



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
Daniel Garza, Purchasing Agent

BEXAR COUNTY COMMUNITY ARENAS BOARD

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Mr. Johnny Guerra, Vice Chair
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Roberto L. Jimenez, M.D., F.A.P.A., Immediate Past Chair
Ira Smith, Jr.
George B. Hernández, Jr., President/CEO

**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, Manager, Small, Minority and Women Owned Business Enterprise (SMWBE) Program
Disadvantaged Business Enterprise (DBE) Liaison
Bexar County, (210) 335-2478
rwatson@bexar.org

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

Save the Date: 13th annual SMWVBO Contracting Conference, Wednesday, December 11, 2013

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 2012

*Linking Small, Minority, Women,
& Veterans Business Owners to
Opportunities for over 17 years!*

BEXAR COUNTY

CONTRACTING CONFERENCE

COMMODITIES ■ SERVICES ■ CONSTRUCTION

7 AM - 3 PM Wednesday, December 5, 2012 Freeman Expo Hall San Antonio, TX

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

KEYNOTE SPEAKER



Henry G. Cisneros

Executive Chairman, CityView
Chair, SA Economic
Development Foundation
Former Mayor, City of San Antonio
and Secretary, U.S. Dept. of Housing
& Urban Development



BEXAR COUNTY

Luncheon: Noon - 1:30 p.m.

Exhibit Floor Open: 8:00 a.m. - noon
1:30 p.m. - 3:00 p.m.

**Conference
Program**



SMWVBO 2012



Presented By



Title Sponsors:



SAN ANTONIO

SMWVBO 2012

BEXAR COUNTY CONTRACTING CONFERENCE

PRESENTED BY



University
Health System

RECOGNITION SPONSORS



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

WHAT'S BETTER THAN THE BEST?



We are honored to be named BEST hospital in San Antonio by US News & World Report for the third year in a row. 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.

As a recognized leader in healthcare, we are committed to supplier diversity. We make every effort to ensure Small, Minority, Women and Veteran Business Owners are provided the maximum opportunity to participate as suppliers, vendors or contractors for products and services. For current bid opportunities, please visit UniversityHealthSystem.com/bids.

- Booth 201 -



UniversityHealthSystem.com



SMWVBO Conference Agenda

REGISTRATION <i>Foyer of Hall A</i>	7:00 a.m. - Noon
NETWORKING BREAKFAST <i>Continental Service in Exhibit Area 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. – Noon 1:30 – 3:00 p.m. Hall B
<i>(See floor map for agency locations)</i>	
Veterans Business Center Federal and Local Government State Agencies Large Construction Companies	Department of Defense Department of Transportation U.S. Postal Service General Services Administration
SEMINAR Federal Marketplace: Contracting & Enforcement	9:00 a.m. – 11:00 a.m. Exhibit Area D
WORKSHOPS Doing Business with the Healthcare Industry Strategic Planning for Business Success! Federal/State/Local Contracting Opportunities	9:30 a.m. – 11:45 a.m. Rooms A, B, and C
EXHIBIT FLOOR BRIEFING AREAS <i>Sessions are recurring</i> SBA Loan and Certification Programs Workforce Solutions Alamo – Finding & Hiring Employees UTSA SBDC & PTAC Cha! Ching!! CAPITAL FOR YOUR SMALL BUSINESS State of Texas Historically Underutilized Business (HUB) South Central Texas Regional Certification Agency	9:00 a.m. – 11:45 a.m. Areas E, F, G, H, I, J, K and L
LUNCH PROGRAM <i>One meal per ticket – open seating</i>	Noon – 1:30 p.m. Hall A

VETERANS BUSINESS CENTER (EXHIBIT FLOOR – Row 100)

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
SAN ANTONIO COALITION FOR VETERANS
DEPARTMENT OF TEXAS VETERANS OF FOREIGN WARS
TEXAS VETERANS LAND BOARD
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 with 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

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?



BEXAR COUNTY

Small, Minority & Women-Owned Business Enterprise Program

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

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

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



Since 2008, Bexar County has been a sub-recipient of federal assistance for roadway construction projects through the Texas Department of Transportation (Tx-DOT). And as a condition of receiving federal funds, a federally approved Disadvantaged Business Enterprise (DBE) Program must be implemented. The County has adopted TxDOT's federally approved DBE program through a Memorandum of Understanding (MOU) and it administers the DBE Program through the SMWBE Program Office.



