



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

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Mr. Johnny Guerra, Vice Chair
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Mr. Rudy Rodriguez, Member
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Ira Smith, Jr.
George B. Hernández, Jr., President/CEO

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

Irene Maldonado, Supplier Diversity Coordinator
University Health System, (210) 358-9114
Irene.Maldonado@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: 14th annual SMWVBO Contracting Conference, Wednesday, December 10, 2014

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 2013

*Linking Small, Minority, Women,
& Veterans Business Owners to
Opportunities for over 13 years!*

BEXAR COUNTY CONTRACTING CONFERENCE

COMMODITIES ■ SERVICES ■ CONSTRUCTION

7 AM - 4 PM Wednesday, December 11, 2013 Freeman Expo Hall San Antonio, TX

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

NETWORKING BREAKFAST
& BUSINESS BRIEFING
SPEAKER



Mr. Emmitt Smith
Principal
E.J. Smith Construction
Company, LLC

KEYNOTE SPEAKER



Mr. Tony Dorazio
President
OCI Solar Power

Luncheon: Noon - 1:30 p.m.

Exhibit Floor Open: 9:30 a.m. - noon
1:30 p.m. - 4:00 p.m.

Hosted by:

- Leticia Van de Putte, Texas State Senator, District 26
- Lloyd Doggett, US House of Representatives, Texas - District 35



BEXAR COUNTY



**Conference
Program**



SMMWBO 2013



SMMWBO 2013

BEXAR COUNTY CONTRACTING CONFERENCE

Presented By



Title Sponsors:



San Antonio Express-News
ExpressNews.com | mySA.com



THE CONFERENCE IS ACTIVELY SUPPORTED BY THE FOLLOWING:

ACCION Texas, Alamo City Black Chamber of Commerce, Alpha Quadrant, Barrett Insurance, Bexar County Clerk Gerry Rickhoff, Bexar County Commissioners Court, Bexar County Community Arenas Board, Bexar County Constable Precinct Four Robert "Mike" Blount, Bexar County Tax Assessor Albert Uresti, Brooks Development Authority, City of San Antonio, CPS Energy, U.S. Congressman Lloyd Doggett – Texas House District 35, CPS Energy, Dixieland Advertising, Edwards Aquifer Authority, Ft. Sam Houston – Joint Base San Antonio, San Antonio Chamber of Commerce, Hispanic Contractors Association de San Antonio, Lackland AFB TX, National Association of Women Business Owners, North San Antonio Chamber of Commerce, Port San Antonio, 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, Texas State Representative Ruth Jones McClendon, Texas State Senator Leticia Van de Putte, 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

Our partners are the faces of San Antonio



University Health System is a major driver of the local economy. Our Capital Improvement Program has been the largest construction project in Bexar County history. And we are proud that our deep commitment to diversity among our vendors has been recognized with awards by several organizations including the Hispanic Contractors Excellence in Diversity Awards, SA Hispanic Chamber, the Minority Business Development Agency, MedAssets and DiversityFIRST.



SMWVBO Contracting Conference Agenda

REGISTRATION <i>Foyer of Hall A</i>	7:00 a.m. - Noon
NETWORKING BREAKFAST <i>Continental Service in Exhibit Hall A</i>	7:30 a.m. - 9:30 a.m.
PROCUREMENT OPPORTUNITIES <i>Exhibit Floor Open</i>	9:30 a.m. – Noon 1:30 – 4:00 p.m. Exhibit Hall B

(See floor map for agency locations)

Veterans Business Center
Federal and Local Government
State Agencies
Large Construction Companies

Department of Defense
Department of Transportation
San Antonio Housing Authority - Section 3 (HUD)
General Services Administration

SEMINAR Federal Marketplace: Maximizing Opportunities	9:30 a.m. – 11:00 a.m. Exhibit Hall B - Area D
WORKSHOPS Doing Business with the Healthcare Industry Affordable Care Act & How to Operate Your Business...From Anywhere Federal/State/Local Contracting Opportunities	9:30 a.m. – 11:30 a.m. 2:30 p.m. – 3:45 p.m. Rooms A, B, and C
EXHIBIT FLOOR BRIEFING AREAS 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 (SCTRCA) San Antonio Housing Authority Section 3 – Workforce Opportunity Program	9:30 a.m. – 11:30 a.m. 2:30 p.m. – 3:45 p.m. Areas E, F, G, H, I, J K, L and M <i>Sessions are recurring</i>
LUNCH PROGRAM <i>One meal per ticket – open seating</i>	Noon – 1:30 p.m. Exhibit Hall A

Register as a vendor and view bid opportunities online

Vendor registration: UniversityHealthSystem.com/vendors Bid opportunities: UniversityHealthSystem.com/bids

- Booth 201 -

Breakfast Program

Exhibit Hall A: 7:30 – 9:30 a.m.

