

**SMWVBO
2016**

**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!*



2016 Bexar County SMWVBO Conference

SPEAKER Biographies

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. Alvarez has over 13 years of public procurement experience and his 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.

TONY ARPS, *Project Director – USDOT SBTRC*

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). 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. Arps has 26 years of business experience, both as an entrepreneur and as a professional providing service to small businesses. His most recent experience before assuming the role of SBTRC Project Director was as Coordinator for the Texas Business Opportunity and Development Program (TBOD) a TxDOT/USDOT-FHWY contractor development program. The TBOD Program assist in providing business services that builds the capacity of Disadvantaged Business Enterprises (DBEs).

CARLOS BALDERAS, *TxDOT Statewide Outreach & Reporting Dir & HUB Program Dir*

Carlos Balderas is the Statewide Outreach and Reporting Director and HUB Program Director at TxDOT. Balderas is a club member of El Amistad where he works to raise scholarship funds for Williamson County area high school students. Balderas received his BA in Humanities from St. Edward's University.

MARTY BARTLETT, *President & CEO, Pivotal Funding Group*

Marty Bartlett is the President & CEO of Pivotal Funding Group where they provide financing for small businesses in San Antonio and around the country. Bartlett secures sufficient capital for their loans and determines which companies they want to finance. His career started at Southwest Research Institute as an engineer. Bartlett received his bachelors in Materials Engineering at Vanderbilt University and his Masters in Materials Engineering at Georgia Institute of Technology.

DAVID BENITES, *Procurement Analyst, CPS Energy*

David Benites is the Procurement Analyst at CPS Energy with more than 15 combined years of private and public procurement experience procuring construction, commodities, general and professional services. Benites procures Professional Services and has led several projects in support of companywide initiatives making every effort to negotiate best value for CPS Energy rate payers.

TRACY BURNS, *Supplier Diversity Coordinator, University Health System*

Tracy Burns is the Supplier Diversity Coordinator at University Health System where she has been working with them for two years. Prior to joining UHS she worked at CPS Energy for 13 years as a Project Coordinator for Supplier Diversity.

MICHELE CANTU, *Business Engagement Manager – Workforce Solutions*

Michele Cantu has been with Workforce Solutions Alamo as Business Engagement Manager for three years establishing and maintaining effective working relationships with primary partners, businesses, chambers of commerce and economic development organizations. She also develops, implements, coordinates, and evaluates department goals, strategies, policies, and procedures.

MARK CARTWRIGHT, *Senior Director of Supplier Diversity – Vizient Cooperative*

Mark Cartwright joined Vizient in 2013 and leads efforts in helping to grow the number of small-, minority- and women-owned business serving the health care industry. Cartwright is often sought out for his insight on supplier diversity processes, practices and strategic importance. He serves on the Board of the Healthcare Supplier Diversity Alliance and sits on the Healthcare Industry Group Subcommittee of the National Minority Supplier Development Council. He holds a master's degree in business administration with a concentration in finance from Virginia Tech, as well as a bachelor's degree in management. Cartwright is certified by the Institute for Supply Management (ISM) as a Certified Professional in Supply Management (CPSM). He was also among the first in the U.S. to achieve the Certified Professional in Supplier Diversity designation (CPSD) from ISM.

JOSE CASTRO, *DBE Coordinator - TxDOT*

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.

JUSTIN CHAMBERLAIN, *Program Manager Product Development – CPS Energy*

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.

DAVID P COHEN, *Business Engagement Specialist – Workforce Solutions*

Prior to serving as a Business Engagement Specialist at Workforce Solutions, David P Cohen served in the US Army for almost six years and his experience includes sales and marketing, human resources, and matching employers with job seekers. He has helped employers recruit through workintexas.com and help them with job events at various centers.

LIONEL “LEO” DAVILA, *Lender Relations Specialist – SBA*

Lionel Davila has been with the Small Business Administration 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, Davila performed medical administration for the Department of Defense at Lackland Air Force Base in San Antonio. From 1988 to 2002 he was the Economic Development Program Manager for the San Antonio Housing Authority. Davila 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. He holds a Bachelor's Degree in management from Park University. An Iraq war veteran, Davila retired in 2011 with a combined 31 years of military service in the Army and Air Force Reserve.

