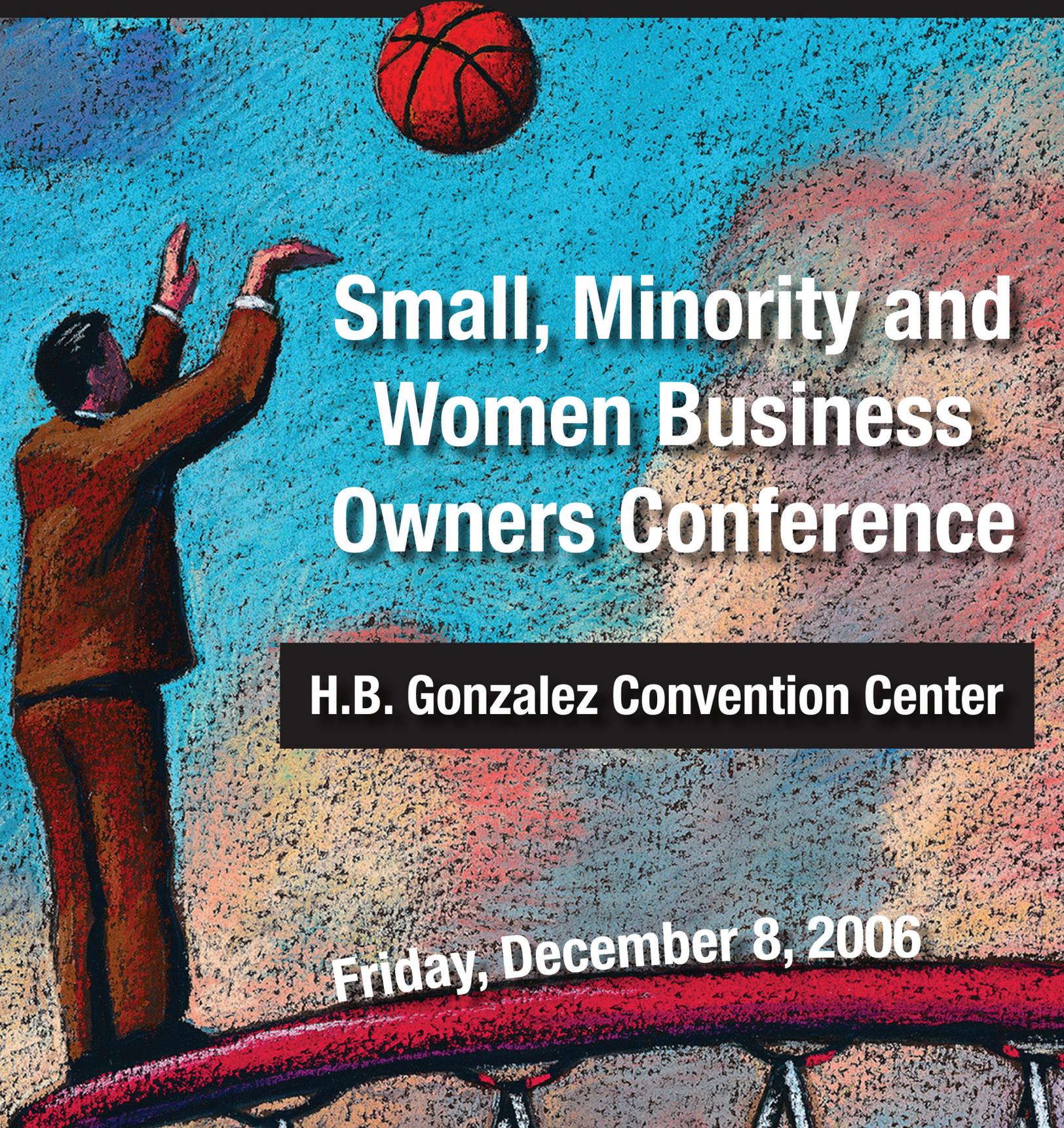




HOW TO GET IN THE GAME & STAY IN THE GAME

A stylized illustration of a man in a brown suit reaching up with both hands towards a red basketball. The background is a textured, mottled blue and green. The man is on the left side of the frame, and the basketball is in the upper center. The overall style is reminiscent of a chalkboard or a textured wall.

