 8(a) Business Development, HUBZone, and Women Owned Small Business Program(s) for the purpose of selling your products and services to the various Federal Government Procurement agencies. www.sba.gov



U.S. Small Business Administration

VETERANS BUSINESS & RESOURCE CENTER

Exhibit Floor – Area D

The Veterans Business Center is designed to help new and existing veteran-owned businesses to position their firms to gain access to the Federal and other marketplaces. The agencies and organizations will provide an overview and update on the Service Disabled Veteran Procurement Program; U.S. Air Force and U.S. Army initiatives for increasing contracting opportunities for veteran-owned firms; and subcontracting and marketing to the Department of Defense. In addition, be sure to pick up information on what is available exclusively for Veterans and your families.

**Bexar County Veterans Service Office
Department of Texas Veterans of Foreign Wars
San Antonio Lighthouse for the Blind
South Texas Lighthouse for the Blind
The Military and Family Readiness Center
The Private Public Partnership Office
San Antonio Coalition for Veterans**

**Goodwill Industries, San Antonio
Texas Veterans Commission
Grace After Fire
SourceAmerica**

**Texas Veterans Land Board
Dept. of Veterans Affairs
American Legion
G.I. Forum**

The Bexar County SMWVBO Conference provides great information. We encourage you to invite everyone in the Veteran community. It is the County's desire to serve Veterans in many capacities.

One of the great benefits of being a veteran is the connection we have with one another. Do you know what's available to you as a Small, Minority, Woman or Veteran business owner?

Are you taking advantage of everything that is offered to you? Do you want to learn how to create or keep a successful business? We want to help you!!!

We invite you to visit with the organizations in the Veterans Business & Resource Center. This area is designed to educate you on what is available exclusively for Veterans and your families. We have information about the SBA Loans, Marketing and Presentation Skills, Teaming for Success in Federal Contracting and the Service Disabled Veteran– Owned Small Business Program.

For more information, please contact:

BOBBY G. WATTS – DIRECTOR SMALL BUSINESS PROGRAMS
HQ Air Education & Training Command (AETC) / A7K Randolph AFB, TX, 78150
(210) 652-4840 Bobby.Watts@Randolph.Af.Mil

VETERANS BUSINESS CENTER

The Veterans Business Center is designed to help new and existing veteran-owned businesses to position their firms to gain access to the Federal market place. Procurement Decision Makers will answer your questions and discuss your capabilities to address their business requirements in a small, special setting.

The program agenda includes an overview and update on the Service Disabled Veteran Procurement Program; U.S. Air Force and U.S. Army initiatives for increasing contracting opportunities for veteran-owned firms; and subcontracting and marketing to the Department of Defense. Workshop priority seating will be given to Veterans.



VETERANS RESOURCE CENTER

The SMWVBO Conference will provide access for Veterans and their families, to community organizations that can assist them in the areas of housing, mental health, finance, benefits, employment and more.

At the SMWVBO Conference, you will have the opportunity to find resources, support, and partnerships dedicated to mental health policy, education initiatives and advocacy priorities that impact active duty military personnel, Veterans and the family members of these individuals.

Community Organization will have display tables in Area D

ONE -ON- ONE Sessions to obtain information and schedule a meeting for after the conference:

Post-traumatic Stress Disorder (PTSD)

Traumatic Brain Injury (TBI)

Veterans and Mental Illness

Veterans and Depression

Suicide Prevention

Women Veterans Resources

Multicultural Resources

Homelessness

Challenges and supports specific to troops and their families
Health benefits & eligibility, services, compensation and more
Families, Children and Spouses support, assistance and education

Please bring proof of your veteran status: DD Form 214, Military ID, Military Retirement ID, or VA Card

Time: 10:00 – 10:45 a.m. & 11:00 – 11:45 a.m. & 2:00 – 2:45 pm

(Area D1)

WORKSHOP TOPIC: *Hire the Best- Hire a Vet*

If you're a small business owner, you want the best people you can find for your business. You want people with drive, leadership skills, practical experience, and the ability to think on their feet to solve problems and get the job done. Men and women who've served their country have been trained to do exactly that- to get the job done. Learn more about veteran recruiting, free resources to help you find talent, employer tax credits and how other companies are winning by hiring veterans.

MODERATOR: **Kara Hill** - Hill Bros Construction
Co-Chair- Military Veteran Community Council Employment Team, San Antonio Chamber

PRESENTERS:

Rodney Leonard, Office of Personnel Management
Veronica DeLeon, Metokote
Larry Hobbs, Society of Human Resource Management

(Area D2)

WORKSHOP TOPIC: *Marketing Your Business: The Search & Presentation*

The purpose of this workshop is to provide tips for: How to search for procurement opportunities in the Department of Defense" including tips for presentations to Contracting Officers, Small Business Specialist and the SBA PCRs.

PRESENTERS:

Esmeralda "Mere" Rodriguez Small Business Specialist Joint Base San Antonio (JBSA OL)
Patricia Barber, Associate Director Small Business Programs, MEDCOM, JBSA
Sheena Little, SBA Procurement Center Representative

(Area D3)

WORKSHOP TOPIC: *Winning Warriors: Approach to Federal Certification*

Find out how your company can obtain small business "federal certifications" through the U.S. Small Business Administration's 8(a) Business Development, HUBZone, and Women Owned Small Business Program(s) for the purpose of selling your products and services to the various Federal Government Procurement agencies.
www.sba.gov

PRESENTERS:

Sean P. Smith, SBA Business Opportunity Specialist
Sheena Little, SBA Procurement Center Representative

(Area D4)

WORKSHOP: *Starting or Growing a Veteran Owned Business*

The University of Texas at San Antonio (UTSA) Small Business Development Center (SBDC) Procurement Technical Assistance Center (PTAC) presents an opportunity to exchange innovative ideas where veterans interested in the "who, what and how" of starting or growing a business can get advice, network and access unique resources,

10:00 a.m. 1st Steps to Starting a Business

PRESENTER: **James "Tree" Roundtree**, Business Development Specialist,, Chase Veterans Business Development Program, SBDC-PTAC

11:00 a.m. Vetbiz Certification Benefits

PRESENTER: **Curtis G. Mohler**, Senior Business Development Specialist,, SBDC-PTAC

