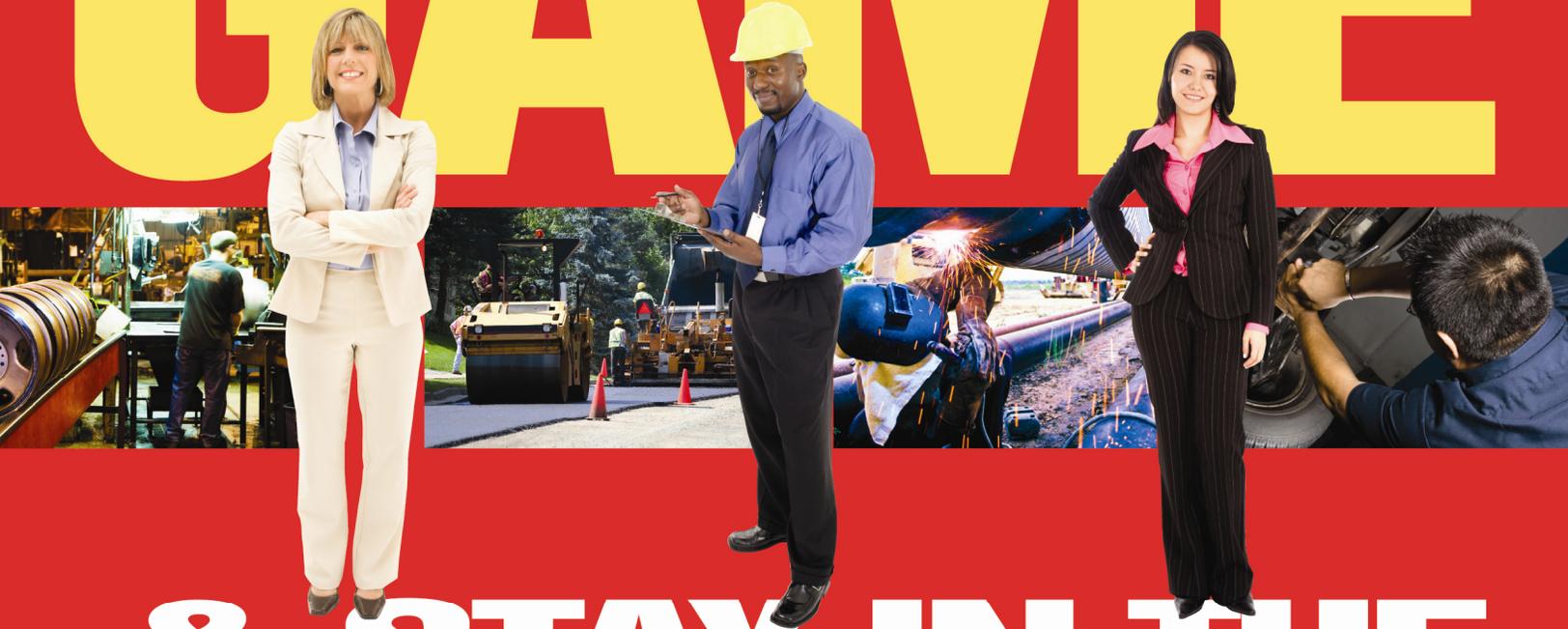




**SMALL, MINORITY, WOMEN & VETERANS
BUSINESS OWNERS CONFERENCE**

BEXAR COUNTY AND THE CITY OF SAN ANTONIO PRESENT THE 8TH ANNUAL

**HOW TO GET IN THE
GAME**



**& STAY IN THE
GAME**

DECEMBER 10, 2008 • 7 AM - 4 PM

FREE

Conference Program

2008 SMWVBO 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:



PROGRAM

Registration (Lobby)	7:00 am – 2:00 pm
Networking Breakfast / Opening Remarks	7:00 am – 8:00 am
Greetings: The Honorable Tommy Adkisson, County Commissioner, Pct. 4 The Honorable Delicia Herrera, Mayor Pro-Tem, City of San Antonio The Honorable Charles A. Gonzalez, US Congressman, District 20	
Procurement Exhibits	8:00 am – 4:00 pm
Lunch (Exhibit floor remains open) <i>Food provided in the concourse area (one meal per ticket)</i>	Noon – 1:30 pm
The “ Money Talk Show ” Featuring Decision Makers	9:00 am – 3:30 pm

