

BEXAR COUNTY
COMMISSIONERS COURT



NELSON W. WOLFF
COUNTY JUDGE



SERGIO "CHICO" RODRIGUEZ
COMMISSIONER, PCT. 1



PAUL ELIZONDO
COMMISSIONER, PCT. 2



KEVIN A. WOLFF
COMMISSIONER, PCT. 3



TOMMY ADKISSON
COMMISSIONER, PCT. 4

SMWVBO 2011

For more than 10 years,
Linking Small, Minority, Women
& Veterans Business Owners
to Opportunities!

PRESENTED BY
BEXAR COUNTY & UNIVERSITY HEALTH SYSTEM

BEXAR COUNTY CONTRACTING CONFERENCE

COMMODITIES ■ SERVICES ■ CONSTRUCTION

7 AM - 1 PM Wednesday
Freeman Expo Hall

December 7, 2011
San Antonio, TX

Meet Federal, State, &
Local Agencies PLUS
Private Companies
Who Want to
Do Business
With You!

Hosted by:

The Honorable Charles A. Gonzalez
U.S. Representative - Texas, District 20
The Honorable Leticia Van de Putte
Texas State Senate, District 26



Conference
Program

SMWVBO
2011

BEXAR COUNTY
CONTRACTING
CONFERENCE

Presented By



University
Health System

Title Sponsors:



at&t
CENTER



SAN ANTONIO
BUSINESS JOURNAL
THE ESSENTIAL BUSINESS TOOL



FOR BUSINESS



San Antonio
Express-News
mySA.com

SMWVBO Conference Agenda

REGISTRATION <i>Foyer of Hall A</i>	7:00 a.m. - Noon
NETWORKING BREAKFAST <i>Continental Service in Hall B with seating in Hall A</i>	7:00 a.m. - 8:00 a.m.
PROCUREMENT OPPORTUNITIES <i>Ribbon Cutting (Exhibit Floor Open)</i>	8:00 a.m. – 1:00 p.m. Hall B

(See floor map for agency locations)

- | | |
|---|---|
| <ul style="list-style-type: none"> Veterans Business Center Federal and Local Government State Agencies Large Construction Companies Workforce Solutions Alamo Business Center | <ul style="list-style-type: none"> Department of Defense Department of Transportation U.S. Postal Service General Services Administration Oil & Gas Industry Companies |
|---|---|

SBA Loan and Certification Programs for start-up & existing Small Businesses
 Geek Squad Precinct – Procurement Technology Center
 State of Texas Historically Underutilized Business Program (HUB Program)

SEMINAR <i>Export-Import Bank of the United States</i>	9:30 a.m. – 11:00 a.m. Area D
WORKSHOPS <i>Sessions are recurring</i>	9:00 a.m. – 11:00 a.m. Areas A, B, C, E, F, G, and H
LUNCH PROGRAM <i>One meal per ticket – open seating</i>	1:00 p.m. – 3:00 p.m. Area A
OSHA SAFETY TRAINING CLASS “Creating a Safety Plan for Your Small Business” Hispanic Contractors Association de San Antonio	4:00 p.m. – 7:00 p.m. Room A

Free Safety Class - Requires two day attendance, December 7th & 8th at the Expo Hall, 4:00 p.m. – 7:00 p.m.

VETERANS BUSINESS CENTER

(EXHIBIT FLOOR – BOOTHS 100 - 110)

The Veterans Business Center is designed to help new and existing veteran-owned businesses to position their firms to gain access to the Federal and other marketplaces. The agencies and organizations will provide 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. In addition, be sure to pick up information on what is available exclusively for Veterans and your families.

ABILITY ONE

BEXAR COUNTY VETERANS SERVICE OFFICE TEXAS VETERANS COMMISSION

**THE UNIVERSITY OF TEXAS VETERANS BUSINESS OUTREACH CENTER - EDINBURG
DEPT. OF VETERANS AFFAIRS/ OFFICE OF SMALL & DISADVANTAGED BUSINESS UTILIZATION**



The Bexar County SMWVBO Conference provides great information. We encourage you to invite everyone in the Veteran community. It is the County's desire to serve Veterans in many capacities.