TONY DAVILA, *President – Davila Construction*

Tony Davila has been the president of Davila Construction since 1982. With his extensive experience in the construction industry, he possesses the knowledge that continues to build the family-owned business. Davila serves on the board for The Hot Wells Conservancy and RAICES (Refugee and Immigrant Center for Education and Legal Services).

RON EDINGER, *Owner & CEO - Liquid Capital Southwest*

Ron Edinger is the Owner and CEO of Liquid Capital Southwest. Edinger earned an MBA and a Master's degree in Economics from Columbia University. He began his career at McKinsey & Company, developing financial strategies for Fortune 500 clients. He has held top management positions in biotechnology and high technology companies in Silicon Valley, where he raised over \$600mm in public offerings and venture capital. Edinger started one of the first asset-based lending companies in Central America

TOM ERVIN, *FBI San Antonio*

Tom Ervin of FBI San Antonio has been supporting the FBI with cyber forensics analysis for the past 16 years. He specializes in computer intrusions and the dissection of computer viruses and worms. In 2000, Tom helped establish the FBI's first malicious code laboratory at FBI Headquarters in Washington, DC. He has been working at the San Antonio Division since 2010, supporting the Cyber Squad on criminal and national security investigations. Tom holds BS and MS degrees in Electrical Engineering.

JULIO FUENTES, *Executive Director - SCTRCA*

Julio Fuentes is the Executive Director at the South Central Texas Regional Certification Agency. Fuentes has been part of the team since January 2015.

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

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

PAULA GOLD-WILLIAMS, *President and Chief Executive Officer – CPS Energy*

It was in July 2016 that Paula Gold-Williams was named President and CEO of CPS Energy. Prior to being named Interim President and CEO she served as Executive Vice President – Financial & Administrative Services, Chief Financial Officer and Treasurer, managing finances for the nation's largest gas and electric utility. Paula had served as CPS Energy's CFO since 2008. She also 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).

ANNIE HUDSPETH *Lender Relations Specialist – SBA*

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, *Licensed Clinical Psychologist – U.S. Dept of Veteran Affairs*

Chicago native Dr. Mary Kaye 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.

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.

JEFF KATZ, *SBA Division Manager - Security State Bank*

Jeff Katz has a vast amount of experience in the banking industry.

NICO LAHOOD, *Bexar County District Attorney*

Nico LaHood is a life-long resident of Bexar County and a graduate of Central Catholic High School. Before serving as the District Attorney, he served as a special prosecutor for Bexar, Wilson, Karnes, and Medina Counties, a Magistrate for the Judge State District Court, an adjunct professor at St Mary's University, was asked to teach at SAPD Academy and AACOG (Alamo Area Council of Governments), was a presenter for Continuing Legal Education seminars and also practiced as a defense attorney.

SHEENA LITTLE *Procurement Center Representative - SBA*

Sheena Little is the 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.

VICTOR LOPEZ *Congressional Gold Medal Recipient*

Victor Lopez joined 200 Korean War veterans from Puerto Rico at Emancipation Hall in the US Capitol Visitor Center. Present were Congressional leaders, media, friends and family and in a ceremony presided over by Speaker of the House, Paul Ryan, Victor represented his brothers in arms and received a Congressional Gold Medal, the US Congress' highest and most distinguished civilian honor. The Medal was awarded in recognition of the valiant and sacrificial service made by these Veterans and was more than 60 years in the making.

The second of 10 children, Victor Lopez was born in Naranjito, Puerto Rico in 1928. With plans to remain in Naranjito, Victor pursued a career in education and was already established as a secondary school teacher when, in 1950, he was drafted into the US Army. He was assigned to the 65th Infantry Regiment, known as the "Borinqueneers", an all-Puerto Rican regiment that fought for freedoms that their segregated status did not permit them to enjoy. Their story is one of valor while facing horrific conditions that has earned them many awards and citations.

After Korea, Victor served in the US Army as a non-commissioned officer for 29 years, with a second war-time deployment to Viet Nam in 1967 and peacetime deployments to Germany in 1960 and again to Korea in 1976. He earned promotions from Private to Master Sargent in the first 14 months of his time in service and retired as an E-9, Sargent Major in 1973 in San Antonio, Texas. His Army career also provided the opportunity for him to complete his studies and he earned a Bachelor's Degree in Education and a Master's Degree in Counseling and Psychology from Our Lady of the Lake University in San Antonio, Texas.

