CONFERENCE PROGRAM

BEXAR COUNTY

BUSINESS CONFERENCE

COMMODITIES ★ SERVICES ★ CONSTRUCTION

WEDNESDAY, DECEMBER 5, 2018 • 7AM-3PM • FREEMAN EXPO HALL • SAN ANTONIO, TX

Growing Your Business Market
Housing & Economic Development

WE WANT TO HEAR FROM YOU!

BREAKFAST PROGRAM

ECONOMIC DEVELOPMENT FOR SMALL BUSINESSES
• Local & State Incentives
• Federal Programs

LUNCH PROGRAM

DISPARITY & AVAILABILITY STUDY
• Sign up for Focus Groups
• Updates & Status from County Manager David Smith

Billions of Dollars in Contract Opportunities!

JOIN US!

VETERANS Business and Resource Center

Sponsored by Growing Your Business Market
Housing & Economic Development

Your SBED Team

Linking Small, Minority, Women, & Veteran Business Owners to opportunities for over 18 years!

MEET FEDERAL, STATE & LOCAL AGENCIES PLUS Private Companies Who Want to Do Business With You!

BEXAR COUNTY COMMISSIONERS COURT

Nelson W. Wolff
County Judge

Sergio “Chico” Rodriguez
Commissioner, Pct. 1

Paul Elizondo
Commissioner, Pct. 2
Veteran, US Marine Corps

Kevin A. Wolff
Commissioner, Pct. 3
Veteran, US Navy

Tommy Calvert
Commissioner, Pct. 4

BEXAR COUNTY COMMUNITY AREAS

The State of Texas Small Business and Entrepreneurship Department

THE STATE OF TEXAS SMALL BUSINESS AND ENTREPRENEURSHIP DEPARTMENT
Welcome to Bexar County’s 18th Annual Small, Minority, Women and Veterans Business Owners Contracting Conference. A primary focus of this conference is how to more effectively use technology to do business with public and private sector organizations. The all-day conference features workshops, vendor education, and access to the Microsoft Technology Center and CPS Energy Veterans Business Center. Over the past sixteen years, public and private sector organizations have provided tremendous opportunities for vendors and buyers to connect.

Please take time to review the program and plan to make great connections and access training and procurement opportunities.

PRESENTED BY

TITLE SPONSORS
SMWVBO Business Conference

AGENDA

REGISTRATION (Lobby) ................................................................. 7:00 a.m. - 1:30 p.m.

NETWORKING BREAKFAST (Exhibit Area B) (Sponsored by JOERIS) ......................... 7:00 a.m. - 9:00 a.m.

Program: Growing Your Business Market

MC: David Marquez, Executive Director ........................................ 7:30 a.m.
Bexar County Economic Development Department

Pledge of Allegiance: Lawrence Romo, Fmr. Director of U.S. Selective Service System

Remarks: Javier Salazar, Bexar County Sheriff
William “Cruz” Shaw, City Councilman, District 2, San Antonio
Lloyd Doggett, US House of Representatives, Texas District 35 (video)

Presenters:
Karen Beyer, Customer Service Director, General Services Administration (GSA)
James Josey, Office of Small and Disadvantaged Business Utilization (OSDBU), U.S. State Dept.
Anthony Ruiz, San Antonio District Director, U.S. Small Business Administration (SBA)

PROCUREMENT EXHIBITS .................................................... 9:30 a.m. - Noon & 1:30 - 3:00 p.m.

Exhibit Floor Briefing Areas
CPS Energy’s Veterans Business Center
Texas Department of Information Resources – Getting On and Buying Off of the DIR Contract
SBA Loan and Certification Programs for start-up & existing Small Businesses
Workforce Solutions Alamo – Finding & Hiring Employees
State of Texas Historically Underutilized Business (HUB) Program
South Central Texas Regional Certification Agency (SCTRCA)

Exhibitors
Veterans Business Center Department of Defense Department of Transportation
Local Government Agencies State Agencies/Universities General Services Administration
Financial/Technical Assistance General Contractors Corporations

Workshops (Rooms A, B & C) – 10:00 – 11:30 a.m. & 2:00 – 3:00 p.m.
Doing Business with the Healthcare Industry – UHS
The Science Behind Play & Profit - UTSA SBDC
Federal/State/Local Contracting Opportunities – UTSA PTAC

LUNCH PROGRAM (Exhibit Area A) (Exhibit Area B: Floor Closed) ......................... Noon - 1:30 p.m.