MODERATOR: Ms. Betty Bueche, Director
Bexar County Facilities and Parks



PLEDGE OF ALLEGIANCE: Miranda Christensen
Airman 1st Class

REMARKS:

- The Honorable Tommy Adkisson, Commissioner, Pct. 4
- The Honorable Kevin A. Wolff, Commissioner, Pct. 3
- The Honorable Lloyd Doggett, US House of Representatives, Texas - District 35 (Video)
- Mr. Ira Smith, Board of Managers, Bexar County Hospital District
- Col. Michael Luft, Director of Contracting, Air Education Training Command at US Air Force

KEYNOTE SPEAKERS:

Mr. Emmitt Smith and Mr. Eugene Walker
EJ Smith Construction Company, LLC



EJ Smith Construction Company is recognized as one of the leading African-American owned bridge builders in Texas. The Dallas-based Construction Manager/General Contractor has in-house self-performed concrete capabilities and is a certified DBE in the state of Texas. Cofounders Eugene Walker, Jr. and Emmitt J. Smith, III both having life-long dreams of building a “best-in-class” construction company decided to team up as business partners in 2010 to make those dreams become a reality.

Cofounder Emmitt J. Smith, III, a well-accomplished athlete, businessman and philanthropist, extended his talents and resources into the real estate development and construction industry to pursue his dream to become a respected developer and builder.

Cofounder Eugene Walker, Jr., former Director at Austin Industries, is a well-respected, 28-year seasoned construction professional. Eugene has spent his entire career building notable projects the majority of which are in the Dallas market developing significant relationships with owners, developers, contractors, associations, community leaders and public officials.

Emmitt and Eugene both share a passion for growing capacity and creating opportunities for other minority companies through strategic alliances. Whether building bridges through mentoring or opening doors for the less fortunate through philanthropic endeavors, EJ Smith Construction Company has a passion for making a difference and being the difference. EJ Smith Supply Company, also a certified DBE firm, functions as a wholesale distributor and regular dealer in construction related materials and equipment

CLOSING REMARKS: Mr. Derrick Howard, Board of Trustees, CPS Energy
Executive Director, Freeman Coliseum



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 SMWVBES to procurement opportunity through outreach and education programs, and through the integration of public, non-profit, and private sector efforts & resources.



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



Rodricus Harvey
Analyst
Contract Compliance



NEED ASSISTANCE?

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

Small, Minority and
Women-Owned Business
Enterprise (SMWBE)
Program Advisory
Committee Members:

- Margaret W. Anaglia
- Mary Lupe Arana
- Daniel Barrett
- Ramiro Cavazos
- Crystal Ward Darby
- Melissa Castro Killen
- Joe Linson
- Anita Uribe Martin
- Sheila McNeil
- Stephen Noteboom
- Harold Orosco
- Juan Solis
- Miyounq Squire
- Robert Vargas, III
- Manuel Villa

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

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

Exhibit Floor Briefing Areas

U. S. Small Business Administration (SBA)

www.sba.gov

FEDERAL CERTIFICATION FOR SMALL BUSINESSES (Area K)

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

I.	8(A), Hubzone And Women Owned Certification Programs	10:00 – 10:30 a.m.
II.	8(A), Hubzone And Women Owned Certification Programs	10:45 – 11:15 a.m.
III.	8(A), Hubzone And Women Owned Certification Programs	2:30 – 3:00 p.m.
IV.	8(A), Hubzone And Women Owned Certification Programs	3:15 – 3:45 p.m.

SBA LOAN PROGRAMS (Area L)

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

I.	Overview of all SBA Loan Guarantee Programs & Resources	9:00 – 10:00 a.m.
II.	Overview of all SBA Loan Guarantee Programs & Resources	10:45 – 11:45 a.m.
III.	Overview of all SBA Loan Guarantee Programs & Resources	2:30 – 3:00 p.m.
IV.	Overview of all SBA Loan Guarantee Programs & Resources	3:15 – 3:45 p.m.