Victor credits a praying Mother, a faithful God, his loving family, a strong Nation and his Puerto Rican roots for his success in life. These days, his favorite title is "Papa" to 8 grandchildren and he lives a life of "honor and fidelity" in his community: the 65th Infantry Regiment's motto. Victor continues to share the message of The Borinqueneers and of their heroism and patriotism by accepting speaking engagements throughout the community. To learn more, please visit this link:

https://youtu.be/gBCuL2PiIOc?list=PLaz8anrWIM4_8X2cviu_EftWMPeCHKzdp

RICK LUNA, *Senior Manager, Products & Services – CPS Energy*

Rick Luna manages CPS Energy's portfolio of energy efficiency, demand response, and solar programs. Luna offers local small businesses guidance on how they can improve the efficiency of their business through a variety of energy savings measures.

LISA MALDONADO *Certified Purchaser & Contracts Manager – DIR*

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, 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. 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. 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 - SBA*

Sue Malone is the number one provider, SBA Export Express and SBA SLA v.2 and director of marketing for Superior Financial Group. Her involvement began with the program's inception in 2002. Since then, she 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, she developed various other financing programs along with building equity funds. Her goal is to fund 100,000 small businesses. Malone is one of the founders of VetPower.org and Vet-Power.org., both focusing on giving veterans an opportunity for entrepreneurship and job seeking. Malone 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.

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

Queta 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.

BOB MCKINLEY, *Sr Assoc VP - UTSA Institute for Economic Development*

As Senior Associate Vice President for Economic Development at the University of Texas at San Antonio, Robert McKinley directs the UTSA Institute for Economic Development (IED). Since 1979, the Institute has been dedicated to creating jobs, growing businesses and fostering economic and community development. The IED houses a variety of programs that provide professional business advising, technical training, research, market analysis and strategic planning services for entrepreneurs, business owners and community leaders.

Mr. McKinley leads a team of 180 professionals and support staff that serve the Texas-Mexico border area as well as regional, national and international initiatives. Working in collaboration with federal, state and local government agencies, business sector partners and clients the IED is a principal driver of UTSA's community engagement mission.

In 2015, his staff served more than 34,000 businesses with extensive training, consulting and research services. IED assistance in 2015 generated over 8,200 jobs and 657 start-ups and 585 scale-ups, resulting in a direct economic impact of \$2.6 billion. Clients reported increased revenues from sales, contracts and exports totaling \$2.172 billion and placement of over \$497 million in new financing and investments for business growth resulting from IED assistance. ([Annual report is available.](#))

Since the year 2000, Mr. McKinley has led efforts to promote the State Department's Small Business Network of the Americas, a new network of Small Business Development Centers based in universities in 20 Western Hemisphere nations to-date. Currently there are 118 SBDCs launched which served 20,000 small businesses in 2015. A projected 192 additional centers will come on-line in 2016-17 with major expansion projects in Colombia, Chile, Central America and the Caribbean. Participating countries have bought into the SBDC model committing over \$58 million of their own budgetary resources toward operations to date, and networks have been sustained in five countries through election cycles so far. The SBNA network member countries can access the web-platform SBDCGLOBAL.COM to facilitate international trade and share best practices for MSME development among Latin American countries.

He is past Chairman of the Board of America's Association of Small Business Development Centers (ASBDC) representing 1,100 SBDCs and 6,000 SME development experts in the U.S. Previous professional positions include Director of the Control Data Business & Technology Center in San Antonio, Executive Director of the Hispanic Chamber of Commerce in Fort Worth, Texas, and Community Organizer for La Misión de Amistad to develop Mayan Ejidos in Municipio de Tizimín, Yucatán.

As a UTSA graduate of the master's program in public administration, Mr. McKinley received the Distinguished Service Award of the UTSA Alumni Association in 2007. He has a degree in Community Development from Pennsylvania State University. Among many civic roles, he was named by the State Department to the bi-national Mexico – U.S. Entrepreneurship Council established in 2013 by Presidents Obama and Peña-Nieto.

RAAMEL MITCHELL, *Public Affairs and Citizenship Director - Microsoft*

Raamel Mitchell is an avid believer in the power of technology and innovation to shape the world and transform lives. He was recruited by Raytheon Services Nevada at the age of 17 to support the company's Defense and Special Energy Operations division for various U.S. Department of Energy programs. Mitchell holds a BS 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 DC and ESADE Business School in Barcelona, Spain. He has also studied Strategy and Innovation at MIT.