2012 Bexar County SMWBE Program/ Associated General Contractors (AGC) Mentor Protege Program Graduation Ceremony at Commissioners Court

Daniel Garza
Bexar County
Purchasing Agent

SMWBE PROGRAM TEAM

Renee Watson
Manager
DBE Liaison

Sylvia Diaz
Outreach Analyst

Rodricus Harvey
Analyst, Contract Compliance

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

Lunch Program

Exhibit Hall A: Noon – 1:30 p.m.

MASTER OF CEREMONIES: Mr. David Marquez
Executive Director, Economic Development

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
- Mr. George B. Hernández, Jr., President & CEO, University Health System



KEYNOTE SPEAKER:

Mr. Henry G. Cisneros, Executive Chairman, CityView
Chair, SA Economic Development Foundation
Former Mayor, City of San Antonio and Secretary, U.S. Dept. of Housing & Urban Development

Henry Cisneros is Executive Chairman of the CityView companies, which work with urban homebuilders to create homes priced within the range of average families. CityView is a partner in building more than 60 communities in 13 states, incorporating more than 7,000 homes with a home value of over \$2 billion. In 1981, Mr. Cisneros became the first Hispanic-American mayor of a major U.S. city, San Antonio, Texas. During his four terms as Mayor, he helped rebuild the city's economic base and spurred the creation of jobs through massive infrastructure and downtown improvements. In 1984, Mr. Cisneros was interviewed by the Democratic Presidential nominee as a possible candidate for Vice President of the United States and in 1986 was selected as the "Outstanding Mayor" in the nation by City and State Magazine. In 1992, President Clinton appointed Mr. Cisneros to be Secretary of the U.S. Department of Housing and Urban Development. As a member of President Clinton's Cabinet, Secretary Cisneros was credited with initiating the revitalization of many of the nation's public housing developments and with formulating policies which contributed to achieving the nation's highest ever homeownership rate. After leaving HUD in 1997, Mr. Cisneros was president and chief operating officer of Univision Communications, the Spanish-language broadcaster which has become the fifth-most-watched television network in the nation. Mr. Cisneros currently serves on Univision's Board of Directors.

Mr. Cisneros has served as President of the National League of Cities, as Deputy Chair of the Federal Reserve Bank of Dallas and is currently an officer of Habitat for Humanity International. He is currently a member of the advisory boards of the Bill and Melinda Gates Foundation and the Broad Foundation. Mr. Cisneros has also been author or editor of several books including: Interwoven Destinies: Cities and the Nation. His book project with former HUD Secretary Jack Kemp, Opportunity and Progress: A Bipartisan Platform for National Housing Policy was presented the Common Purpose Award for demonstrating the potential of bipartisan cooperation and Casa y Comunidad: Latino Home and Neighborhood Design was awarded the Benjamin Franklin Silver Medal in the category of best business book of 2006.

Mr. Cisneros holds a Bachelor of Arts and a Master's degree in Urban and Regional Planning from Texas A&M University. He earned a Master's degree in Public Administration from Harvard University, studied urban economics at the Massachusetts Institute of Technology, holds a Doctorate in Public Administration from George Washington University, and has been awarded more than 20 honorary doctorates from leading universities. He served as an infantry officer in the United States Army. Mr. Cisneros is married to Mary Alice P. Cisneros, who from 2007–2011 served on San Antonio's City Council and they have three children – Teresa, Mercedes, and John Paul – and four grandchildren.

