

SECURING YOUR BUSINESS

CONFERENCE PROGRAM

BEXAR ★ COUNTY



BUSINESS CONFERENCE

COMMODITIES ★ SERVICES ★ CONSTRUCTION

Linking Small, Minority, Women, & Veteran Business Owners to opportunities for over 16 years!

MEET FEDERAL, STATE & LOCAL AGENCIES PLUS Private Companies Who Want to Do Business With You!

WEDNESDAY, DECEMBER 7, 2016 • 7AM-3PM • FREEMAN EXPO HALL • SAN ANTONIO, TX

JOIN US! Billions of Dollars in Contract Opportunities!

VETERANS
Business &
Resource Center

Sponsored by



Breakfast Keynote Speaker

PAULA GOLD-WILLIAMS
President/CEO
CPS Energy



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



Lunch Keynote Speaker

RAAMEL MITCHELL
Public Affairs and
Citizenship Director
Microsoft

Moderator
PAUL MIRELES
KENS 5



CONFERENCE SPEAKERS



Nico LaHood
Bexar County
District Attorney



Congressional
Gold Medal
Recipient
SGM Victor Lopez
US Army Ret.



Albert Uresti
Bexar County
Tax-Assessor
Collector



Tom Ervin
FBI San Antonio



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!

Welcome to Bexar County's **16th 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 and CPS Energy Veterans Business Center. Over the past fifteen 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



2016

SMWVBO Business Conference **AGENDA**

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

NETWORKING BREAKFAST (Exhibit Area B) 7:00 a.m. - 9:00 a.m.

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

MODERATOR: **PAUL MIRELES**, KENS 5

PLEDGE OF ALLEGIANCE:

SGM **VICTOR LOPEZ**, US Army Ret., Korean War, Vietnam War
2016 Congressional Gold Medal Recipient, 65th Infantry Regiment, "Borinqueneer"

REMARKS:

The Honorable **NELSON WOLFF**, Bexar County Judge
The Honorable **TOMMY CALVERT**, Bexar County Commissioner - Pct. 4
The Honorable **IVY TAYLOR**, Mayor, City of San Antonio
The Honorable **LLOYD DOGGETT**, Congressman, TX District 35 (video)
ANTHONY RUIZ, SA District Director, US Small Business Administration
CHAD YOUNT, Sundt/Davila JV – San Pedro Creek Project



KEYNOTE SPEAKER:

PAULA GOLD WILLIAMS

President & CEO, CPS Energy

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

WORKSHOPS (Rooms A, B & C) 10:00 – 11:30 a.m. & 2:00 – 2:45 p.m.

- *Doing Business with the Healthcare Industry – University Health System*
- *Setting Your Business up for Success in 2017! - UTSA Institute for Economic Development*
- *Federal/State/Local Contracting Opportunities – UTSA SDBC Procurement & Technical Assistance Center*

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

Exhibit Hall B: Floor Closed Complimentary box lunch

PROGRAM: *LEADERSHIP FOR OPERATING YOUR BUSINESS IN A SECURE ENVIRONMENT*

MODERATOR: **ROBERT "BOB" MCKINLEY**, UTSA Associate Vice President for Economic Development

PLEDGE OF ALLEGIANCE: Airman, US Airforce, Lackland AFB

REMARKS:

The Honorable **ALBERT URESTI**, Bexar County Tax Assessor-Collector
The Honorable **NICHOLAS "NICO" LaHOOD**, Bexar County District Attorney
MR. IRA SMITH, Board of Managers University Health System



KEYNOTE SPEAKER:

RAAMEL MITCHELL

Public Affairs and Citizenship Director at Microsoft

DEMONSTRATION:

TOM ERVIN, Computer Scientist, FBI San Antonio



(Area V4)

VETERANS BUSINESS & RESOURCE CENTER



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

WORKSHOPS

(AREA V1) An Overview of the Mental Health Services Offered by the Department of Veterans Affairs

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

U.S. Department of Veterans Affairs South Texas Veterans Health Care System (STVHCS), Audie L. Murphy Memorial Veterans Hospital.

PRESENTERS:
DR. MARY KAYE JOHNSON,
Licensed Clinical Psychologist
LARRY STOKES, Suicide
Prevention Coordinator

(AREA V2) Community Organizations Programs and Assistance

Briefings are provided for information on services and programs available for Veterans

Time: 10:00 – 10:45 am
MODERATOR:
QUETA MARQUEZ, Bexar
County Veteran Service Officer
PRESENTERS:
Goodwill Industries of San Antonio
20th District, Department of
Texas, The American Legion
Vet Center – Veteran Affairs

Time: 11:00 – 11:45 am
MODERATOR:
QUETA MARQUEZ, Bexar
County Veteran Service Officer
PRESENTERS:
Texas Veterans Commission
University of Texas Rio Grande
Valley - Veterans Business
Outreach Center
UTSA-Veteran Business
Development Program
VFW Post 837

Time: 2:00 – 2:45 pm
MODERATOR:
QUETA MARQUEZ,
Bexar County Veteran
Service Officer
PRESENTERS:
Grace After Fire
Military Officers
Association of
America - Alamo
Chapter
American G.I. Forum
Alamo Area Council
of Governments
(AACOG) - Veterans
Program



VETERANS 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.

