HOW TO GET IN THE GAME & STAY IN THE GAME

DECEMBER 5 '07
7:00AM-5:00PM

SMALL / MINORITY / WOMEN & VETERAN BUSINESS OWNERS CONFERENCE
HENRY B. GONZALEZ CONVENTION CENTER

www.bexar.org/smwbe  www.sanantonio.gov/edd
2007 SMWBO Conference is presented by

Bexar County and City of San Antonio

In Partnership with the

Central & South Texas Minority Business Council

Thank you to our Sponsors!

STARTING LINEUP SPONSORS:
BREAKFAST PROGRAM

Master of Ceremonies: Robert Peche, Director
Economic Development Department City of San Antonio

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 Bus. Enterprise Program Advisory Committee
Eva Leos, Vice President
Central & South Texas Minority Business Council

Remarks:
The Honorable Tommy Adkisson, County Commissioner, Precinct 4
The Honorable Delicia Herrera, Councilmember, City of San Antonio, District 6
Colonel Kurt A. Stonerock, Chief, Contracting Division, Directorate of Logistics Installations and Mission Support, Randolph Air Force Base
Mr. Scott Dennison, Director, OSDBU, Department of Veterans Affairs

“Joint Venturing and Partnerships”

Keynote Speaker: Elaine Mendoza, President, Conceptual Mindworks

Elaine Mendoza is founder and President & CEO of Conceptual MindWorks, Inc. (CMI) established in 1990. CMI, a biotechnology and medical informatics company, conducts research and development and delivers specialized technical support services for the Department of Defense. In the private sector healthcare industry, CMI develops and markets Sevocity™, an integrated, point-of-care, clinical documentation product that serves physicians in the ambulatory setting. Born and raised in San Antonio, Elaine has been fortunate to be involved in community initiatives revolving around the expansion of educational opportunities, health care, and economic growth. In January 2006, Governor Rick Perry appointed her to Texas Higher Education Coordinating Board. She serves on the CHRISTUS Santa Rosa Health Care Board of Directors, the Board of Directors for Texas Research Park Foundation, and the Cancer Therapy Research Center Governing Board. Elaine was the 2004 and 2005 Chair of the San Antonio Hispanic Chamber of Commerce and she has also served as Chairperson of the Board (2001-2003) of the Alamo Workforce Development, now Alamo WorkSource. In 2000-2001, Elaine served on Governor Rick Perry’s Special Commission on 21st Century Colleges and Universities and, nationally, when she was appointed by Senator Trent Lott and chaired the Commission on the Advancement of Women and Minorities in Science, Engineering and Technology (CAWMSET) (1999-2000). Elaine’s family nourishes her enthusiasm for her business and the community. Elaine, her husband of 20 years, Larry Gay, and their two daughters, Contessa Nicole, age 12, and Francesca Gabrielle, age 9, are members of Holy Trinity Catholic Church. Elaine earned her Bachelors in Aerospace Engineering at Texas A&M University.

Disparity Study: Announcement of Public Hearings: MGT of America

Closing Remarks and Program Review: David Marquez, Executive Director
Economic Development Department, Bexar County
WORKING LUNCH / PUBLIC FORUM:

Lunch: Noon – 1:30 p.m. Ballroom B

Mistress of Ceremonies: Matari Jones, Public Information Officer, St. Phillip’s College

Pledge of Allegiance: Elizabeth House, Airman 1st Class, 12th Contracting Squadron

Greetings: The Honorable Nelson W. Wolff, County Judge, Bexar County
The Honorable Loudres Galvan, Mayor Pro-Tem, City of San Antonio
The Honorable Charles Gonzalez, US Congressman, District 20
Mr. Ronald A. Poussard, Director, OSDBU, US Air Force

Introduction of Keynote Speaker: Pam Sapia, San Antonio District Director
U.S. Small Business Administration

