

**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 Calvert
Commissioner, Pct. 4



**Linking Small, Minority, Women,
& Veteran Business Owners to
Opportunities for over 15 years!**

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

**SMWVBO
2015**

7am-3pm Wednesday, December 9, 2015 Freeman Expo Hall, San Antonio, TX

BEXAR ★ COUNTY
**BUSINESS
CONFERENCE**



COMMODITIES ★ SERVICES ★ CONSTRUCTION



Networking Breakfast
Remarks by Honorable

**IVY
TAYLOR**

Mayor, City of
San Antonio



Earl L. Gay
SBA's National Ombudsman
and Assistant Administrator
for Regulatory Enforcement
Fairness



**Paul
Mireles**
KENS 5
MODERATOR

Conference SPEAKERS



**Prince Elven
Camp, Jr.**
Google's
Small
Business



**Kenyata L.
Wesley**
Department
of Defense



Lyn Watts
Microsoft



CONFERENCE PROGRAM

SMWVBO 2015

Linking Small, Minority, Women,
& Veteran Business Owners to
Opportunities for over 15 years!

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



Welcome to Bexar County's **15th 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 Business Conference **AGENDA**

REGISTRATION (Lobby) 7:00 a.m. - 11:30 a.m.

NETWORKING BREAKFAST (Exhibit Hall A) 7:00 a.m. - 9:00 a.m.

PROGRAM: *Leadership for Growing Your Small Business* 7:30 a.m.

MODERATOR: PAUL MIRELES, KENS 5

GREETINGS:

- The Honorable **TOMMY CALVERT**, Bexar County Commissioner, Pct 4
- The Honorable **IVY TAYLOR**, Mayor, City of San Antonio
- The Honorable **LLOYD DOGGETT**, Congressman, TX Dist. 35 (video)
- The Honorable **NICHOLAS "NICO" LAHOOD**, Bexar County District Attorney

REMARKS:

- EARL GAY**, U. S. Navy Rear Admiral (Ret.), National Ombudsman, SBA
- PRINCE ELVEN CAMP, JR.**, DeLight Program Manager / Diversity Partner Liaison Team Lead, Google
- RICK GARZA**, Sales Leader, Time Warner Cable Business Class



KEYNOTE SPEAKER:

MR. KENYATA WESLEY, Acting Director, Office of Small Business Programs
Department of Defense, Washington, DC

CLOSING REMARKS:

LEEANN DUNBAR, Deputy Regional Administrator, Wage & Hour Division, US Department of Labor

LUNCH PROGRAM (Exhibit Hall A) Noon - 1:30 p.m.

Exhibit Hall B: Floor Closed Complimentary box lunch

PROGRAM: *Operating & Growing Your Business in a Secure Environment* Noon

MODERATOR: DAVID MARQUEZ, Executive Director, Economic Development Department, Bexar County

GREETINGS:

- The Honorable **SERGIO RODRIGUEZ**, County Commissioner, Pct. 1
- The Honorable **TOMMY CALVERT**, County Commissioner, Pct. 4
- MR. IRA SMITH**, Board of Managers, University Health System
- DERRICK HOWARD**, Executive Director, Freeman Coliseum/ Community Arenas Board

REMARKS:

- The Honorable **SUSAN PAMERLEAU**, Bexar County Sheriff
- CHRISTOPHER COMBS**, Special Agent in Charge, FBI, San Antonio Division



KEYNOTE SPEAKER:

MR. LYN WATTS, Senior Program Privacy Manager
OSG Enterprise & Security Research and Development, Microsoft

CLOSING REMARKS:

GREG SARICH, Senior Vice President – Enterprise Support/ Chief Information Officer (CIO), CPS Energy

Procurement Exhibits Exhibit Hall B

9:30 a.m. - Noon & 1:30 p.m. - 3:00 p.m.

School Districts • Department of Defense • Department of Transportation
Local Government Agencies • State Agencies/Universities
General Services Administration • Financial/Technical Assistance
General Contractors • Corporations

Exhibit Floor Briefing Areas

Microsoft
Technology Center



Microsoft

(Area E)

Collaborate Across Any Device Workshop Time: 2:00pm-2:45pm

PRESENTER: Bryan Guinn, President of Prism Technologies
With Microsoft and Office 365, you can start collaborating using any device. This event will include demonstrations on how to collaborate from your computer, tablet, and even iPhone! With Microsoft and Office 365, you can choose your own path to becoming a modern business with flexible, complete, and trusted solutions. Office 365 offers a range of opportunities to reduce costs, embrace the cloud, and use powerful business-ready tools across desktops, laptops, and mobile devices. Everything you need to get your job done is in front of you and accessible from wherever the day takes you. And because it's Microsoft, you gain peace of mind knowing that everything works together seamlessly and provides the security you need to protect your business.

Windows 10 Workshop Time: 10am-10:45

PRESENTER: The Microsoft Store at The Shops at La Cantera
Windows 10 is the first step to an era of more personal computing where we are moving Windows from its heritage of enabling a single device – the PC – to a world that is more mobile, natural and grounded in trust. We believe your experiences should be mobile – not just your devices. Technology should be out of the way and your apps, services and content should move with you across devices, seamlessly and easily. In our connected and transparent world, we know that people care deeply about privacy – and so do we. That's why everything we do puts you in control. We also believe that interacting with technology should be as natural as interacting with people – using voice, pen, gestures and even gaze for the right interaction, in the right way, at the right time. Join us to learn about the features and capabilities of Windows 10. Schedule an appointment with Microsoft for a free upgrade!

Office 2016 Workshop Time: 11am-11:45

PRESENTER: The Microsoft Store at The Shops at La Cantera
The new Office makes life work better for education, business, and personal use. The best place to learn about new features and discover useful tips and tricks is at this workshop. Our experts will walk you through how to access your files in the cloud, master new collaboration tools to share and co-author projects, and how to create professional documents for home, school, or the office. Whatever you want to get done, Office will help you do your best work—anytime, anywhere, and with anyone. Schedule a follow-up workshop at The Microsoft Store!

Texas Dept. of Transportation (TXDOT)

Workshop Time:
Morning: 10-11:45
Afternoon: 2-2:45



(Area D1)

- A. Local Government Program Requirements on TxDOT Funded Projects (10-10:45a.m. / 2-2:20p.m.)
- B. TxDOT's Online Business (11:00-11:45a.m. / 2:25-2:45p.m.)

A. TxDOT frequently teams with local government entities to share in the costs of developing transportation improvement costs. In those instances where at least one phase of project development is performed or managed by a local agency for which is being reimbursed with funds from TxDOT or the Federal Highway Administration, the local government must follow all applicable federal and state laws and regulations. Receiving funding from TxDOT or FHWA places requirements on the local government and also on its consultants and contractors working on the project. This presentation will give an overview of these requirements as well as available tools and best practices to help the local government, its consultants, and contractors in achieving full compliance.

B. The Texas Department of Transportation, Office of Civil Rights Representative will provide an overview, navigating TxDOT's online business section. This overview will help you understand where to get information on contract opportunities, the material producers list, TxDOT reports, TxDOT trainings, Pre-Certification & Pre-Qualification, DBE/HUB/SBE Programs, and Vendor Resources.

MODERATORS:

JOSE CASTRO, SA District DBE Coordinator
Texas Dept. Of Transportation

PRESENTERS:

- A. DAVID M. Y. MILLIKAN, PE, Director, Local Governments Project Office, Texas Dept. Of Transportation
- B. CARLOS A. BALDERAS, HUB Program Director, Office of Civil Rights, Texas Dept. of Transportation

COSA Vendor Support Compliance Reporting Getting Paid

(Area F)

Workshop Time:
10:00 AM – COSA Vendor Support
11:00 AM – Compliance Reporting
2:00 PM – Getting Paid

**COSA will also have representatives at the Buyers Workshop from Aviation, Architecture & Engineering

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.