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.

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.



PAULA GOLD-WILLIAMS

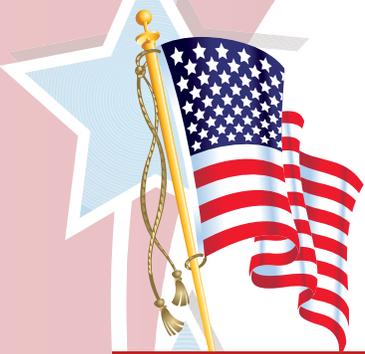
President & CEO - CPS Energy

Paula was named President and Chief Executive Officer in July. Prior to this appointment, she was named Interim President and Chief Executive Officer. She served as Executive Vice President - Financial & Administrative Services, Chief Financial Officer & Treasurer, managing finances for the nation’s largest gas and electric utility. Paula has served as CPS Energy’s Chief Financial Officer since 2008. She also

has served the organization as Chief Administrative Officer and Controller. Paula joined CPS Energy in 2004 after holding various positions in several San Antonio businesses, including Regional Controller for Time-Warner Cable and Vice President of Finance for Luby’s, Inc. Paula holds an MBA and is a CPA (Certified Public Accountant) and CGMA (Chartered Global Management Accountant).



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
- CPS Energy
- Department of Texas Veterans of Foreign Wars
- Goodwill Veterans Center
- Grace After Fire

- San Antonio Coalition for Veterans
- 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
- UTSA PTAC Veterans Program
- Military Families and Survivors First, Inc.

WORKSHOPS

(Area V3) 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,
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

Business Development Specialist,
Chase Veterans Business
Development Program, SBDC-PTAC

(Area V5)

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

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.

MODERATOR:

ELIZABETH TIJERINA, Director, HQ Air Education & Training Command

PRESENTER: ESMERALDA "MERE" RODRIGUEZ, Small Business
Specialist Joint Base San Antonio Operating Location (JBSA OL)

(Area V6) Narrow the Competition with 3 more Certifications

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

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, 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

WORKSHOPS (Rooms A, B & C)

10:00 a.m. – 11:45 a.m. & 2:00 – 3:30

Room A Setting Your Business For Success in 2017

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



Do you have a plan and a structure to set your business up for 2017? Do you know what steps to take NOW to avoid the most common business-ending mistakes out there? Are you prepared to take 2017 by the horns? If not, join Stephanie Scheller as she walks you through a short series to prepare you and your business for 2017 success.

MODERATOR:
Small Business Development Center – Business Advisor

PRESENTER:
STEPHANIE SCHELLER,
Coach, Trainer, Author, Speaker

Room B Doing Business with the Healthcare Industry

10:00 a.m. – 11:45 a.m.

University Health System, The Center for Health Care Services, and Vizient 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:
TRACY BURNS, Supplier Diversity Coordinator,
University Health System

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 (CHCS)
MARK CARTWRIGHT, CPSM, CPSD, Vizient

University Health System Capital and Facility Project Updates

2:00 – 3:30 p.m.

The Workshop will serve as a forum to provide attendees with an update and summary on all the current and future Capital improvement projects with University Health System.

PRESENTERS:
CESAR SILVA, Director of Facilities Development Program

Room C Federal/State/ Local Contracting Opportunities

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



UTSA SDBC Procurement & Technical Assistance Center (PTAC)

The Procurement Technical Assistance Center (PTAC) is a specialty program of the South-West Texas Border Small Business Development Center Network dedicated to providing assistance to small business owners wanting to expand their business into federal, state, and local contracts with government agencies and military installations. Learn about what 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.

PRESENTER:
SHERILEY SMITH, Project Manager, SDBC PTAC

Exhibit Floor Briefing Areas



Microsoft Technology Center

(Area E)

Microsoft Productivity Tools for Small Business

Workshop Time: 10:00-10:45 am

PRESENTERS: The Microsoft Store at The Shops at La Cantera

Every business and group is unique, with their own needs and workstyle. Windows 10 and Office 365 provide an integrated solution so everyone can collaborate more effectively and be more productive with team chat, online meetings, co-authoring and sharing files securely, group email and a social network for work. Whether you're working online or off, from your computer, tablet, or phone, Office 365 has you covered. Office 365 provides flexible and familiar tools for collaboration across teams, devices, and platforms. Join us for this workshop to learn how to be more productive in your business, please learn about Office Small Business Academy created for small business owners as a source of ideas, inspiration, and smarter ways of running a business.