Small, Minority and Women Business Owners Conference

H.B. Gonzalez Convention Center

Friday, December 8, 2006

www.bexar.org/smwbe

www.sanantonio.gov/edd

2006 SMWBO Conference is presented by:

City of San Antonio & Bexar County

In Partnership With
Central & South Texas Minority Business Council

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PROGRAM

Registration 7:00 a.m. - 3:00 p.m. West Registration
Networking Breakfast/Opening Session 7:30 a.m. – 9:00 a.m. **Ballroom B**

Master of Ceremonies: David Marquez, Director
Economic Development, Bexar County

Greetings:

Gloria Andrade Merrell, Chairman

City of San Antonio Small Business Advocacy Citizens Advisory Committee

Dan Barrett, Chairman

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

Dinah Lovett, President

Central & South Texas Minority Business Council

Remarks:

The Honorable Tommy Adkisson, County Commissioner, Precinct 4
Scott Denniston, Director, Small Business Programs, Department of Veteran Affairs

“BRAC 2005 Economic Impact”

Keynote Speaker: Colonel Wendy Martinson, Garrison Commander, Ft. Sam Houston

COL Martinson is originally from Red Wing, Minnesota. She graduated from Mankato State University in 1978 and worked as a social worker before entering active duty in June of 1981. She attended Basic Training at Fort Jackson, South Carolina followed immediately by attendance at Officer Candidate School at Fort Benning, Georgia. She was commissioned a Second Lieutenant and was assigned to Charlie Company, 3rd Forward Support Battalion, 9th Infantry Division at Fort Lewis, Washington, as the Company Executive Officer. COL Martinson's assignments include: S-1 for the 3rd Forward Support Battalion, Fort, Lewis, Washington; Adjutant, Walson Army Community Hospital, Fort Dix, New Jersey; Protocol Officer, U.S. Army Training Center and Fort Dix, New Jersey; Headquarters Company Commander and Personnel Actions Officer, 7th Medical Command, Heidelberg, Germany; Chief, Personnel Actions Branch, Personnel Directorate, Health Services Command, Fort Sam Houston, Texas; Base Closure Operations Officer, Fitzsimons Army Medical Center and Garrison, Aurora, Colorado; Chief, Congressional Liaison Office for The Army Surgeon General, Falls Church, Virginia; Brigade Commander, Brooke Army Medical Center, Fort Sam Houston, Texas; Chief, Strength Management Branch, U.S. Army Medical Command, Fort Sam Houston, Texas; and Chief, Health Services Branch, Enlisted Personnel Management Directorate, Human Resources Command, Alexandria, Virginia. Her Military education includes: AMEDD Officer Basic and Advance Courses; the Adjutant General Corps Battalion Personnel Officer Course; U.S. Army Combined Services and Staff School; and the Army Command and General Staff College. COL Martinson is a 2005 graduate of the Industrial College of the Armed Forces, National Defense University, Fort Leslie J. McNair, Washington, D.C. where she earned a Masters Degree in National Resource Strategy. She also holds a Masters of Science Degree, in Health Care Professions, from Southwest Texas State University, San Marcos, Texas. Her awards and decorations include the Meritorious Service Medal, the Army Commendation Medal, the Army Achievement Medal, the National Defense Service Medal, the Overseas Service Ribbon, the Expert Field Medical Badge, the Department of the Army Staff Identification Badge, and she has been inducted into the Order of Military Medical Merit.