SBEDA: HOW TO DEMONSTRATE A GOOD FAITH EFFORT

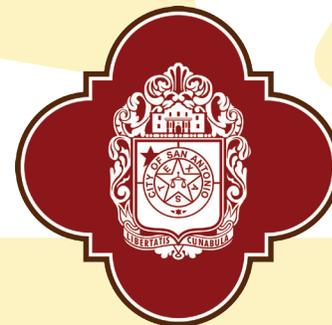
GETTING PAID – Get answers to invoice and payment questions for commodities and services. Gain insight on COSA PRIMELink for payment processing for capital projects.

MODERATORS:

AMANDA REYNA – Economic Development Coordinator

PRESENTERS:

- COSA Vendor Support** – David De La Garza, Fiscal Operations Manager, Finance Department & Irma Jasso, Master Data Analyst, Finance Department
- SBEDA: How to Demonstrate a Good Faith Effort** – Michael Sindon, Economic Development Coordinator, Small Business Office
- Getting Paid** – Kay Grant, Accounts Payable Manager, Finance Department & Fernando Hernandez, PRIMELink Support, Transportation and Capital Improvements



The Fair Labor Standards Act (FLSA) Enforcement for Employers. (Area G)

Workshop Time(s): 10:00 – 10:45 a.m., 11:00 – 11:45 a.m. and 2:00 – 2:45 p.m.

This employer compliance assistance workshop will provide an overview of the Fair Labor Standards Act and its enforcement, common compliance problems and a brief discussion on interaction with other Wage and Hour laws such as Davis Bacon and Related Acts. Business owners, human resources and/or payroll staff, and supervisors are welcome to attend. Attendance is free but reservations are required due to limited seating. Attendance is limited to two representatives per organization.

MODERATOR:

ELLEN GLOVER, Community Outreach and Planning Resources Specialist, San Antonio District Office US Department of Labor, Wage & Hour Division.

PRESENTER:

CINDY RAMOS, San Antonio District Director US Department of Labor, Wage & Hour Division

How to Become a Texas Department of Information Resources Vendor (Area H)

Workshop Times: 10:00 – 10:45 a.m., 11:00 – 11:45 a.m.

Learn how the State of Texas procures IT related products and services, and how vendors can bid on cooperate 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.

PRESENTERS:

LISA MALDONADO, CTP, CTPM, CTCM, HUB Coordinator, DIR
LYNN SANCHEZ, HUB Coordinator, Technology Sourcing Office, DIR

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. Learn in detail the HUB eligibility criteria and certification process, as well as, various procurement resource tools, including the State's Annual HUB Reports; Centralized Master Bidders List registration, and the Electronic State Business Daily (Bid Opportunities)!

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.



WORKSHOPS (Rooms A, B & C)

10:00 a.m. – 11:45 a.m. & 2:00 – 3:30

Room A Lead Generation Simplified

10:00 – 10:45am
11:00 – 11:45am
2:00 – 2:45pm

Small Business Development
Center – Business Advisor



If you need additional sales whether from government or commercial clients, Lead Generation Simplified will provide step-by-step advice on how to increase your sales. Stephanie Scheller will explain how to put systems in place to provide leads even when you aren't at work. Stephanie is a high-energy presenter who delivers guidance that can increase your bottom line.

STEPHANIE SCHELLER -
Coach, Trainer, Author, Speaker

Room B Doing Business with the Healthcare Industry

10:00 a.m. – 11:45 a.m.
2:00 – 3:00 p.m.

University Health System, The Center for Health Care Services, MedAssets Group Purchasing Organization and FirstChoice Cooperative.



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 in addition to providing insight and guidance on how to participate in and leverage Healthcare Group Purchasing Organization and Purchasing Cooperative contracts to grow your business.

MODERATOR:
FRANCINE WILSON, M.A., M.S.
CMRP, Sr. Vice President Supply Chain
Management, University

PRESENTERS:
FELIX ALVAREZ, MPA, CPPO, Executive
Director of Procurement University Health
System

ADAM VELEZ, MPA, Contract
Administrator, Contracting & Procurement,
The Center for Health Care Services

BRADEN REESE, Region Director
FirstChoice Cooperative

Room C Federal/State/ Local Contracting Opportunities

10:00 a.m.
11:00 a.m.
2:00 p.m.

UTSA Procurement & Technical
Assistance Center



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.

SHERILEY SMITH, Project
Manager, SDBC PTAC

US DOT - Bonding and Contractor Programs

(Area J)

Workshop Time(s):

9:30 a.m. - Noon

1:30 p.m. - 3:00 p.m.

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%)

MODERATOR:

TONY ARPS, Project Director, US DOT - Small Business Transportation Resource Center (SBTRC)/ Gulf Region

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

I. Learn How To Get Certified.....	9:30 – 10:15 A.M.
II. Getting Your Certification To Work For You.....	10:30 – 11:00 A.M.
III. Learn How To Get Certified	11:15 – 12:00 P.M.
IV. Getting Your Certification To Work For You.....	1:45 – 2:15 P.M.
V. How to Become a Supporting Member of the SCTRCA	2:30 –3:15 P.M.

Find out how your company can obtain Certification as a Small, Minority, Woman, African American, Disabled Individual, Veteran or Disadvantaged Business Enterprise. Member agencies include the Alamo Colleges, Bexar County, Brooks Development Authority, City of San Antonio, Edwards Aquifer Authority, Port Authority of San Antonio, San Antonio Housing Authority, San Antonio Independent School District, San Antonio River Authority, San Antonio Water System, UTSA, University Health System and VIA Metropolitan Transit.

PRESENTER:

DANIELLE OLUKOTUN – Interim Executive Director

Cha Ching!!! Capital for Your Small Business (Booth 526)

Workshop Time(s):

I. Cha-Ching! Capital For Your Small Business 10:00 – 10:30 a.m.

II. Cha-Ching! Capital For Your Small Business 10:45 – 11:15 a.m.

III. Cha-Ching! Capital For Your Small Business 2:00 – 2:30 p.m.

Are you a start-up or existing small business that needs working capital, inventory, machinery, equipment, furniture, fixtures, leasehold improvements or funds to buy/build your own operational facility? If the answer is yes, you must learn more about SBA's Loan Guaranty Program. #1 SBA lender to women, minorities, veterans #1 SBA Export Express lender.

PRESENTER:

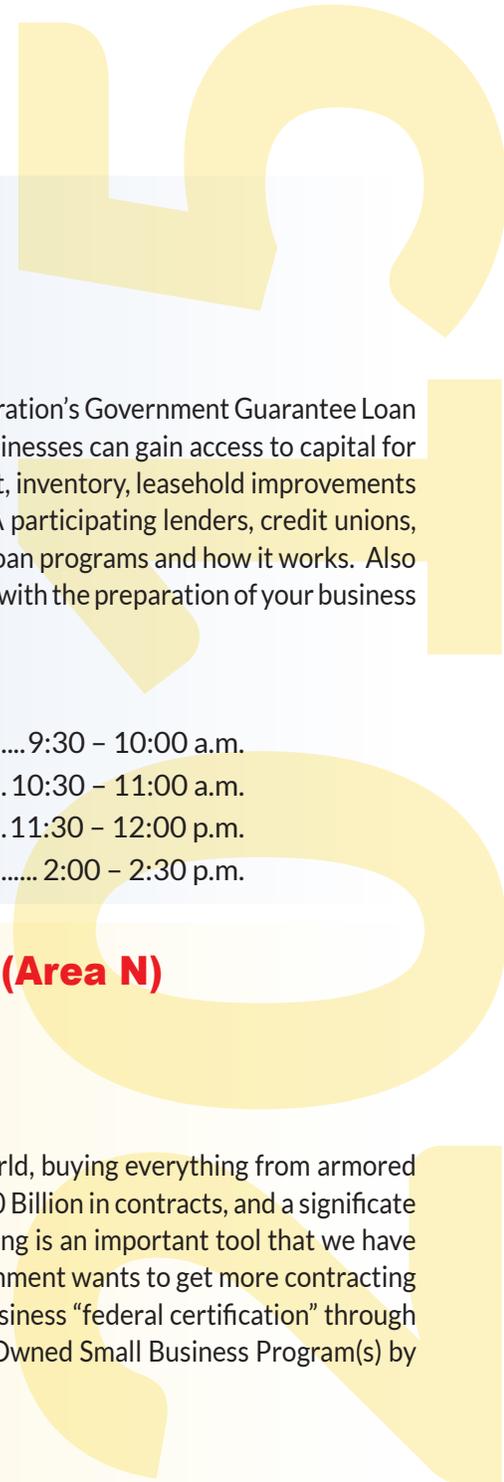
SUE MALONE, Strategies for Small Businesses