One of the great benefits of being a veteran is the connection we have with one another. Do you know what's available to you as a Small, Minority, Woman or Veteran business owner?

Are you taking advantage of everything that is offered to you? Do you want to learn how to create or keep a successful business? We want to help you!!!

We invite you to visit the organizations in the Veterans Business Center. **This area is designed to educate you on what is available exclusively for Veterans and your families.** We have information about the SBA Patriot Express Loan, Marketing and Presentation Skills, Teaming for Success in Federal Contracting and the Service Disabled Veteran-Owned Small Business Program.

For more information, please contact:

BOBBY G. WATTS – DIRECTOR SMALL BUSINESS PROGRAMS
HQ Air Education & Training Command (AETC) / A7K Randolph AFB, TX, 78150
(210) 652-4840 *Bobby.Watts@Randolph.Af.Mil*

Lunch Program

Hall A - 1:00 p.m. – 2:30 p.m.

MASTER OF CEREMONIES: **Mr. Derrick Howard**
Executive Director, Community Arenas

PLEDGE OF ALLEGIANCE

REMARKS:

The Honorable Nelson W. Wolff, Bexar County Judge
The Honorable Sergio “Chico” Rodriguez, Commissioner, Pct. 1
The Honorable Tommy Adkisson, Commissioner, Pct. 4
The Honorable Leticia Van dePutte, Texas Senate, District 26
The Honorable Carlos Uresti, Texas Senate, District 19
The Honorable Charles A. Gonzalez, US Congress - Texas, District 20
Mr. George B. Hernández, Jr., President & CEO, University Health System
Mr. Keith Parker, President & CEO, VIA Metropolitan Transit

INTRODUCTION OF SPEAKER:

Mrs. Pamela Sapia, District Director, San Antonio District Office
U.S. Small Business Administration



KEYNOTE SPEAKER:

Wanda Felton, First Vice President and Vice Chair
Export-Import Bank of the United States

Wanda Felton is First Vice President and Vice Chair of the Export-Import Bank of the United States (Ex-Im Bank). She was nominated by President Obama on April 8, 2011 and confirmed by the U.S. Senate on May 26, 2011.

Ms. Felton has approximately 25 years of financial industry experience. As an investment banker, she raised capital for banks and other financial institutions. For 15 years, she focused on private equity as an advisor to institutional investors and subsequently raising capital for private equity firms, many of which directed growth capital to U.S. middle-market companies. In addition, she led transactions which steered capital to emerging markets globally, including sub-Saharan Africa, a region where Ex-Im Bank has a special focus and a congressional mandate to boost exports.

Prior to her Ex-Im appointment, she operated MAP Capital Advisors. Previously, she was a Managing Director at Helix Associates, a division of Jefferies Inc., a Director at Credit Suisse First Boston, and a Managing Director at Hamilton Lane Advisors. She began her career as a Loan Officer at Ex-Im Bank.

Ms. Felton received a B.A. from the University of Pennsylvania and an M.B.A. from Harvard Business School.

PRESENTATION TO THE SPEAKER:

Mr. Richard Perez, President, The Greater San Antonio Chamber of Commerce

CLOSING REMARKS: **Mr. David Marquez**, Executive Director, BC Economic Development

Seminar: 9:30 – 11:00 AM

EXPORT-IMPORT BANK OF THE UNITED STATES (Area D)

FACILITATOR: **Jeff Follestad**, National Contract Program Manager
Best Buy for Business



PRESENTER: **SHARYN H. KOENIG**
Regional Director, Southeast Regional Export Finance Center
Director, Minority and Woman-Owned Business
Export-Import Bank of the United States



During the session, attendees will learn how the Ex-Im Bank:

- Supports working capital financing to fulfill sales orders
- Enables U.S. businesses to extend credit to their international buyers and protect against the risks of non-payment
- Offers Medium-Term financing support for capital equipment exports and services and Long-Term support for projects over \$10 million
- Provides special financing products to benefit environmental exports, service exports, lease transactions, and staff support for small, woman-, veteran- and minority-owned businesses

Attendees will learn how to find international buyers, access valuable trade information, obtain working capital loans, protect against the risk of non-payment, and offer buyer financing with the U.S. government's assistance. Although this symposium is geared towards the needs of women- and minority-owned business, any business is encouraged to attend.