CLOSING REMARKS: Mr. Derrick Howard
Executive Director, Freeman Coliseum

Seminar: 9:00 – 11:00 AM

FEDERAL MARKETPLACE - CONTRACTING & ENFORCEMENT

9:00 – 11:00 AM

(Area D)

PRESENTERS:



Frances Lynn McCormick, Special Agent
Program Manager, Contractor Disclosure Program
Department of Defense Inspector General



Michael T. Luft, Colonel, USAF
Director of Contracting
HQ AETC/PK, Randolph, AFB, TX

CONTRACTOR DISCLOSURE PROGRAM (CDP)

Preparing and Submitting a Disclosure as Required by the Federal Acquisition Regulation Clause 52.203-13. Contractors are encouraged to disclose all violations involving fraud in DoD contracts. The Contractor Disclosure Program (CDP) facilitates Defense contractors' compliance with Federal Acquisition Regulation Rule 2007-006, which implements Public Law 110-252. The CDP encourages contractors to demonstrate their commitment to a code of business ethics and self-governance by reporting potential fraud. The Rule applies to all contracts and subcontracts performed inside or outside the United States of more than \$5 million with a performance period of more than 120 days; to prime and subcontracts for commercial items and noncommercial items, to include those awarded to small businesses and prime contractors must flow-down the program requirements in subcontracts of more than \$5 million. Contractors must disclose for up to three years after the contractor receives final payment under the contract. This workshop will instruct attendees on the process of preparing and submitting contractor disclosures.

INSTALLATION CONTRACTING

This seminar provides public and private sector organizations with the most current information concerning the United States Air Force's transformation concept to improve the procurement and acquisition of goods and services for our installations. In addition, there will be discussions regarding contracting for Joint Base San Antonio. We look forward to seeing you there!

BEXAR COUNTY COMMUNITY VENUES – AMATEUR SPORTS AND CULTURAL ARTS PROJECTS (Bexar County - 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! www.bexar.org/cvp

Exhibit Floor Briefing Areas

U. S. Small Business Administration (SBA)

www.sba.gov

FEDERAL CERTIFICATION FOR SMALL BUSINESSES

(Area J)

PRESENTER: BUSINESS OPPORTUNITY 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 – 10:20 a.m.
8(a), HUBZONE AND WOMEN OWNED CERTIFICATION PROGRAMS	10:30 - 11:45 a.m.

SBA LOAN PROGRAMS

(Area K)

PRESENTER: LENDER RELATIONS TEAM, SBA SAN ANTONIO DISTRICT OFFICE

Find out how your small business can obtain financing through the U.S. Small Business Administration's Government Guarantee 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 and/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!

www.sba.gov

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 L)

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

Are you a start-up or existing small business that needs working capital, inventory, machinery, equipment, furniture, fixtures, leasehold improvements or funds to buy/build your own operational facility? If the answer is yes, you must learn more about SBA's Loan Guaranty Program. #1 SBA lender to women, minorities, veterans #1 SBA Export Express lender

SESSION SCHEDULE

CHA-CHING! CAPITAL FOR YOUR SMALL BUSINESS	9:30 – 10:20 a.m.
CHA-CHING! CAPITAL FOR YOUR SMALL BUSINESS	10:30 - 11:45 a.m.

Exhibit Floor Briefing Areas

B2GNOW – DIVERSITY & CONTRACT MANAGEMENT SYSTEM (Area H)

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 regions, 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.

US DEPARTMENT OF TRANSPORTATION (DOT) SHORT TERM LENDING PROGRAM (Area I)

Gulf Region SBTRC: Small Business Transportation Resource Center
(A field office of the US DOT)

The Short Term Lending Program (STLP) is administered by the DOT OSDBU through cooperative agreements between DOT and several STLP Participating Lenders. Only DBE Certified or SBA Certified under Section 8(a); Small Disadvantaged Business; HUBZONE Empowerment Contracting Program; and Service-disabled Veterans are eligible for the program.

PRESENTER: Tony Arps, Project Director, Gulf Region SBTRC

The DOT Short-Term Lending Program (STLP)

- Provides loan guarantee on a revolving line of credit
- Primary collateral is receivables from contracts for projects containing federal transportation dollars
- Project can be at the local or state level, as long as it contains federal transportation dollars
- Participants can apply for renewal for up to 5 years
- Maximum loan amount is \$750,000
- Can be for a subcontract at any tier for a project containing federal transportation dollars
- Interest rate based on WSJ variable rate (6-6.5%)

I.	US DOT SHORT TERM LENDING PROGRAM (REVOLVING LINE OF CREDIT)	9:00 – 9:30 a.m.
II.	US DOT SHORT TERM LENDING PROGRAM (REVOLVING LINE OF CREDIT)	9:45 – 10:15 a.m.
III.	US DOT SHORT TERM LENDING PROGRAM (REVOLVING LINE OF CREDIT)	10:30 – 11:00 a.m.
IV.	US DOT SHORT TERM LENDING PROGRAM (REVOLVING LINE OF CREDIT)	11:15 – 11:45 a.m.