Bexar County: "Lady Justice" www.bexar.org

Exhibit Floor Briefing Areas

U.S. Small Business Administration (SBA) www.sba.gov



SBA LOAN PROGRAMS (Area M)

PRESENTER:

LIONEL "LEO" DAVILA – Lender Relations Specialist

ANNIE HUDPSETH – Lender Relations Specialist

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!

SESSION SCHEDULE

- I. Overview of all SBA Loan Guarantee Programs & Resources..... 9:30 – 10:00 a.m.
- II. Overview of all SBA Loan Guarantee Programs & Resources..... 10:30 – 11:00 a.m.
- III. Overview of all SBA Loan Guarantee Programs & Resources..... 11:30 – 12:00 p.m.
- IV. Overview of all SBA Loan Guarantee Programs & Resources..... 2:00 – 2:30 p.m.

FEDERAL CERTIFICATION FOR SMALL BUSINESSES (Area N)

PRESENTER:

SEAN P. SMITH – Business Opportunity Specialist

THERESA SCOTT – Lead Business Opportunity Specialist

The United States government is the largest single purchaser of goods and services in the world, buying everything from armored tanks to paper clips and IT services. Every year, the federal government awards more than \$500 Billion in contracts, and a significant share of those contracts are specifically allotted to small businesses. Small Business contracting is an important tool that we have at the federal level to help America's small businesses grow and create jobs. The federal government wants to get more contracting dollars into the hands of small businesses. Find out how your company can obtain its small business "federal certification" through the U.S. Small Business Administration's 8(a) Business Development, HUBZone, and Women Owned Small Business Program(s) by attending one of the following seminars:

SESSION SCHEDULE

- I. 8(A), Hubzone And Women Owned Certification Programs..... 9:30 – 10:00 a.m.
- II. 8(A), Hubzone And Women Owned Certification Programs..... 10:30 – 11:00 a.m.
- III. 8(A), Hubzone And Women Owned Certification Programs..... 11:30 – 12:00 p.m.
- IV. 8(A), Hubzone And Women Owned Certification Programs..... 2:00 – 2:30 p.m.

VETERANS RESOURCE CENTER



The SMWVBO Conference provides 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.

WORKSHOPS

Time: 10:00 – 10:45 am & 11:00 – 11:45 am and 2:00 – 2:45 pm

(AREA D2) Leveraging Social Media for Small Businesses

ROBYN S. PROVOST, MBA | Navy Veteran, Veteran Entrepreneur Program,
Texas Veterans Commission

(AREA D3) An Overview of the Mental Health Services Offered by the Department of Veterans Affairs

DR. MARY KAYE JOHNSON, Licensed Clinical Psychologist
LARRY STOKES, Suicide Prevention Coordinator
RICHARD AMPARAN, Peer Support Specialist
PENNY ANDERSON, Peer Support Specialist

(AREA D4) Community Organizations Programs and Assistance

STEVE WOODS, Veteran Program, Goodwill Industries of San Antonio
VAN MITCHELL, American GI Forum – National Veterans Outreach Program (AGIF-NVOP)
ROBERTA CASTANEDA, Grace After Fire
CHUCK BUNCH, Military Affairs Council (MAC) Chairman - SA Chamber & RP/6, USO
KATHRYN “KITTY” MEYERS, Alamo Chapter of the Military Officers Association of America



**CPS Energy Programs
(AREA D5)**

VETERANS BUSINESS CENTER

The Veterans Business Center is designed to provide entrepreneurial development services such as business training, counseling and mentoring, and referrals for eligible veterans owning or considering starting a small business.

VETERANS SERVICE ORGANIZATIONS

American G. I. Forum
American Legion
Bexar County Veterans Treatment Court
Bexar County Veterans Service Office
CHRISTUS Health
Chrysalis Ministries
CPS Energy
Department of Texas Veterans of Foreign Wars
Family Endeavors
Goodwill Veterans Center
Grace After Fire
Hometown Heroes
Microsoft
Military Officers Association of America - Alamo Chapter

San Antonio Chamber of Commerce
San Antonio Coalition for Veterans
SourceAmerica
South Texas Veterans Health Care System (STVHCS)
Texas Dept. of Aging and Rehabilitation Services
Texas Veterans Commission
Texas Veterans Land Board
Texas Workforce Commission
U. S. Dept. of Veterans Affairs
USO RP/6 San Antonio
UTSA PTAC Veterans Program
Wounded Warrior Project

WORKSHOPS

Time: 10:00 – 10:45 am & 11:00 – 11:45 am and 2:00 – 2:45 pm

(Area D6) 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 for Veterans

PRESENTER: JAMES “TREE” ROUNDTREE
Project Manager, SBDC PTAC

(Area D7) 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 Specialists and the SBA PCRs.

PRESENTERS:

ESMERALDA “MERE” RODRIGUEZ, Small Business Specialist,
Joint Base, San Antonio Operating Location (JBSA OL)
PAT BARBER, Assistant Associate Director, USAHCA (P)
Small Business Programs Office, JBSA Fort Sam Houston, TX

(Area D8) Winning Warriors: Approach to Federal Certifications

Find out the benefits of having “federal certifications” and how your company can obtain them through the U.S. Small Business Administration’s 8(a) Business Development, Service-Disabled/ Veteran-Owned, HUBZone, and Women Owned Small Business Program(s) for the purpose of selling your products and services to the various Federal Government Procurement agencies.

PRESENTERS:

SEAN P. SMITH, U.S. Small Business Administration
San Antonio District Office
SHEENA LITTLE, U.S. Small Business Administration
Office of Government Contracting, Area V



VETERANS BUSINESS & RESOURCE CENTER



BREAKOUT SESSION:

10 am

YOUR BUSINESS CAN GET PAID TO SAVE

JUSTIN CHAMBERLAIN, Program
Manager of Product Development

With more than 11 years of energy conservation expertise, Justin Chamberlain has managed a number of CPS Energy's customer rebate and bill management programs. Justin offers local businesses guidance on our demand response programs and explains to them how even a small business can see savings. Justin works hand-in-hand with many companies participating in Demand Response and offers assistance with a variety of commercial rebates that can help your business achieve energy savings.

GREG SARICH, Senior Vice President of Enterprise Services
& Chief Information Officer – CPS Energy

As Senior Vice President of Enterprise Support and Chief Information Officer, Greg Sarich oversees corporate support services functions, including supply chain and procurement, enterprise vehicle fleet operations, warehousing and logistics, remittance processing, corporate administrative services and the strategic

BREAKOUT SESSION:

11 am

DOING BUSINESS WITH CPS ENERGY

KAREN SMITH, Procurement Analyst

Karen more than 20 years of experience procuring both commodities and services. While at CPS Energy, Karen has spearheaded several LEAN initiatives leading to the elimination of waste and increased efficiencies. Currently, Karen procures services for Power Generation and Construction. Karen holds a Bachelors in Business Administration in Finance from Abilene Christian University.

direction for information technology for CPS Energy, the largest municipal utility in the United States serving over 1.1 million customers in San Antonio and surrounding areas.