Workshops

SOUTH CENTRAL TEXAS REGIONAL CERTIFICATION AGENCY (Room A)

Find out how your company can obtain Certification as a Small, Minority, Woman, African American, Disabled Individual, Veteran or Disadvantaged Business Enterprise. Member agencies include the Alamo Colleges, BexarMet Water District, Brooks Development Authority, City of San Antonio, Edwards Aquifer Authority, Port Authority of San Antonio, San Antonio Housing Authority, San Antonio Independent School District, San Antonio River Authority, San Antonio Water System, University Health System and VIA Metropolitan Transit. www.sctrca.org

SESSION SCHEDULE

PRESENTER: Ross Mitchell, Executive Director, South Central Texas Regional Certification Agency (SCTRCA)

I.	LEARN HOW TO GET CERTIFIED	9:00 – 9:30 a.m.
II.	GETTING YOUR CERTIFICATION TO WORK FOR YOU	9:45 – 10:15 a.m.
III.	LEARN HOW TO GET CERTIFIED	10:30 – 11:00 a.m.
IV.	GETTING YOUR CERTIFICATION TO WORK FOR YOU	11:15 – 11:45 a.m.
V.	HOW TO BECOME A SUPPORTING MEMBER OF THE SCTRCA	Noon – 12:30 p.m.

Workshops

UTSA INSTITUTE FOR ECONOMIC DEVELOPMENT ENTREPRENEURSHIP PROGRAMS – SBDC/MBC/CRC/ITC (Room B)

The Institute for Economic Development invites you to explore new markets and opportunities that are available to you through our many programs tailored around small business owners' needs. Four programs geared towards increasing small business health through access to capital, government contracting, international trade and saving energy will be sharing information and resources. Walk away with practical knowledge to grow your small business. You can also sign up for our free, confidential one-on-one business advising in any of these areas after the session. www.sasbdc.org

The programs serve San Antonio, the Texas-Mexico border area as well as regional, national and international stakeholders. Together with federal, state and local governments, and private businesses, the UTSA Institute for Economic Development fosters economic and community development in support of UTSA's community engagement mission.

The experienced Business Advisors offer clients the benefits of practical experience and proven ability in many areas, including accounting, agribusiness, economic development, finance, human capital, international business, legal issues, management, marketing, manufacturing, non-profit organizations, procurement, and technology. The advisors meet the highest ethical standards of confidentiality with their clients.

BUSINESS DEVELOPMENT RESOURCES: AT YOUR SERVICE!	9:30 – 10:30 a.m.
BUSINESS DEVELOPMENT RESOURCES: AT YOUR SERVICE!	11:00 a.m. - Noon

U.S. CITIZENSHIP & IMMIGRATION SERVICES: E-VERIFY (Room C)

PRESENTERS: Francine Hill, Deputy Chief
Phyllis Bell, Management & Program Analyst

Outreach Branch, Verification Division, U.S. Citizenship and Immigration Services
U.S. Department of Homeland Security

What is E-Verify? Verifies employees' data against millions of government records and provides results within seconds.

- Preparing to Use E-Verify
- The Enrollment Process
- Enrollment Checklist
- E-Verify Employer Agent Support
- Verifying New & Existing Employees on Form I-9
- For E-Verify Employer Agents of Federal Contracts
- E-Verify Questions and Answers

Program Briefing	9:30 – 10:30 a.m.
Program Briefing	11:00 a.m. - Noon

Exhibit Floor Briefing Areas

STATE OF TEXAS CERTIFICATION (HUB PROGRAM) (Area E)

The statewide HUB Program facilitates the use of HUBs in state procurement and provides information on the state's procurement process to minority and woman- owned businesses. In accordance with 34 TAC §20.13, each state agency shall make a good faith effort to utilize HUBs in contracts for construction, services (including professional and consulting services) and commodities purchases. Vendors seeking certification as a HUB are required to submit a completed HUB certification application and supporting documentation to the statewide HUB Program, affirming under penalty of perjury that their business qualifies as a HUB.