Keynote Speaker: JOVITA CARRANZA, DEPUTY ADMINISTRATOR
U.S. SMALL BUSINESS ADMINISTRATION

Jovita Carranza was sworn in Dec. 15, 2006, as Deputy Administrator of the SBA. President George W. Bush nominated her for the post and she was confirmed by unanimous consent by the U.S. Senate on Dec. 9, 2006. As Deputy Administrator, Carranza serves as second in command to Administrator Steven C. Preston. She helps to manage an agency with more than 80 field offices across the country and a portfolio of direct and guaranteed business loans, venture capital investments and disaster loans worth almost $80 billion. Carranza currently leads key operational improvement initiatives and projects designed to improve customer response. Carranza brings to the SBA more than 30 years of successful corporate experience at UPS. Through her work with the small business community throughout her career, she has a keen understanding of this vital sector of the U.S. economy. She started at UPS in 1976 as a part-time, night-shift box handler in Los Angeles and worked her way up to vice president managing domestic operations and president of international operations for Latin America and the Caribbean. Most recently, she was vice president of air operations for the worldwide package-shipping company at its facility in Louisville, Ky., where she oversaw the cutting-edge automated package processing operation. Carranza has also been extensively involved in community and civic activities. She has served as a board member for several national nonprofit organizations such as the National Center for Family Literacy and United Way. She also has been involved in the UPS Congressional Contact program, chaired corporate committees responsible for global strategies and has had experience with public speaking and advisory councils in multiple venues. For her outstanding accomplishments throughout her career, Hispanic Business magazine named her Woman of the Year in 2004. A native of Chicago, Carranza earned her MBA from the University of Miami (FL). She also has received executive, management and financial training at the INSEAD Business School in Paris, France, the University of Michigan and the University of Chicago.

Sponsor Remarks: Ben Garcia, Regional Manager, Texas 15, San Antonio, WaMu

Disparity Study: Announcement of Public Hearings: MGT of America

Closing Remarks and Program Review: David Smith, Executive Director
Planning & Resource Management Department/Budget Officer, Bexar County

Exhibitors are allowed to return to exhibit hall

Door Prizes:
(Be sure to enter your business card in the Exhibit Hall – all prizes must be claimed by at the conference)

General public is allowed to enter exhibit hall
REGIONAL DISPARITY STUDY CONSORTIUM
WHY IS THE CONSORTIUM CONDUCTING A DISPARITY STUDY?

The disparity study will provide the consortium members with the evidence, in accordance with current case law, to determine whether or not, and to what extent, the need for remedial programs for racial or gender discrimination are appropriate. The disparity study will determine if the members have up-to-date facts for existing and future efforts to increase the use of minority and women-owned businesses.

The San Antonio Regional Disparity Study Consortium consists of nine 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, SAWS, CPS Energy, University Health System, the Port Authority of San Antonio, Brooks City-Base, San Antonio Housing Authority, Edwards Aquifer Authority, and Bexar County.

The members of the Study Consortium desire to undertake all necessary and reasonable steps to ensure that small, disadvantaged, minority and woman owned businesses 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.

YOUR PARTICIPATION IS NEEDED IN THE SAN ANTONIO REGIONAL BUSINESS DISPARITY STUDY

As a business owner, one way to participate is to provide testimony regarding your experiences and incidents by vendors, contractors, or members of the Consortium during this public hearing.

If you are not able to provide the Consortium your testimony, you may submit a written testimony electronically to Ms. Hope Smith, MGT of America, Inc, at hsmith@mgtamer.com or by mail to Ms. Smith, Attention: San Antonio Regional Disparity Study Consortium, 2123 Centre Pointe Blvd., Tallahassee, Florida 32310 no later than December 20, 2007.
WORKSHOPS – CONCURRENT SESSIONS

