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

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
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

4:30 p.m. – 7:00  Ballroom B

Holiday Mixer

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 - 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

"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; Efrem 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.

Focus on Bonding & Insurance

& 3:00 - 4:00 p.m.

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
ACCESSING CAPITAL/FINANCING - - ROOM 202A

MODERATOR: Anthony Garcia, San Antonio Hispanic Chamber of Commerce 9:45 – 11:45 a.m.

Focus: Traditional Lending Underwriting - The 5 C’s
- How to prepare for an loan interview - Bridge financing (2nd tier lenders)
- Access to Capital Program

Panel Members: Owen Stewart, Business Consortium; Mike Reyes, UTSA Small Business Development Center; Suzanna Caballero, Washington Mutual Bank; Sandy Villaseño, Wells Fargo; ?Underwriter ?Lynn Nichols-SBA

MODERATOR: Janie Hernandez, ACCION Texas 2:00 – 4:00 p.m.

Focus: Unconventional ways to financing a business
- How to clean up your credit - Incubators - Grants
- Angel Investors / Venture Capital - Strategic Partnerships
- How to successfully bid & win a Contract - Factoring

Panel Members: Mario Riojas, ACCION Texas; Alfred Mencaca,; Tom Hansis, UTSA Small Business Development Center; Wayne Cocker, Central Bank ; and ?Small business owner

Exhibit Hall: One on One – Business mentoring / 9:00 A.M. – Noon & 1:30-4:30 P.M. -
Visit any of the following to sign up

- Banks - SBDC - SBA - CDLF
- MBDC - City - SA Hispanic Chamber* - Empowerment Zones Info Center
- ACCION Texas

Visit the DELL Technology Procurement Center to access the on-line profile which provides individuals who are interested in acquiring financial assistance a quick and easy way of communicating with bank point of contacts all at once. Applying on-line will require that you provide the following information: personal information, details of the request and business information. The information submitted is then forwarded to the bank partners who will in turn follow-up with the applicant.

PROFILE CATEGORIES

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<tr>
<th>Bull</th>
<th>Lion</th>
<th>Tiger</th>
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<tr>
<td>(+) Cash Flow</td>
<td>Bankable</td>
<td>Pure Start-up</td>
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<td>Good Credit</td>
<td>Business operating less than a year</td>
<td>Motivated</td>
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<td>Financials in Order</td>
<td>3-5 Years Experience</td>
<td>No Business Plan</td>
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<tr>
<td>Collateral</td>
<td>Medium Fair Credit</td>
<td>No Collateral</td>
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<td>Established Business</td>
<td>Personal Investment</td>
<td>Credit Challenged</td>
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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 or www.fedbizops.gov
State of Texas: www.tbpc.state.tx.us
Bexar County: www.bexar.org
City of San Antonio: www.sanantonio.gov
and many others
Accessing Capital Online: www.sahcc.org
Virtual Plan Room and Safety Training Seminars

Certification

SCTRCA DATABASE & CERTIFICATION PROCESS

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

Session I 9:45 a.m. - 11:45 a.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

PRESENTER: 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, SBAExhange (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:

ACCIÓN 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 or www.sanantonio.gov