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. www.window.state.tx.us

SESSION SCHEDULE

CERTIFICATION INQUIRIES, APPLICATION COMPLETION, STANDARDS & PROCEDURES	9:00 – 9:30 a.m.
CENTRALIZED MASTER BIDDER'S LIST & MARKETING TO STATE AGENCIES	9:45 – 10:15 a.m.
CERTIFICATION INQUIRIES, APPLICATION COMPLETION, STANDARDS & PROCEDURES	10:30 – 11:00 a.m.
CENTRALIZED MASTER BIDDER'S LIST & MARKETING TO STATE AGENCIES	11:15 – 11:45 a.m.
CENTRALIZED MASTER BIDDER'S LIST & MARKETING TO STATE AGENCIES	Noon – 12:30 p.m.

B2GNOW – DIVERSITY & CONTRACT MANAGEMENT SYSTEM (Area F)

Bexar County, University Health System, Brooks Development Authority, Travis County, City of San Antonio, San Antonio Water System, and South Central Texas Regional Certification Authority are using an integrated Certification and Contract Management System for tracking contracts, vendor certifications, concessions, and certified payroll. Designed to maximize participation by SMWBE firms in the San Antonio and Austin region, the system closely monitors payments between prime contractors and subcontractors, and saves government staff time when verifying SCTRCA and HUB certification status. The system is provided at no cost to vendors.

If you are currently SCTRCA, TUCP, or HUB certified or currently hold a contract or subcontract with Bexar County, University Health System, Brooks Development Authority, San Antonio Water System, City of San Antonio and/or Travis County, you are already set up in the system. Vendors that are certified with the City of Houston, NCTRCA, and/or Houston METRO are also included.

Be sure to stop by to learn how to access or create your account.

Exhibit Floor Briefing Areas

GEEK SQUAD PRECINCT PROCUREMENT TECHNOLOGY CENTER (Area G)

USING, UNDERSTANDING AND SELLING TECHNOLOGY

Access to information, and the ability to use that information quickly, can make a small business as nimble as the largest government contractor.

Best Buy for Business's National Contract Program Manager, Jeff Follestad, will discuss how Best Buy approaches the use of new and innovative technologies as tools to do business more effectively with government and educational entities.

Online tools and trends:

- ✓ Tablets and mobile technology→IPads, Android tablets, Blackberry tablets and the smart phone
- ✓ Broadband access and education→“the democratization of information” and FCC e-rate
- ✓ Cloud computing and the rise of Google Apps→hosted services and “freeware”
- ✓ Vendor registrations and web-based bid resources→www.ccr.gov, www.fbo.gov and more
- ✓ Contract management and online ordering “punch-out” catalogs→www.ariba.com, www.sciquest.com
- ✓ IT security

Adding Value:

- ✓ Partnerships and Teaming Agreements
- ✓ The importance of Supplier Diversity to Best Buy and the public sector customer
- ✓ Local presence, local labor, and prevailing wages



Please stop by to learn more about how Best Buy and Geek Squad pursue government and education business. Members of their team will share past experiences, talk about the different ways they partner with and support small businesses, and provide assistance getting your business ready to sell!

Best Buy for Business will provide computers to help you check out the **Small Business Guide** and...

- Search the web for **bid opportunities**.
- Register on site to **do business** with local, state & Federal agencies AND private corporations
- See the **certification** agencies' web sites.
- Find resources to help **start and grow your business**.
- Enroll for **E-Verify** Instant Employment Verification
- Learn more about Central Contractor Registration, ORCA, fedbizopps.com, FCC e-rate and more!