Closing Remarks and Program Review: Robert Peche, Director
Economic Development Department, 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

Mistress of Ceremonies: Sarah Lucero, Anchor, KENS 5 TV

Pledge of Allegiance: US Air Force Representative

Greetings: **The Honorable Phil Harberger, Mayor, City of San Antonio**
The Honorable Nelson W. Wolff, County Judge, Bexar County
The Honorable Charles A. Gonzalez, US Congressman, District 20
Joseph Montes, SBA Regional Administrator, Region VI

Special Presentation: ***“Getting and Staying in the Game”***
The Bexar County “Peter M. Holt Minority
and Women Owned Business Enterprise Program” Award

Keynote Speaker: “The Census of Business: Opportunities in Public Sector Contracting”
Manuel Longoria, Assistant Director,
Economic Development Department, City of San Antonio

The San Antonio Regional Disparity Study Consortium consists of ten political subdivisions and jurisdictions within the San Antonio – Bexar County region of Texas. The members of this multi-jurisdictional consortium include the City of San Antonio, San Antonio Water System, CPS Energy, University Health System, The Port Authority of San Antonio, Brooks City-Base, San Antonio Housing Authority, Edwards Aquifer Authority, San Antonio Regional Mobility Authority and Bexar County.

The members of the Study Consortium desire to undertake all necessary and reasonable steps to ensure that disadvantaged, minority-owned and woman-owned businesses (“D/M/WBEs”) are afforded equitable opportunities to participate in local government and other contracts within the relevant marketplace from which Study Consortium members routinely purchase significant quantities of goods and services. Study Consortium members are keenly interested in ensuring that their public contracting and purchasing funds are not spent in a manner that in any way contributes to or perpetuates the effects of marketplace discrimination.

Relevant findings from this study and previous studies will be analyzed by consortium members to evaluate the effectiveness of various race- and gender-neutral remedies and practices previously undertaken in the relevant marketplace, and to facilitate the development of programs, policies, and practices that are narrowly tailored to remedy the effects of any identified discrimination and/or to reduce or eliminate any other marketplace barriers that adversely affect the utilization of such D/M/WBEs by Study Consortium members.

Closing Remarks and Program Review: David Marquez, Director
Economic Development, Bexar County

Sponsor Remarks: Benjamin Garcia, Regional Manager, Texas 12, San Antonio, Washington Mutual

Exhibitors are asked to return to the Exhibit Booths

Door Prizes: Dinah Lovett, President, Central & South Texas Minority Business Council
(Be sure to enter your business card in the Exhibit Hall – all prizes must be claimed by the end of the conference)

General Public allowed to enter the Exhibit Hall at this time!

WORKSHOPS – CONCURRENT SESSIONS

I.	HOW TO DO BUSINESS WITH THE FEDERAL GOVERNMENT	ROOM 207 9:30 – 11:30 a.m.
II.	HOW TO DO BUSINESS WITH LOCAL GOVERNMENTS	ROOM 201 9:30 – 10:15 a.m.
III.	HOW TO DO BUSINESS WITH STATE AGENCIES	ROOM 201 10:45 – 11:30 a.m.
IV.	ACCESS TO CAPITAL ROUNDTABLES	ROOM 204 9:30 – 11:30 a.m.
V.	HOW TO START/SAVE/OR MANAGE A BUSINESS	ROOM 202 9:30 – 11:30 a.m. & 3:00 – 4:00 p.m.
VI.	HOW TO KEEP EMPLOYEES FROM BITING THE HAND THAT FEEDS THEM AND OTHER FAIRY TALES	ROOM 203 B 9:30 – 11:30 a.m.
VII.	THE DYNAMICS OF FRANCHISING	ROOM 201 3:00 – 4:00 p.m.
VIII.	HOW TO DO BUSINESS WITH THE PRIVATE SECTOR	ROOM 204 3:00 – 4:00 p.m.
IX.	HOW TO RESPOND TO BIDS & RFPS	ROOM 203 B 3:00 – 4:00 p.m.
X.	VETERANS BUSINESS CENTER	ROOM 206 9:30 – 11:30 a.m. & 3:00 – 4:00 p.m.

WORKSHOPS – CONCURRENT SESSIONS INFORMATION

I. HOW TO DO BUSINESS WITH THE FEDERAL GOVERNMENT ROOM 207 9:30 – 11:30 a.m.

The federal workshop is designed to help new and existing businesses prepare for Federal Government contracting. Key information will be provided on the Federal process, the Central Contractor Registry (CCR), Federal government certifications and how to register and respond to contracting opportunities. The briefing will consist of presentations from each panel member followed by questions and answers.