Microsoft Office Across Technology Platforms (Windows, Android, iOS)

Workshop Time: 11:00-11:45 am

PRESENTERS: The Microsoft Store at The Shops at La Cantera

In a mobile-first, cloud-first world, it's devices that enable all the experiences to come together for consumers, businesses, developers and IT. Microsoft has helped enable an amazing breadth of devices running Windows, desktop and mobile apps and compelling services to make people more productive in their digital work and life. Microsoft has also extended its Office productivity apps like Word, Excel, PowerPoint and OneNote beyond the Windows platform to Android and iOS. Technology should be out of the way and your apps, services and content should move with you across devices, seamlessly and easily. Join this workshop to learn how you can access Office across platforms and be more productive. 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!

Microsoft for your Business

Workshop Time: 2:00-2:45 pm

PRESENTERS: The Microsoft Store at The Shops at La Cantera

There are over 30 million small businesses across the United States, most of which use Microsoft software products. Through over 100 Microsoft Stores nation-wide, these small businesses have direct access to Microsoft. Come meet your local Microsoft team and learn how we can best support you and your growing business in San Antonio through local technical services, community support, and unique business programs specifically designed for our SMB customers.

Raamel Mitchell

Public Affairs and Citizenship Director at Microsoft



For nearly his entire life Raamel has been an avid believer in the power of technology and innovation to shape the world and transform lives. At 17 he was recruited by Raytheon Services Nevada to support the company's Defense and Special Energy Operations division for various U.S. Department of Energy programs. Raamel holds a B.S. degree in Electrical Engineering with a minor in Physics from Tuskegee University and global MBAs from Georgetown University's McDonough School of Business in Washington D.C. and ESADE Business School in Barcelona, Spain. He has also studied Strategy and Innovation at MIT. In his free time he enjoys developing cool apps and gadgets, writing, fencing, reading and reliving his days as a DJ on his various turntables at home.

WorkInTexas.com @ 10 (Area D) Training Grants for Business @ 2

Workshop Time: 10:00 – 11:30 a.m.
2:00 – 2:45 p.m.

WorkInTexas.com (WIT) is one of the largest jobs databases in the State. It is a comprehensive online job search resource and matching system developed and maintained by the Texas Workforce Commission. WIT serves employers and job seekers is available at no cost, 24 hours a day, seven days a week, and seeks to match qualified job seekers with potential job opportunities, online and in real time, by comparing work experience, skills, abilities, and education etc.

Services available include but are not limited to:

- Current labor market trends and other labor market information including average wages, industry and occupation growth, turnover rates, and more
- Information and assistance in accessing tax incentive programs
- Information on apprenticeships
- Paid Work Experience, Subsidized Employment and On-the-Job Training
- Information on TWC programs like the Skills Development Fund, Skills for Small Business, and Self-Sufficiency Fund

PRESENTERS:

DAVID P. COHEN, Business Engagement Specialist, Workforce Solutions Alamo
MICHELE CANTU, Business Engagement Manager, Workforce Solutions Alamo

Contract & Diversity (Area F) Management System (B2Gnow) – Reporting SMWBE/DBE/HUB Participation

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

The B2Gnow Platform is used by two dozen agencies in Texas, including Bexar County, SAWS, City of San Antonio, University Health System, VIA Metro, San Antonio Airport, Brooks City Base, SCTRCA, Port San Antonio, Cap Metro, Travis County, and TxDOT, for contract compliance and certification activities. As a contractor, you can respond to compliance audit requests with a single login, view payment histories, track SMWBE/DBE/HUB participation, search for potential subcontracting partners, apply for certification, and manage your profile to ensure you are included in relevant outreach for opportunities, training, and program announcements. Learn basic and “power user” techniques at this informative session, led by the system’s architect.

PRESENTERS:

JUSTIN TALBOT-STERN, CEO and System Architect, B2Gnow

City of San Antonio (Area G) 2016 WORKSHOP INFORMATION

Workshop Time:
10:00 AM – COSA Vendor Support for the Central Vendor Registry
11:00 AM – SBEDA Program Overview (How the City helps S/M/WBEs)
2:00 PM – Bidding on City of San Antonio Contracts (Panel Discussion)

COSA Vendor Support for the Central Vendor Registry

Learn how to navigate SAePS portal and update your own profile. Tips will be provided to maximize the use of multiple NIGP codes. A session on submitting electronic bids will also be included.



SBEDA Program Overview (How the City helps S/M/WBEs)

Learn about the Small Business Economic Development Advocacy (SBEDA) Program and how it assists small, minority and women-owned businesses within San Antonio.

Bidding on City of San Antonio Contracts (Panel Discussion)

This panel will include representatives from the City of San Antonio's Purchasing Department. The session will include tips on successfully bidding on COSA contracts.