Bexar County: www.bexar.org

University Health System: www.universityhealthsystem.com

State of Texas: www.window.state.tx.us/procurement/prog/hub/

Federal: www.sba.gov; www.fedbizopps.gov; <https://www.bpn.gov/ccr/>

FCC E-rate: <http://www.usac.org/sl/providers/step01/>

Best Buy for Business and Geek Squad | www.bestbuyforbusiness.com

Exhibit Floor Briefing Areas

WORKFORCE SOLUTIONS ALAMO BUSINESS CENTER

(Area H)

Workforce Solutions Alamo, through its Business Services Group, brings business and job seekers together. We offer an array of services to help businesses 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.

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

BEXAR COUNTY COMMUNITY VENUES – AMATEUR SPORTS AND CULTURAL ARTS PROJECTS (Booth 200)

In May 2008, Bexar County citizens approved an extension of the visitor tax, a financing tool combining a 1.75% hotel/motel occupancy tax and a 5% short-term car rental tax; to fund and develop new community venue projects.

These projects are being developed by various organizations that will operate the venues upon their completion. Each organization will develop, construct, and/or refurbish their facilities. As each project enters into the different stages of development, the project teams have expressed needs to fill opportunities such as, but not limited to, all areas of construction from site excavation to finishes. Be sure to visit the Bexar County booth to learn about the opportunities created by these projects or at www.bexar.org/communityvenues!

SPECIAL TRAINING OPPORTUNITY

*Free Class - Requires two day attendance, December 7th & 8th - Expo Hall, 4:00 – 7:00 p.m.
(Booth 118)*

OSHA SAFETY TRAINING CLASS – Creating a Safety Plan for Your Small Business

Small Business Owners and Managers are invited by the Hispanic Contractors Association de San Antonio (HCA) to participate. www.hcadesa.org The class will cover the four elements of a Workplace Safety Program:

1. Work site analysis
2. Safety and health training and education
3. Hazard prevention/control
4. Management, leadership and employee involvement

The goal is for supervisors to implement safety programs into their routine of operations according to OSHA's safety guidelines. Attendees will be able to develop a customized safety plan. The HCA will provide a binder and USB drive with all the information needed to customize or update their safety plan.

On September 2, 2011, The HCA and OSHA signed an Alliance to promote safe and healthful working conditions for Hispanic construction workers. The HCA and OSHA will help construction contractors (employers) improve knowledge of safe and healthful work practices. RSVP to (210) 444-1100 or register on site at the HCA booth.

Exhibit Floor Briefing Areas

FEDERAL CERTIFICATION FOR SMALL BUSINESSES (Area I)

PRESENTER: SBA Business Development Team, SBA San Antonio District Office

Find out how your company can obtain small business “federal certifications” through the U.S. Small Business Administration’s 8(a) Business Development, HubZone and Women Owned Program(s) for the purpose of selling products and services to the various Federal government procuring agencies. Also, if you are a small business seeking bonding - SBA’s Surety Bond Guaranty Program will also be discussed. www.sba.gov

SESSION SCHEDULE

8(a), HUBZONE AND WOMEN OWNED CERTIFICATION PROGRAMS	9:30 – 10:30 a.m.
8(a), HUBZONE AND WOMEN OWNED CERTIFICATION PROGRAMS	11:00 a.m. - Noon

SBA Loan and Certification Programs (Area J)

PRESENTER: SBA Business Development Team, SBA San Antonio District Office

Find out how your small business can obtain financing through the U.S. Small Business Administration’s Government Guaranty Loan Programs available to small business communities nationwide. Start-up and existing small businesses can gain access to capital for business needs such as lines of credit, working capital, purchasing land and building, equipment, inventory, leasehold improvements and other legitimate business uses by utilizing the 7(a), Express or 504 loans through SBA participating lenders, credit unions, and certified development companies. Learn about the differences between the various SBA loan programs and how it works. Also learn about SBA disaster assistance for small business and our resource partners who can assist with the preparation of your business plan and financial proposal – important tools in accessing capital!

SESSION SCHEDULE

Overview of all SBA Loan Guarantee Programs & Resources	9:00 – 10:00 a.m.
Overview of all SBA Loan Guarantee Programs & Resources	10:45 – 11:45 a.m.