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

Panel Members:

Mark Oliver	Dept. of Interior, Director, Office of Small & Disadvantaged Business Utilization
Theresa Speake	Dept. of Energy, Director, Office of Small & Disadvantaged Business Utilization
Charles Southern	Dept. of Veteran Affairs, Corporate Opportunity Specialist
Norman Julien	Naval Facilities Engineering Command, Construction Contracting Officer
Dwight DeWeaver	Defense Logistics Agency, Small Business Specialist
Kyle Groome	Homeland Security, Subcontracting Compliance Program Manager
Matthew Benavides	US Air Force, Deputy Director, Office of Small & Disadvantaged Business Utilization
Ken Adams	US Army Corps of Engineers, Galveston District, Deputy for Small Business
Mary Urey	US Air Force, Director, Small Business Office, Brooks City Base

Nancy Villarreal US Army Medical Command, Ft. Sam Houston, Procurement Analyst

Deanna Ochoa Army Contracting Agency, Ft. Sam Houston, Contract Specialist

II. HOW TO DO BUSINESS WITH LOCAL GOVERNMENTS ROOM 201 9:30 – 10:15 a.m.

“Linking Your Business To Opportunity” presented by local purchasing departments decision makers. Learn the various governmental entities purchasing policies and procedures, how to find a bid notice, why it is important to respond to a bid notice, and how to register to do business. They will explain the various opportunities and methods in construction, professional services and commodities with regards to awarding contracts.

MODERATOR: Dan Garza, Assistant Purchasing Agent, Bexar County

Panel Members:

Janie Cantu, Director of Purchasing, City of San Antonio
Pam Morrison, Director of Purchasing, San Antonio Independent School District
Mary Brogan, Purchasing, Alamo Community College District
Mary Quinones, Director of Purchasing, City of New Braunfels
Debbie Straus, Purchasing, University Health System

III. HOW TO DO BUSINESS WITH STATE AGENCIES ROOM 201 10:45 – 11:30 a.m.

This workshop is designed for manufacturers, suppliers and other vendors that wish to furnish materials, equipment, supplies and services to state agencies and institutions of higher education. Participants will be provided with education on Historically Underutilized Business (HUB) certification and the state’s procurement process.

MODERATOR: Lynn Hodde, Statewide HUB Marketing Coordinator, Texas Building & Procurement Commission

Panel Members:

Lacy Hampton, Assistant HUB Coordinator, University of Texas at San Antonio
Larry Nunn, HUB Administrator, Texas Health and Human Services Commission
Efrem Casarez , DBE/HUB Program Manager, Texas Department of Transportation
Lynda Dyess, Senior Director of HUB Programs, University of Texas System
Bernadette Davis, HUB Coordinator, Department of Information Resources
Rudy De La Cruz, Director of HUB Program, UT Health Science Center- San Antonio
Shaun McGowan, HUB Program Coordinator, Texas A&M University

IV. ACCESS TO CAPITAL ROUNDTABLES ROOM 204 9:30 –11:30 a.m.

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

At the door, participants will be screened and assigned to a table based on 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: Manuel Gallegos, San Antonio Water System

Panel Members:

Mario Riojas	ACCION Texas	Russell Bentley	JPMorgan Chase	Patrice McElfresh	UTSA SBDC
Rosa Uribe	ACCION Texas	Joe Gordon	Omni Bank	Tom Hansis	UTSA SBDC
Gera Foster	Broadway Bank	Gino Guerrero	Pacific Capital Bank	Rich Sifuentes	UTSA SBDC
Ross Wood	Capital Certified	Yvonne Fernández	S.S.F.C.U.	Lisa Hindly	UTSA SBDC
Rene Dominguez	CDLF	Jim Weaver	STBF	Eduardo Sosa	Wachovia SBC
John Park	Comerica	Mike Mendoza	STBF	Beverly Fortner	Wallis Bank
Maitland Rutledge	Compass Bank	Randy Garcia	STBF	Benjamin J. Garcia	Washington Mutual
Kate Crosby	Frost Bank	Shannon Smith	Sterling Bank	Sandra Villasenor	Wells Fargo
Joe Pena	Frost Bank	Sue Schafer	Terra Factor Funding	Rod Mueller	Wells Fargo Bank
Joe Terracina	Interface Financial	Ernest Perales	TX CDC		
Nelson Finch	Jefferson Bank	Mellisa Guerrero	United Central Bank		

Commerce, South Texas Business Fund, US Small Business Administration, and UTSA Institute for Economic Development - Small Business Development Center and Minority Business Development Center.

