

FREE!



City of San Antonio & Bexar County
Present the 4th Annual
Small, Minority and Women
Business Owners Conference



GRATIS!

In partnership with the Central & South Texas Minority Business Council

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



Wednesday, December 15, 2004



Program



PROGRAM

Registration 7:00 a.m. - 4:00 p.m. Exhibit Hall B

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

Master of Ceremonies: David Marquez, Director
Economic Development & Special Programs Office, Bexar County

Delicia Herrera, Chairperson
City of San Antonio Small Business Advocacy Citizens Advisory Committee
Steven Buffkin, Chairperson
Bexar County Small, Minority and Women Owned Business Enterprise Program Advisory Committee
Dinah Lovett, President
Central & South Texas Minority Business Council

Greetings: The Honorable Enrique Barrera, City Councilman, Council District 6
The Honorable Tommy Adkisson, County Commissioner, Precinct 4
The Honorable Charles Gonzalez, US House of Representatives, District 20

Status of Small Business In Our Community 8:00 - 8:45 a.m. Ballroom B

Moderator: Ramiro Cavazos, Director
Economic Development Department, City of San Antonio

Panel Members:

Joseph Montes, Regional Administrator, Region 6, U.S. Small Business Administration
John F. Iglehart, Dallas Regional Director, Minority Business Development Agency, US Dept. of Commerce
Bob McKinley, Associate VP Institute for Economic Development, University of Texas at San Antonio

Closing Remarks: David Marquez, Director
Economic Development & Special Programs Office, Bexar County

Program Review: Grace Luna, City of San Antonio

Procurement Exhibits: 9:00 a.m. – Noon
1:30 – 4:00 p.m. Exhibit Hall B

**** Exhibit Hall B will close from Noon – 1:30 p.m. in order to allow everyone to attend the luncheon****
Due to limited seating, lunch tickets must be presented at the door for entry.
No re-entry will be allowed to the Exhibit Hall Floor, no exceptions.

Working Lunch/Public Forum:

Noon – 1:30 p.m.

Ballroom B

**Master of Ceremonies: Ramiro Cavazos, Director
Economic Development Department, City of San Antonio**

**Remarks: The Honorable Edward D. Garza, Mayor, City of San Antonio
The Honorable Nelson W. Wolff, County Judge, Bexar County**

Special Presentation: “Getting and Staying in the Game”

TOYOTA Update: Ms. T Williams, Manager, Supplier Diversity, TOYOTA NA

T. Williams is the Supplier Diversity Manager at TMMNA and responsible for the identification, development and growth for Minority Business Enterprises (MBEs) that work as Tier I and/or Tier II suppliers across all of Toyota's North America operations. She is responsible for developing and implementing the company's supplier diversity program and initiatives to assure procurement opportunities for MBEs.

Under her direction TMMNA achieved its 1997 goal of minority procurement one year early by spending over \$600 M with certified MBEs in 2002. One of her key initiatives was making Toyota a world class competitor by revitalizing the company's Tier II sourcing program for stronger reporting and accountability. Williams also manages one of the most successful annual national supplier events by Toyota, Opportunity Exchange, which has generated over \$75 M in contracts since its inception.

Keynote Speaker: Mr. Dan Meier, Director of Corporate Services, Dell, Inc.

Dan Meier is a Director in the Worldwide General Procurement organization at Dell. This organization is responsible for the management of nearly \$10B in annual non-production related spend.

In his current role, Dan is responsible for the Dell's Supplier Diversity program, for Processes and Tools supporting General Procurement, as well as for the commodity spend related to Corporate Services (financial services, consulting, and travel).

Dan has a broad business background, having held management roles in Finance, Sales Management, International Business Development, Operations, and Corporate Support. Prior to joining Dell, Dan spent most of his career in professional and corporate services organizations including PriceWaterhouse Coopers and Arthur Andersen.