Prior to joining CPS Energy in 2013, Sarich served as Vice President of Information

BREAKOUT SESSION:

2 pm

VETERAN DISCOUNT PROGRAM & OTHER PROGRAMS

We're always ready to help you, and we have a variety of plans to assist you with your bill. We offer help to those who have sacrificed for our country. Our Veterans' Discount Program provides electric bill payment assistance to those who have significantly decreased abilities to regulate their core body temperatures due to severe burns received during combat.

Technology for TXU Energy in Irving, Texas. He also has served in leadership positions at Hewlett Packard and Electronic Data Systems. He has a Bachelor of Arts in Human Relations and Business from Amberton University.





BEXAR COUNTY Small Business & Entrepreneurship Department

Thank you for attending our 15th Annual Small, Minority Women and Veterans Business Conference. Bexar County is committed throughout the year to increasing the involvement of SMWVBE/DBE/HUB in the local, regional and National economies. It is the intent of the County to afford SMWVBE/DBE/HUB a fair opportunity to compete for all Bexar County contracts. Be sure to visit the Bexar County Offices and Departments that are represented in the Exhibit Hall.

Our staff can assist you with connecting, training opportunities and business development.



Renee Watson
SMWBE/DBE Program Manager
Title VI Coordinator
rwatson@bexar.org

Sign up at SMWBE Office & Programs booth for a “Meet the Buyer” session:
JANUARY, 2016 MARCH, 2016 MAY, 2016

Growing your business?

We can help you obtain:

- Bid applications and websites for Bexar County Offices & Departments and other local, state, federal and private sector organizations
- Sources for bid posting and historical data
- Sources for small, minority, veteran, disabled and women owned business listings
- Construction and Professional Associations
- Trade and Industry Groups
- Networking Calendar

Starting your business?

We can help you locate:

- Taxes and Permits Information
- Licenses and Forms
- Training programs and classes
- Technical service providers to help you get started



James Massey



Rodricus Harvey



Thalia Williams



Lisa Leonard

Bexar County Small Business & Entrepreneurship Department
101 W. Nueva, Suite 112 | San Antonio, Texas, 78204 | 210-335-2478

More information on our website events calendar: www.bexar.org/smwbe

TITLE VI NONDISCRIMINATION POLICY STATEMENT Bexar County, as a recipient of Federal financial assistance and under Title VI of the Civil Rights Act of 1964 and related statutes, ensures that no person shall on the grounds of race, religion (where the primary objective of the financial assistance is to provide employment per 42 U.S.S. § 2000d-3), color, national origin, sex, age or disability be excluded from participation in, be denied the benefits of, or otherwise be subjected to discrimination under any Department programs or activities.

Conference SPEAKERS



FELIX ALVAREZ, MPA, CPPO - Executive Director of Procurement

Felix Alvarez is the Executive Director of Procurement for University Health System where he oversees the Health System's procurement of goods and services. The mission of University Health System Procurement Services department is to serve

our community's health needs by demonstrating good stewardship and best value in the procurement of goods and services through the unbiased and fair competitive purchasing processes.

Previously he served as the Chief Procurement Officer 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 supervision their organization won several national procurement awards including the National Procurement Institute's Achievement of Excellence in Procurement for 2012 and 2013.

Felix has over 13 years of public procurement experience and has previous public procurement experience includes working for the City of San Antonio and the San Antonio Independent School District. He has numerous Procurement certifications and is designated as a Certified Public Procurement Officer by the Universal Public Procurement Council. His past volunteer experience includes serving on the South Central Regional Certification Agency's Board of Directors, the Capital Improvements Advisory Committee for City of San Antonio Council District 1 and the San Antonio ISD Facilities Planning and Bond Oversight Committee. He holds a Bachelor's 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 & they have three children, Marie, Isaac, and Marcus.



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. Roberta has four beautiful children; together they enjoy community involvement, volunteerism and continued education on the topics that affect our society and community.

No Photo Available

CHARLES "CHUCK" BUNCH currently serves as the Military Affairs Council (MAC) Chairman for the San Antonio Chamber of Commerce and is the RP/6 Operations Manager for the USO.

As the USO-RP/6 Operations Manager, he has been entrusted to steer an innovative transition program designed for guiding military families during their reintegration to civilian society. His program is also a vital piece to the USO's Transition 360 Alliance with Stronger Families, Comfort Crew for Kids, and Hire Heroes USA.

Chuck was born in Bossier City, Louisiana and grew up as a proud son of a retired United States Air Force veteran. He graduated from High School in Tullahoma, Tennessee. During his military tenure, Chuck had the privilege of earning a Bachelor of Science Degree in Occupational Education (BSOE) from Wayland Baptist University and a Masters in Business Administration (MBA) from Webster University.

No Photo Available

JOSE CASTRO was born in San Antonio, Texas in one of the state's poorest school districts, but which was to be the birth of school finance reform to address educational inequality in Texas. As a high school student, he was interested in the sciences, and also began his involvement with migrant laborer farmworker issues. The escalation of the Vietnam War led to his interest in politics and to the historic 1968 presidential election. After leaving high school, his interest and work in politics continues mostly on local issues. He is a graduate of UT- Austin (Cultural Anthropology and Political Science) and took graduate hours at Trinity University. He is fond of reading, Bless Me Ultima, Losing Absalom, Words That Wound are some of his favorites. One of his favorite authors on race and poverty is William Julius Wilson.

Jose Castro currently works for the Texas Department of Transportation as the San Antonio District's DBE coordinator. Prior to taking this position he was a Civil Rights Specialist conducting equal opportunity compliance reviews of highway construction firms. Knowledgeable of FHWA federal regulations related to programs of equal opportunity, he has demonstrated a successful track record while at TxDOT in working effectively and harmoniously with the construction contractor community. His core responsibilities also include the review of local government transportation project proposals.

Jose Castro's past accomplishments is his involvement with farmworker health issues, housing and community development collaborative initiatives, political grassroots organizing, adult education, and community action programs. He possesses an array of skills and knowledge in these fields through his many years of work with private and public sector community action programs in partnership with federal, state and local governments; national and local



PRINCE ELVEN CAMP, JR. is Program Manager for Google's Small Business "DeLight" Deployment Team which specializes in assisting small businesses with getting onto Google Apps in order to transform their business. In addition to managing the program he also oversees deployment

teams in the North America, Latin America, APAC and EMEA regions. Prince has been with Google over 8 years and is based out of the Austin, TX office. Prince also serves as the Team Lead for Google's Diversity Markets Partner Liaison Program which focusses on digital inclusion and increasing digital literacy or underrepresented communities on the web through programs like Google Supplier Diversity and the Accelerate with Google Academy. Prince is a native Texan from Dallas who graduated from the University of Texas at Austin with a BA degree in Theatre and holds a Masters of Arts degree in Media Arts and Communications from Dallas Theological Seminary. Prince has a heart for small businesses, nonprofits, entrepreneurs and a creative mind that screams innovation.

nonprofits; as well as a host of businesses, religious, and ad hoc community groups.

As an example, some of his proud accomplishments include the creation of private- public sector initiative that resulted in San Antonio's first nonprofit housing collaborative to promote homeownership counseling services for low-income and first time homebuyers. He was also an integral part in San Antonio's involvement in a nationwide effort to dialogue about poverty, education, and economic opportunity issues as perceived by local citizens. The San Antonio report became part of a national policy platform presented by a national non-profit organization to federal legislators. One of his most important personal accomplishments has been working with elderly citizens obtain their G.E.D. in belief that education is central to addressing poverty and to opening economic opportunities for everyone.

