



## **Small Minority & Women-Owned Business Enterprise Program Bexar County Economic Development**

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## **Small, minority-owned business conference focuses on government contracting opportunities**

With billions of dollars in contracting opportunities through federal stimulus projects, Base Realignment and Closure construction and everyday local and state government projects, the 9<sup>th</sup> annual Small, Minority, Women and Veteran Business Owners Conference will be an invaluable experience for small business owners. Sponsored by Bexar County and University Health System, the conference is offered free to the public to help small business owners learn “How to Get in the Game and Stay in the Game.”

The keynote address will be delivered by Shay Assad. As the director of Defense Procurement and Acquisition Policy, Assad is responsible for all acquisition and procurement policy matters in the Department of Defense, and serves as the principal advisor to the Under Secretary of Defense for Acquisition, Technology and Logistics, and the Defense Acquisition Board. In this capacity, Assad is the DoD’s advisor for competition, source selection, multiyear contracting, warranties, leasing and all international contracting matters. David Zachry, president of Zachry Construction Corporation, will provide closing remarks.

For the first time in the 9-year history of the conference, the Army and Air Force Exchange Service, or AAFES, will be among the 135 federal, state, local and private entities represented on the exhibitors’ floor to connect small business owners with procurement opportunities. Headquartered in Dallas, AAFES oversees a global organization of more than 12,000 facilities

throughout the world providing clothing, personal services, concessions and entertainment to active duty military, National Guard members, reservists, retirees and military families.

“To have an agency such as the Army and Air Force Exchange Service represented at this conference is incredible, not only for conference organizers, but especially for small business owners,” County Judge Nelson W. Wolff said. “From Shay Assad to David Zachry, the lineup of speakers and networking opportunities is an experience business owners should not miss.”

The procurement exhibit hall will be open throughout the day where, among the exhibitors, participants can visit briefing areas offering information on obtaining a small business certification, accessing capital, Small Business Administration loans, using social media and finding bids and contract information online. Participants also will learn how to respond to requests for proposals and how to bid on projects.

The Veterans Business Center is designed to help new and existing veteran-owned businesses better position their firms to gain access to the marketplace. Various agencies will provide an overview and update on the Service Disabled Veteran Procurement Program, as well as Army and Air Force initiatives for increasing contracting opportunities for veteran-owned firms, and subcontracting and marketing to the Department of Defense.

Registration is now open for the conference, which will be from 7 a.m. to 4 p.m. Dec. 9 at Freeman Coliseum, 3201 E. Houston St. The conference is offered free of charge and includes breakfast and a box lunch for those who register. For more information, including the conference schedule and registration form, visit [www.bexar.org/smwbe](http://www.bexar.org/smwbe) or call (210) 335-2478.