Closing Remarks: Ramiro Cavazos

Program Review: Renee Watson, Bexar County

WORKSHOPS - CONCURRENT SESSIONS

9:30 to 11:30 a.m. & 3:00 to 4:00 p.m.

<u>I. DOING BUSINESS WITH LOCAL GOVERNMENTS</u>	<u>ROOM 202 A & B</u> 9:30 - 10:15 a.m.
<u>II. DOING BUSINESS WITH STATE AGENCIES</u>	<u>ROOM 202 A & B</u> 10:45 - 11:30 a.m.
<u>III. DOING BUSINESS WITH FEDERAL AGENCIES</u>	<u>ROOM 202 A & B</u> 3:00 - 4:00 p.m.
<u>IV. SA INTERNATIONAL AIRPORT EXPANSION PROJECT OPPORTUNITIES</u>	<u>ROOM 203 A & B</u> 9:30 - 10:30 a.m. 10:30 - 11:30 a.m.
<u>V. HOW TO BID AND RESPOND TO RFP'S</u>	<u>ROOM 204 A & B</u> 3:00 - 4:00 p.m.
<u>VI. HOW TO START/EXPAND/SAVE/OR MANAGE A BUSINESS</u>	<u>ROOM 201 A & B</u> 9:30 - 11:30 a.m. 3:00 - 4:00 p.m.
<u>VII. ACCESSING CAPITAL</u>	<u>ROOM 204 A&B</u> 9:30 - 11:30 a.m.
<u>VIII. DOING BUSINESS WITH PRIVATE CORPORATIONS</u>	<u>ROOM 203 A & B</u> 3:00 - 4:00 p.m.

WORKSHOPS - CONCURRENT SESSIONS INFORMATION

I. DOING BUSINESS WITH LOCAL GOVERNMENTS **ROOM 202 A & B**
9:30 - 10:15 a.m.

MODERATOR: Mary Quinones, Assistant Purchasing Agent, Bexar County

Panel Members: Pamela Morrison, Purchasing Director, San Antonio Independent School District
Cheryl Pantermuehl, Purchasing Manager, City of San Marcos
Mark Gorman, Purchasing Director, University Health Systems
Don Smith, Senior Buyer, City of San Antonio
Ruben Saenz, Director of Contracting, San Antonio Water System

II. DOING BUSINESS WITH STATE AGENCIES **ROOM 202 A & B**
10:45 - 11:30 a.m.

MODERATOR: Gina Garcia, HUB Statewide Marketing Coordinator
Texas Building & Procurement Commission

Panel Members: Regina Durden, HUB Program Coordinator, Texas Department of Insurance
Dan Dominguez, HUB Program Coordinator, Texas Commission on Environmental Quality
Efrem Casarez, DBE/HUB Program Manager, Texas Department of Transportation
Annette Smith, HUB/SABDO Staff Associate, The University of Texas at Austin

III. DOING BUSINESS WITH FEDERAL AGENCIES

ROOM 202 A & B

3:00 – 4:00 p.m.

MODERATOR: Anita Uribe Martin, Economic Development Manager, City of San Antonio

Panel Members: Ilene Waggoner, US Department of Homeland Security
Monica Craft, Johnson Space Center, NASA
Renee Wesley Case, US Air Force Outreach Office
Mary Urey, US Air Force Small Business Office - Brooks 311 Human Systems Wing/BC

IV. SA INTERNATIONAL AIRPORT EXPANSION PROJECT OPPORTUNITIES

ROOM 203 A & B

9:30 – 10:30 a.m. (A)

10:30 – 11:30 a.m. (B)

MODERATOR: Barbara Prossen, Assistant to the Director
City of San Antonio, Aviation Department

Panel Members: Steven Varelmann A.I.A./Senior Project Architect/HNTB
John Storms/Design Manager/Carter + Burgess
Pete Campos/Airport Architect/COSA Aviation Department
Milton Babbitt A.I.A./Project Manager – Sr. Vice President/3D/I