2:00 p.m. Government Contracting 101

PRESENTER: **Terri Williams**, Director, SBDC-PTAC

WORKSHOPS

Time: 10:00 – 10:45 a.m. & 11:00 – 11:45 a.m. & 2:00 – 2:45 pm

(Area D5)

WORKSHOP TOPICS:

- Transitioning from War to Work
- Translating and Leveraging Military Skill for Employment.
- Leveraging Social Media for Employment

MODERATOR: **Carrie Sconza**, Texas Veterans Commission Women Veterans Outreach Coordinator

PRESENTERS:

Julie Puzan, Texas Veterans Commission Women Veterans Employment Coordinator
Mauricio "MJ" Jalomo, Army Career Employment Specialist, HRCl, DOD Contractor, Private Public Partnership Office
Pam Belanger, Work Life Consultant, Military and Family Readiness/Employment Readiness Program at Fort Sam Houston

(Area D6)

WORKSHOP TOPIC:

- An Overview of the Mental Health Services Offered by the Department of Veterans Affairs

PRESENTERS:

South Texas Veterans Health Care System (STVHCS), Audie L. Murphy Memorial Veterans Hospital Staff
Dr. Mary Kaye Johnson, Licensed Clinical Psychologist
Larry Stokes, Suicide Prevention Coordinator
Richard Amparan, Peer Support Specialist
Penny Anderson, Peer Support Specialist

(Area D7)

WORKSHOP TOPIC:

- Community Organizations Programs and Assistance

PRESENTERS:

John A. McKinney, Veteran Services Program Manager, Army Reserve SGM, Goodwill Industries, San Antonio
Roberta Castaneda, Bexar County Outreach Coordinator, Grace After Fire
Robert A. Cano, Director of Client Services, American GI Forum-NVOP National Veterans Outreach Program.

SMWVBO Conference Speakers Information

MODERATORS



CATHY MARAS, Chief Information Officer, Bexar County

The CIO directs the Bexar County Information Technology Department policy and strategic planning of information technology implementations, & is responsible for oversight of the Bexar County technology budget. The CIO also establishes, implements, and oversees enterprise architecture to ensure system interoperability, security, and integrated information sharing throughout all County departments.

Ms. Maras brought to Bexar County an unparalleled portfolio of county technological systems knowledge, vision and expertise. She served as the Cook County CIO for ten years; Cook County being the second largest county in the United States with over 5 million residents and 129 municipalities including the City of Chicago. While at Cook County Ms. Maras implemented the first Information Technology Strategic Plan which brought Cook County government into the 21st Century, while concurrently identifying opportunities within the county's ninety departments to enhance processes and advance service levels through the automation, integration, standardization, and development of enterprise applications. Due to her implementation of numerous cost-saving and revenue enhancing technological upgrades Ms. Maras was named "One of Top 25 Government Chief Information Officers" by the Center for Digital Government, and also received two of the prestigious "Best of the Web Awards for Digital Government" for innovative web applications in both 2005 and 2006.

Ms. Maras has also served as the Managing Director of the Worldwide Public Sector division of Microsoft Corporation and as the Assistant Director of Information Technology, Project Manager, and Eastern Regional Controller for GATX Corporation, a leader in global leasing transportation assets. In addition to completing several advanced courses in Information Technology Ms. Maras holds a Bachelor of Science degree in Marketing from Northern Illinois University, a Master of Business Administration degree in Finance and Marketing, and a Master of Science degree in Accounting, both from DePaul University.



QUETA MARQUEZ, Bexar County Veterans Service Officer, U.S. Marine Corps (Ret)

Ms. Marquez is responsible for the direction, coordination, implementation and oversight of the county's Veterans Service programs. The Bexar County

Veterans Service Office (VSO) is an advocate agency established to assist veterans and their dependents in obtaining benefits from the US Department of Veterans Affairs (VA) and the Texas Veterans Commission. In addition, the VSO collaborates with local, state and federal government agencies as well as non-governmental service agencies to assist clients in obtaining needed specialized services.

Prior to joining Bexar County, she was the Operations Manager for the Lorenzana Law Firm, P.C. She served a very distinguished Military career in the U.S. Marine Corps: Manpower Operations Officer, June 2001 – January 2012 (10 years 8 months), U.S. Marine Corps Forces Central Command, Tampa, FL; and Intelligence Analyst, December 1991 – May 2001 (9 years 6 months). She graduated from the University of Maryland College Park, Bachelors, Government and Politics

CONFERENCE SPEAKERS



FELIX ALVAREZ is the Executive Director of Procurement for University Health System where he leads the procurement department in overseeing the Health System's centralized procurement process. Previously he served as Sr. Director of Procurement and Business Diversity for the North Texas Tollway Authority and was responsible for overseeing the entire procurement and contracting process for all goods and services with an estimated annual spend of \$750 million. Under his leadership, their organization won several awards including the National Procurement Institute's Achievement of Excellence in Procurement 2012 and 2013.

Felix has over 11 years of government procurement and contracting experience and has also worked for the City of San Antonio and the San Antonio Independent School District. He has numerous procurement certifications and his past volunteer experience includes serving on the South Central Regional Certification Agency's Board of Directors, the City of San Antonio Capital Improvements Advisory Committee for District 1 and the San Antonio ISD Facilities Planning and Bond

Oversight Committee. He holds a Bachelors of Science from Texas State University and a Master of Public Administration from UTSA.



RICHARD AMPARAN was raised in Okinawa, Japan and graduated from Kubasaki High School in 1999. After high school, Mr. Amparan attended the University of Texas at San Antonio and graduated with a Bachelor's of Arts degree in Criminal Justice in May 2005. That same month, Mr. Amparan enlisted in the United States Marine Corps and attended boot camp in Marine Corps Recruit Depot, San Diego,

California. Upon completion, Mr. Amparan was sent to Fort Leonard Wood, Missouri, to begin Military Police occupational specialty training and was subsequently stationed at Camp Lejeune, North Carolina.

Assigned to 2nd Military Police Battalion, Mr. Amparan deployed to the Al Anbar Province in Southern Iraq in support of Operation Iraqi Freedom. Attached to an Explosive Ordinance Disposal team, Mr. Amparan performed routine route clearance and improvised explosive device sweeps in the Fallujah, Al Taqaddum, and Ramadi areas of

operation from February to September 2006. Mr. Amparan was also attached to Task Force Dagger, a joint service task force established to conduct mine sweeping maneuvers, during the same deployment.