<table>
<thead>
<tr>
<th></th>
<th>HOW TO DO BUSINESS WITH THE FEDERAL GOVERNMENT</th>
<th>ROOM 201</th>
<th>9:30 – 11:30 a.m.</th>
</tr>
</thead>
<tbody>
<tr>
<td>II.</td>
<td>HOW TO DO BUSINESS WITH LOCAL GOVERNMENTS</td>
<td>ROOM 008</td>
<td>9:30 – 10:15 a.m.</td>
</tr>
<tr>
<td>III.</td>
<td>HOW TO DO BUSINESS WITH STATE AGENCIES</td>
<td>ROOM 008</td>
<td>10:45 – 11:30 a.m.</td>
</tr>
<tr>
<td>IV.</td>
<td>ACCESS TO CAPITAL ROUNDTABLES</td>
<td>ROOM 204</td>
<td>9:30 – 11:30 a.m.</td>
</tr>
<tr>
<td>V.</td>
<td>HOW TO START OR GROW A BUSINESS US ARMY CORPS OF ENGINEERS</td>
<td>ROOM 202</td>
<td>9:30 – 11:30 a.m. &amp; 3:00 – 5:00 p.m.</td>
</tr>
<tr>
<td>VI.</td>
<td>HOW TO DO BUSINESS WITH THE US ARMY CORPS OF ENGINEERS</td>
<td>ROOM 201</td>
<td>3:00 – 5:00 p.m.</td>
</tr>
<tr>
<td>VII.</td>
<td>HOW TO DO BUSINESS WITH THE PRIVATE SECTOR</td>
<td>ROOM 008</td>
<td>3:00 – 5:00 p.m.</td>
</tr>
<tr>
<td>VIII.</td>
<td>HOW TO RESPOND TO BIDS &amp; RFPS</td>
<td>ROOM 204</td>
<td>3:00 – 5:00 p.m.</td>
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</table>

WORKSHOPS – CONCURRENT SESSIONS INFORMATION

I. HOW TO DO BUSINESS WITH THE FEDERAL GOVERNMENT
9:30 a.m. – 11:30 a.m.  ROOM 201

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: Pat Tovar, Sr. Business Development Specialist, EDD, City of San Antonio

Panel Members:

- Gregory Mayberry, Operations Director, OSDBU, Department of State
- Gail Wegner, Deputy Director, Center for Veterans Enterprise, Department of Veterans Affairs
- Nancy L. Liounis, Lead of the Industry Assistance Office, NASA/Johnson Space Center
- Lee Avila, Special Assistant to the Office of Small & Disadvantaged Bus. Utilization, Dept. of Energy
- Wendy Hill, Small Business Advocates, Dept. of Homeland Security
- Mary Urey, US Air Force, Small Business Office, Brooks City Base
- Nancy Villarreal, US Army Medical Command, Ft. Sam Houston
- Deanna Ochoa, US Army Contracting Agency, Ft. Sam Houston

II. HOW TO DO BUSINESS WITH LOCAL GOVERNMENTS
9:30 a.m. – 10:15 a.m.  ROOM 008

“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.
III. HOW TO DO BUSINESS WITH STATE AGENCIES
10:45 a.m. – 11:30 a.m.  ROOM 008

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: Rachel Snell, Statewide HUB Marketing Coordinator
Statewide Historically Underutilized Business (HUB) Program
Texas Procurement and Support Services
Texas Comptroller of Public Accounts

Panel Members:
- Lacy Hampton, Assistant HUB Coordinator, University of Texas at San Antonio
- Sherice Williams-Patty, 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, Texas Department of Information Resources
- Rudy De La Cruz, Director HUB Program, University of Texas Health Science Center – San Antonio
- Tom Bullock, Jr., HUB Program Coordinator, Texas A&M University Systems

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

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

Access to Capital Committee:
- ACCION Texas and US Small Business Administration
V. HOW TO START OR GROW A BUSINESS

9:30 a.m. – 11:30 a.m.  HOW TO START A BUSINESS  ROOM 202
3:00 p.m. – 5:00 p.m.  HOW TO GROW A BUSINESS  ROOM 202

These sessions 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.

9:30 a.m. – 11:30 a.m.  HOW TO START A BUSINESS

MODERATOR: Orestes Hubbard, Director, UTSA Minority Business Enterprise Center

<table>
<thead>
<tr>
<th>Time</th>
<th>Topic</th>
<th>Presenter</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:30 am</td>
<td>EVALUATING YOUR BUSINESS IDEA</td>
<td>Cecilia Childress, Service Corps of Retired Executives (SCORE)</td>
</tr>
<tr>
<td>10:00 am</td>
<td>BUSINESS LEGAL STRUCTURE AND NAME</td>
<td>Hugo Villarreal, Eco. Dev. Specialist, First Point Business Information Center, City of San Antonio</td>
</tr>
<tr>
<td>10:15 am</td>
<td>BUSINESS START-UP COSTS AND TAX RESPONSIBILITIES</td>
<td>Anita Martin, Manager, Small Business Economic Development, City of San Antonio</td>
</tr>
<tr>
<td>10:45 am</td>
<td>BUSINESS PLAN</td>
<td>Patricia Suarez, Business Advisor, UTSA Small Business Development Center</td>
</tr>
<tr>
<td>11:15 am</td>
<td>LOCAL, STATE AND FEDERAL RESOURCES</td>
<td>Cecilia Childress, Service Corps Retired Executives (SCORE)</td>
</tr>
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</table>