Session (A): Airport Terminal Expansion: *This session will provide an overview of an upcoming major terminal expansion construction project, which includes the addition of a new terminal concourse and aircraft parking apron at the San Antonio International Airport. The upcoming project will have several components and will be implemented in phases. The business owner will be able to assess the subcontracting opportunities and will be encouraged to participate in this project.*

Session (B): Airport Parking Garage Expansion: *This session will provide the business owner with information on an upcoming construction project at the San Antonio International Airport. A new 3,000-space vehicle parking garage will be constructed at the San Antonio International Airport. A brief overview, as well as the subcontracting opportunities on this project, will be discussed. The objective is to educate business owners and provide them with helpful information, as well as to encourage participation in the subcontracting opportunities.*

V. HOW TO BID AND RESPOND TO RFP'S

ROOM 204 A & B

3:00 – 4:00 p.m.

Become A Government or Corporate Supplier

Learn what you need to be successful in this workshop specifically designed for small businesses

- How to market your company to government agencies and private corporations
- How to find Requests for Proposals, Broad Agency Announcements, and other sales opportunities
- Tips on effective presentations to contracting officers and purchasing agents
- Review an actual RFP
- Learn how to respond accurately, completely and persuasively
- Discover how e-commerce, lean management, and quality systems can enhance your success in winning contracts

MODERATOR: Judy Ingalls, UTSA Kelly Small Business Center

Presenter: Mike Farlow, Sr. Business Development Specialist

VI. HOW TO START/EXPAND/SAVE/MANAGE A BUSINESS

ROOM 201 A & B

9:30 – 11:30 a.m.

3:00 – 4:00 p.m.

This session will provide practical advice for the entrepreneurs interested in learning the methods of starting and expanding a profitable business. Experts from various business service centers will provide professional technical management assistance. The mission is to level the economic playing field by providing technical management assistance to business owners, enabling them to fully participate in the local area economy.

MODERATOR: Fletcher Parks, UTSA Minority Business Development Center

Panel Members: David Baenziger, Business Development Specialist, Small Business Development Center
Jean Rowan, Partner, The Bottom Line
Hugo Villareal, Business Specialist, City of San Antonio
Tommy Ortiz, S.C.O.R.E

VII. ACCESSING CAPITAL

ROOM 204 A&B

9:30 - 11:30 a.m.

Access to Capital ROUNDTABLES

Come and learn how to access capital! Attendees will have the opportunity to participate and interact in roundtable discussions. To better address your needs, the session will be divided into three individual groups: beginners/new starts, in business 2-3 years and in business for 3+ years. Let financing experts who are bankers, loan officers, business advisors and non-traditional loan providers guide you in financing your small business.

At the door, participants will be screened and assigned to a table based on what category he/she falls into. The participant will have an opportunity to receive guidance and advice based on his/her financial needs. The participants will also be seated with others who are in the same category, which allows for information sharing among participants.

MODERATOR: Ed Somers, South Texas Business Fund
Manuel Gallegos, San Antonio Water System

Panel Members: ACCION Texas - Claudia Abonce and Mario Riojas
Bank of America - Kathy Burrell
Cen-Tex Certified Development Corporation- Rosa Rios Valdez
Chase Bank - Miguel Mora
Commerica Bank - John Parks
Community Development Loan Fund -Gera Foster
Consumer Credit Counseling Service-Gordon Dunkley
Matrix Bank – Mary Kropp
SATAI- Randy Goldsmith, Ph.D
Security Service Federal Credit Union - Yvonne Fernandez
South Texas Business Fund - Mike Mendoza and Jim Weaver
South Trust Bank - Jaime Elias and Marco Gonzalez
TerraFactor Funding Inc.- Susan Schaefer
UTSA Small Business Development Center - Tom Hansis
US Small Business Administration - Mary Alice Blanco and Pam Sapia
Wallis Bank - Beverly Fortner
Wells Fargo Bank - Sandy Villaseñor
Wilshire State Bank – Roy Guerra

Access to Capital Committee: ACCION Texas, Community Development Loan Fund, San Antonio Hispanic Chamber of Commerce, South Texas Business Fund, US Small Business Administration, UTSA Institute for Economic Development - Small Business Development Center and Minority Business Development Center.