Mr. Amparan was re-deployed, with the same unit, to Camp Fallujah and Al Taqaddum, Iraq in August 2007 through March 2008. Upon return, Mr. Amparan was sent to Security Battalion, Quantico, Virginia as a provisional military police officer. After one year on station, Mr. Amparan was selected for Ceremonial Platoon assignment; conducting and supervising over 120 military funerals in southern and western Virginia.

Upon re-enlistment, Mr. Amparan was sent to Naval Air Station, Pensacola, Florida to begin training as an air traffic controller. After completion, Mr. Amparan returned to Quantico, Virginia and was assigned to Marine Helicopter Squadron-1, under the Office of the President.

Mr. Amparan left active duty service in the summer of 2011 and moved back to San Antonio, Texas to begin his Master's in Business Administration from the University of Maryland. During his education, Mr. Amparan volunteered with the Department of Veterans Affairs Crisis Prevention Team and was ultimately hired under the new profession of Peer Support.

Working at the Frank Tejada Outpatient Clinic, Mr. Amparan works with Veterans experiencing mental health illness in areas of Post-Traumatic Stress Disorder, Depression, and Bipolar Disorder. Mr. Amparan will be completing his second degree from the University of Maryland with a Master's in Health Care Administration and will also be attending Texas A&M, San Antonio to begin his Master's in Counseling during the Spring of 2015 term.

Mr. Amparan's service awards include:

The Navy and Marine Corps Achievement Medal, Navy Unit Commendation (2nd Award), Combat Action Ribbon, Iraq Campaign Medal (2nd Award), Marine Corps Good Conduct Medal, Sea Service Deployment Ribbon (2nd Award), National Defense Service Medal, and Global War on Terrorism Medal.

No Photo Available

PENNY ANDERSON is a Certified Peer Support Specialist with Audie L. Murphy Memorial Veterans Hospital. She works specifically with Veterans at Villa Serena, a Residential Rehabilitation Treatment Program providing a 91-day Psychosocial Program for homeless Veterans and a Variable Stay Substance Use Disorder Program for Veterans recovering from addiction. As a Peer, Penny uses ongoing individual

and group sessions to teach Veterans how to identify and combat fears and negative self-talk, accurately articulate personal recovery goals, create and maintain positive healthy support systems, and develop problem solving skills.

She also serves as an advocate for Veterans and staff alike. Penny recently retired from the United States Army National Guard after 24 years of honorable service, where the majority of her time served was on Active Duty. While in the military, she served as a Behavioral Health NCO, Certified Drug and Alcohol Counselor, Master Resilience Trainer (MRT), Applied Suicide Intervention Skills Trainer (ASIST), Nationally Certified Victim Advocate, Unit Prevention Officer, Family Readiness Group (FRG) Military Liaison Forward, Master Fitness Trainer, and US Army Recruiter to name a few.

Penny received many awards during her military career, the highest being her Bronze Star which she earned during her last combat deployment. In her civilian world, Penny has been happily married for over 28 years. Together with her husband, they successfully raised two wonderful sons, whom they have gladly given away to two phenomenal young women. While impatiently waiting for future grandchildren, Penny is using her nurturing skills with her English Mastiff, Labrador Retriever, English Bulldog, and Cat.



TONY ARPS is the Project Director of the U.S. DOT Small Business Transportation Resource Center (SBTRC) for the Gulf Region, one of eleven regional field offices of the U.S. Department of Transportation's (US DOT) Office of Small and Disadvantaged Business Utilization (OSDBU).

The SBTRC advocates on behalf of small businesses and provide technical assistance, bonding assistance, access to capital, and business training programs to small and disadvantaged businesses in an effort to build their capacity, so that they can become competitive when bidding for contracts containing federal transportation dollars. The Gulf Region SBTRC provides services to small businesses in the states of Texas, Louisiana, Oklahoma and New Mexico.

Mr. Arps graduated from the University of Texas at Arlington with a Bachelor's Degree in Marketing and has completed graduate level coursework at the University of Texas at Tyler. Mr. Arps has 26 years of business experience, both as an entrepreneur and as a professional providing service to small businesses. Mr. Arps along with his staff at the Gulf Region SBTRC work one on one with business owners conducting intake and assessment to best determine which services the Gulf Region SBTRC can provide in order to help small businesses build capacity. The US DOT SBTRC/Gulf Region is operated by the Greater Dallas Hispanic Chamber of Commerce with grant funding from the U.S. Department of Transportation.

Mr. Arps most recent experience before assuming the role of SBTRC Project Director was as Coordinator for the Texas Business Opportunity and Development Program (TBOD) a Tx DOT/USDOT-FHWY contractor development program. The TBOD Program assist in providing business services that builds the capacity of Disadvantaged Business Enterprises (DBEs).



PATRICIA BARBER is the Associated Director for the U S Army Medical Command Small Business Office. She began her civil service career in October 1983, with assignments to Randolph AFB, Barksdale AFB, Plattsburgh AFB, Greenham Common AFB, Syracuse, NY, Kessler AFB and now JBSA Ft Sam Houston.

She has a Master's in Business Administration and is Level III Certified in Contracting.

She has over 20 years of contracting experience and has served in many positions. She has been a Small Business advocate, since 2007; responsible for insuring that small business concerns are able to participate in all Federal Contracting acquisition programs as prime and subcontractors.

She is married to Isaac and they have three children, Marie, Isaac, and Marcus.



ENIGMA BELCHER has been with the University since October 2010. Her professional background is in healthcare revenue cycle and finances for the past twenty-five years. Enigma has earned her BA in Industrial Psychology from Our Lady of the Lake University. She is a graduate of the EIWTC Master Leadership program in 2012. She continues to further her education in leadership.

Enigma has participated within the community for many years at various agencies such as Haven for Hope, SAMM Ministries, Woman's Battered Shelter and MATCH/PATCH program.