3:00 p.m. – 5:00 p.m.  HOW TO GROW A BUSINESS

MODERATOR: Orestes Hubbard, Director, UTSA Minority Business Enterprise Center

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<th>Time</th>
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<tbody>
<tr>
<td>3:00 pm</td>
<td>HYPERGROW A BUSINESS</td>
<td>Mike Reyes, UTSA Small Business Development Center</td>
</tr>
<tr>
<td>4:00 pm</td>
<td>STRATEGIC PLANNING FOR BUSINESS SUCCESS!</td>
<td>Melissa Aguillon, Director, South Texas Women’s Business Center, Roland Benson, Owner, Benson Design Associates</td>
</tr>
</tbody>
</table>

VI. HOW TO DO BUSINESS WITH THE US ARMY CORPS OF ENGINEERS

3:00 - 5:00 p.m.  ROOM 201

Doing Business with the US Army Corps of Engineers

The Construction Connection

Moderator: Fernando Guerra, SBA, Business Development Specialist

Doing Business with the US Army Corps of Engineers - Melea Crouse, Deputy Associate Director, Small Business Office

- Construction Opportunities
- Profile Enhancements and Market Research
- Connecting with Prime Contractors
Procurement Technical Assistance (PTAC) – Pat Tovar, Sr. Business Development Specialist
City of San Antonio Economic Development Department
• Type of Assistance Provided by PTAC

San Antonio Military Transformation Task Force & City of San Antonio Office of Military Transformation - Representative
• What we mean to the Community

A Contractor’s Story - Mike Padron, President, MAPCO, Inc.

VII. HOW TO DO BUSINESS WITH THE PRIVATE SECTOR
3:00 p.m. – 5:00 p.m.       ROOM 008

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: Eva Leos, Vice President, Central & South Texas Minority Business Council
Panel Members:

<table>
<thead>
<tr>
<th>Name</th>
<th>Organization</th>
</tr>
</thead>
<tbody>
<tr>
<td>Eugene Walker</td>
<td>Austin Commercial</td>
</tr>
<tr>
<td>Al Beavers</td>
<td>Lower Colorado River Authority</td>
</tr>
<tr>
<td>Robert Athey</td>
<td>Grainger</td>
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<tr>
<td>Morris Howard</td>
<td>Dell</td>
</tr>
<tr>
<td>Adrienne Trimble</td>
<td>Toyota</td>
</tr>
<tr>
<td>Eva Mendez</td>
<td>Southwest Research Institute</td>
</tr>
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</table>

VIII. HOW TO RESPOND TO BIDS & RFPS
3:00 p.m. – 5:00 p.m.        ROOM 204

“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: Morrison Woods, UTSA SBDC, Director
Panel Members

<table>
<thead>
<tr>
<th>Name</th>
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<tbody>
<tr>
<td>Richard Sifuentes</td>
<td>Business Advisor, UTSA Small Business Development Center</td>
</tr>
<tr>
<td>Patricia Suarez</td>
<td>Senior Business Advisor, UTSA Technology Center</td>
</tr>
<tr>
<td>Fred Villasenor</td>
<td>Former Director of Purchasing, Contracting and Bus. Development, CPS Energy</td>
</tr>
<tr>
<td>Eva Mendez</td>
<td>Small Business Program Administrator, Southwest Research Institute</td>
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</tbody>
</table>
YOUTH ENTREPRENEURIAL SUMMIT

The Phoenix Program, St Philip’s College
and Business Careers High School, Northside ISD

Guests Remarks throughout the program will include:

- The Honorable Tommy Adkisson, County Commissioner, Precinct 4
- Joseph Montes, Regional Administrator, Region 6, U.S. Small Business Administration
- Bob McKinley, Associate VP Institute for Economic Development, University of Texas at San Antonio
- Gloria Andrade Merrell, Chairman, CoSA Small Business Advocacy Citizens Advisory Committee
- Dan Barrett, Chairman, Bexar County SMWBE Program Advisory Committee
The Veterans Business Center is designed to help new and existing veteran-owned businesses to position their firms to gain access to the Federal marketplace.