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

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

I.	Cha-Ching! Capital For Your Small Business	10:00 – 10:30 a.m.
II.	Cha-Ching! Capital For Your Small Business	10:45 – 11:15 a.m.
III.	Cha-Ching! Capital For Your Small Business	2:30 – 3:00 p.m.

Lunch Program

Exhibit Hall A: Noon – 1:30 p.m.

MODERATOR: Ms. Renee Green, County Engineer and Executive Director
Bexar County Public Works Department



PLEDGE OF ALLEGIANCE: Daniel Straw
Airman 1st Class

REMARKS:

The Honorable Nelson W. Wolff, Bexar County Judge
The Honorable Sergio “Chico” Rodriguez, Commissioner, Pct. 1
The Honorable Paul Elizondo, Commissioner, Pct. 2
Mr. George B. Hernández, Jr., President & CEO, University Health System

KEYNOTE SPEAKER:

*Mr. Tony Dorazio, President, OCI Solar Power
OCI Solar Power and Consortium Partners
– Harnessing the power of the sun in San Antonio*



Tony Dorazio is the president of OCI Solar Power. He has more than 30 years of global energy industry expertise, alternative energy development and distribution and international business leadership experience. Prior to joining OCI Solar Power, Tony served as senior vice president of Wind Power at Duke Energy Generation Services. During the last six years he has successfully built nearly 3,000 megawatts of solar and wind power.

Throughout his career, he has held a variety of leadership roles with energy industry leaders Enron and BP Alternative Energy in addition to Duke Energy. He has also led energy Operations, EPC and development programs for Vestas American Wind Technology and Tessera Solar. Additionally, Tony served as senior vice president of SK Enron a Korean holding company located in Seoul, Korea as well as president of Iksan Energy and Iksan City Gas in Korea. He is a graduate of the State University of New York and earned a master’s in Business Administration from Long Island University.

CLOSING REMARKS: Ms. Francine Wilson
Vice President Supply Chain Management
University Health System

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.

SOURCEAMERICA
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) / Randolph AFB, TX, 78150
(210) 652-4840
Bobby.Watts@Randolph.Af.Mil



Exhibit Floor Briefing Areas

WORKFORCE OPPORTUNITY WORKSHOP (Area I)

PRESENTERS: **Tomas Larralde, Business Opportunity Manager, San Antonio Housing Authority**
and Andrew Cuellar, Business Services Manager, SER Jobs for Progress

Learn about cost saving workforce programs, hiring incentives, tax credits and how to recruit a reliable workforce. The workshop includes discussion about workforce programs such as SAHA's Section 3, Jobs Plus, subsidized employment, on the job training, and the Work Opportunity Tax Credit. Learn where to find workforce resources that your business can access and that will give your business a competitive edge.

I.	Workforce Opportunity Workshop	10:00 – 10:30 a.m.
II.	Workforce Opportunity Workshop	10:45 – 11:15 a.m.
III.	Workforce Opportunity Workshop	2:30 – 3:00 p.m.
IV.	Workforce Opportunity Workshop	3:15 – 3:45 p.m.

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

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, US DOT SBTRC**
Michael Lugo, Project Coordinator, US DOT 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)	10:00 – 10:30 a.m.
II.	US DOT Short Term Lending Program (Revolving Line of Credit)	10:45 – 11:15 a.m.
III.	US DOT Short Term Lending Program (Revolving Line of Credit)	2:30 – 3:00 p.m.
IV.	US DOT Short Term Lending Program (Revolving Line of Credit)	3:15 – 3:45 p.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. 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. 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

SOUTH CENTRAL TEXAS REGIONAL CERTIFICATION AGENCY (Area G)

The South Central Texas Regional Certification Agency (SCTRCA) has two separate and distinct types of certification programs available for potential applicants. Each application type has various differences and required documentation for each. Find out how your company can obtain Certification as a Small, Minority, Woman, African American, Disabled Individual, Veteran or Disadvantaged Business Enterprise. www.sctrca.org

SESSION SCHEDULE

I.	Learn How To Get Certified	10:00 – 10:30 a.m.
II.	Getting Your Certification To Work For You	10:45 – 11:15 a.m.
III.	Learn How To Get Certified	2:30 – 3:00 p.m.
IV.	Getting Your Certification To Work For You	3:15 – 3:45 p.m.