V. HOW TO START/SAVE/OR MANAGE A BUSINESS

ROOM 202

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: Morrison Woods, Director, UTSA Small Business Development Center

Panel Members:

9:30 - 11:30 am	How to Start Your Business Patricia Suarez, Business Advisor, UTSA Small Business Development Center Hugo Villarreal, Eco.Dev. Specialist, First Point Business Information Center, City of San Antonio, Roland Benson, Owner, Benson Design Associates
3:00 - 4:00 pm	How to Grow Your Business Mike Reyes, Senior Business Advisor, UTSA Small Business Development Center Roland Benson, Owner, Benson Design Associates

VI. HOW TO KEEP EMPLOYEES FROM BITING THE HAND THAT FEEDS THEM AND OTHER FAIRY TALES

ROOM 203 B 9:30 – 11:30 a.m.

“A light-hearted practical approach to the very serious employee issues facing small business owners in today’s competitive environment. A panel of experts will address important issues facing you along with a Q & A session. Employees are one of your most valuable assets and easily the most expensive. It is imperative to understand such issues as employee relations, group benefits and retirement planning. Find out more about finding, hiring, qualifying and screening new employees. Once you have them, there’s performance management, disciplinary actions, evaluations, training and finally, how and when to fire the “poison” apples. “Golden Handcuffs”, Golden Parachutes” it’s all about keeping YOUR gold, your profits and your key employees. Rewarding yourself and your key employees while retaining profits and securing your financial future..... that’s NOT a Fairy Tale!”

MODERATOR: Cyndi Blackmon, Financial Advisor, Planto Roe Financial Services, Inc.

Panel Members:

Ronald D. Dawson, CLU, ChFC, CFS, CDFA, Sr. VP Advanced Marketing, Planto Roe Financial Services, Inc.
Victoria Kane, Esquire, President and General Counsel of Sage HR, LLC, a Human Resources Consulting Firm.
Ori Murdock-Robinson, SPHR, Sr. Human Resource Generalist, G&A Partners.

VII. THE DYNAMICS OF FRANCHISING

ROOM 201 3:00– 4:00 p.m.

Choosing and purchasing the right FRANCHISE is a major life decision that requires careful deliberation. Will it fit your lifestyle and achieve your financial and personal goals. Learn that careful planning, right location, proper financing and hard work can pay off with profits. Opportunities are abound and franchising can mean you are in business for yourself - but not by yourself.

The Dynamics of Franchising:

- * Is Franchising Right for You
- * Selecting the Right Franchise
- * The Franchise Agreement
- * Financing a Franchise

VIII. HOW TO DO BUSINESS WITH THE PRIVATE SECTOR

ROOM 204 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:

Ben Garcia, Regional Manager, Texas 12, Washington Mutual
Michael Tobolski, Sr. Director, Diversity Initiatives, Marriott International
Josh Leen, Project Manager, Hyatt Convention Center Hotel, Faulkner USA
Morris Howard, Supplier Diversity, Dell
Sheldon Kotara, Facility Resource Manager & Estimating Department, H-E-B
Carolyn Schmies, Global Supply Management Manager, Delphi
John Munson, Assistant Manager, Supplier Diversity, Toyota

IX. HOW TO RESPOND TO BIDS & RFPS

ROOM 203 B 3:00– 4:00 p.m.

“Connecting the Dots”A comprehensive overview of the process in responding to government bids. Attendees will be briefed on how they can maximize their opportunities in marketing and finding the appropriate venue to bid on these solicitations.

- 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
- Tips on preparing a response to a proposal

MODERATOR: Ms. Judy Ingalls, Director UTSA Technology Center

Panel Members:

Mr. Courtney McClure, Sr. Economic Development Specialist, PTAC, City of San Antonio
Mr. Miguel A. Ferrer, UTSA SBDC Technology Center, Project Manager – Government Sales

X. VETERANS BUSINESS CENTER

ROOM 206

9:30–11:30 a.m. & 3:00–4:00 p.m.