ROBERT A. CANO is Director of Client Services; American GI Forum National Veterans Outreach Program. He is a 20 year veteran of the U. S. Marine Corps serving a tour of duty in Iraq and filling several leadership positions during his time in the Corps. After graduating from Texas A&M University, he earned the title of Marine in 1994 at Marine Corps Recruit Depot San Diego and was trained as a Korean Linguist. He

was commissioned in 1996 and served as the Adjutant for 3d Battalion, 5th Marines and with the 5th Marine Regiment.

He followed those with tours as the Executive Officer for Marine Corps Recruiting Station San Antonio, TX then with III Marine Expeditionary Force HQ. He exited active duty after that tour in, but remained active the Marine Reserves. Now a Major, in 2007, he was mobilized and served 14 months in Iraq with the Multi-National Security Transition Command-Iraq. He was again mobilized to serve with Headquarters, Marine Corps Forces Europe and Marine Corps Forces Africa. While there he organized and started a new organization in Headquarters Company, Marine Corps Forces Europe and Africa where he served as the Company Commander.

In December 2012, he proudly began serving as the Director of Client Services for the American GI Forum National Veterans Outreach Program, helping to provide services to our Veterans who are most in need.



ROBERTA CASTANEDA was born in Harlingen, Texas and grew up as a military child due to her father serving over 20 years in the United States Air Force. Roberta honorably served 10 years in the United States Army and during her tenure in the military she served as a Preventative Dentistry Specialist, Practice Manager, Clinic Manager, and Operations and Training Manager. She also attended Professional

Leadership Schools and served as the Equal Opportunity Leader, Sexual Assault Victim Advocate, Chairman of the Social Community, and Unit Ambassador. Roberta received her Bachelor's Degree from Wayland Baptist University in Business and is currently enrolled in the Master of Arts in Counseling. She is a Bexar County Outreach Coordinator with Grace After Fire. The mission of Grace After Fire is to provide the means for women Veterans to gain self-knowledge and self-renewal. They serve to protect the Veteran, connect the resource and renew the women.



MARY CHERYL DORWART, is the director of the Texas Department of Information Resources' Technology Sourcing Office. She is responsible for the state's information technology cooperative contracts program which offers technology products and services to state agencies, local governments, higher education, K-12 and other qualified customers through more than 750 contracts. The customer spend through

these contracts for fiscal 2014 was over \$2 billion.

Mary Cheryl brings over 30 years of Texas state government and private sector experience to the job. Her expertise in technology procurements has helped guide complex state procurements such as the outsourcing of the state's consolidated data centers, Texas.gov – the Official Website for the State of Texas and statewide personnel and accounting applications. Before coming to DIR, she served in many capacities at the Texas Comptroller's Office including strategic planning, technology sourcing and business process reengineering.

Mary Cheryl oversees DIR's enterprise contract management, agency sourcing practices and the agency's HUB program. She serves on the Statewide Advisory Council on Procurement and National Association of State Purchasing Officials staff retention committee. She is a past president of Executive Women in Texas Government and a member of Leadership Texas, class of 2007, which recognizes a broad diversity of women leaders from across the state of Texas.



BRYAN GUINN is a highly accredited IT executive leading the way for Prism Technologies Group. Having been in the IT industry for a majority of his life, Bryan has always been driven to be at the frontier of developments in this field. He's had the fortune of fulfilling key roles and responsibilities in his career, all of which prepared him for leadership at Prism Technologies Group.

Bryan began his career as a lead engineer for Norred Technical Services where he provided daily client support for business operations. This position led him to Earthlink, as a BlackBerry tier II helpdesk manager where he developed processes and metrics for the call center. In 2003, he founded Prism Technologies Group to apply his passion for technology towards helping companies with their IT needs.

Bryan is accredited and certified by Microsoft, and is a Microsoft Small Business Specialist, a Microsoft Partner Cloud Accelerator, a Microsoft Silver Midmarket Solutions Provider and a Microsoft Silver Server Platform Specialist. He built his company from a one man shop to a dynamic team that generates over \$2 million in sales annually. In 2013 and 2014, he obtained the prestigious status of Microsoft SMB Champion Club Tier 1 member. In that same year, Prism Technologies Group was awarded the Microsoft Community Connect Partner of the Year for the U.S. and a nomination for the Microsoft Cloud Growth Partner of the Year for the U.S.

As a dedicated Microsoft Partner, he served five years on the board of directors for the International Association of Microsoft Channel Partners (IAMCP), San Antonio chapter, including three terms as president. In 2012, he was inducted into the Worldwide Who's Who for Excellence in Consulting and in 2013 he received the 100 Club of San Antonio award. In years past, he served a significant role as board member and social media chair for Technology Connexus in San Antonio.

In addition to his work, he also fulfills other responsibilities. He is the IT advisory chair for Kaplan College and a board member for Lead SA. He's also an active member of the North San Antonio Chamber of Commerce, San Antonio Chamber of Commerce and the San Antonio Hispanic Chamber of Commerce. When Bryan's not hard at work, he's with his wife and son. In his leisure time, he enjoys playing golf and video games, and spending time with his family.



MAURICIO "MJ" JALOMO is an Army Career Employment Specialist for the Private Public Partnership Office. He works with Army Reserve Soldiers, Veterans from all services, and family members to assist with transition to civilian career-oriented opportunities. He provides resume building/enhancement assistance, interviewing tips, assessments of military skills that transfer to civilian job skills, job search and job portal assistance, and direct contact to local employment opportunities.