Program: Bexar County’s 2018 – 2019 “Disparity and Availability Study”

MC: Dan Curry, Executive Director, Bexar County Facilities Department

Pledge of Allegiance: Walter Geraghty, Commander, 20th District, The American Legion

Greetings: Ira Smith, Board of Managers, University Hospital District

Remarks: Ed Banos, University Health System, Executive VP, Chief Operating Officer
Albert Uresti, Bexar County Tax Assessor-Collector
David Smith, Bexar County Manager

Keynote Speaker: Commissioner Tommy Calvert, Precinct 4, Bexar County

CONFERENCE ENDS ........................................................................ 3:00 p.m.
## CONFERENCE WORKSHOPS

<table>
<thead>
<tr>
<th>Program Description</th>
<th>Exhibit Hall A Entry Corridor Workshops</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Session Times: 10:00 a.m., 11:00 a.m. &amp; 2:00 p.m.</td>
</tr>
</tbody>
</table>

**Workshop Room A**  UTSA IED SBDC - The Science Behind Play & Profit

**Workshop Room B**  UHS - Doing Business with the Healthcare Industry *(10:00 AM ONLY)*

**Workshop Room C**  UTSA IED PTAC - Federal/State/Local Contracting Opportunities

<table>
<thead>
<tr>
<th>Program Description</th>
<th>Hall B Exhibit Floor Briefings</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</tr>
</tbody>
</table>

**Workshop Area D**  Workforce Solutions Alamo – Finding & Hiring Employees

**Workshop Area E**  Microsoft – Small Business Programs and Services

**Workshop Area F**  Contract & Diversity Management System (B2GNow) – SMWBE/DBE/HUB Registration & Compliance Reporting

**Workshop Area G**  City of San Antonio Vendor Registration, Small Business and Compliance Programs

**Workshop Area H**  Texas Department of Information Resources (DIR)

**Workshop Area I**  Texas Department of Transportation (TXDOT)

**Workshop Area J**  State of Texas Historically Underutilized Business (HUB) Program

**Workshop Area K**  U.S. DOT Gulf Region Small Business Transportation Resource Center (SBTRC)

**Workshop Area L**  South Central Texas Regional Certification Agency (SCTRCA)

**Workshop Area M**  U.S. Small Business Administration (SBA)

**Workshop Area N**  SBA Loan Programs for startup & existing Small Businesses

**Workshop Area O**  Federal Certification for Small Business 8(a), HUBZone and Women Owned Certification Programs

**Booth 530**  Cha Ching! Small Business Strategies

<table>
<thead>
<tr>
<th>Workshop Description</th>
<th>VETERANS Area inside Exhibit Hall B</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>CPS Energy Veterans Resource Center</td>
</tr>
<tr>
<td></td>
<td>Session Times: 10:00 a.m., 11:00 a.m. &amp; 2:00 p.m.</td>
</tr>
</tbody>
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**Workshop Area V1**  Narrow the Competition with 3 more Certifications

**Workshop Area V2**  Marketing Your Business: The Search & Presentation

**Workshop Area V3**  Certifications and Contracting for Veteran Owned Businesses

**Workshop Area V4**  VAS MAKE THE CONNECTION

**Workshop Area V5**  CPS Energy Veterans Programs

### Veterans Service & Resource Organizations

- **Area V**  Alamo Area Council of Governments (AACOG) - TXServes
- **Area V**  American GI Forum, National Veterans Outreach Program Inc.
- **Area V**  American Legion, District 20 Area V Bexar County Military & Veterans Services
- **Area V**  Bexar County Veterans Treatment Court
- **Area V**  Good Samaritan Veteran Outreach and Transition Center
- **Area V**  San Antonio VET Center - Veterans Affairs
- **Area V**  Texas Veterans Commission (TVC) - Veterans Employment Services (VES)
- **Area V**  VET Center _ Dept. of Veterans Affairs
- **Area V**  UTSA Institute for Economic Development (IED) Procurement Technical Assistance Program (PTAC) Veteran Business Development Program
The CPS Energy Veterans Business and Resource Center is designed to help new and existing Veteran business owners 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 from CPS Energy, community organizations and the Veterans Administration on what is available exclusively for Veterans and your families.