CURTIS G MOHLER *Senior Business Development Specialist Counselor – SBDC,PTAC*

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

SHUCHI NAGPAL, *Economic Development Manager - City of San Antonio*

Shuchi Nagpal has worked at the City for over five years and received a Masters in Public Administration, Public Policy Analysis at UTSA.

DON OWENS, *Business Opportunity Specialist – SBA*

Don Owens is responsible for 8 (a) Business Development programs and compliance to include completing all assigned 8(a) Annual Reviews and Mentor Protégé/Joint Venture agreements and other programmatic support activities. He got a BS in Management of Business Information Systems from Park University and a Master of Science in Health Informatics from Walden University.

AMANDA REYNA, *Economic Development Coordinator - City of San Antonio*

Amanda Reyna works in the City of San Antonio's Economic Development Department as the Economic Development Coordinator and has worked for the City for over two years.

ESMERALDA “MERE” RODRIGUEZ *Small Business Specialist – AFICA/SB JBSA OL*

Esemeralda 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. 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. 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. She 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 *Veteran Business Development Specialist – SBDC PTAC*

James Roundtree works as a Veteran Business Development Specialist for the University of Texas at San Antonio Small Business Development Center 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. 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 - U.S. Small Business Administration*

In March 2015 Anthony 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 *HUB Coordinator – DIR*

Lynn Sanchez is the HUB Coordinator for The Texas Department of Information Resources (DIR). 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. She 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.

STEPHANIE SCHELLER, *Author & Speaker*

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.

CESAR SILVA *Director of Facilities Projects – University Health System*

is the Director of Facilities Projects at University Health System where he is responsible for the overall direction, coordination, implementation, execution, control and completion of specific projects ensuring consistency with company strategy, commitments and goals. He previously worked at ECC as a Design Manager where he led the design process on Design Build programs. Cesar also worked as a Project Manager/Lead Architect at Jacobs Engineering.

MICHAEL SINDON, *Assistant Director - COSA Economic Development Department*

Michael Sindon has supervised and assisted Small Business Office staff in successfully completing tasks associated with the SBEDA Program and various ad hoc projects. Sindon received a BA in Political Science and Government from UTSA where he also received an MPA in Public Administration.

IRA SMITH, *Vice Chair – Bexar County Hospital District*

Ira Smith is the vice chair of Bexar County Hospital District Board of Manager. He was nominated by Bexar County Commissioner Precinct 4 Tommy Adkisson in 2003. He currently serves on the University Health System Pension Board and Quality Risk Management Committee.

KAREN SMITH, *Procurement Analyst – CPS Energy*

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

SEAN P. SMITH, *Business Opportunities Specialist - SBA*

Sean P. 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 – PTAC*

Sheriley Smith has 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). Her education includes: AAS in Education, BAS in Education Campbell University, NC, MA in Human Relations from the University of Oklahoma, OK.

ERIC SPENCER, *Business Development – SBA*

Eric Spencer works in Business Development at SBA where he specializes in accountancy, administration, conferences, inventory management, operating systems, payroll processing and web site productions amongst other specialties. Spencer has worked at SBA for eight years.

LARRY STOKES, *Suicide Prevention Coordinator – South TX Veterans Healthcare System*

Larry Stokes, MBA RN-BC CMC; is the Suicide Prevention Coordinator for the South Texas Veterans Healthcare System. Stokes is board certified in psychiatric and mental health nursing, board certified in care management, and in 2013 he received his Master's Degree in Business Administration, with a focus in healthcare administration.

JUSTIN TALBOT-STERN, *Chief Executive Officer – B2Gnow*

Justin Talbot-Stern is the CEO of B2Gnow, the leading government supplier diversity system. Justin was named CEO of the company in 2000. B2Gnow provides software to 175 of the largest city, state and local governments to track participation of small and disadvantaged businesses in their contracting programs and ensure their compliance with complex Federal, state, and local laws. He also serves on the Board of the American Contract Compliance Association and mentors local technology startups in Phoenix, Arizona.