WORKSHOPS (Frontier Club)

I. How to Manage and Grow a Business	9:30 am – 11:30 am
II. How Your Credit Impacts Your Business	2:00 pm – 4:00 pm

EXHIBIT FLOOR AREA INFORMATION

How to Bid and Respond to RFP's
How to Do Business with the Federal Government
How to Do Business with Local Governments
How to Do Business with State Agencies
How to Do Business with Private Corporations
Veterans Business Center

CONCOURSE AREA BRIEFINGS

South Texas Women's Business Center
SMWBE/HUB/DBE/VBE/SBA 8(a) Certification Row
US Small Business Administration Loan Programs for start-up & existing Small Businesses
Workforce Solutions Alamo Business Resource Center
Federal HUB Zone & Empowerment Zone Programs

Door Prizes:

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

The “Money Talk” Show

Come hear interviews from decision makers representing various federal, state, and local organizations and agencies at “The Money Talk Show”! An all access pass to get the insight you need to increase your sales and to learn how to gain new business for small, minority, women and veteran owned businesses. Also, you will hear from exhibitors, guests and other small, minority, women and veteran owned businesses throughout the day!! **Located near booth # 245.**

GUEST	TIME
Texas Procurement and Support Services (TPASS) Paul Gibson, Manager, Statewide HUB Program	9:00 – 9:15 am
Bexar County Purchasing Gary O’Bar, Purchasing Agent	9:30 – 9:45 am
University Health System Mark Webb, V.P of Facilities Development and Project Management	10:00 – 10:15 am
Alamo Community College District John Strybos, Associate Vice Chancellor of Facilities	10:30 – 10:40 am
Homeland Security Chandra Lewis, Small Business Advocate	11:00am – 11:15am
Texas A&M University System Russell Wallace, Director of Project Delivery, Facilities Planning & Construction Department	11:30am – 11:45am
U.S. Army Dan E. Shackelford, Associate Director for Small Business, U.S.Army Medical Command	12:00pm – 12:30pm
Zachry Construction Corporation Rene Garcia, Director of Building Division	12:30pm – 1:00pm
City of San Antonio (CIMS) Denise Shaffer, Contract Administrator	1:00pm – 1:15pm
U.S. Department of Veterans Affairs David Canada, Senior Small Business Specialist	1:30pm – 1:45pm
Air Force Grace Elizalde, Small Business Specialist	2:00pm – 2:15pm
Clark/Byrne Construction Jim Ansari, Senior Vice President for Clark Construction	2:30pm – 2:45pm
UTSA Office of Facilities Polo Cervantes, Assistant Vice President, Facilities	3:00pm - 3:15pm
City of San Antonio (Airport) Mike Sawaya, Interim Aviation Director	3:15pm- 3:30pm

Host: Lacy Hampton, Alamo Community College District
 Roaming Reporter: Manual Gallegos, San Antonio Water System
 Stage provided by: Dollie Bodin, The Trade Group, LLC
 Lighting & Recording by: Juan Juarez, Bear Audio Visual

Video will be posted at www.bexar.org/smwbe

WORKSHOPS (FRONTIER CLUB):

I. HOW TO MANAGE AND GROW A BUSINESS

9:30 a.m. – 11:30 a.m.

These sessions will provide practical advice for the entrepreneurs interested in learning the methods of managing 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.

A. HOW TO MANAGE A BUSINESS

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

DEVELOPING YOUR BUSINESS PLAN Jaime Martinez, UTSA Small Business Development Center	9:30 am
DO YOU NEED A LOAN? Richard Sifuentes, UTSA Small Business Development Center	9:40 am
FUNDING NEEDS Jamie Martinez, UTSA Small Business Development Center	10:00 am
LOAN PROPOSAL STRUCTURE Richard Sifuentes, UTSA Small Business Development Center	10:10 am
LENDER EVALUATION Jamie Martinez, UTSA Small Business Development Center	10:20 am

B. HOW TO GROW A BUSINESS

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

STRATEGIC PLANNING FOR BUSINESS SUCCESS! Luke Ortega, UTSA Minority Business Enterprise Center	10:30 am
PRACTICAL ADVICE TO RUN A SUCCESSFUL BUSINESS Roland Benson, Benson Design Associates	11:00 am
LOCAL, STATE AND FEDERAL RESOURCE Hugo Villarreal, First Point Information Center City of San Antonio	11:15 am

II. HOW YOUR CREDIT IMPACTS YOUR BUSINESS

2:00 p.m. - 4:00 pm

Come and learn about credit. CREDIT shouldn't be a FEAR FACTOR. It simply takes understanding how to read your credit report and how to protect it. This workshop will help you.