VIII. DOING BUSINESS WITH PRIVATE CORPORATIONS

ROOM 203 A & B

3:00 – 4:00 p.m.

Doing business with Corporate America is completely different from doing business with any other entity. Navigating private sector waters, getting to the right person, and presenting yourself and your company appropriately and effectively is necessary for success in this arena. Learn from corporate leaders themselves how to do it, at the “Doing Business with Corporate America” seminars.

MODERATOR: Dinah Lovett, President, Central & South Texas Minority Business Council

Panel Members: Nina Wagner, Dell
Jose Garza, Boeing
Gilbert Garza, Lower Colorado River Authority
Glenn Murray, Glenn Murray & Associates

EXHIBIT HALL B

9:00 a.m. – Noon & 1:30 – 4:00 p.m.

**** *Exhibit Hall A will close from Noon – 1:30 p.m. to allow everyone to attend the luncheon*****

DELL Technology Procurement Center (Booth #500)

Finding Bids and Contract Information Online

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

Federal: www.sba.gov or www.fedbizops.gov

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.

State of Texas: www.tbpc.state.tx.us

Bexar County: www.bexar.org

City of San Antonio: www.sanantonio.gov

Accessing Capital Online: www.sahcc.org

TOYOTA: www.toyotasupplier.com

and many others

**** Ongoing demonstrations by the Exhibitors ****

EXHIBIT HALL B

Local Certification (Booth #700)

SCTRCA DATABASE & CERTIFICATION PROCESS

PRESENTER: Bridget Negron Booth, Executive Director, South Central Texas Regional Certification Agency (SCTRCA)

Session I	9:00 - 10:00 a.m.	Certification Inquiries, Application Completion, Standards & Procedures
Session II	10:00 - 11:00 a.m.	Certification Inquiries, Application Completion, Standards & Procedures
Session III	11:00 - 12:00 p.m.	Certification Inquiries, Application Completion, Standards & Procedures

Session IV	1:30 - 2:30 p.m.	Certification Inquiries, Application Completion, Standards & Procedures
Session V	2:30 - 3:30 p.m.	Certification Inquiries, Application Completion, Standards & Procedures
Session VI	3:30 - 4:00 p.m.	Membership Information

*** Find out how your company can obtain designation as a Small, Minority, Disadvantaged or Woman-Owned business.**

Federal Agency Certification (Booth #657)

PRESENTER: Celia Guzman, US Small Business Administration (SBA)

Session I	9:00 - 10:00 a.m.	Certification for 8(a), SDB and HUBZone Standards & Procedures
Session II	10:00 - 11:00 a.m.	Certification for 8(a), SDB and HUBZone Standards & Procedures
Session III	11:00 - 12:00 p.m.	Certification for 8(a), SDB and HUBZone Standards & Procedures

Session IV	1:30 - 2:30 p.m.	Certification for 8(a), SDB and HUBZone Standards & Procedures
Session V	2:30 - 3:30 p.m.	Certification for 8(a), SDB and HUBZone Standards & Procedures

*** Find out how your company can obtain certification as an 8(a), SDB and HUBZone for the purpose of doing business with the Federal Government.**

Alamo WorkSource Employee Locator Center (Booth #326)

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 WorkSource 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 and labor law information

This Conference is sponsored by:

Bear Audio Visual, Boeing, Cendant Car Rental Group, Central & South Texas Minority Business Council, D&D Machinery Movers & Millwrights, Dell, Faulkner USA, HEB Industrial Communications, LaPrensa, MBN Texas, Pico de Gallo, Presto Printing RK Group, SA Business Journal, SBC Center, Texas Building & Procurement Commission, The TRADE Group, Time Warner Cable, TOYOTA, TSM Digital Univision TV 41, VIA, World Audio & Lights and Zachry