MODERATORS:

AMANDA REYNA – Economic Development Coordinator

PRESENTERS:

COSA Vendor Support for the Central

Vendor Registry **DAVID DELAGARZA**, Fiscal Operations Manager, Finance Department & **SIMON DELAGARZA**, Financial Operations Specialist, Finance Department

SBEDA Program Overview (How the City helps

S/M/WBEs) **MICHAEL SINDON**, Assistant Director, Economic Development Department & **SHUCHI NAGPAL**, Economic Development Manager, Economic Development Department

Bidding on City of San Antonio Contracts (Panel Discussion)

Representatives from the City of San Antonio's Purchasing Division

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

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

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

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 J)



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.

Texas Dept. of Transportation (TXDOT) (Area I)

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



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. **JOHN C. JAMESON**, Local Gov’t Projects Coordinator
 Local Government Project Office
 Texas Dept. of Transportation

B. **CARLOS A. BALDERAS**, HUB Program Director
 Office of Civil Rights
 Texas Dept. of Transportation

**US DOT - Small Business (Area K)
Transportation Resource
Center (SBTRC)/ Gulf Region
Contractor Programs**

Workshop Time:
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 (Area L)
Certification Agency (SCTRCA)**

| | |
|--|--------------------|
| I. WHAT IS THE SOUTH CENTRAL TEXAS REGIONAL CERTIFICATION AGENCY | 9:30 -9:40 a.m. |
| II. LEARN HOW TO GET CERTIFIED | 9:40 – 10:15 a.m. |
| III. GETTING YOUR CERTIFICATION TO WORK FOR YOU | 10:30 – 11:00 a.m. |
| IV. LEARN HOW TO GET CERTIFIED | 11:15 – 12:00 p.m. |
| V. GETTING YOUR CERTIFICATION TO WORK FOR YOU | 1:45 – 2:15 p.m. |
| VI. 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 Alamo Colleges, 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, University Health System and VIA Metropolitan Transit.

PRESENTER:

JULIO FUENTES, Executive Director
ALYSSA MARTINEZ, Certification Specialist
LILIANA GUTIERREZ, Senior Certification Specialist

**Cha Ching!!! Capital for (Booth 530)
Your Small Business
Workshop Time:**

- 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



U.S. Small Business Administration **(Area M)**

SBA Loan Programs for startup & existing Small Businesses (Area N)

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 the small business community 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 loan program through SBA participating lenders, credit unions, and certified development companies. Learn about the differences between the various SBA loan programs and how they work. Now eligible small business owners have more options to refinance eligible fixed assets and business expenses through the 504 Refinance Program. Also learn about SBA disaster assistance for small businesses and how our resource partners can assist with the preparation of your business plan and financial proposal---important tools in accessing capital!

WORKSHOP TIME 9:30 – 10:00 am
10:30 – 11:00 am
11:30 – 12:00 p.m.
1:30 – 2:00 p.m.

Federal Certification for Small Business 8(a), HUBZone and Women Owned Certification Programs (Area O)

PRESENTER:

DON OWENS – Business Opportunity Specialist

KANIKA PERKINS – Business Opportunity Specialist

SEAN P. SMITH – Business Opportunity Specialist

ERIC SPENCER - Business Opportunity Specialist

WORKSHOP TIME 9:30 – 10:00 am
10:30 – 11:00 am
11:30 – 12:00 p.m.
1:30 – 2:00 p.m.

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 federal contracting programs are important tools 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. Attend SBA's seminars for more details on HUBZONE Program- learn how small businesses in urban and rural communities gain access to federal procurement opportunities. The WOSB Federal Contract Program was implemented in February 2011 with the goal of expanding the number of industries where WOSB were able to compete for business with the federal government. This program enables Economically Disadvantaged WOSBs (EDWOSBs) to compete for federal contracts that are set-aside for EDWOSBs in industries where women-owned small businesses are underrepresented. It also allows set-asides for WOSBs in industries where women-owned small businesses are substantially underrepresented. SBA's 8(a) Business Development Program helps small disadvantaged businesses compete in the marketplace.

From Government Contractors (Area P) to Roof Contractors, How Does a Company Get Enough Money to Be Able to Operate Their Business?

Workshop Time:

10:30 – 12:00 Workshop 1

1:30 – 3:00 Workshop 2

WORKSHOP 1 What Do Service Industry & Government Contractors Need to Receive Financing?

Presenters will provide a company in the staffing, Government Contracting, or service industry the information on what they need to do to be able to receive financing from a financial institution to be able to grow. The discussion will also compare the various options from banks, alternate financing companies, and SBA lenders.

WORKSHOP 2 What Do Manufacturer, Construction or High Tech Companies Need to Receive Financing?

Presenters will provide a company in the manufacturing, construction, or high tech industry the information on what they need to do to be able to receive financing from a financial institution to be able to grow. The discussion will also compare the various options from banks and alternate financing companies.