CHA-CHING!!! CAPITAL FOR YOUR SMALL BUSINESS (Area K)

PRESENTER: Sue Malone, Director of Marketing, Superior Financial Group

Do you need capital to start-up or expand your existing small business i.e. working capital, inventory, machinery, equipment, furniture, fixtures and leasehold improvements? Attend this session if the answer is yes! The speaker represents a nationwide SBA lender who can provide financing to women, minorities, and Veterans as well as to exporters via application process. Ranked as the #1 SBA lender to women, minorities, and Veterans & #1 SBA Export Express lender

SESSION SCHEDULE

CHA-CHING! CAPITAL FOR YOUR SMALL BUSINESS	9:30 – 10:30 a.m.
CHA-CHING! CAPITAL FOR YOUR SMALL BUSINESS	11:00 a.m. - Noon



Linking Small, Minority, Women, and Veterans Owned Businesses to Procurement Opportunity

- Booth 200 -



Bexar County is committed to increasing the involvement of Small, Minority, Women, and Veterans Owned Businesses (SMWVBES) in the local economy. Our intent is to afford SMWVBES a fair opportunity to compete for all Bexar County contracts, and other applicable economic development projects, such as the Tax Phase-in Program, to support the growth and diversity of our regional economy.

The Small, Minority, & Women-Owned Business Enterprise Program's mission is to link SMWBEs to procurement opportunity through outreach and education programs, and through the integration of public, non-profit, and private sector efforts & resources.

NEED ASSISTANCE?

We're here to help...
call 210-335-2478
or e-mail
rwatson@bexar.org

David Marquez
Executive Director
Economic Development
Department

SMWBE PROGRAM TEAM

Renee Watson
Manager
DBE Liaison

Sylvia Diaz
Outreach Analyst

Eddie Patiño
Analyst, Contract Compliance

Tony Cañez
Supervisor, Community Venues

STARTING YOUR BUSINESS?

We can help you locate...

- Taxes and Permits Information*
- Licenses and Forms*
- Training Programs and Classes*
- Technical Service Providers*
- Trade and Industry Groups*
- Lenders and Surety Associations*



Dan Garza
Bexar County
Purchasing Agent



County Commissioners Tommy Adkisson & Sergio "Chico" Rodriguez and Leo Gomez, Spurs, present the JW Marriott team with the "Peter M. Holt" SMWBE award at the SMWVBO Conference.

GROWING YOUR BUSINESS?

We can help you obtain...

- Bid Applications for Local, State, Federal and Private Sector Organizations*
- Sources for Bid Posting and Notices*
- Sources for Small, Minority, Women, Veteran, and Disabled Business Listings*
- Construction and Professional Associations*
- Networking Calendar*

Bexar County SMWBE Program Office
211 S. Flores Street, Suite 143 San Antonio, TX 78204
Phone 210-335-2478 Fax 210-335-0673 www.bexar.org/smwbe

CONFERENCE NETWORKING TIPS!

1. Identify those Agencies you wish to do business with. Do your research- Learn as much as you can about their mission/needs & their budget. Study their web sites. Exhibitors appreciate people who know who they are.
2. Preview the Exhibitor list and the floor plan before you begin. Map out where you want to start and who to see first. Allocate your available time to ensure you see everyone you want to see. Be flexible!
3. Be prepared to discuss Agency's mission/needs AND be prepared to talk about what you bring to the table: cost effectiveness, creativeness, skill sets.....in response to their needs. Remember the old adage, "You have 2 ears and 1 mouth, use in same proportion."
4. Understand the minimum requirements necessary to do business with an Exhibitor, including certification requirements, if any.
5. 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.
6. Do not overload the Exhibitor with brochures or catalogs. Stick to specific information and keep it all on one sheet. Use front and back, if necessary. Remember, most aren't lucky enough to live in SA! They have limitations on what they can carry.
7. Fill out your Scouting Report immediately (or as soon as possible) after meeting Exhibitor(s).
8. Follow-up! Follow-up! Follow-up!
9. Persevere!

