



*Bexar County & City of San Antonio*  
 present the 2<sup>nd</sup> Annual  
*Small, Minority and Women Business*  
*Owners Conference*



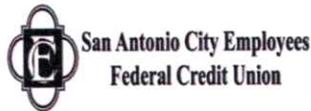
*In partnership with the*  
**Central & South Texas Minority Business Council**

**Wednesday, December 11, 2002**  
**Henry B. Gonzalez Convention Center**

***“How to Get In the Game and Stay In the Game”***

Event Time: 7:00 AM - 7:00 PM

Registration Open: All Day



UNIVERSITY HEALTH SYSTEM



NATIONAL ASSOCIATION OF WOMEN BUSINESS OWNERS





# Bexar County & City of San Antonio

*present the*

## 2nd Annual

### Small, Minority and Women Business Owners Conference

in partnership with the  
Central & South Texas Minority Business Council

## “HOW TO GET IN THE GAME AND STAY IN THE GAME”

### PROGRAM

**Registration** 7:00 a.m.- 4:00 p.m. West Registration area by  
Exhibit Hall B escalators

**Networking Breakfast/Opening Session** 7:00 – 8:00 a.m. Ballroom B

**Dan Barrett, Conference Co- Chair**

Bexar County Small, Minority and Women Owned Business Enterprise Program Advisory Committee

**Oralia Salame, Conference Co-Chair**

City of San Antonio Small Business Economic Development Advocacy Citizens Advisory Committee

**Dinah Lovett, Conference Co-Chair**

Central & South Texas Minority Business Council

Presentation on the Federal Empowerment  
HUBZone Programs 7:30 - 8:30am Ballroom B

**Manuel Longoria, City of San Antonio**

**Procurement Exhibits** 8:00 a.m. - Noon  
1:30 – 4:30 p.m. Exhibit Hall B

**Working Lunch/Public Forum** Noon – 1:30 p.m. Ballroom B

**Master of Ceremonies: David Smith, Bexar County**

State & Local Elected Officials

Topic: Small Business Contracting

This conference is a pro-active step state agencies are taking to improve the state's overall HUB efforts. Reports will be presented from several state agencies regarding their current HUB contracting levels. State Senator Leticia Van de Putte is sponsoring this effort to improve the awareness of and access for HUB vendors.

**Joint Chambers of Commerce  
Holiday Mixer** 4:30 p.m. – 7:00 Ballroom B

Hosted by: Alamo City Chamber of Commerce Greater San Antonio Chamber of Commerce  
North San Antonio Chamber of Commerce Randolph Metrocom Chamber of Commerce  
San Antonio Hispanic Chamber of Commerce San Antonio Women’s Chamber of Commerce  
South San Antonio Chamber of Commerce West San Antonio Chamber of Commerce

Featuring local SMWBE caterers and restaurants  
Cash Bar & Door Prizes

## WORKSHOPS

9:45 a.m. – 11:45 a.m. & 2:00 p.m. – 4:00 p.m.

### HOW TO DO BUSINESS WITH PUBLIC SECTOR ORGANIZATIONS - - ROOM 204B

- MODERATOR:** Mary Quinones, Bexar County Purchasing **9:45 - 11:45 a.m.**
- 9:45 - 10:45 Sharon Schultz, Texas Department of Criminal Justice; Charles Garcia, Randolph AF Base  
Ruben Saenz, San Antonio Water System; Mark Gorman, University Health Systems; Lacy  
Hampton, City Public Service; Kevin Holt, VIA; and Shapleigh Drisko, US State Department
- 10:55 - 11:45 Nancy Villarreal, US Army Medical Command; David Ramos, Lackland AF Base  
Pat Merrill, Texas Department of Transportation; Mindy Cohen, Texas Office of the Attorney  
General; Yolanda Taylor, City of San Antonio; and Willie Heath, General Services Administration