Workshops 9:30 – 11:45 AM

UTSA INSTITUTE FOR ECONOMIC DEVELOPMENT ENTREPRENEURSHIP PROGRAMS (Room A)

PRESENTERS: Ben Garza, Senior Certified Business Advisor
Jaqueline Jackson, Business Development Specialist

STRATEGIC PLANNING FOR BUSINESS SUCCESS!

Whether you are already in business or just starting out, planning strategically is often neglected. What are your plans for your company next year? What about five years? This session will provide practical advice for entrepreneurs interested in planning and executing a well thought out business plan. Experts from various business service centers will also provide information regarding planning strategically for your business for the long term. 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.

Topics:

- BUSINESS PLANNING MADE SIMPLE
- THE LOAN PROCESS
- WHAT LIES AHEAD

STRATEGIC PLANNING FOR BUSINESS	9:30 – 10:20 a.m.
STRATEGIC PLANNING FOR BUSINESS	10:30 – 11:45 a.m.

DOING BUSINESS WITH THE HEALTHCARE INDUSTRY UNIVERSITY HEALTH SYSTEM (Room B)

For the first year, the Bexar County and University Health System conference unites suppliers and healthcare organizations for networking and education. We encourage you to take the time to attend the workshop to learn more about how to do business with each of the presenting healthcare organizations.

The Healthcare Contracting Workshop will serve as a forum to provide attendees with a quick summary on how to do business with the presenting healthcare organizations.

BEING A SUPPLIER IN THE HEALTHCARE INDUSTRY	9:30 – 10:20 a.m.
BEING A SUPPLIER IN THE HEALTHCARE INDUSTRY	10:30 – 11:45 a.m.

Workshops 9:30 – 11:45 AM

FEDERAL/STATE/LOCAL CONTRACTING OPPORTUNITIES UTSA SDBC PROCUREMENT & TECHNICAL ASSISTANCE CENTER (PTAC) (Room C)

PRESENTER: Terri Williams, Director

The Procurement Technical Assistance Center (PTAC) is a specialty program of the South-West Texas Border Small Business Development Center Network dedicated to providing assistance to small business owners wanting to expand their business into federal, state, and local contracts with government agencies and military installations. Learn about the Procurement Technical Assistance Center provides: Professional one-on-one assistance at no cost, Innovative training workshops, Dynamic networking opportunities, and Government contracting matchmaking events. Specialty Services: Government contracting assistance, Employer services (Human Resources), Assistance for veteran entrepreneurs, Women-owned small business (8m) program and Energy saving solutions program.

PROGRAM BRIEFING	9:30 – 10:20 a.m.
PROGRAM BRIEFING	10:30 - 11:45 a.m.

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

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

Exhibit Floor Briefing Areas

WORKFORCE SOLUTIONS ALAMO BUSINESS CENTER (Area F)

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. **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 & MAINTAINING JOB ORDERS THROUGH WORK IN TEXAS AND AMERICA'S JOB BANK
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, DOWN-SIZING OR CLOSING OPERATIONS

(210) 224-HELP (4357), toll free at (888) 818-9881, or complete our business registration form on line at www.workforcesolutionsalamo.org

SOUTH CENTRAL TEXAS REGIONAL CERTIFICATION AGENCY (Area G)

Find out how your company can obtain Certification as a Small, Minority, Woman, African American, Disabled Individual, Veteran or Disadvantaged Business Enterprise. All local program applications are reviewed utilizing the Business Enterprise Certification Program Policy & Procedure Manual. The Airport Concessionaire Disadvantaged Business Enterprise (ACDBE) and Disadvantaged Business Enterprise (DBE) are reviewed and processed according to the Texas Unified Certification Program (TUCP). The TUCP follows the Code of Federal Regulations - 49 CFR, Part 26.

www.sctrca.org

SESSION SCHEDULE

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.