SCOUTING REPORT - INFORMATION TO BE COLLECTED!

NAME OF AGENCY

EXHIBITOR NAME

POINT OF CONTACT NAME

TITLE OF POC

CONTACT E-MAIL & TELEPHONE

How does my product/service contribute to this Agency's mission?

Is this Agency's use of my product/service strategically important?

How is my product / service's role likely to change over the next 3 to 5 years?

Based on this meeting, is this Agency interested in what we have to offer?

What areas has the Agency identified as needing improvement; how urgent is this?

Are their needs unique or are there standard solutions that we currently can use to solve them?

WHAT'S BETTER THAN THE BEST?



**BEST
HOSPITALS**

U.S. News & WORLD REPORT

**NATIONAL
RANKED IN 2 SPECIALTIES
2011-12**

- Booth 201 -

Awards are nice. And we are thrilled to be named **BEST** Regional Hospital in San Antonio and nationally ranked in the top 50 in caring for patients with diabetes and kidney disease by *U.S. News & World Report*. But better than any award is the opportunity we have every day to make a difference in the lives of people who put their trust in us.

In partnership with UT Medicine San Antonio, we are proud to be Bexar County's academic medical center and Level I Trauma Center - we're here for you when you need us most.

Living Proof for Bexar County and Beyond.

UniversityHealthSystem.com



 **University
Health System**

SMWVBO 2011

BEXAR COUNTY CONTRACTING CONFERENCE

PRESENTED BY



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APPRECIATION SPONSORS



THE CONFERENCE IS ACTIVELY SUPPORTED BY THE FOLLOWING:

ACCION Texas, Ad Graphics, Alamo City Black Chamber of Commerce, Alpha Quadrant, Barrett Insurance, Bexar County Clerk Gerry Rickhoff, Bexar County Commissioners Court, Bexar County Constable Precinct Four Robert "Mike" Blount, Bexar County Tax Assessor Sylvia S. Romo, Brooks Development Authority, Congressman Charles A. Gonzalez, CPS Energy, Crystal Communications, Dixieland Advertising, Edwards Aquifer Authority, Ft. Sam Houston – Joint Base San Antonio, Greater San Antonio Chamber of Commerce, Hispanic Contractors Association de San Antonio, Lackland AFB TX, San Antonio Military Transformation Task Force, Minority Association of Contractors and Businesses, National Association of Women Business Owners, North San Antonio Chamber of Commerce, 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, Sistas in Business, South San Antonio Chamber of Commerce, University of Texas at San Antonio, US Army Corps of Engineers, UHS Board of Managers, UT System, West San Antonio Chamber of Commerce, Women's Business Enterprise Alliance and Workforce Solutions Alamo



Special Thanks

BEXAR COUNTY COMMISSIONERS COURT

Bexar County Judge Nelson W. Wolff
Commissioner Sergio "Chico" Rodriguez, Pct. 1
Commissioner Paul Elizondo, Pct. 2
Commissioner Kevin Wolff, Pct. 3
Commissioner Tommy Adkisson, Pct. 4
David Smith, County Manager
David Marquez, Executive Director, Economic Development Department

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UTSA Contracting Resource Center "Matchmaking Session"

Sponsored & hosted at the Freeman Coliseum Expo Hall

FOR MORE INFORMATION ON BUSINESS ASSISTANCE AND CONTRACTING OPPORTUNITIES OR
COMMENTS REGARDING THE CONFERENCE CONTACT:

Gabriela Canales, Supplier Diversity Coordinator
University Health System, (210) 358-9114
Gabriela.Canales@uhs-sa.com

Renee Watson, Small, Minority and Women Owned Business Enterprise (SMWBE) Program
Bexar County, (210) 335-2478
rwatson@bexar.org

Program by AdGraphics – <http://www.adgraphics.biz>

ACCESS INFORMATION ONLINE AT: www.bexar.org/smwbe

Save the Date: 12th annual SMWVBO Contracting Conference, Wednesday, December 5, 2012