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, San Antonio Independent School District, VIA Metro, 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 your account.

Seminar: 9:30 – 11:00 AM

FEDERAL MARKETPLACE – MAXIMIZING CONTRACTING OPPORTUNITIES

9:30 – 11:00 AM
(Area D)

FACILITATOR: **Terri Williams, Director**
UTSA SDBC Procurement & Technical Assistance Center (PTAC)



PRESENTER:



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

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!



Ms. Teresa Rendon
8(a)/SDB Rep.
Department of the Air Force, Washington DC

AIR FORCE OFFICE OF SMALL BUSINESS PROGRAMS

The Air Force Office of Small Business Programs works to transform, modernize and promote successful practices with respect to engaging small businesses in Air Force procurement and acquisitions. Our outreach to the small business community increases the number of innovative suppliers in the industrial base, which increases the government's access to new solutions and technologies that would not be available without your participation. We thank you for your interest in serving the needs of the Air Force, and we look forward to doing business with you.

For additional information about the Air Force Small Business Program, visit: <http://airforcesmallbiz.org/>



Dave Theimer,
Assistant VP, Marketing
SourceAmerica/ NISH

SOURCEAMERICA

The SourceAmerica Program is the largest source of employment for people that have severe disabilities in the country. It coordinates participation with more than 600 nonprofit agencies throughout the United States and represents \$2.3 billion in products and services purchased by the federal government. The SourceAmerica Program operates at nearly 1,000 locations representing 40 government agencies nationally.

For additional information about the Program, visit: <http://sourceamerica.org/>

Workshops 10:00 – 11:30 a.m. & 2:30 – 3:45 p.m.

**UTSA INSTITUTE FOR ECONOMIC DEVELOPMENT
SMALL BUSINESS DEVELOPMENT CENTER (Room A)**

PRESENTERS: Alicia Haff, ETC, HR
Michael Espinoza, Technology Coaching

Affordable Care Act: Latest Update

Need more information about the Affordable Care Act? Wondering what the latest information is or if you are eligible to take advantage of this insurance coverage? How it will affect your business? Come prepared with your questions and get answers and more at this workshop taught by attorney and PPACA certified consultant Alicia Haff of ETC, HR.

How to Operate Your Business...From Anywhere

Do you want to save your business time, money and resources? It's all the buzz, but what exactly is the cloud and how do you use it? Come and find out what cloud computing is and what services are available to you for free! Attend this workshop taught by Michael Espinoza of Technology Coaching for a guide on the many cloud computing services, applications and devices that will help you get your business on the cloud

I.	Affordable Care Act: Latest Update	10:00 – 11:30 a.m.
II.	How to Operate Your Business...From Anywhere	2:30 – 3:45 p.m.

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

For the second 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.

I.	Doing Business With The Healthcare Industry	10:00 – 10:30 a.m.
II.	Doing Business With The Healthcare Industry	10:45 – 11:15 a.m.
III.	Doing Business With The Healthcare Industry	2:30 – 3:00 p.m.

Workshops 10:00 – 11:30 a.m. & 2:30 – 3:45 p.m.

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

Presenter: Sherily Smith, Project Manager
SDBC PTAC

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.

I.	Federal/State/Local Contracting Opportunities	10:00 – 10:30 a.m.
II.	Federal/State/Local Contracting Opportunities	10:45 – 11:15 a.m.
III.	Federal/State/Local Contracting Opportunities	2:30 – 3:00 p.m.
IV.	Federal/State/Local Contracting Opportunities	3:15 – 3:45 p.m.

Exhibit Floor Briefing Areas

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

The statewide Historically Under-utilized Business (HUB) Program facilitates the use of HUBs (i.e., minority-, woman- and service disabled veteran-owned businesses) in state procurement and provides information to them on the state's procurement process. 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.

These sessions will include information on how to get certified and market your company as a HUB, how to register on the state's Centralized Master Bidders List (CMBL) and how to use various online procurement resources.

SESSION SCHEDULE

I.	Certification Inquiries, Application, Standards & Procedures	10:00 – 10:30 a.m.
II.	Central Master's Bidder's List & Marketing To State Agencies	10:45 – 11:15 a.m.
III.	Certification Inquiries, Application, Standards & Procedures	2:30 – 3:00 p.m.
IV.	Central Master's Bidder's List & Marketing To State Agencies	3:15 – 3:45 p.m.