No Photo Available

JUSTIN CHAMBERLAIN, Program Manager of Product Development

With more than 11 years of energy conservation expertise, Justin Chamberlain has managed a number of CPS Energy's customer rebate and bill management programs. Justin offers local businesses guidance on our demand response programs

and explains to them how even a small business can see savings. Justin works hand-in-hand with many companies participating in Demand Response and offers assistance with a variety of commercial rebates that can help your business achieve energy savings.



LIONEL "LEO" DAVILA has been a Lender Relations Specialist with the SBA since January, 2011. He is also the District Veterans Business Development Officer currently working with other SBA resource partners in the delivery of the Boots to Business Program for transitioning

military personnel. Prior to joining the SBA, Leo performed medical administration for the Department of Defense at Lackland Air Force Base in San Antonio. From 1988 to 2002 Leo was the Economic Development Program Manager for the San Antonio Housing Authority. Leo also worked in economic development in Massachusetts where he managed a micro-loan initiative and provided small business training and counseling to Latino-owned businesses. Leo holds a Bachelor's Degree in management from Park University. An Iraq war veteran, Leo retired in 2011 with a combined 31 years of military service in the Army and Air Force Reserve.



LEE ANN DUNBAR has served as the Deputy Regional Administrator of the Wage and Hour Division Southwest Region since March 2015. Located in the Dallas Regional Office, Lee Ann assists in the oversight of the Division's operations in eleven states and administers the enforcement program for Fair Labor Standards

Act (FLSA), various government contract wage laws, Family and Medical Leave Act (FMLA), Migrant and Seasonal Agriculture Worker Protection Act (MSPA) and other laws establishing labor standards.

Lee Ann began her Wage and Hour career in 1990 in Wilkes-Barre, Pennsylvania and served in an administrative capacity and as an investigator until 2007 at which time she was promoted to Assistant District Director in Tallahassee, Florida. From 2009 until 2015, she served as District Director in Salt Lake City, Utah and New Orleans, Louisiana. Lee Ann has been the recipient of numerous performance awards, Secretarial Achievement Awards for significant contributions in enforcement, and the Secretary's Diversity Award. She resides with her husband and two children in the Dallas-Ft. Worth area.



RICK GARZA Time Warner Cable Business Class

Commercial Sales Leader for San Antonio

Sales leader committed to the development of a team dedicated to character, excellence, and in developing long term client

relationships. Leads a team that seeks to understand the business issues that determine our clients success and provide:

- Assistance in leveraging ideas to develop a strategic communication & collaboration roadmap
- Solution integration that will drive operational efficiency, enhances customer experience, and improves associate productivity.
- A point of contact that can be trusted to serve their needs and be there to address unforeseen issues that require our attention



EARL GAY a U.S. Navy Rear Admiral (Retired), has been appointed the U.S. Small Business Administration's National Ombudsman and Assistant Administrator for Regulatory Enforcement Fairness by SBA Administrator Maria Contreras-Sweet.

Admiral Gay joins the SBA following a distinguished career as a naval officer and aviator. His many accomplishments include tours as Commander of the Navy Recruiting Command, Commander of Expeditionary Strike Group Three, Deputy Chairman of the Armed Forces Inaugural Committee for the 2008/2009 Presidential Inauguration, Commandant for the Naval District Washington, and the Navy's Director of Congressional Liaison for the U.S. House of Representatives. He also held several other successful senior tactical commands.

Admiral Gay received a bachelor's of science degree from the U.S. Naval Academy and a master's of science degree in financial management from Troy State University. He also completed courses in strategic planning at the University of North Carolina's Flagler School of Business and courses in strategic planning and integration from the Joint Forces Staff College.

In his role as National Ombudsman, Admiral Gay will host regulatory fairness hearings and outreach events

nationwide where small business owners report concerns about burdensome federal regulations.

The Small Business Regulatory Enforcement Fairness Act of 1996 (SBREFA), which created the Office of the National Ombudsman, also created five-member Regulatory Fairness Boards in each of the SBA's 10 regions. The members of the Regulatory Fairness Boards represent the small business community to provide insights on immediate regulatory challenges facing small business owners - perspectives that are critical to eliminating ineffective, duplicative, or outmoded regulatory business barriers to small business.

For more information about the Office of the National Ombudsman, visit the website at www.sba.gov/ombudsman.



PAUL A. GIBSON Manager, Statewide Historically Underutilized Business (HUB) Program, Texas Procurement and Support Services Division of the Texas Comptroller of Public Accounts

The Statewide HUB Program provides certification of Texas minority-, woman-, and service disabled veteran-owned businesses. In addition, the program provides:

- Education and outreach to minority-, woman-, and service disabled veteran-owned businesses regarding the Statewide HUB Program and its initiatives,
- Administering the certification and compliance functions for the Statewide HUB Program,
- Assisting state agencies and institutions of higher education with training, planning, and implementing HUB education and outreach efforts,
- Developing and administering HUB rules and statute to ensure full and equal access to state procurement opportunities for minority-, woman-, and service disabled veteran-owned businesses, and
- Compiling and reporting, to the Legislature, the State's HUB expenditures and contract awards semi-annually.

Mr. Gibson has been employed with the State of Texas over nearly 28 years. Prior to becoming the manager of the Statewide HUB Program, Mr. Gibson served within the program as Compliance Analyst and Certification Analyst. Mr. Gibson also worked in the Procurement Division's Centralized Master Bidders List and Open Market departments.

Mr. Gibson is a native Texan, and resides in Pflugerville.



ELLEN E. GLOVER U.S. Department of Labor, Wage & Hour, Community Outreach and Resource Planning Specialist

Ellen Glover, a senior writer, editor and communications professional, is the community outreach and resource planning specialist for the U.S. Department of Labor, Wage and Hour Division, San Antonio District. She develops communication and outreach plans, and writes materials for the general public. Ms. Glover establishes and maintains relationships with employers, news media, key officials, agency stakeholders, industry representatives, or community groups to give an understanding of the agency's mission and activities. Wage

& Hour's mission is "a fair day's pay for a fair day's work."

Ms. Glover also served in the U.S. Department of the Interior; Bureau of Reclamation; the National Renewable Energy Laboratory; the University of Colorado at Boulder; Colorado School of Mines; the U.S. Army Pueblo Chemical Depot and U.S. Army National Guard Environmental Branch; the U.S. Department of Homeland Security and the U.S. Department of Energy.



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 fulfils 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.



ANNIE HUDSPETH *Lender Relations Specialist*

Annie Hudspeth has been with the Small Business Administration for 20 years. Her experience is in processing, servicing & liquidation of SBA loans. Currently, she is assigned to the Lender Relations Division assisting lenders with eligibility, servicing & liquidation questions. She also markets to 23 of the 55 counties assigned to the San Antonio District office, on SBA products and services to the public to educate them on the Small Business Advantage. Ms. Hudspeth is also the Women Business Centers Representative both for Austin & San Antonio as well as the San Antonio District Office Brand Manager.



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.



MS. SHEENA LITTLE is a Procurement Center Representative for the U.S. Small Business Administration, Office of Government Contracting, Area V. In this capacity, she supports the Defense Health Agency and U.S. Army contracting units located on Joint Base San Antonio-Fort Sam Houston, by ensuring small business.



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.



SUE MALONE, *President of Strategies for Small Business*

Sue is the number one provider, SBA Export Express and SBA SLA v.2 and director of marketing for Superior Financial Group. Sue's involvement began with the program's inception in 2002. Since then, Sue has helped fund over 41,000 SBA loans, which include Patriot Express loans, Export Express, Community Express and now Small Lender Advantage v.2 and became the largest SBA lender by volume. During the downturn in the economy, Sue developed various other financing programs along with building equity funds. Her goal is to fund 100,000 small businesses.