The Veteran’s workshop is designed to help new and existing veteran-owned businesses to position their firms for doing business with various agencies within the Federal government.

MODERATOR: Bobby G. Watts, Director of Small Business Programs, Headquarters Air Education and Training Command, Randolph AFB TX

Panel Members:

9:30–10:00 a.m.	Program History Scott Denniston, Director, Small Business Programs, Department of Veteran Affairs
10:00–10:15 a.m.	U.S. Air Force Initiatives to increase contracting opportunities for Veteran-Owned Businesses Dr. Alain Hunter, Air Force Small Business Program Office, Washington D.C.
10:15–10:30 a.m.	U.S Army Initiatives to increase contracting opportunities for Veteran-Owned Businesses Dan Shackelford, Associate Director, Small Business Programs, Ft Sam Houston, San Antonio TX
10:30–11:30 a.m.	Marketing to the Department of Defense Ms. Julie Krnc, Assistant Director, Office of Small Business Programs for Dept. of Defense, Washington D.C.
3:00 – 4:00 p.m.	Veterans Affairs Acquisition Tools Focus Group Meeting

*Be sure to visit “Federal Agency Row” in Exhibit Hall “B.” Veterans Business Center service area located at the Department of Veterans Affairs Booth

EXHIBIT HALL B

9:00 a.m. – Noon & 1:30 – 4:00 p.m.

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

Alamo WorkSource Business Resource Center (Booth #720)

Alamo WorkSource's Business Services Group, brings business and job seekers together. We offer an array of services to help business save money, improve productivity and provide a competitive edge. We offer no-cost recruitment and screening services, information on tax incentive programs, labor market information, training and more. Our services can be customized to meet your specific needs. Think of us as your human resources department. No matter what your industry, size or employee needs, our Business Services Group can help you hire qualified, motivated employees ready to work for you. Put us to work for you, so you can focus on what's important – running your business.

Our business services include:

- | |
|--|
| • Recruitment, screening and referral of qualified, motivated job applicants |
| • Participation in job fairs |
| • Assessment of basic skills and work aptitudes of potential employees |
| • Complete interviewing facilities with fax, phone and computer access |
| • Listing and maintaining job orders through Work In Texas (www.workintexas.com) |
| • Job matching services |
| • Current labor market trends and other labor market information including average wages, industry and occupation growth, turnover rates, and more |
| • Employment and labor law information |
| • Unemployment Insurance claims information |
| • Information and assistance in accessing tax incentive programs |
| • Assistance in arranging training for incumbent workers |
| • Customized and on-the-job training |
| • Information on State of Texas employer training programs like the Skills Development Fund and Self-Sufficiency Fund |
| • Professional outplacement services for companies that are restructuring, downsizing or closing operations |
| • Assistance on filing tax credits |

Everything we do revolves around one basic premise – to provide you with a qualified, motivated pool of potential employees ready to work for you.

B2GNow – Diversity & Contract Management System (Booth #501)

The City of San Antonio, Bexar County, University Health System, Brooks Development Authority, and Travis County are now using an integrated Diversity and Contract Management System for tracking contracts, vendor certifications, concessions, and prevailing wage.

Designed to maximize participation by SMWBE firms in the San Antonio and Austin regions, the system closely monitors payments between prime contractors and subcontractors, and save government staff time when verifying SCTRCA and HUB certification status. The system is provided at no cost to vendors.

If you are currently SCTRCA or HUB certified or currently hold a contract or subcontract with City of San Antonio, Bexar County, University Health System, Brooks Development Authority, and/or Travis County, you are already set up in the system. Vendors that are certified with the City of Houston or NCTRCA, or hold a contract or subcontractor with the City of Houston, are also included. Be sure to stop by to get your username, password, and a quick training session.

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!

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

Federal: www.sba.gov or www.fedbizopps.gov

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

Bexar County: www.bexar.org

City of San Antonio: www.sanantonio.gov

TOYOTA: www.toyotasupplier.com

And many others!