MODERATOR:

RON EDINGER, President, Liquid Capital Southwest

PRESENTERS:

WORKSHOP 1

10:30 – 10:45.... MODERATOR: RON EDINGER, President, Liquid Capital Southwest – Overview of Funding Instruments

10:45 – 11:00.... Requirements for SBA Lending – JEFF KATZ, SBA Division Manager, Security State Bank

11:00 – 11:15.... Requirements for Lending to Staffing Companies – SHERIMERE CONN, VP Business Banking Officer, BBVA/Compass Bank

11:15 – 11:30.... Requirements for Lending to Gov. Contractors – MARTY BARTLETT, President & CEO, Pivotal Funding Group

11:30 – 12:00.... Audience Questions to All Lending Company Speakers

Workshop 2

1:30 – 1:45..... MODERATOR: RON EDINGER, Liquid Capital – Overview of Funding Instruments

1:45 – 2:00..... Requirement for Lending to Manufacturers – PHILIP FITCH, Market President, Security State Bank

2:00 – 2:15..... Requirement for Lending to Construction Companies – STEVE YORK, Sr. Vice President, Broadway Bank

2:15 – 2:30 Requirements for Lending to High Tech Companies – ROBERT BARRY, Assistant VP, Frost Bank

2:30 – 3:00..... Audience Questions to All Lending Company Speakers

NOTES

Series of horizontal lines for taking notes, with a large yellow watermark 'SMWVBO' overlaid on the page.

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

Trade Show Tips

How To Work This Event

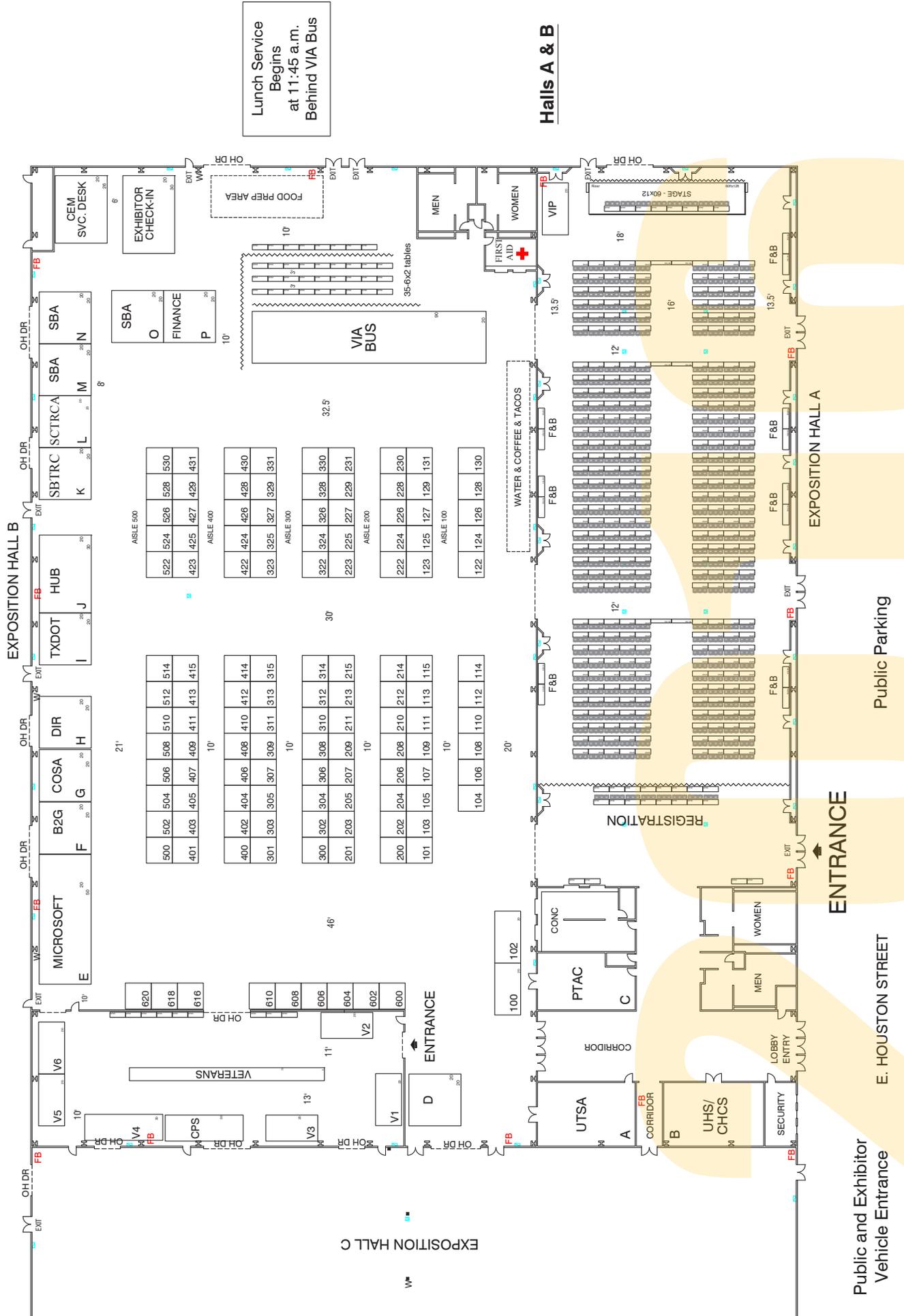
1. Be prepared to talk about what you bring to the table to consider your company
2. Attend workshops to learn and network
3. Pass out your business cards
4. Collect the exhibitors business cards
5. Avoid crowded booths until a more convenient time as you want as much of their attention as possible
6. Find out any minimum qualifications, certifications that may be needed to do business with them
7. Discover who are your competitors while visiting the exhibitors