Sue sits on several national boards focused on veterans and entrepreneurship. Including, the President of the nonprofit, American Economic Empowerment. And co-founder of Women's Military Exchange: Operation Next Step. In addition, Sue is one of the founders of VetPower.org and Vet-Power.org, both focusing on giving veterans an

opportunity for entrepreneurship and job seeking. Sue is the President and CEO of the on line company www.nationallienlaw.com which helps contractors across the nation with easy and cost efficient lien forms.

Sue's Background: For over ten years, Sue served as the CFO and Vice President of a commercial and industrial real estate firm in Northern California. In addition, Sue was the first woman-parking operator in the United States. Sue is a serial entrepreneur and has started over seven businesses. She holds an MBA from St. Mary's College. In addition, she makes sure small businesses voices are not forgotten in Washington DC, after all, America is great because of small businesses!



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.



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



KATHRYN A. "KITTY" MEYERS is originally from Nitro, West Virginia. Kitty grew up in Catonsville, Maryland, a suburb of Baltimore. After graduating from the University of Maryland College Park, she entered the U.S. Air Force, completing officer training at Lackland AFB. She retired as a Lt. Col. with 23 ½ years of combined active and reserve service. Kitty has been an active Human Resources professional with experiences in hospitality, government and non-profit industries. Following an extensive career in executive-level HR positions and as an adjunct instructor at several local universities, she is now volunteering her time to military associated organizations such as the Alamo Chapter of the Military Officers Association of America, Texas District 4 of the Employer Support for the Guard and Reserve and the Military and Veterans Community Collaborative. The focus is on assisting transitioning military, veterans and military spouses in the civilian work arena. Kitty is a certified SPHR, Senior Professional Human Resources, with the Human Resources Certification Institute; and SHRM-SCP, Senior Certified Professional, with the Society of Human Resources Management. She is a member of the Society for Human Resources, the San Antonio Human Resources Management Association, the Executive Women's Golf Association and its San Antonio Chapter. She is also a board member of the South San Antonio Chamber of Commerce.



DAVID M.Y. MILLIKAN, P.E., joined TxDOT in March 2012 as Director of the Local Government Projects Office. In this role, he and his staff are responsible for directing and overseeing the administration of state and federally funded projects and programs developed and delivered by local governments. The Office's primary focus is on developing and implementing policies, procedures, and tools as well as providing training for TxDOT and local government agency personnel. Throughout his thirty-five years prior to joining TxDOT, he has led planning, environmental, and design contracts for federal, state and local government agencies throughout Texas and several other states. He has been involved in a wide variety of transportation projects including highway, tollway, freight rail, transit, aviation, bikeway, pedestrian, and inter-modal facilities.



VAN L. MITCHELL is a former US Army Sergeant Major with over 26 years of military and leadership experience. Van currently serves as the Senior Director for Business and Housing Operations, for the American GI Forum - National Veterans Outreach Program (AGIF-NVOP). These operations included VETS box Manufacturing Company, Residential Center for Veterans, VETS Work Center, Client Services, and the NVOP Development Corporation that provides NVOP building management services. Van has over 10 years of contract

program management delivery experience and is the primary contact person on the NVOP's current contracts with the US Army IMCOM, and the US Postal Service. Van is a native Texan who was born in Gonzales, Texas and graduated from high school in Floydada, Texas. Van earned a Bachelors in Business Administration from Wayland Baptist University, has completed 30 semester hours toward a Master's In Business Administration (MBA) from Webster University, and is a graduate of the US Army Sergeants Major Academy.



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).



DANIELLE OLUKOTUN, *Interim Director, SCTRCA*

As of September 1, 2015 Danielle Olukotun was assigned as the Interim Executive Director for the SCTRCA. Ms. Olukotun began working for the SCTRCA in October of 2014 and is very knowledgeable in the policies and procedures of the Agency. Ms. Olukotun has extensive knowledge of the SCTRCA certification programs as she had previously been working as the senior certification specialist for both the local and DBE program. Ms. Olukotun continues to pursue the same goals, aspirations and mission focus as our previous director and she willingly stepped into the leadership position in order to help the agency through its leadership transition.



ROBYN PROVOST is one of the Veteran Business Consultants of the TX Veterans Commission's Veteran Entrepreneur Program (TVC VEP). Robyn fosters & promotes Veteran Entrepreneurship by providing complex business consultation services to small Veteran Owned Businesses throughout the state of Texas. She is a proud Veteran of the U.S. Navy, served a tour overseas during Operation Enduring Freedom. Robyn holds an MBA degree from Texas A&M University Commerce and a BS in Technical Management from Embry Riddle Aeronautical University. She is a former small business owner and a graduate of the V-WISE program."



CYNTHIA RAMOS *Speaker for DoI/ Wage & Hour Division* Cynthia Ramos, formerly of Corpus Christi, TX, is a graduate of Texas A&M University-Corpus Christi where she earned a Master of Public Administration in 1995, and a Bachelor of Science degree in Criminal Justice in 1992 from Corpus Christi State University. She began her career with the U.S. Department of Labor, Wage & Hour Division in 1997 as an investigator, was promoted to Assistant District Director in 2006, and most recently promoted to District Director in 2012.



BRADEN REESE is a Region Director with FirstChoice Cooperative, a national Group Purchasing Cooperative, based out of Tyler, TX. Braden has been with FirstChoice since March, 2010, and started his career as a Sales Analyst, doing price studies and portfolio analyses for our members, showing them opportunities where FirstChoice could help reduce their supply costs. Braden was then promoted to Region Director in November 2014. Braden covers a geographical area from Van Horn, TX east to Beaumont, and everything south of Austin to the Valley. As Region Director, he services his member's needs, including looking for contracts and opportunities to find additional savings for his members. Braden earned a Bachelor of Communication degree from the University of Texas at Tyler in 2008. Braden Reese lives in San Marcos, TX and can be reached at 903-590-6851, or by email at bkreese@fccoop.org



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 Air Force Base (AFB) TX. Ms. Rodriguez supports three squadrons: 772nd Enterprise Sourcing Squadron - Air Force Center Civil Engineer Center West (AFCEC WEST) and The Air Force Civil Engineer Support Agency (AFCEC EAST) located at Tyndall AFB,

Florida, the 773rd Contract Support Flight, which includes the Air Force Medical Operations Agency (AFMOA) the Air Force Medical Support Agency (AFMSA) and the 338th Specialized Contracting Squadron, located at Randolph AFB, TX. 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 Air Force Base (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 Small Business Office as Small Business Specialist on September 2003.



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.



ANTHONY RUIZ San Antonio District Director at U.S. Small Business Administration

On March 9, 2015 Mr. Ruiz became the San Antonio District Director. He originally started his career with SBA in 2011 as the Assistant District Director for the 8(a) Business Development Program in the Washington, DC Metro Area District Office, where he implemented a program to market the contracting agencies, resulting in increasing contract awards from \$3.9 Billion to over \$6.4 Billion in FY 2014 from FY 2013 for the 8(a) firms in his region.

Before joining SBA he served in the Maryland Small Business Development Center Network for 7 years as a Counselor and the Capital Region Director, leading that Region to be the #2 top performing SBDC Region in the nation and the #1 performing region in SBA's Region III. He

also has 22 years' experience as a business owner, 5 years as a commercial banker, and 5 years as an international banker financing global trade for manufacturing firms, and he performed legal briefs on 1,500 letter of credit litigation cases for a legal scholar's Treatise.

Anthony's education includes an undergraduate degree in International Relations from Cal-State, L.A., an MBA double major in International Finance & International Marketing from the University of Southern California, and a Law Degree from the University of Arizona with emphasis on international business.



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.