DR. MARY KAYE JOHNSON is a native of Chicago, Illinois. Dr. Johnson graduated Summa Cum Laude from Tennessee State University and continued her journey to becoming a psychologist upon her acceptance into the Chicago School of Professional Psychology's Clinical Psychology Doctoral Program. While in graduate school, Dr. Johnson developed a particular interest in the fields of Forensic and Correctional Psychology. Such interests led her to complete practicum at various correctional facilities such as Stateville Correctional Center and the Metropolitan Correctional Center of Chicago. Collectively, these training experiences inspired Dr. Johnson to apply for and secure a competitive pre-doctoral internship with the Federal Bureau of Prisons at the Federal Correctional Institution and Federal Detention Center of Tallahassee, Florida. Following the successful completion of her pre-doctoral internship and graduation from the Chicago School of Professional Psychology, Dr. Johnson was offered a position as a Staff Psychologist with the Federal Bureau of Prisons at the Federal Correctional Complex of Petersburg, Virginia, where she remained for two years. Dr. Johnson was then promoted to the Drug Abuse Program Coordinator (DAPC) at the Federal Prison Camp of Pensacola, Florida where she practiced until joining the Department of Veteran's Affairs in July 2013 as the Local Recovery Coordinator. Dr. Johnson's employment history also includes work as a SAMHSA (Substance Abuse and Mental Health Services Administration) intern, Mental Health Consultant, and Respite Worker. In addition to her current clinical and professional duties with the VA, Dr. Johnson aspires to acquire a private practice in the future. She possesses strong aspirations of publishing her original collection of poetry and expounding upon the literature and mental health treatment of individuals with histories of trauma and chronic illnesses such as HIV and AIDS. Dr. Johnson is also a proud member of Alpha Kappa Alpha Sorority, Incorporated and recently joined the honorable ranks of motherhood in March 2014.



LISA MALDONADO brings more than 19 years' experience in purchasing, contracts, diversity and vendor relationship management to the Texas Department of Information Resources, and draws upon successful careers in both the public and private sectors. As a Certified Purchaser and Contracts Manager, Mrs. Maldonado is working to fulfill the mission of DIR's HUB program to strongly encourage Historically Underutilized Business (HUB) and Minority and Women Business Enterprise (MWBE) vendors to compete for all DIR procurement opportunities. Mrs. Maldonado believes firmly in the importance of small business. She is passionate about small business getting an opportunity to grow in the public and private sector. Before joining the Texas Department of Information Resources, Mrs. Maldonado served as a HUB Coordinator and then as the Purchasing Manager for the Texas Youth Commission. Previously, she was a Purchasing Manager and Co-Owner for small business commerce with the U.S and international firms.

She is a Certified Texas Purchasing Manager and Certified Texas Procurement Manager. Mrs. Maldonado is a member of the HUB Discussion Workgroup Committee (HDW). Past affiliations were Chair of HDW, State Agency Coordinating Committee (SACC), National Institute of Governmental Purchasing, DIR HUB Advisory Board, US Hispanic Contractors Association, and Office of the Governor's Economic Development & Tourism Office.



DAVID MARQUEZ serves as the Executive Director for Bexar County. In this position, he directs the County's efforts to develop and improve the local economy. This is achieved through domestic and international business development programs, the Tax Phase-In Incentive program, and various other initiatives. Mr. Marquez most often works as a team member with the other economic development agencies around the community.

Since 2000, Mr. Marquez has also been the County's manager for the negotiation, construction and on-going operations of the AT&T Center, home to the NBA Champion San Antonio Spurs, and to the annual San Antonio Livestock Show and Rodeo.

The project also includes several other planning and development components for the area in and immediately surrounding the Arena site.





JOHN MCKINNEY is the Veterans Services Program Manager for Goodwill Industries of San Antonio. He is a home grown Texan, hailing from his hometown of New Braunfels, TX. He is married and has a daughter that attends Bernard Harris Middle School.

John is on his 27th year of serving in the US Army Reserves, and currently serves as a Brigade Operations Sergeant Major within the 75th Training Command out of Houston TX.

Goodwill Industries of San Antonio is one of a dozen Goodwill agencies in the country selected to participate in Operation: GoodJobs 2.0. Operation: GoodJobs 2.0 aims to help veterans transition from military life to a successful civilian life. The underlying goal is to empower veterans and their families with the tools they need to succeed in the workplace. Operation: GoodJobs 2.0 and Goodwill SA partners with a vast network of outside agencies to provide a comprehensive program catered to the individual and his/her family.



CURTIS GRAHAM MOHLER is a twenty year Navy Veteran who has served in several management capacities including NJROTC Administrative & Budget Manager, Human Resources Recruiter, Combat Communications Instructor, Warfare Coordinator and NCIS Direct Special Agent Support.

Curtis serves as a Senior Business Development Specialist Counselor at the Small Business

Development Center, Procurement Technical Assistance Center (PTAC) who managed the Veterans Assistance Services Program (VASP) and Chase Veterans Business Development Programs providing free business counseling services to veteran entrepreneur clients specializing in start-ups, development, operations, certifications, management, government contracting and long-term expansion. Curtis now serves as Senior Business Development Specialist assisting small business owners to expand their opportunities to federal and other markets providing advanced government contracting business services under the Defense Logistics Agency (DLA) program.

Previously, Curtis served as a Senior Defense Management Consultant, Director of Business Development-US West Operations responsible for managing and implementing the (Saber-Diamond Business Plan) specifically targeted to develop, capture, expand and management new business opportunities for a (Fortune 500) Global Defense Contractor client in support of 20 commercial small businesses encompassing 27 states and over 1000 personnel.

Curtis is a graduate of Wayland Baptist University, where he earned a Bachelor of Science in Occupational Education with a major in (Management).



SUSANNAH MUNRO, Business Development Specialist comes to the Procurement Technical Assistance Center with over 20 years of experience working for the federal government, government contractors and for the San Antonio Independent School District. Ms. Munro serves as a Business Development Specialist providing assistance to business owners wanting to expand their business into federal, state, and local contracts with government agencies and military installations.

Ms. Munro has experience in logistics management including Logistics and Supply Chain/Item Management, Business Management, Cost/Project Analyst Management and Information Technology (IT) support. She has a Bachelor's in Business Administration (BBA) with majors in accounting and marketing from Our Lady of the Lake University.



JULIE PUZAN is the Texas Veterans Commission Women Veterans Employment Coordinator. She served in the United States Air Force as a Weapons Loader on the B-2 Bomber for six years. Upon separation in 2009, she attended the University of Central Missouri and obtained her Bachelor's Degree in Social Work. She moved back to Texas, her home state, and began working for the Texas Veterans

Commission in September 2011 as a claims counselor and became the Women Veteran Employment Coordinator in September 2013. She is currently attending Our Lady of the Lake University part time to obtain her Masters Degree in Social Work. You can contact Julie at julie.puzan@tvc.texas.gov.



NATHAN ROACH, Startup Law Attorney, helps new and growing businesses build and protect their company, its brand, and its assets. He has co-founded startup companies and written code as an early employee at Rackspace, a major cloud computing leader. Based on these experiences, he enjoys helping others build their own companies and accelerate their growth.