### HOW TO DO BUSINESS WITH PRIVATE CORPORATIONS - - ROOM 204 A & B

- MODERATOR:** Dinah Lovett, Central & South Texas Minority Business Council **2:00 – 4:00 p.m.**
- Panel Members:** Linda Hollaway, Halliburton; Elaine White, Kellogg Brown & Root; Stephanie Shipp, Dell  
Computers; LaSonya Allen, Dell Computers; Monica Goulding-Young, State Farm Insurance; Henry  
Nelson, JPMorgan Chase Bank; Barbara Howard, JPMorgan Chase Bank; John Kelley, Boeing  
Glenn Murray, H.E.B.; Eva Leos, Guaranty Financial Services; Reuben Hamilton, Caremark Rx;  
Kelly Burris, State Farm Insurance; and Martha Rangel, Bank of America

### BONDING/INSURANCE - - ROOM 202B

- MODERATOR:** Dan Barrett, Conference Co-Chair, Barrett Insurance **9:45 - 10:45 a.m.**  
**& 2:00 - 3:00 p.m.**  
"Ticket to Ride" -- Taking a Construction Worker to an Entrepreneur to a Business Manager"  
Focus on Construction
- Panel Members:** Mike Boyle, M.J. Boyle General Contractor, Inc.; Doug McMurry, Associated General Contractors;  
Dana Culpeper, Associated General Contractors; Efre Casarez, Texas Department of  
Transportation; Rene Garcia, Zachary Construction;  
and Steven Schultz, Associated Builders Contractors.
- MODERATOR:** Gloria Navales, Hispanic Contractors Association de San Antonio **10:45- 11:45 a.m.**  
**& 3:00 - 4:00 p.m.**  
Focus on Bonding & Insurance
- Panel Members:** Steve Buffkin, Buffkin Group; Bob McKinley, UTSA Small Business Development Center; Gene  
Hinkle, US Army Corps of Engineers; Bridget Negron Booth, US Department of Transportation;  
and Ralph Velasquez, San Antonio Craftsman

**Exhibit Hall:** Be sure to visit the Virtual Plan Room & Safety Training Seminars



## HOW TO BID AND RESPOND TO RFP'S - - ROOM 203B

**MODERATOR:** Judy Ingalls, UTSA Kelly Small Business Center

**9:45 – 11:45 a.m.  
& 2:00 – 4:00 p.m.**

Panel Members: Responding To An RFP – Leo Rosas, UTSA SBDC

## HOW TO START/EXPAND/SAVE/MANAGE A BUSINESS - - ROOM 201

**MODERATOR:** Fletcher Parks, UTSA Minority Business Development Center

**9:45 – 11:45 a.m.  
& 2:00 – 4:00 p.m.**

Panel Members: Mary Alice Blanco, Small Business Administration - How to start a business  
Gera Foster, UTSA Minority Business Development Center - How to save a business  
Diane Whiteley, UTSA Small Business Development Center - Manage a business. (Accounting)  
Georgina Schmahl, UTSA Small Business Development Center- Manage a business.(Marketing)  
Marlene Masten, President, Alpha Quadrant - Management of customers/client satisfaction

## EMERGING TECHNOLOGIES FOR SMALL BUSINESSES - - ROOM 203A

**MODERATOR:** Dr. Charles Burmeister, ACCD- Vice Chancellor for Information Technologies  
"The future impact of Wireless Systems"

**9:45 – 11:45 a.m.  
& 2:00 – 4:00 p.m.**

Panel Members: Lloyd Brink, Business Technology Solutions  
"Emerging Telecommunications Technologies"  
Simon H. Castillo, Small Business Consultant  
"Technology as a Key to Success"  
Veronica Reyes, eForce  
"Digital Workforce Training - An essential component."