Receive your Business Resource Guide for visiting the Dell Center. Members of the National Association of Women Business Owners will assist you with navigating the procurement highway! Sponsored by Bear Audio Visual.

Local Certification (Booth #700)

Find out how your company can obtain designation as a Small, Veteran, Minority, Disadvantaged, Disabled Individual or Woman Owned business. Member agencies include the City of San Antonio, Bexar County, University Health System, San Antonio Water System, San Antonio Housing Authority, San Antonio River Authority, Brooks Development Authority, VIA Transit, Edwards Aquifer Authority and the City of Austin.

PRESENTER: Sheena Suber, 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

Federal Agency Certification (Booth #656)

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.

PRESENTER: U. S. Small Business Administration (SBA)

Session I	9:00 – 9:45 a.m.	Certification for 8(a), SDB and HUBZone Standards & Procedures
Session II	10:00 – 10:45 a.m.	Certification for 8(a), SDB and HUBZone Standards & Procedures
Session III	11:00 – 11:45 a.m.	Certification for 8(a), SDB and HUBZone Standards & Procedures
Session IV	1:30 - 2:15 p.m.	Certification for 8(a), SDB and HUBZone Standards & Procedures
Session V	2:30 - 3:15 p.m.	Certification for 8(a), SDB and HUBZone Standards & Procedures

CHA-CHING ! (Booth # 657)

You should attend if you are a start-up or existing small business who needs working capital, inventory, machinery & equipment, furniture & fixtures, facility or leasehold improvements. A quick and easy Small Business Administration loan program for eligible small businesses through participating community express lenders. Learn how to apply today!

PRESENTER: Community Express Loan Program Lender

Session I	9:00 - 9 45 a.m.	Cha-ching! --- Capital for your Small Business
Session II	10: 00 - 10:45 a.m.	Cha-ching! --- Capital for your Small Business
Session III	1:30 - 2:15 p.m.	Cha-ching! --- Capital for your Small Business
Session IV	2:30 - 3:15 p.m.	Cha-ching! --- Capital for your Small Business
Session V	3:30 - 4:15 p.m.	Cha-ching! --- Capital for your Small Business

Pre-conference event (Thursday, December 7th) 5:30 – 7:30 p.m.:

* Meet the Buyers Reception
AT&T Center, One AT&T Center Parkway
Sponsored by the Spurs Sports & Entertainment



at&t
CENTER



Reception Hosted by:

Greater San Antonio Chamber of Commerce, San Antonio Hispanic Chamber of Commerce
North San Antonio Chamber of Commerce, Alamo City Chamber of Commerce, San Antonio Women's
Chamber of Commerce, West San Antonio Chamber of Commerce & Conference Sponsors

2006 SMWBO Conference is presented by:

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The conference is actively supported by the following:

A La Nueva Business & Professional Women, ACCION Texas, Alamo City Chamber of Commerce, Alamo Community College District, Alamo WorkSource, Alpha Quadrant, Associated General Contractors - San Antonio Chapter, Avis, Bexar County Clerk Gerry Rickhoff, Bexar County Commissioners Court, Bexar County Tax Assessor Sylvia Romo, Budget, Boeing, Brooks Development Authority, City of San Antonio, Community Development Loan Fund, Congressman Charles A. Gonzalez, Crystal Communications, Edwards Aquifer Authority, Ft. Sam Houston, Greater San Antonio Chamber of Commerce, Hispanic Contractors Association de San Antonio, Lackland AFB TX, Mission City Business & Professional Women, National Association of Women Business Owners, North San Antonio Chamber of Commerce, Planto Roe, Randolph AFB TX, Randolph Metrocom Chamber of Commerce, San Antonio Hispanic Chamber of Commerce, San Antonio Housing Authority, San Antonio Independent School District, San Antonio River Authority, San Antonio Water System, San Antonio Women's Chamber of Commerce, SCORE, Senator Leticia Van de Putte, SER Jobs, South Central Texas Regional Certification Agency, Small Business Administration, South San Antonio Chamber of Commerce, South Texas Business Fund, University Health System, University of Texas at San Antonio, UTSA Minority Business Enterprise Center, UTSA Small Business Development Center, UTSA Technology Center, UT System, West San Antonio Chamber of Commerce, Women's Business Enterprise Alliance