Moderator: Blanca Uribe, South Texas Business Fund	
<input type="checkbox"/>	Learn strategies on how to improve your credit
<input type="checkbox"/>	Learn how credit scores are used by your financial institution
<input type="checkbox"/>	What is fact and fiction of firms offering to improve your credit and learn the process that works
<input type="checkbox"/>	Learn how to pull your credit report and how often to pull it
<input type="checkbox"/>	Learn what factors affect your credit score
<input type="checkbox"/>	Learn the difference between short term and long term credit
<input type="checkbox"/>	Learn how the 5 C's affect your credit
<input type="checkbox"/>	What are bankers expectations

CONCOURSE BRIEFING AREAS:

(East Concourse)

U. S. Small Business Administration (SBA) **Federal Agency Certification**

Find out how your company can obtain small business “certification” through the U.S. Small Business Administration’s 8(a) Business Development Program and HUBZone for the purpose of doing business with the Federal Government.

Session Schedule (available 3 times):

Certification for 8(a) and HUBZone	10:00 – 10:45 am
Certification for 8(a) and HUBZone	11:00 – 11:45 am
Certification for 8(a) and HUBZone	1:30 – 2:15 pm

Cha-Ching ! Capital For Your Small Business

You should attend this briefing if you are a start-up or existing small business who needs working capital, inventory, machinery, equipment, furniture, fixtures, leasehold improvements and want to buy or build your own building. New and improved U.S. Small Business Administration (SBA) loan programs for eligible small businesses through participating lenders.

Session Schedule (available 2 times):

Cha-ching! Capital for your Small Business	10:00 – 10:45 am
Cha-ching! Capital for your Small Business	2:00 – 2:45 pm

South Texas Women’s Business Center

South Texas Women's Business Center: The Center is a program of the South Texas Business Fund, the non-profit lending arm of the City of San Antonio. The Center provides women, minorities, and other entrepreneurs and businesses the tools they need to become successful in business. The Center provides business technical assistance for startups and existing businesses in Bexar County and the surrounding counties. Our website: www.stwbc.com and our phone number 210.207.0112

Strategically Marketing You & Your Business

Presenters: Celina Pena, STWBC Director & Pat Tovar, PTAC Director

Session I: 9:15 - 10:30 a.m. & Session III: 1:30-2:45

Join Procurement Technical Assistance Center (PTAC) and South Texas Women's Business Center in a hands on marketing session. The session will strengthen your marketing through resume building, brochure and business card refining, and more.

The Work in Networking

Presenter: Celina Pena, STWBC Director

Session II: 11:00 -11:30 a.m. & Session IV: 3:00 -3:30

The room is full and you worked the room - or maybe you didn't. This session will provide tips and guidance for working a room and honing in on your expertise and networking skills so you become a natural.

(West Concourse)

South Central Texas Regional Certification Agency
Local Certification

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: Ross Mitchell, Executive Director, South Central Texas Regional Certification Agency

I.	Learn how to get certified	9:15 – 10:00 am
II.	Getting your certification to work for you	11:15 – 11:45 am
III.	Learn how to get certified	11:15 – 11:45 am
IV.	Getting your certification to work for you	1:45 - 2:30 pm
V.	Learn how to get certified / Getting your certification to work for you	2:45 – 3:30 pm
VI.	How to become a supporting member of the SCTRCA	3:45 – 4:30 pm

B2GNow – Diversity & Contract Management System

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

Be sure to stop by to get your username, password, and a quick training session.