## EXHIBIT HALL B

**8:00 a.m. – Noon & 1:30 –4:30 p.m.**

### *DELL Technology Procurement Center*

**Finding Bids and Contract Information Online**

**Ongoing demonstrations by Exhibitors**

**Learn how to access contracting and financial web-sites with the right equipment!**

**Federal: [www.sba.gov](http://www.sba.gov) or [www.fedbizops.gov](http://www.fedbizops.gov)**

**State of Texas: [www.tbpc.state.tx.us](http://www.tbpc.state.tx.us)**

**Bexar County: [www.bexar.org](http://www.bexar.org)**

**City of San Antonio: [www.sanantonio.gov](http://www.sanantonio.gov)**

**and many others**

**Accessing Capital Online: [www.sahcc.org](http://www.sahcc.org)**

## Virtual Plan Room and Safety Training Seminars

### Certification

#### **SCTRCA DATABASE & CERTIFICATION PROCESS**

**PRESENTOR:** Benjamin Sumpter, Executive Director, South Central Texas Regional Certification Agency

Session I	9:45 a.m. – 11:45a.m.	Certification Inquiries
Session II	10:00 a.m. – 10:30 a.m.	Certification Standard & Procedures
Session III	10:30 a.m. – 11:30 a.m.	Certification Application Completion
Session IV	11:00 a.m. – 11:30 a.m.	Membership Information
Session I	2:00 p.m. – 4:00 p.m.	Certification Inquiries
Session II	2:30 p.m. – 3:00 p.m.	Certification Standard & Procedures
Session III	3:00 p.m. – 4:00 p.m.	Certification Application Completion
Session IV	3:30 p.m. – 4:00 p.m.	Membership Information

#### **US SMALL BUSINESS ADMINISTRATION 8(A), SDB, HUBZONE PROCESS**

**PRESENTOR:** Celia Guzman, Business Opportunity Specialist, SBA San Antonio District Office

Go directly to the SBA Website and learn how to find 8(a), SDB, HUBZone, Cage Number information, CCR Registration, SBAExchange (a new program for small business concerns) for purchases below \$100K, fedbizopps and NAICS Codes.

### Alamo Workforce Development Employee Locator Center

One Stop  
Employee Locator Center  
Let us help you find your employees

Human Resource help at no cost to you!

#### **No-Cost Business Services Available Through Your Texas Workforce Centers:**

- Recruitment, screening and referral of qualified job applicants
- Posting of job orders
- Access to a pool of hundreds of skilled job applicants
- Information and assistance with tax incentive programs
- Employment & labor law information

*This Conference is Sponsored by*

*Allied Advertising, Boeing, City Public Service  
Clear Channel Outdoor, Dell, EG&G, HEB, KB Homes  
Parsons Brinckerhoff, RK Group, SA Business Journal  
SA City Employees Credit Union, SA Spurs and VIA*

The conference is actively supported by the following:

ACCION Texas  
Alamo City Chamber of Commerce  
Alamo Community College District - eForce Program  
Alamo Workforce Development  
Alpha Quadrant  
Associated Builders Contractors  
Associated General Contractors  
Bexar County Clerk Gerry Rickhoff  
Bexar County Commissioners Court  
City of San Antonio  
Community Development Loan Fund  
Congressman Charlie Gonzalez  
Greater San Antonio Chamber of Commerce  
Hispanic Contractors Association de San Antonio  
Industrial Communications  
LaPrensa  
Mission City Business & Professional Women  
National Association of Women Business Owners  
North San Antonio Chamber of Commerce  
Randolph Metrocom Chamber of Commerce  
San Antonio Hispanic Chamber of Commerce  
San Antonio Housing Authority  
San Antonio Water Systems  
SER Jobs for Progress  
Senator Leticia Van de Putte  
San Antonio Women's Chamber of Commerce  
San Antonio Water Systems  
South San Antonio Chamber of Commerce  
South Central Texas Regional Certification Agency  
TX Building and Procurement Commission  
TX Department of Transportation  
University Health System  
US Department of Transportation  
US Small Business Administration  
UTSA Minority Business Development Center  
UTSA Small Business Development Center  
VIA Metropolitan Transit  
West San Antonio Chamber of Commerce

***Thanks and appreciation to all the VOLUNTEERS!!!!***

**For more information contact**

**Grace Luna, Small Business Assistance Program  
City of San Antonio at (210) 207-3910**

**Renee Watson, Small, Minority and Women Owned Business Enterprise  
SMWBE Program, Bexar County at (210) 335-2478**

**or access information online at [www.bexar.org](http://www.bexar.org) or [www.sanantonio.gov](http://www.sanantonio.gov)**