Follow Up

1. Send an email with highlights of your conversation within 1 week of the event
2. Ask for a meeting if they are local
3. Have a clear plan of action for your contacts-pass the information onto the sales team; send more info as requested, etc.
4. Make notes of the day's actions as a reminder of the conversations that were generated
5. Persevere in getting the appointment or detailed information to conduct business

Bexar County's 16th Annual Small, Minority, Women and Veterans Business Conference
 December 7, 2016
 Freeman Coliseum • San Antonio, Texas

Exhibitor
 Parking



CONFERENCE EXHIBITORS

| | |
|--------|--|
| Area V | 20th District, Department of Texas The American Legion |
| 602 | 502d Contracting Squadron |
| 600 | Air Education and Training Command (AETC) - Air Force |
| 618 | Air Force Installation Contracting Agency (AFICA/SB JBSA OL) |
| Area V | Alamo Area Council of Governments (AACOG) - Veterans Program |
| 424 | Alamo Colleges |
| 207 | Alamo Regional Mobility Authority |
| 412 | Alpha Building Corporation |
| 413 | Austin Industries |
| 300 | Avis Budget Group, Inc. |
| 410 | Bartlett Cocke General Contractors |
| 208 | Bexar County Clerk's Office (DBA: ASSUMED NAMES) |
| 211 | Bexar County Dispute Resolution Center |
| 214 | Bexar County Facilities Management |
| 205 | Bexar County Flood Control |
| 215 | Bexar County Heritage and Parks |
| 203 | Bexar County Public Works |
| 201 | Bexar County Purchasing Department |
| 209 | Bexar County Sheriff's Office Adult Detention Center |
| 102 | Bexar County Small Business and Entrepreneurship Department |
| 210 | Bexar County Tax Assessor - Collector |
| Area V | Bexar County Veterans Service Office |
| Area V | Bexar County Veterans Treatment Court |
| 306 | Brooks City Base |
| 530 | Cha Ching!!!!!!!!!!!!!! Capital for Your Small Business Sessions |
| 504 | City of San Antonio Economic Development Department |
| 510 | City of San Antonio Planning and Community Development Department |
| 502 | City of San Antonio, Finance Department Purchasing Division |
| 508 | City of San Antonio, Transportation & Capital Improvements (TCI) Department |
| 408 | Clark Construction Group-Texas, LP |

| | |
|--------|--|
| 401 | CPS Energy |
| 610 | Cryptologic and Cyber Systems Division |
| 400 | Edwards Aquifer Authority |
| 514 | Federal Aviation Administration |
| 222 | Frost Bank |
| Area V | Goodwill Industries of San Antonio |
| Area V | Grace After Fire |
| 115 | H-E-B |
| 402 | Hispanic Contractors Association de San Antonio, Inc. |
| 304 | Industrial Communications |
| 409 | Jamail & Smith Construction, L.P. |
| 228 | Jefferson Bank |
| 411 | Joeris General Contractors, LTD |
| 104 | KENS5 |
| 500 | LaunchSA |
| 223 | LiftFund |
| 227 | Liquid Capital Southwest _ Pivotal Funding Group |
| Area V | Military Families and Survivors First, Inc. |
| 604 | Mission & Installation Contracting Command |
| 230 | National Association of Women Business Owners - San Antonio (NAWBO) |
| 426 | NBCP Sourcing and Technology |
| 107 | Office of the Attorney General |
| 229 | PFI Capital |
| 301 | Port San Antonio |
| 323 | Prairie View A&M University |
| 114 | Quality Services International, LLC |
| 225 | Randolph Brooks Federal Credit Union (RBFCU) |
| 423 | SABUSINESSCALENDAR.COM |
| 512 | San Antonio Airport System |
| 106 | San Antonio Express News |
| 305 | San Antonio Housing Authority |
| 314 | San Antonio Independent School District (SAISD) |
| 431 | San Antonio Manufacturers Association |
| 308 | San Antonio River Authority |
| 526 | San Antonio SCORE |