The program agenda includes an overview and update on the Service Disabled Veteran Procurement Program; U.S. Air Force and U.S. Army initiatives for increasing contracting opportunities for veteran-owned firms; and subcontracting and marketing to the Department of Defense.

**Workshop Topics:**

<table>
<thead>
<tr>
<th>Area A</th>
<th>9:30 – 10:15 am</th>
<th><strong>Service-Disabled Veteran-Owned Small Business (SVOSB) Program</strong></th>
<th>Ms. Teresa Herston, Small Business Advocate, Office of Air Force Small Business Programs, Washington DC</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>This session provides information about the Veterans Procurement Program. It will cover the Public Laws and the Executive Order associated with veterans and service disabled veteran-owned small businesses.</td>
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</tr>
<tr>
<td>Area A</td>
<td>10:30 – 11:15 am</td>
<td><strong>Small Business Administration Patriot Express Loan Program</strong></td>
<td>Ms. Cindy Solano, Lead Lender Relations, Small Business Administration, San Antonio District Office</td>
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<tr>
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<td></td>
<td>This session provides information on the recent Patriot Express Loan Program. Patriot Express is a streamlined loan product for American Patriots who wish to start businesses.</td>
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<tr>
<td>Area B</td>
<td>9:30 – 10:15 am</td>
<td><strong>Marketing and Presentation Skills</strong></td>
<td>Ms. Lynette Ward, Deputy, Air Force Small Business Center of Excellence Brooks-City Base</td>
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<tr>
<td></td>
<td></td>
<td>A business can have excellent products and services but without effective marketing will ultimately fail. Here you'll find valuable information on marketing and presentation skills.</td>
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<tr>
<td>Area B</td>
<td>10:30 – 11:15 am</td>
<td><strong>Teaming for Success in Federal Contracting</strong></td>
<td>Mr. Dan Shackelford, Associate Director, U.S. Army Medical Command, Small Business Programs Office, Ft Sam Houston, San Antonio, TX</td>
</tr>
<tr>
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<td></td>
<td>Many veteran-owned businesses are learning that success in the Federal marketplace requires teamwork. This session will provide an overview on how to team and establish joint ventures to increase contracting opportunities within the Federal Government.</td>
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</tbody>
</table>
EXHIBIT HALL AREAS:

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
- Referral to education and training providers
- 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 subcontract 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, SBAExchange (a new program for small business concerns) for purchases below $100K, fedbizopps and NAICS Codes.

<table>
<thead>
<tr>
<th>Federal</th>
<th><a href="http://www.sba.gov">www.sba.gov</a> or <a href="http://www.fedbizops.gov">www.fedbizops.gov</a></th>
</tr>
</thead>
<tbody>
<tr>
<td>State of Texas</td>
<td><a href="http://www.cpa.state.tx.us">www.cpa.state.tx.us</a></td>
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<tr>
<td>Bexar County</td>
<td><a href="http://www.bexar.org">www.bexar.org</a></td>
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<tr>
<td>City of San Antonio</td>
<td><a href="http://www.sanantonio.gov">www.sanantonio.gov</a></td>
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<tr>
<td>TOYOTA</td>
<td><a href="http://www.toyotasupplier.com">www.toyotasupplier.com</a></td>
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</tbody>
</table>

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.*

**State Certification (HUB) (Booth #710)**

These sessions will include how to market the HUB Program, get certified as a Historically Underutilized Business (HUBs), facilitating the use of HUBs in state procurement, and providing information on the state's procurement process to minority and woman-owned businesses.