STEPHANIE SCHELLER Stephanie Scheller may be young but don't let that fool you; she's already been making waves and changing lives. Using the same sales training systems she teaches, she built a business from scratch in less than five months to replace her full-time income and

walked away from her corporate job at only 25 years old to run her own sales training & coaching company. She is the #1 bestselling author of the book *Friend Power: How the Friends you Choose Can Change Your Life*. Stephanie is a phenomenal speaker, an incredible coach and trainer, and a local San Antonian. Lead generation is one of her areas of expertise and a topic she has trained on extensively.

If you need additional sales whether from government or commercial clients, Lead Generation Simplified will provide step-by-step advice on how to increase your sales. Stephanie Scheller will explain how to put systems in place to provide leads even when you aren't at work. Stephanie is a high-energy presenter who delivers guidance that can increase your bottom line.



THERESA SCOTT Has over 23 years of Federal Government experience with The U.S. Department of the Army and with the U.S. Small Business Administration. Service locations include Berlin, GE, Washington, DC and San Antonio, TX. Former and current competencies are in the areas of Protocol, Human Resources;

Management & Program Analysis; Financial Analysis; Marketing, and now currently serves as a Lead Business Development Specialist in 8(a) Business Development as well as performs as Primary HUBZone Liaison Officer for 55 counties located in the state of Texas.

No Photo Available

KAREN SMITH, Procurement Analyst Karen more than 20 years of experience procuring both commodities and services. While at CPS Energy, Karen has spearheaded several LEAN initiatives leading to the elimination of waste and increased efficiencies. Currently,

Karen procures services for Power Generation and Construction. Karen holds a Bachelors in Business Administration in Finance from Abilene Christian University.



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.



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.



ADAM VELEZ, MPA, serves as the Contract Administrator for The Center for Health Care Services (CHCS) where he is accountable for ensuring the appropriate use of Center resources in the procurement of goods and services. Mr. Velez enjoys helping small businesses get

opportunities to grow in the private and public sector. Mr. Velez received a Bachelor's degree in International Business Management from Texas A&M - Kingsville, and a Master's degree in Public 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.



LYN WATTS is a principal program manager and privacy team lead for the Microsoft group that built and launched Windows 10 this year. He is responsible for ensuring that the group's products - Windows, Windows Phone, Xbox, Surface, Hololens, Health, Store - comply with

international and corporate privacy regulations. His team also coordinates policy governing use of customer data collected by those products. Mr. Watts advocates the concept of privacy by design - building privacy, from the ground up, into all phases of a product development cycle - and believes that fully disclosing data-use practices to customers helps create a trust relationship that benefits both customer and Microsoft. He is part of a privacy leadership group for Microsoft and has been with the company for 18 years.

About Microsoft's Privacy Program

At Microsoft, we are committed to earning customer trust by demonstrating accountability and an inherent respect for privacy. We must earn customer trust by being as transparent as possible about the people, policies, and processes we have in place to protect privacy. Microsoft has invested heavily over many years to build what we believe is one of the strongest privacy programs in our industry.

Dedicated Microsoft professionals, with a passion for privacy, drive our privacy program. Rigorous technical development standards and thorough privacy reviews help ensure that privacy and data protections are systematically,



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 (CEcD) 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.



STEVEN WOODS grew up in Charleston, SC where his father retired from the United States Navy. Steven served in the U.S. Army for over twenty years in numerous positions including Generator Mechanic, Motor Sergeant, Recruiter, and Recruiting Station Commander. Steven holds

a Bachelor's of Applied Science in Business from Wayland Baptist University. He is currently the Veteran Program Manager with Goodwill Industries of San Antonio. In this role, Steven coaches veterans in all aspects of transitioning to the civilian workforce including addressing immediate needs, providing job search assistance, and creating career and financial plans.



RENEE WATSON (San Antonio) serves as the Manager for Bexar County's Small, Minority and Women Owned-Business Enterprise (SMWBE) Program, Disadvantaged Business Enterprise (DBE) Liaison and Title VI Coordinator. Her responsibilities include coordinating,

facilitating, implementing and monitoring the County's SMWBE/DBE/Title VI programs. She acts as a liaison with offices and departments to ensure that SMWBEs have access to County procurement, contracting & professional services opportunities. She reviews current practices to assess & recommend improvements to increase participation. Renee works in cooperation with the Purchasing Agent, offices & departments to explore these concepts and analyze the advantages and disadvantages to modifying current practices. In addition, she works directly with community organizations, other public entities and vendors to promote participation and access in local, state and federal & private sector procurement opportunities. She is a member of the County Manager's Executive Leadership Team.

Renee holds a Master Contract Compliance Administrator (MCCA) Certification from Morgan State University. She is identified as a national expert & conducted a workshop on Disparity Studies at the American Contract Compliance Association Conference. She was selected as a National Urban/Rural Fellow and awarded her MPA - Urban Planning and Rural Economic Development. She holds a BBA - Management/Marketing from the UTSA. She is a graduate of Sam Houston High School in San Antonio, Texas. Renee often works as a marketing consultant for the UniverSoul Circus of Atlanta, GA and in 2001 traveled with the show to Johannesburg, South Africa Celebration for Nelson Mandela's 83rd Birthday.

She has also worked as the Chief of Staff for State Senator

Rodney Ellis, Houston and Councilman George Stevens, San Diego, CA. She is an alumna of the Leadership Texas 2002, The PhD Project - 2001, People to People Ambassador Program- China- 1997, Leadership America- 1995, Leadership California- 1993, and Leadership San Antonio- 1991.

AWARDS & RECOGNITION

2015

- Athena Leadership Award, North San Antonio Chamber of Commerce
- Citizen's Academy, Federal Bureau of Investigations (FBI) - San Antonio District
- Freedom Award, Ford Tribute to Women Business Leaders, San Antonio Chamber of Commerce

2014

- Instructor - "Hire Yourself Ex-Offender", Bexar County Sheriff's Office, Inmates Program, Detention Center
- San Antonio District Office 2014 Women in Business Champion of the Year Award, SBA
- Regional Coordinator, Central Region, American Contract Compliance Association (ACCA)

2013

- Bubba Moeller Award for Community Service, The Associated General Contractors of America - San Antonio Chapter (AGC)
- Minority Enterprise Development (MED) Week Director's Award, UTSA Minority Business Development Agency (MBDA) Minority Business Center
- "America's Top Diversity Champion" Award from DiversityBusiness.com
- National Forum of Black Public Administrators, National Forum Workshop Presenter, Atlanta, GA
- National Forum of Black Public Administrators, SA Chapter, Professional Development Institute Graduate
- San Antonio Metropolitan Chapter - Top Ladies of Distinction, Inc., Community Service Award
- San Antonio Blackbook Directory and Yearbook, Blacks at Work Feature Pages and Award
- Counting My Blessings, Hall of Fame Inductee, San Antonio
- SA Hispanic Chamber of Commerce Business Opportunity Diversity "Women Owned Business Enterprise" Award
- Associated General Contractors (AGC) San Antonio Chapter - Education Committee
- American Subcontractors Association, San Antonio, Advisory Council
- American Contract Compliance Association, National Training Institute Disparity Study Workshop Presenter, Baltimore, MD
- Goodwill San Antonio, Board of Directors



MR. KENYATA L. WESLEY is currently the Acting Director for the Office of Small Business Programs. Mr. Wesley is responsible for the oversight of DoD Small Business Program and Policy to include, DoD SBIR/STTR, Rapid Innovation Fund, Mentor Protégé, STEM, Small

Business workforce reshaping, as well as Outreach, and Indian Incentive Programs. Mr. Wesley was selected in to

Senior Executive Service in 2014. Previously, Mr. Wesley served as the Chief Associate Director for Small Business Programs. Mr. Wesley was the Principle Advisor to the CECOM Commanding General/Head of Contracting Activity on Small Business. He also served as the primary liaison between the Army Contracting Command-Aberdeen Proving Ground and CECOM/C4ISR. He served as the primary program manager for CECOM's Small Business and HBCU/MI program. He had the primary responsibility working with AMC and the Army Office of Small Business Programs (OSBP) to establish and monitor goals and their achievement.