2016

CONFERENCE EXHIBITORS

| | |
|--------|---|
| 105 | San Antonio Stock Show and Rodeo |
| 425 | San Antonio Water System |
| 226 | Security Business Capital |
| 405 | Skanska |
| 108 | Southwest Minority Supplier Development Council |
| 310 | Southwest Research Institute |
| 406 | SpawGlass Contractors, Inc. |
| 101 | SPURS Sports & Entertainment |
| 100 | Sundt Davila / A Joint Venture |
| 328 | Tarleton State University |
| 404 | Tejas Premier Building Contractor, Inc. |
| 322 | Texas A&M Agrilife |
| 325 | Texas A&M Engineering Experiment Station |
| 325 | Texas A&M Engineering Extension Service |
| 322 | Texas A&M Forest Service |
| 330 | Texas A&M Health Science Center |
| 324 | Texas A&M International University |
| 327 | Texas A&M Transportation Institute |
| 326 | Texas A&M University - Corpus Christi |
| 326 | Texas A&M University - Kingsville |
| 324 | Texas A&M University - San Antonio |
| 329 | Texas A&M University - Texarkana |
| 430 | Texas Commission on Environmental Quality |
| 427 | Texas Department of Agriculture |
| 109 | Texas Department of Criminal Justice |
| 307 | Texas Department of Housing & Community Affairs |
| 309 | Texas Department of Insurance |
| 107 | Texas Department of Licensing and Regulation |
| 311 | Texas Department of Motor Vehicles |
| 109 | Texas Department of Public Safety |
| Area I | Texas Department of Transportation - Office of Civil Rights |
| Area I | Texas Department of Transportation - San Antonio District |
| 430 | Texas Education Agency |
| 428 | Texas General Land Office |
| 311 | Texas Historical Commission |
| 331 | Texas Health and Human Services System |
| 428 | Texas Legislative Council |
| 111 | Texas Lottery Commission |
| 309 | Texas Military Department |

| | |
|--------|---|
| 429 | Texas Parks and Wildlife Department |
| Area V | Texas Veterans Commission |
| 206 | The Centers for Medicare and Medicaid Services represented by SRA International |
| 315 | The Trade Group, LLC |
| 407 | The Whiting-Turner Contracting Company |
| 110 | Spectrum |
| 312 | Travis County Purchasing Office |
| 414 | Turner Construction |
| 606 | U. S. Army Health Contracting Activity (MEDCOM) |
| 616 | U. S. Department of Labor: Wage and Hour Division |
| 522 | U. S. Small Business Administration, Office of Government Contracting |
| 202 | University Health System Capital Improvements (Facilities) |
| 200 | University Health System Supplier Diversity |
| 204 | University Hospital Purchasing |
| 123 | University of Texas at Austin - HUB |
| 122 | University of Texas at San Antonio - HUB Program |
| 125 | University of Texas at Tyler |
| 127 | University of Texas Rio Grande Valley |
| Area V | University of Texas Rio Grande Valley - Veterans Business Outreach Center |
| 123 | University of Texas System Administration - HUB Development |
| 608 | USAF AMIC |
| 124 | UT Health Science Center San Antonio |
| 125 | UTMB Health |
| 131 | UTSA SBDC Procurement Technical Assistance Center (PTAC) |
| 128 | UTSA-IED San Antonio Small Business Development Center (SBDC) |
| 130 | UTSA-Institute for Economic Development MBDA Business Center |
| Area V | UTSA-Veteran Business Development Program |
| Area V | Vet Center -Veterans Affairs |
| Area V | VFW Post 837 |
| 341 | VIA Metropolitan Transit |
| 422 | Virtual Builders Exchange, LLC |
| 224 | Wells Fargo |
| 327 | West Texas A&M University |
| 415 | Zachry Construction Corporation |

CONFERENCE EXHIBITORS

| Program Description | | CPS Energy Veterans Resource Center | |
|---------------------|----|--|--|
| | | Session Times: 10:00 a.m. , 11:00 a.m. & 2:00 p.m. | |
| Pg. 4 | V1 | An Overview of the Mental Health Services Offered by the Department of Veterans Affairs - U. S. Department of Veterans Affairs South Texas Veterans Health Care System (STVHCS) Audie L. Murphy Memorial Veterans Hospital | |
| Pg. 4 | V2 | Community Organizations Programs and Assistance Presentations | |
| Pg. 6 | V3 | Starting or Growing a Veteran Owned Business - UTSA PTAC Chase Veterans Business Program | |
| Pg. 5 | V4 | CPS Energy Veterans Programs | |
| Pg. 6 | V5 | Marketing Your Business: The Search & Presentation - JBSA Operating Location & JBSA Fort Sam Houston, Texas | |
| Pg. 6 | V6 | Narrow the Competition with 3 more Certifications - U.S. Small Business Administration | |

| Program Description | | Hall A Entry Corridor Workshops | |
|---------------------|--------|---|--|
| | | Session Times: 10:00 a.m. , 11:00 a.m. & 2:00 p.m. | |
| Pg. 7 | Room A | Setting Your Business up for Success in 2017! - UTSA Institute for Economic Development | |
| Pg. 7 | Room B | Doing Business with the Healthcare Industry – University Health System | |
| Pg. 7 | Room C | Federal/State/Local Contracting Opportunities – UTSA SDBC Procurement & Technical Assistance Center | |