Nathan Roach is well known in the IP community. An attorney and technologist, Mr. Roach maintains an active intellectual property law and litigation practice focused on helping inventors, innovators, and startups avoid trouble, protect their IP, and stay focused on transforming their field of endeavor. As a former programmer and active entrepreneur, Nathan brings a wealth of experience to his law practice that differentiates him from peers in the industry.

Nathan began his career in technology as employee number 19 at Rackspace Managed Hosting, rising from self-taught webmaster to Project Manager. He took his technology skills into the business world, founding Litigation Dynamics, a litigation support company that anticipated the growing need for technology support in the legal profession. After his exit, Nathan attended law school where he helped direct implementation of the St. Mary's University School of Law Mock Courtroom, and began his studies with an eye toward intellectual property practice.

Nathan continually seeks to build new solutions to today's problems. He regularly contributes to his own blog, as well as RAM's, and numerous technology and law related publications. Mr. Roach prides himself on supporting the growing San Antonio technology community and regularly conducts pro bono legal clinics for entrepreneurs.



ESMERALDA "MERE" RODRIGUEZ is a Small Business Specialist for the Air Force Installation Contracting Agency Joint Base San Antonio Operating Location (AFICA/SB JBSA OL) located at Port San Antonio, Lackland AFB, TX. In this capacity she is responsible for the management and oversight of the Small and Minority Business Programs. AFICA/SB JBSA OL supports three sourcing squadrons:

the 771st Enterprise Sourcing Squadron - Air Force Force Protection Commodity Council, 772nd Enterprise Sourcing Squadron - Air Force Center Civil Engineer Center West (AFCEC WEST) located at San Antonio, TX and The Air Force Civil Engineer Support Agency (AFCEC EAST) located at Tyndall AFB, Florida, 773rd Contract Support Flight, supports the Air Force Medical Operations Agency (AFMOA) and the Air Force Medical Support Agency (AFMSA). Ms Rodriguez's duties include assisting contracting officers in market research, acquisition planning/strategy, maintaining a small business outreach program, contractor counseling, oversight of small business subcontracting and serves as Small Business Programs Office Manager.

Ms Rodriguez began her civil service career in September 1978 as Contracting Administrative Support at the former Kelly AFB. She relocated to Brooks AFB TX in 1990 and supported the Human Systems Program Office; as well as the Air Force Center for Engineering and the Environment as Contracting Administrative Support until her promotion to the Brooks Small Business Office as Small Business Specialist on September 1991.

AWARDS AND HONORS:

1987 – Acknowledged by Major General Lewis Curtis, Commander, Kelly AFB TX for comprehensive and informative Automated Contract Preparation System (ACPS) briefing to Four Star General Hansen.

1999 - 311th Human Systems Wing Outstanding Contracting Support

2000 - Brooks City-Base Outstanding Civilian of the Year

2000 - ASC/PK Quarterly Outstanding Contracting Support

2001 - Human Systems Wing Outstanding Contracting Support

2001 - Alamo Federal Executive Board Community Service

2001 - Human Systems Program Office Director's Award



JAMES "TREE" ROUNDTREE serves as the Veteran Business Development Specialist for the University of Texas at San Antonio SBDC Procurement Technical Assistance Center. Tree is a retired First Sergeant from the United States Army. He is a veteran of Desert Shield/Desert Storm, Operation "Just Cause" and two tours in Operation "Iraqi Freedom". He honorably served 24 years, where it was his honor to serve in a

number of leadership positions while taking care of Soldiers, Family members, and Staff. Now in his "new life" it is a similar honor to serve veteran start-ups and entrepreneurs in business development and expansion as your Veteran Business Development Specialist.

His commitment goes beyond the old standard of customer satisfaction; to a new standard of client care, time and attention. Taking time to listen while clients share their dreams and goals, answering their questions, and helping them explore their options without pressure, are gifts he freely gives to each and every client.

Dedicated to personal development and growth with a Bachelor's

of Science in Criminal justice from Upper Iowa University; currently pursuing a Master's of Science in Transportation and Logistics Management with American Public University.



LYNN SANCHEZ is a HUB Coordinator for The Texas Department of Information Resources (DIR). Mrs. Sanchez has more than 20 years of experience in the HUB Program and brings with her a wealth of knowledge working with Small, Minority, and Women Business Enterprises (SMWBE) and Diversity Programs in the public and private sector. Mrs.

Sanchez graduated from Texas A&M University with a degree in Agricultural Economics in 1997. She has worked in the HUB Program as a Certification and Compliance Analyst, HUB Program Statewide Marketing Coordinator, and a HUB Coordinator for the General Services Commission (GSC), Texas Building and Procurement Commission (TBPC), University of Texas at Austin, University of Texas System, the Texas Comptroller of Public Accounts (CPA) and has been with DIR since August 2013. Mrs. Sanchez is working to fulfill the mission of DIR's HUB program to strongly encourage Historically Underutilized Business (HUB) and Minority and Women Business Enterprise (MWBE) vendors to compete for all DIR procurement opportunities. Mrs. Sanchez has been a strong advocate for HUBs and SMWBEs her entire career.



RET. LTG RICARDO SANCHEZ is the Chief Executive Officer of OpTech Group. Prior to joining Operational Technologies, LTG Sanchez was an independent security consultant providing services to international entities in Africa, Central America, Mexico and the United States.

LTG Ricardo Sanchez retired from the US Army after 33 years of service in 2006. He began his Army career as a platoon leader in the 8200 Airborne Division. His assignments include tours in the United States, Korea, Panama & Germany. He served as a tank battalion commander during Operation Desert Storm; was promoted to Colonel and given command of an armor brigade, served as Director of Operations for US Southern Command; was promoted to General in 1997; commanded TF Falcon in Kosovo and then was assigned as Director of Operations, U.S. Army Europe in 2000.

He assumed command of the 1st Armored Division in Germany in 2001 and deployed the Division to combat in Iraq. In June 2003 he assumed command of V Corps. And became commander of coalition ground forces in the U.S. - led occupation of Iraq until July of 2004. He was the longest serving V Corps Commanding General. General, Sanchez graduated from Texas A&I University and Naval Post Graduate School.