**Presenter:** Staff, Statewide HUB Program

<table>
<thead>
<tr>
<th>Session I</th>
<th>9:15 - 10:00 a.m.</th>
<th>Certification Inquiries, Application Completion, Standards &amp; Procedures</th>
</tr>
</thead>
<tbody>
<tr>
<td>Session II</td>
<td>10:15 - 11:00 a.m.</td>
<td>Central Master’s Bidder’s List and Marketing to State Agencies</td>
</tr>
<tr>
<td>Session III</td>
<td>11:15 - 11:45 p.m.</td>
<td>Certification Inquiries, Application Completion, Standards &amp; Procedures</td>
</tr>
<tr>
<td>Session IV</td>
<td>1:45 - 2:30 p.m.</td>
<td>Central Master’s Bidder’s List and Marketing to State Agencies</td>
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<tr>
<td>Session V</td>
<td>2:45 - 3:30 p.m.</td>
<td>Certification Inquiries, Application Completion, Standards &amp; Procedures</td>
</tr>
<tr>
<td>Session VI</td>
<td>3:45 - 4:30 p.m.</td>
<td>Central Master’s Bidder’s List and Marketing to State Agencies</td>
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</table>

**FEDERAL AGENCY CERTIFICATION (Booth #656)**

Find out how your company can obtain certification in the 8(a), Small Disadvantage Business (SDB) and HUBZone Programs for the purpose of doing business with the Federal Government.

**Presenter:** U. S. Small Business Administration (SBA) – San Antonio District Office

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<tr>
<th>Session I</th>
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<td>1:45 - 2: 30 p.m.</td>
<td>Certification for 8(a), SDB and HUBZone Programs</td>
</tr>
</tbody>
</table>
Did you know that through December 2009 you can significantly lower the Federal Taxes you pay every year with each hiring decision you make? It doesn't matter how big or small; your business can save thousands of dollars every year with employment credits quickly, easily, and throughout the year.

**Presenter:** Angela Gonzales, Sr., Economic Development Specialist, City of San Antonio

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<tr>
<th>Session I</th>
<th>9:30 – 10:00 am</th>
<th>Maximizing the Empowerment Zone Wage Credits for your Business</th>
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<tbody>
<tr>
<td>Session II</td>
<td>11:00-11:30a.m</td>
<td>Maximizing the Empowerment Zone Wage Credits for your Business</td>
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</table>

**CHA-CHING ! (Money Lane - 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. The Small Business Administration (SBA) Guaranty Loan Program is available for eligible small businesses through participating lenders, bankers and credit unions.

**Presenter:** U.S. Small Business Administration, Mary Alice Blanco, Business Development Specialist

<table>
<thead>
<tr>
<th>Session I</th>
<th>1:30 – 2:15 pm</th>
<th>Cha-ching! Capital for Start-up &amp; Existing Small Businesses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Session II</td>
<td>2:45 – 3:30 pm</td>
<td>Cha-ching! Capital for Start-up &amp; Existing Small Businesses</td>
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</tbody>
</table>

**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 Alamo Community College District, 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, and the Edwards Aquifer Authority.

**Presenter:** Sheena Morgan, Executive Director, South Central Texas Regional Certification Agency (SCTRCA)

<table>
<thead>
<tr>
<th>Session I</th>
<th>9:15 - 10:00 a.m.</th>
<th>Learn how to get certified</th>
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<tbody>
<tr>
<td>Session II</td>
<td>10:15 - 11:00 a.m</td>
<td>Getting your certification to work for you</td>
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<tr>
<td>Session III</td>
<td>11:15 - 11:45 p.m</td>
<td>Learn how to get certified</td>
</tr>
<tr>
<td>Session IV</td>
<td>1:45 - 2:30 p.m</td>
<td>Getting your certification to work for you</td>
</tr>
<tr>
<td>Session V</td>
<td>2:45 - 3:30 p.m</td>
<td>Learn how to get certified / Getting your certification to work for you</td>
</tr>
<tr>
<td>Session VI</td>
<td>3:45 - 4:30 p.m</td>
<td>How to become a supporting member of the SCTRCA</td>
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</tbody>
</table>
~ 2008 Schedule of SBA Workshops ~

Buy or Build It

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 CDC/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 loan size can range as low as $200,000 with a maximum loan amount of $1.5 million; with a maximum of $4.0 million for small manufacturers. SBA, along with Certified Development Companies (CDCs) located San Antonio, Austin and throughout Texas and SBA participating lenders provide for the financing needs of eligible small businesses through the CDC/504 Loan Program.

Dates: January 15 --- March 18 --- May 20 --- July 15

Small Business Financing–Access to Capital

Does your small business need money for working capital, inventory, equipment, leasehold improvements, renovations or expansion? Are you thinking of purchasing property for your very own business facility? If you answered YES to any of these questions then you should attend this workshop!