| Program Description | | Hall B Exhibit Floor Briefings | |
|---------------------|--------|---|--|
| | | Session Times: 10:00 a.m. , 11:00 a.m. & 2:00 p.m. | |
| Pg. 9 | Area D | Workforce Solutions Alamo – Finding & Hiring Employees | |
| Pg. 8 | Area E | Microsoft – Small Business Programs and Services | |
| Pg. 9 | Area F | Contract & Diversity Management System (B2GNow) – Reporting SMWBE/DBE/HUB Participation | |
| Pg. 9 | Area G | City of San Antonio Vendor Registration, Contracting and Compliance Programs | |
| Pg. 10 | Area H | Texas Department of Information Resources – Getting On and Buying Off of the DIR Contract | |
| Pg. 10 | Area I | Texas Department of Transportation (TXDOT) – Disadvantaged Business Enterprise (DBE) Program | |
| Pg. 10 | Area J | State of Texas Historically Underutilized Business (HUB) Program | |
| Pg. 11 | Area K | U.S. Department of Transportation (DOT) – Bonding and Contractor Programs (SBTRC) | |
| Pg. 11 | Area L | South Central Texas Regional Certification Agency (SCTRCA) | |
| Pg. 12 | Area M | U.S. Small Business Administration (SBA) | |
| Pg. 12 | Area N | SBA Loan Programs for startup & existing Small Businesses | |
| Pg. 12 | Area O | Federal Certification for Small Business 8(a), HUBZone and Women Owned Certification Programs | |
| Pg. 13 | Area P | Getting Enough Money to Be Able to Operate Your Business – Contractors or Services | |



ATTENTION BEXAR COUNTY Business Owners:

Is your business eligible for one or more business designations? Do you need assistance in your pursuit of contracting and procurement opportunities from governmental agencies and the private sector?

The Small Business & Entrepreneurship Department offers information on how to become certified through various agencies, mentoring programs and to locate opportunities.

You can receive business designation as one or more the following:

| | |
|--|---|
| African American Business Enterprise (AABE) | Asian – Pacific American Business Enterprise (ASBE) |
| Disabled Individual Business Enterprise (DIBE) | Emerging Small Business Enterprise (ESBE) |
| Hispanic American Business Enterprise (HABE) | Minority Business Enterprise (MBE) |
| Native American Business Enterprise (NABE) | Small Business Enterprise (SBE) |
| Veteran-Owned Business Enterprise (VBE) | Woman-Owned Business Enterprise (WBE) |
| Historically Underutilized Business (HUB) | Disadvantaged Business Enterprise (DBE) |
| Asian Business Enterprise (ABE) | American Indian Business Enterprise (AIBE) |
| Lesbian Gay Bisexual and/or Transgender-Owned Business Enterprise (LGBTBE) | |
| Service-Disabled Veteran-Owned Small Business (SDVOSB) | |
| SBA-Program for Development of Small Business in HUB-Zones (8A) | |
| SBA-Program for Development of Women-owned Business (8M) | |

Certifying Entity / Organization Registry

| | |
|---|--|
| City of Austin | National Association of Woman Business Owners |
| Corpus Christi Regional Transportation Authority | Small Business Administration |
| Dallas/ Ft. Worth Minority Supplier Development Council | South Central Texas Regional Certification Agency |
| Houston Minority Supplier Development Council | Southwest Minority Supplier Development Council |
| City of Houston | State of Texas - Historically Underutilized Business Program |
| Metropolitan Transit Authority of Harris County | Texas Department of Transportation |
| National Gay & Lesbian Chamber of Commerce | Women's Business Enterprise Alliance |
| National Minority Supplier Development Council | Women's Business Enterprise National Council |
| North Central Texas Regional Certification Agency | |

For more information, please contact our office:

**Small Business & Entrepreneurship Department
Bexar County
Paul Elizondo Tower
101 W. Nueva, Suite 112
San Antonio, TX 78205
210.335.0678 or rwatson@bexar.org**



Bexar County Commissioners Court highly encourages certification. However, designation is not a pre-requisite or requirement for doing business with Bexar County.

www.bexar.org/smwbe



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, 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



**Linking Small, Minority, Women,
& Veteran Business Owners to
Opportunities for over 16 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 N. 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 Director

**SAVE
THE
DATE!**

SMWVBO 2017
Wednesday, December 6, 2017

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**

Program layout provided by

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BEXAR COUNTY Small Business & Entrepreneurship Department

Thank you for attending our 16th 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.



Sign up at SMWBE Office & Programs Booth # 102 "Meet the Buyer" Session

JANUARY 26, 2017 APRIL 27, 2017 JULY 20, 2017



Renee Watson

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

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

Contract & Diversity Management System and Purchasing Supplier Portal Training

Jan 19, 2017 Feb 16, 2017 Mar 16, 2017
Apr 20, 2017 May 18, 2017 June 15, 2017



Torence White



James Massey



Thalia Williams

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.

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

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