CARRIE SCONZA serves as the Texas Veterans Commission Women Veterans Outreach Coordinator. She is a 20 year United States Navy Veteran and retired as a Navy Career Counselor in 2011. Using the Post-9/11 GI Bill, she completed her B.S. and M.S. ed. in Workforce Education and Development with Southern Illinois University-Carbondale. Carrie continued as an advocate for active duty and

Veterans benefits while working for the Navy Center for Personal and Professional Development. In November 2013 she became the Women Veteran Outreach Coordinator and is honored to continue her service to active duty members and Veterans for the Texas Veterans Commission, Women Veterans Initiative.



SEAN P. SMITH, a business opportunities specialist at the U.S. Small Business Administration San Antonio District office, will discuss the various business certification programs for small businesses. Smith works with firms participating in the SBA 8(a) Business Development, a business assistance program for small, disadvantaged businesses.

Smith previously spent 17 years managing a family-owned small business, and he worked for a decade as a program manager for the Del Mar College Procurement Technical Assistance Center in Corpus Christi.



SHERILEY SMITH, Project Manager comes to the Procurement Technical Assistance Center with over 20 years of experience working for the federal government Department of the Army as an Education Technician, Director, Trainer, Coordinator, Administrator and a Division Chief. Ms. Smith experience extends from the United States to Europe in the various capacities with experience supervising facility directors and

the training program for the organization, working with government contracting offices, other installation proponents, and Base Closure and Realignment (BRAC) projects. Her most recent position prior to joining the SW-PTAC team was a Document and Supply Analysis/ Sourcing Specialist for 2 years with a small company that supported (through a government contract) the San Antonio Medical Center Consolidated Tower (CoTo) construction project with the San Antonio Medical BRAC and Integration Office (SAMBIO).

Ms. Smith education includes: AAS in Education, BAS in Education Campbell University, NC, MA in Human Relations from the University of Oklahoma, OK. She is currently a Doctoral Candidate- Psychology with an Emphasis in Industrial and Organization Psychology with Grand Canyon University, AZ.



KATINA STEWART is the Director of Supplier Diversity and Inclusion at MedAssets. She joined MedAssets in July 2013 and has been a leader in the implementation and support of diversity initiatives with healthcare systems. Her personal approach and true passion for assisting MWVBes has allowed her to develop strong relationships with diverse suppliers to assist them with growth opportunities and with healthcare systems to

assist them in meeting and exceeding their diversity goals. Her goals with MedAssets are consistent with the mission and objectives stated within MedAssets Supplier Diversity and Inclusion program.

Katina received her Master's Degree in Healthcare Administration from Webster University in St. Louis, MO. Katina's vision for MedAssets and her unwavering commitment to diversity and inclusion, along with her dedication to the diverse community will continue to lead MedAssets to achieve a renewed strategic focus surrounding Supplier Diversity.



LARRY STOKES, MBA RN-BC CMC; is originally from Queens, New York where he lived for twenty-five years. He joined the United States Army in 1986 as a Medical Specialist (Medic) and was stationed in several places in the United States and abroad. During Larry's service in Frankfurt, Germany, Larry became interested in the nursing profession and began to

diligently pursue a nursing degree. Larry received an

Associate's Degree in Liberal Arts from City College of Chicago in 1989. While he was station in Germany, Larry re-enlisted to be assigned at Fort Devens, Massachusetts, where there was an abundance of nursing schools in the area. After arriving at Fort Devens in 1989, He began taking classes towards his nursing degree. In August of 1990, he was sent to the Persian Gulf to participate in the Gulf War. In 1992, he was honorably discharged from the United States Army. Larry started his nursing career April of 1992 at the Edith Norse Rogers Memorial Veterans Hospital in Bedford, Massachusetts. He became a staff nurse on a mental health unit. Two years later, he left the inpatient unit and became a Case Manager in a Mental Health Community Program. In 1994, he completed his Bachelor Degree from Fitchburg State University. In 1999, Mr. Stokes received the Nursing Excellence Award, which was given to the Nurse for outstanding nursing practice. He was promoted to Nurse Manager of the Community Mental Health Program and served as the nurse manager until September 2001. In October 2001, Larry became the Nurse Manager of a thirty-five bed transitional mental health unit at the Edith Norse Rogers Memorial Veterans Hospital in Bedford Massachusetts.

In 2005 he moved to San Antonio Texas transferring to the Audie Murphy VA Hospital. He currently is the Suicide Prevention Coordinator for the South Texas Veterans Healthcare System. Larry is board certified in psychiatric and mental health nursing, board certified in care management, and in 2013 Larry Stokes received his Master's Degree Business Administration, with a focus in healthcare administration.



MARK S. TESKEY, a member of the Senior Executive Service, is the Director of Air Force Small Business Programs, located in the Pentagon, Washington, D.C. He is responsible for policy, advocacy, execution, and advice pertaining to Small Business Programs and personnel throughout the department.

Mr. Teskey entered the Reserve Officer Training Corps at Clemson University and was commissioned upon graduation in 1986. He entered the Educational Delay program, attended the University Of South Carolina School Of Law, and was accepted into the Air Force Judge Advocate General's Corps in 1989. After retiring from active duty, he served in the Department of the Interior as the Associate Solicitor for General Law and as the Director, Office of Small and Disadvantaged Business Utilization.

Prior to joining the Department of the Interior, Mr. Teskey served over 23 years in the Air Force Judge Advocate General's Corps specializing in Government Acquisition Law and National Security issues. His final active duty assignment was as the Director of Commercial Law and Litigation for the Air Force, building a worldwide organization to represent Air Force acquisition law and litigation interests from an enterprise perspective in the acquisition law, litigation, and personnel

policy areas. He served in a wide variety of base and headquarters level leadership positions. He assumed his current position in April 2014.



CORRIN LE VASSEUR, B.S., MPA, serves as the Director of Facility, Fleet & Maintenance for The Center for Health Care Services (CHCS) where she is accountable for developing comprehensive facilities planning and construction; maintaining all properties owned and leased; supervising facilities maintenance; planning and supervising all fleet operations; and planning, implementing and maintaining effective, organization-wide, construction and renovation projects. Additionally, as the Incident Commander for CHCS, she attends the Emergency Management Coordination Information Sharing (EMCIS) meeting at the City of San Antonio/Bexar County Emergency Operations Center.