- Instructors will define the importance of credit, planning, and preparation – three key elements in securing a small business loan. In addition, learn of SBA’s loan guaranty programs and how SBA can be an option for your financing needs through SBA participating lenders and credit unions.

Dates: January 9 --- February 13 --- March 12 --- April 9 --- May 14 --- June 11 July 9 --- August 13 --- September 10 --- October 8 --- November 12

Location for both workshops:

U.S. Small Business Administration (SBA)
17319 San Pedro, Bldg. 2, Ste. 200
San Antonio, TX  78232
Call (210) 403-5900 for directions

Time for each workshop:

11:30 a.m. – 12:30 p.m.
No cost to attend --- Bring your lunch!
RSVP: Mary Alice Blanco / SBA (210) 403-5929
or Email: mary.blanco@sba.gov

All SBA program and services are extended to the public on a non-discriminatory basis. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance by contacting Disabled Employee Program Manager Lucille Salinas at (210) 403-5921.
**TRADE SHOW TIPS**

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<tr>
<td>1</td>
<td>Set clear goals for this conference. What do you want to get out of it? Example: 10 qualified follow-ups; set a second meeting….?</td>
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<tr>
<td>2</td>
<td>Preview the Exhibitor list and the floor plan before you begin. Map out where you want to start and who to see first</td>
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</table>
| 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 flow 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:

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Follow-ups:

__________________________________________________________________________

__________________________________________________________________________

__________________________________________________________________________

__________________________________________________________________________

__________________________________________________________________________

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

__________________________________________________________________________

__________________________________________________________________________

__________________________________________________________________________

__________________________________________________________________________

__________________________________________________________________________

__________________________________________________________________________
Pre-conference event (Tuesday, December 4th) 5:30 – 7:30 p.m.

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

Reception Hosted By:

- Alamo City Black Chamber of Commerce
- Greater San Antonio Chamber of Commerce
- North San Antonio Chamber of Commerce
- San Antonio Hispanic Chamber of Commerce
- San Antonio Women’s Chamber of Commerce
- San Antonio Women’s Chamber of Commerce

The conference is actively supported by the following:

- A La Nueva Business & Professional Women
- ACCION Texas
- Alamo City Black Chamber of Commerce
- Alamo Community College District
- Alamo WorkSource
- Alpha Quadrant
- Associated General Contractors
- San Antonio Chapter
- Andrade Business Consultants
- Avis
- Barrett Insurance
- Bexar County Clerk
- Gerald Rickhoff
- Bexar County Commissioners Court
- Bexar County District Clerk
- Margaret Montemayor
- Bexar County Tax Assessor
- Sylvia Romo
- Budget
- Boeing
- Brooks Development Authority
- City of San Antonio
- Coyle Engineering
- 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
- J. M. Waller Associates
- Lackland AFB TX
- San Antonio Military Transformation Task Force
- 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
- South Texas Women’s Business Center
- University Health System
- University of Texas at San Antonio
- US Army Corps of Engineers
- 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
Thank you to our Sponsors!

Sixth Man Sponsors

Bench Player Sponsors

Reserve Player Sponsors
Thank you 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 ELECTED OFFICIALS

MAYOR Phil Hardberger
COUNCILWOMAN Mary Alice Cisneros – Dist. 1
COUNCILWOMAN Sheila McNeil – Dist. 2
COUNCILMAN Roland Gutierrez – Dist. 3
COUNCILMAN Philip A. Cortez - Dist. 4
COUNCILWOMAN Louderes Galvan - Dist. 5
COUNCILWOMAN Delicia Herrera – DIST. 6
COUNCILMAN Justin Rodriguez– Dis. 7
COUNCILWOMAN Diane Cibrian – Dist. 8
COUNCILMAN Kevin Wolff– Dist. 9
COUNCILMAN John G. Clamp – Dist. 10

BEXAR COUNTY JUDGE Nelson W. Wolff
COMMISSIONER Sergio “Chico” Rodriguez, Pct. 1
COMMISSIONER Paul Elizondo, PCT. 2
COMMISSIONER Lyle Larson, Pct. 3
COMMISSIONER Tommy Adkisson, Pct. 4

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

Program Design by: Benson Design Associates ● www.bensondesign.com