**This is what we're here for.
Let's make the best of it.**

TRADE SHOW TIPS

1.	Set clear goals for this conference. What do you want to get out of it? Example: 10 qualified follow-ups; set a second meeting....?.
2.	Preview the Exhibitor list and the floor plan before you begin. Map out where you want to start and who to see first.
3.	Be prepared to talk about what you bring to the table: cost effectiveness, creativeness, responsiveness and what???.
4.	Make notes of the day's actions as you go along and to remind you of important things you may need to do later.
5.	Be sure to find out the minimum requirements necessary to do business with an Exhibitor, including certification requirements, if any.
6.	Don't be stingy with your business cards. These Exhibitors, too, have bosses who want to see that they've been working and not just enjoying the Riverwalk.
7.	Do not overload the Exhibitor with brochures or catalogs. Stick to specific information and keep it all one page. Remember, most flew in for this show. They have limitations on what they can carry.
8.	Follow-up! Follow-up! Follow-up!
9.	Persevere!

First 6 target booths to visit:

1.	
2.	
3.	
4.	
5.	
6.	

Follow-ups:

Things/ideas I want to mention in my follow-up letter or e-mail



Buy or Build It!

Attention: New and Existing Small Businesses Owners

Why lease when you can buy an existing structure or build it from the ground up using SBA's federally backed, fixed rate and long-term financing program called the Certified Development Company - 504 Loan Program.

•	Financing under this particular program can be used to purchase real estate (land and new construction or the purchase of an existing facility) or to modernize your existing facility. Loan proceeds can also be used for machinery and equipment related to the business.
•	The SBA loan size can range from \$200,000 (sometimes lower) up to \$1.5 million for eligible small businesses (startup or existing). Not greater than \$4 Million if a small manufacturing facility.
•	Certified Development Companies (CDCs) located throughout San Antonio, Austin and Texas along with participating lenders together with the SBA can provide the financing eligible small businesses need through the CDC/504 Loan Program.
•	Meet SBA and CDC representatives who will explain the requirements, loan structure and the process.

2

Business is about generating sales, profits, jobs, as well as building equity and the ability to acquire long-term financing. Do not miss this opportunity - take advantage of what other entrepreneurs are utilizing nationwide!

January 23, 2007

6:30 to 7:30 p.m. ---- No Cost to Attend

Where:

Small Business Administration (SBA)

North Park Corporate Center

17319 San Pedro, Bldg 2, Ste 200, San Antonio Texas 78232

RSVP:

Mary Alice Blanco/SBA, (210) 403-5929 or Email: mary.blanco@sba.gov

All SBA programs and services are extended to the public on a non-discriminatory basis.



Building the Texas Economy One Business at a Time

The UTSA Small Business Development Center offers many services to small business owners in and around the San Antonio area:

- Largest network for management and technical assistance program serving the U.S. small business community
- We offer free, one-on-one, confidential business consulting
- We offer business workshops and training seminars geared towards the small business owner

Business Killers

How to Avoid the 6 Mistakes that Can Destroy Your Business and Your Future

The BusinessKillers® workshop is composed of video simulations of business owners facing important business topics. Seeing these scenarios could help owners avoid being in the same situation. Topics discussed include securing current valuation of the business, installing agreements associated with death or disability, examining issues of succession planning, and estate analysis.

Date: Thursday, January 18, 2007

Time: 11:00 a.m. —1:00 p.m.

Place: 501 W. Durango Blvd, Room DB 2.316

Fee: \$30.00 per person



To view a complete listing of our workshops, please visit <http://www.iedtexas.org/sasbdc/sasbdcTraining.htm> and click on the Training Brochure.



501 W. Durango Blvd. San Antonio, Texas 78207 Phone: (210) 458-2460 Fax: (210) 458-2464 E-mail: sbdcworkshop@utsa.edu

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

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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/edd or www.bexar.org/smwbe