During Le Vasseur's 35-year career in healthcare operations in San Antonio, she served as Director of the Referral/Call Center for the Cancer Therapy & Research Center, and Director of Communications at Methodist Healthcare System where she was responsible for 22 facilities including 6 hospitals for 17 years.

Le Vasseur completed her healthcare administration residency at the Methodist Healthcare System, and received a Bachelor's degree in Biology and Chemistry, and a Master's degree in Public Administration with a concentration in Healthcare Administration from the University of Texas San Antonio.



BOBBY WATTS is Director, Small Business Programs, Headquarters Air Education and Training Command, Joint Base San Antonio-Randolph, Texas. He is responsible for the advocacy, execution and advice pertaining to small and Minority business programs throughout Air Education and Training Command.



TERRI WILLIAMS serves as Director of the UTSA Institute for Economic Development Small Business Development Center Procurement Technical Assistance Center. She is responsible for managing several staff and SBA funded programs focused on assisting business owners in contracting with the federal, state, and local governments as well as the private sector. In addition, the SBDC PTAC includes

programs to assist small businesses in becoming more profitable through technology commercialization, Eagle Ford Shale matchmaking, veteran business services and assisting with their human resource needs.

Her previous positions include, Director of Economic Development for Brooks Development Authority, Terri Williams was responsible for leveraging funding partnerships with national, state and local governments and foundations to advance economic development opportunities at Brooks City-Base. In this role, Ms. Williams secured over \$5 million in grant funding for Brooks City-Base projects; an independent Economic Development Consultant to the City of Windcrest, as President and CEO of Williams Economic Development Consulting; Business Development Manager for Port San Antonio, and Economic Development Manager for the City of San Antonio.

Ms. Williams holds a degree in Political Science from the University

of Texas at San Antonio and designation as a Certified Economic Developer (CEd) from the International Economic Development Council. She was named 1999 Small Business Advocate of the Year for Minority Enterprise Development (MED) Week, named as a 1999 "40 Under 40 Rising Star" by the San Antonio Business Journal, and a graduate of the 2001 Leadership San Antonio program sponsored by the Greater San Antonio and the San Antonio Hispanic Chambers of Commerce.

She is a member of the Texas Economic Development Council, the International Economic Development Council, the Greater San Antonio Chamber of Commerce Legislative Affairs Committees, the San Antonio Hispanic Chamber of Commerce Economic Development Committee and Small Business Committee, San Antonio Business Opportunity Council (SABOC), the National Contract Management Association (NCMA) the Association of Procurement Technical Assistance Centers (APTAC), Walzem Road Area Revitalization, Inc., Zeta Phi Beta Sorority, and the San Antonio Fiesta Commission.



FRANCINE WILSON is the Vice President of Supply Chain Management for University Health System. In this role, she serves as a Strategic Leader and Executive Sponsor for change management, increasing organizational effectiveness, efficiencies, and cost reduction initiatives related to supply chain optimization.

Francine joined University Health System in 1993. During her tenure with the Health System, she has served in various leadership roles to include Administrative Clinic Director and Executive Director of Purchased Resources.

She has earned a Bachelor of Science degree in Accounting (Bentley College); a Master of Science Degree in Management (Lesley College); a Masters of Arts Degree in Health Services Management (Webster University); and a Masters of Arts Degree in Procurement & Acquisitions (Webster University). Additionally, she is a graduate of the Masters Leadership Program of San Antonio and Bexar County and is a Certified Materials & Resource Professional (CMRP) through the American Hospital Association.

Francine is a Board Member of IDN Summit & Expo and Warm Springs Foundation; she also serves as a member of the IDN Summit & Expo Education Advisory Board. Additionally, she is the Founder of Witness Project San Antonio (a breast health education initiative).

She has previously been recognized by Psi Alpha Chapter – Omega Psi Phi Fraternity Incorporated Achievement Week Purple & Gold Award (Medical Category); San Antonio Black Achievement Award (Medical Category); Honoree Speaking of Women's Health; Macy's For Her Heart & Soul Award and University Health System Employee of the Year (Management Category). Francine has also been featured in Who's Who in Black San Antonio (Most Influential Category) and the San Antonio Blackbook Directory & Yearbook 2013-14

Francine is married to AC Wilson, Jr. and she has two adult children, Jamaal and Nicole. There has been a recent addition to the family; a darling granddaughter Nevaeh.



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BEXAR COUNTY CONTRACTING CONFERENCE



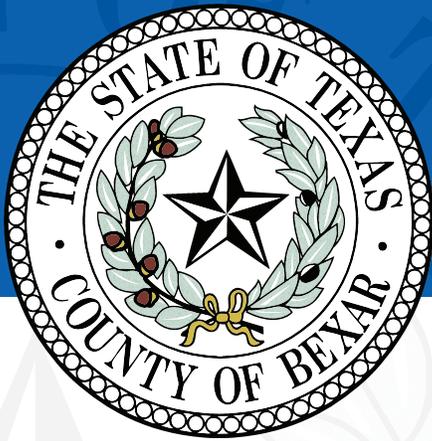
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BOOTH #201

Bexar County Purchasing Department

Meet the Purchasing Agent & Buyers



BACK ROW: Bobby Myers, Michael Mitchell and Jason Burgos
FRONT ROW: Patricia Torres, Daniel Garza (Purchasing Agent), and MaryAnn Carrizales



Renee Watson
SMWBE/DBE Program Manager
Title VI Coordinator
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**Small, Minority and Women Owned Business Enterprise (SMWBE) Program
Disadvantaged Business Enterprise (DBE) Program
Bexar County – Purchasing Department (Satellite Office)**

211 S. Flores, Suite 146 San Antonio, TX 78204
Office: (210) 335-2478 Facsimile: (210) 335-0673

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BEXAR COUNTY COMMISSIONERS COURT

Bexar County Judge Nelson W. Wolff

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Commissioner Paul Elizondo, Pct. 2

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Commissioner Tommy Adkisson, Pct. 4

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Wednesday, December 9, 2015

Sponsorships and Exhibit Space are Now Available!

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Questions or for more information, e-mail to
rwatson@bexar.org or call **210.335.2478**

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