Prior to being selected for the CECOM/C4ISR position, Mr. Wesley served as Director/Chief of Contracting for Letterkenny Army Depot. He has held various other assignments to include Deputy for Small Business Programs for PEOSTRI, Contract Specialist for the U.S. Navy NAVFAC at Camp Lejeune, North Carolina; Contracting Officer for the Corps of Engineers to include multiple temporary assignments in a contingency environment, Senior Contract Specialist for both DLA and Fort McPherson, Georgia. He has also served as a cost price analyst for Tooele Army Depot Deseret Complex, in Stockton, Utah.

Mr. Wesley has received an Army Civilian Achievement Medal for his accomplishments while serving as a senior Contract Specialist for the Army Contracting Agency Fort McPherson, Georgia. He also received several commendations while serving as the Deputy for Small Business Programs at Program Executive Office Simulation Training and CECOM/C4ISR. These assignments have broadened his knowledge of the contracting and acquisition career fields to include Small Business. He utilizes this experience in working with diverse customers, to incorporate effective small business participation in their acquisition strategies.

Mr. Wesley earned a Bachelor degree in Business Administration from Wayland Baptist University in 2001, and a Master in Business Administration from Alaska Pacific University in 2002. He is Level III DAWIA Contracting Certified and is a member of the Army Acquisition Corps. Mr. Wesley is also a proud Veteran of the United States Air Force.

SMWVBO
2015

BEXAR ★ COUNTY

BUSINESS CONFERENCE



PARTNERS AND SUPPORTERS:

Alamo City Black Chamber of Commerce, Barrett Insurance, Bexar County Clerk Gerry Rickhoff, Bexar County Commissioners Court, Bexar County Community Arenas Board, Bexar County Constable Precinct Four Robert “Mike” Blount, Bexar County Tax Assessor Albert Uresti, Brooks Development Authority, City of San Antonio, CPS Energy, U.S. Congressman Lloyd Doggett – Texas House District 35, CPS Energy, Edwards Aquifer Authority, Fair Contracting Coalition, Ft. Sam Houston – Joint Base San Antonio, San Antonio Chamber of Commerce, Hispanic Contractors Association de San Antonio, LiftFund, Lackland AFB TX, National Association of Women Business Owners, North San Antonio Chamber of Commerce, Port San Antonio, Randolph AFB TX, Randolph Metrocom Chamber of Commerce, San Antonio Hispanic Chamber of Commerce, San Antonio LGBT Chamber of Commerce, San Antonio Housing Authority, San Antonio Independent School District, San Antonio River Authority, San Antonio Women’s Chamber of Commerce, SCORE, Texas State Representative Ruth Jones McClendon, South San Antonio Chamber of Commerce, University of Texas at San Antonio, UHS Board of Managers, University of Phoenix, UT System, West San Antonio Chamber of Commerce, Women’s Business Enterprise Alliance and Workforce Solutions Alamo

SMWVBO
2015

**Linking Small, Minority, Women,
& Veteran Business Owners to
Opportunities for over 15 years!**

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



SPECIAL THANKS



BEXAR COUNTY COMMISSIONERS COURT

Bexar County Judge Nelson W. Wolff
Commissioner Sergio "Chico" Rodriguez, Pct. 1
Commissioner Paul Elizondo, Pct. 2
Commissioner Kevin Wolff, Pct. 3
Commissioner Tommy Calvert, Pct. 4
David Smith, County Manager

BEXAR COUNTY COMMUNITY ARENAS BOARD

Mr. Rudy Rodriguez, Chair
Mr. Johnny Guerra, Vice Chair
Mr. Fernando Reyes, Member
Ms. Cindy Gabriel, Member
Mr. Gerry Telle, Member
Derrick Howard, Executive Director



SMWBE ♥ **Volunteers!**

Crystal Darby, Volunteers Coordinator

**SAVE
THE
DATE!**

SMWVBO 2016
Wednesday, December 7, 2016

Sponsorships and Exhibit Space are Now Available!
(Must have Contracting Opportunities for SMWVBE/DBE/HUB)

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

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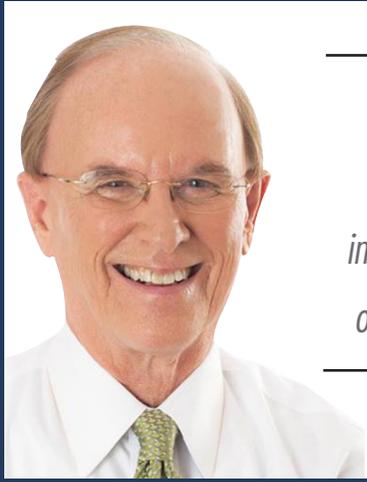
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African-American Business Enterprise Research Study

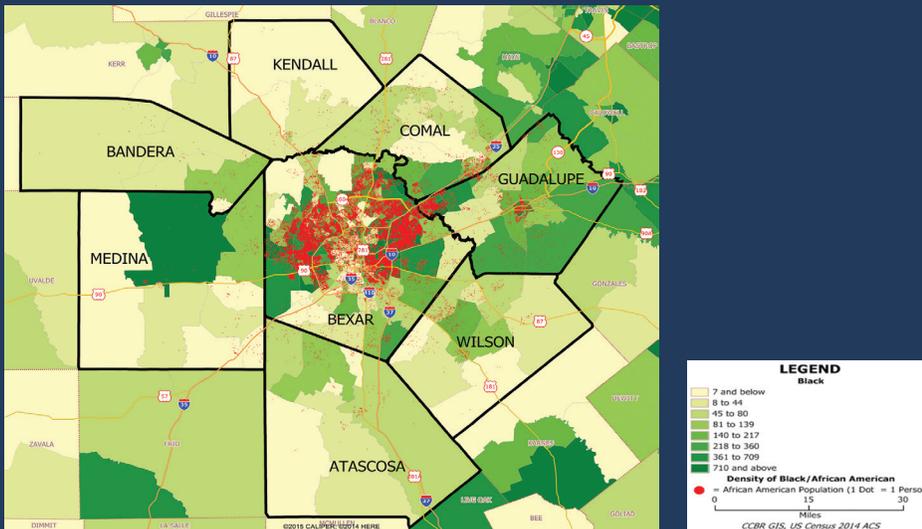
BOOTH #102



"Bexar County Commissioners Court is supportive of this study and aims to see increased opportunities for African-American owned businesses within our community."

- NELSON WOLFF, BEXAR COUNTY JUDGE

The Bexar County Commissioners Court has commissioned UTSA's Center for Community and Business Research in addition to the Statistical Consulting Center to conduct an African-American Business Enterprise (AABE) Research Study for the San Antonio-New Braunfels MSA.



THE PURPOSE OF THE STUDY IS TO:

- Identify AABE firms in the Alamo region and increase the number of AABE bidders for county contracts for goods, commodities, services, construction and professional services.
- Identify the best practices to stimulate local AABE outreach, economic growth, and development.
- Identify and guide AABE businesses to the appropriate certification(s) needed to conduct business with government agencies.
- Reinforce economic development efforts toward AABE community.

GET INVOLVED:

- Complete the business survey posted at www.bexar.org/smwbe (Feb.-Mar. 2016)
- Provide membership lists from local business associations and community groups
- Participate in a telephone survey interview (Feb.-Mar. 2016)
- Provide contact information for other AABE

UTSA Institute for Economic Development
The University of Texas at San Antonio

For information on the study contact the UTSA Center for Community and Business Research.
ccbr@utsa.edu | 210.458.2750

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Institute for Economic Development
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Connect. Empower. Grow.
Blackbook
Directory and Yearbook