The conference is actively supported by the following:

ACCION Texas
A La Nueva Business & Professional Women
Alamo City Chamber of Commerce
Alamo Community College District
Alamo WorkSource
Alpha Quadrant
Associated Builders & Contractors
Associated General Contractors
Bexar County Clerk Gerry Rickhoff
Bexar County Commissioners Court
Bexar County Tax Assessor Sylvia Romo
City of Live Oak – Economic Development
City of San Antonio
City Public Service
Community Development Loan Fund
Congressman Charles Gonzalez
Consumer Credit Counseling Service
Crystal Communications
Daisy Tours
Frost Bank
The Greater San Antonio Chamber of Commerce
Small Business Resource Center (SBRC)
Hispanic Contractors Association de San Antonio
Mission City Business & Professional Women

National Association of Women Business Owners
North San Antonio Chamber of Commerce
Quality Services International
Randolph Metrocom Chamber of Commerce
San Antonio Hispanic Chamber of Commerce
San Antonio Technology Accelerator Initiatives (SATAI)
San Antonio Housing Authority
San Antonio Water Systems
SER Jobs for Progress
SCORE – Counselors to Americas Small Business
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
South Texas Business Fund
TX Department of Transportation
University Health System
US Airforce Outreach Office
US Department of Transportation
US Small Business Administration
UTSA Minority Business Development Center
UTSA Small Business Development Center
West San Antonio Chamber of Commerce

Thanks and appreciation to all the VOLUNTEERS!!!!

**City of San Antonio Small Business Advocacy Committee (SBAC)
Bexar County Small, Minority and Women Owned Business Enterprise (SMWBE) Program Advisory Committee**

SPECIAL THANKS TO OUR LOCAL ELECTED OFFICIALS

**MAYOR ED D. GARZA
COUNCILMAN ROGER O. FLORES – DIST. 1
COUNCILMAN JOEL WILLIAMS – DIST. 2
COUNCILMAN RON SEGOVIA – DIST. 3
COUNCILMAN RICHARD PEREZ – DIST. 4
COUNCILWOMAN PATTI RADLE – DIST. 5
COUNCILMAN ENRIQUE BARRERA – DIST. 6
COUNCILMAN JULIAN CASTRO – DIST. 7
COUNCILMAN ART HALL – DIST. 8
COUNCILMAN CARROLL W. SCHUBERT – DIST. 9
COUNCILMAN CHRISTOPHER HAASS – DIST. 10**

**BEXAR COUNTY JUDGE NELSON W. WOLFF
COMMISSIONER ROBERT TEJEDA, PCT. 1
COMMISSIONER PAUL ELIZONDO, PCT. 2
COMMISSIONER LYLE LARSON, PCT. 3
COMMISSIONER TOMMY ADKISSON, PCT. 4**

Pre Conference events:

Tuesday, December 14, 2004

Buyer Training Seminar

1:00 – 5:00 p.m.

City of San Antonio Development & Business Services Center

Buyer Training: **“Ethics - When No One is Watching”**

SMWBE/HUB/DBE Coordinators & Buyers Roundtable

CEU credits – Sponsored and Training by NIGP-San Antonio Public Purchasing Association (SAPPA)

Joint Chambers of Commerce

5:30– 7:00 p.m.

Holiday Mixer & Buyer’s Reception

Hosted by: Alamo City Chamber of Commerce
North San Antonio Chamber of Commerce
San Antonio Hispanic Chamber of Commerce
South San Antonio Chamber of Commerce

Greater San Antonio Chamber of Commerce
Randolph Metrocom Chamber of Commerce
San Antonio Women’s Chamber of Commerce
West San Antonio Chamber of Commerce

NOTES

**For more information on business assistance and contracting opportunities
or comments regarding the conference contact:**

**Grace Luna, Small Business Outreach Office
City of San Antonio at (210) 207-3900**

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

Access information online at www.sanantonio.gov or www.bexar.org