ALBERT URESTI, *Bexar County Tax Assessor*

Albert Uresti was elected as Bexar County Tax Assessor in 2012 and took office on January 1, 2013. Albert has revolutionized tax collection by his public mission to “Help Keep Families In Their Homes”, with an emphasis on helping our Senior Citizens, our Disabled, our Veterans, and ultimately our Children. His commitment to these groups led to the only 10-Month Payment Plan for them in the State of Texas. Albert and his team have developed other new programs, which have made it easier for Citizens and Business Owners to pay their taxes. At the same time his efforts have led to record breaking collection amounts for Bexar County.

ADAM VELEZ, MPA, *Contract Administration – Center for Health Care Services*

Adam Velez 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. 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.

STEVE YORK, *Senior Vice President - Broadway Bank*

Steve York has over 30 years of experience in the banking industry spanning across the San Antonio and Dallas/Fort Worth markets. York serves the San Antonio community through his involvement in SAMMinistries, San Antonio Manufacturers Association and Respite Care of San Antonio. Steve earned a BBA in Finance from Texas A&M University in College Station, Texas. He currently sits on the Advisory Board of the Texas A&M University Mays School of Business Banking Program.

CHAD YOUNT, *Senior Project Manager – Sundt Construction Inc.*

Chad Yount is highly skilled with a strong understanding of Heavy Civil Construction as he has been in the construction industry for ten years. Prior to being the senior project manager at Sundt he was also a field engineer and senior estimator. Yount's specialties include construction management, cost analysis, forecasting, and cpm scheduling amongst others. Yount received his BS in Engineering Management from the University of Arizona.

Bexar County Representatives

MARY QUINONES, *Bexar County Purchasing Agent*

Mary Quinones is a seasoned procurement officer with over 35 years of experience from the United States Air Force, Travis County and Bexar County. She and her staff are responsible for providing for many of the purchasing needs for County departments; such as researching pricing, bidding out projects, contracting for construction and professional services and administration of contracts

JAMES MASSEY, *Senior Data Analyst – Bexar County SB&E Department*

James Massey has served in executive management roles for suburban cities located in southwestern Bexar County for nearly three years having held positions as the City Administrator of Von Ormy and the City of Somerset's first Finance Director. Massey serves Bexar County as a Senior Data Analyst in the Small Business & Entrepreneurship department where he takes pride in highlighting the County's engagement and utilization of small, local business. Massey graduated Cum Laude in receiving his B.A. in Political Science from St. Mary's University in May 2008. He also attained a Master of Public Administration in December 2010 as well from St. Mary's University where he interned with the City of San Antonio's Office of Environmental Policy and with the City of Von Ormy. James.Massey@bexar.org

TORENCE WHITE, *DBE Contract Compliance Specialist – Bexar County SB&E Department*

Torence White joined the Small Business & Entrepreneurship department in February 2016. White is responsible for outreach, monitoring and tracking requirements related to the Disadvantaged Business Enterprise (DBE) Program for the Pass-through finance projects that the County undertakes with TxDOT. He previously served as a Management Analyst for Bexar County's Community Programs department and the City of San Antonio Grants & Monitoring Administration. Prior to joining the public sector he spent seven years at the San Antonio Business Journal as an Editorial Assistant/Small Business Reporter and Photographer. He graduated Magna Cum Laude from Oral Roberts University receiving his B.S. in Journalism and years later received his MBA from Wayland Baptist University. white.torence@bexar.org

THALIA WILLIAMS, *SMWBE Program Analyst – Bexar County SB&E Department*

Thalia Williams is a transplant from Michigan who works with the Small Business & Entrepreneurship department as the SMWBE Program Analyst where she serves as the outreach liaison. Williams has an MBA in Marketing from Baker College of Graduate Studies. Prior to joining SB&E she was the SCORE Mentor and Office Manager of San Antonio Fiesta Commission. Thalia.Williams@bexar.org



RENEE WATSON, *SMWBE Manager/DBE Liaison/ Title VI Coordinator*

Renee Watson 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 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 alumnus of the Leadership Texas, The PhD Project, People to People Ambassador Program- China, Leadership America, Leadership California, and Leadership San Antonio. Renee is currently serving as the Diversity Committee Chair for the Institute of Supply Management (ISM) San Antonio Chapter and ISM National Learning Solutions Advisory Committee Member. In addition, she is a member of the 2016 Master Leadership Program San Antonio, Class 13 and Leadership SAISD.

Awards and activities include: 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; San Antonio District Office 2014 Women in Business Champion of the Year Award, SBA; the 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; and Goodwill San Antonio, Board of Directors. rwatson@bexar.org