State of Texas Certification(HUB Program)

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

I.	Certification Inquiries, Application Completion, Standards & Procedures	9:15 – 10:00 am
II.	Central Master's Bidder's List and Marketing to State Agencies	10:15 – 11:00 am
III.	Certification Inquiries, Application Completion, Standards & Procedures	11:15 – 11:45 am
IV.	Central Master's Bidder's List and Marketing to State Agencies	1:45 - 2:30 pm
V.	Certification Inquiries, Application Completion, Standards & Procedures	2:45 – 3:30 pm
VI.	Central Master's Bidder's List and Marketing to State Agencies	3:45 – 4:30 pm

(Exhibit Floor)

Workforce Solutions Alamo Business Resource Center

Workforce Solutions Alamo, through its 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 a resource to 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
- 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](#) and [America's Job Bank](#)
- 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
- Assistance in arranging training for incumbent workers
- Referral to education and training providers
- Professional outplacement services for companies that are restructuring, downsizing or closing operations

Everything we do revolves around one basic premise – to provide you with a qualified, motivated pool of potential employees ready to work for you. If you are interested in more information, or would like one of our business representatives to contact you, please call us at (210) 224-HELP (4357), toll free at (888) 818-9881, or complete our [business registration form](#) on line at www.workforcesolutionsalamo.org.

DELL Technology Procurement Center

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.

Federal: www.sba.gov or www.fedbizops.gov
Bexar County: www.bexar.org

State of Texas: www.window.state.tx.us
City of San Antonio: www.sanantonio.gov

(Exhibit Floor)

VETERANS BUSINESS CENTER

The Veterans Business Center is designed to help new and existing veteran-owned businesses to position their firms to gain access to the Federal market place.

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.



Pre-conference event (Tuesday, December 9th) 6:00 – 8:00 pm

*Sponsored and hosted at the
San Antonio Water System*

"Meet the Buyers Reception"



The conference is actively supported by the following:

A La Nueva Business & Professional Women, ACCION Texas, Ad Graphics, Alamo City Black Chamber of Commerce, Alamo Community College District, Alpha Quadrant, Associated General Contractors - San Antonio Chapter, Andrade Business Consultants, Avis, Barrett Insurance, Bexar County Clerk Gerry Rickhoff, Bexar County Commissioners Court, Bexar County Constable Precinct Four Mike Blount, 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, Dixieland Advertising, Edwards Aquifer Authority, Ft. Sam Houston, Greater San Antonio Chamber of Commerce, Hispanic Contractors Association de San Antonio, 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 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, Texas A&M University System, Texas HUB Program, 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 and Workforce Solutions Alamo.

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 fly in for this show. They have limitations on what they can carry.
8	Follow-up! Follow-up! Follow-up!
9	Persevere

U.S. Small Business Administration Programs & Services

To learn more about SBA programs, services, resources and workshops, including the regularly held Access to Capital sessions discussing SBA's Loan Guaranty Programs, go to www.sba.gov/tx/sanantonio/. Visit SBA's national website at www.sba.gov. For more information call the San Antonio District Office at (210) 403-5900.

For a list of lenders participating in the SBA Loan Guaranty Program go to:
<http://www.sba.gov/localresources/district/tx/sanantonio/financing/index.html>

For lenders participating in SBA's Patriot Express Loan Program, designed for Veterans, go to http://www.sba.gov/patriotexpress/sba_patriotexp_lenderlist.html. All SBA program and services are extended to the public on a non-discriminatory basis.

Thank you to our Sponsors!

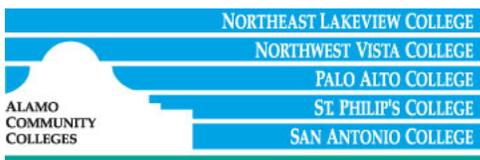
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Bench Player Sponsors



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
COUNCILWOMAN JENNIFER V. RAMOS - DIST. 3
COUNCILMAN PHILIP A. CORTEZ - DIST. 4
COUNCILWOMAN LOURDES GALVAN- DIST. 5
COUNCILWOMAN DELICIA HERRERA - DIST. 6
COUNCILMAN JUSTIN RODRIGUEZ- DIST. 7
COUNCILWOMAN DIANE CIBRIAN- DIST. 8
COUNCILMAN LOUIS E. ROWE - 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