**WORKSHOPS**

**(AREA V1) Narrow the Competition with 3 more Certifications**

**Time:** 10:00 – 10:45 am & 11:00 – 11:45 am & 2 – 2:45 pm

Find out the benefits of having “federal certifications” and how your company can obtain them through the U.S. Small Business Administration’s Service-Disabled Veteran-owned, 8(a) Business Development, HUBZone, and Women Owned Small Business Program(s) for the purpose of selling your products and services to the various Federal Government Procurement agencies.

**PRESENTER:**
SEAN P. SMITH, U.S. Small Business Administration San Antonio District Office

SHEENALITTLE, U.S. Small Business Administration Office of Government Contracting, Area V

**(AREA V2) Marketing Your Business: The Search & Presentation**

**Time:** 10:00 – 10:45 am & 11:00 – 11:45 am & 2 – 2:45 pm

The purpose of this workshop is to provide tips for: “How to search for procurement opportunities in the Department of Defense” including tips for presentations to Contracting Officers, Small Business Specialists and the SBA PCRs.

**PRESENTER:**
Debbie Woods, Small Business Specialist, 502d Contracting Squadron, Joint Base San Antonio-Lackland
Certifications and Contracting for VETERAN OWNED BUSINESSES

The University of Texas at San Antonio (UTSA) Procurement Technical Assistance Center (PTAC) presents an opportunity to exchange innovative ideas where veteran business owners that are interested in the "who, what and how" of growing their business can network and have access to UTSA PTAC resources.

10:00 a.m. Government Contracting 101 for Veterans
PRESENTER: Susannah Munro, Business Development Specialist, UTSA PTAC

11:00 a.m. Government Contracting 101 for Veterans
PRESENTER: Susannah Munro, Business Development Specialist, UTSA PTAC

2:00 p.m. Veterans First Verification Program Certification (Vetbiz) Benefits
PRESENTER: Curtis G. Mohler, Senior Business Development Specialist, UTSA PTAC

VAS MAKE THE CONNECTION

Make the Connection is a Department of Veterans Affairs Campaign. VA created Make the Connection as a tool to reduce barriers to accessing mental health care. We strive to combat the stigma associated with needing/asking for help. We want to make it easier for Veterans to privately explore topics explained in non-clinical language and connect Veterans to mental health resources through VA and community-based services.

Although we are not offering employment, our website could be a great resource for some of the attending Veterans to grab some information for themselves or to share with friends.

PRESENTER: Courtney Morgan, Communications Associate, Reingold, Inc.

Our website is here: https://maketheconnection.net/

Stop by to view some of our videos!
• Transitioning from Service
• Maintaining Healthy Relationships
• Managing PTSD
The Veterans Business Center is designed to provide entrepreneurial development services such as business training, counseling and mentoring, and referrals for eligible veterans owning or considering starting a small business.

VETERANS SERVICE ORGANIZATIONS

Alamo Area Council of Governments (AACOG) - TXServes
American GI Forum, National Veterans Outreach Program Inc.
American Legion, District 20
Bexar County Military & Veterans Services
Bexar County Veterans Treatment Court
CPS Energy
Good Samaritan Veteran Outreach and Transition Center
San Antonio Vet Center - Veterans Affairs
Texas Veterans Commission (TVC) - Veterans Employment Services (VES)

Texas Workforce Commission
U.S. Department of Veterans Affairs South Texas Veterans Health Care System (STVHCS), Audie L. Murphy Memorial Veterans Hospital
U.S. Small Business Administration – San Antonio District office
UTSA Institute for Economic Development (IED)
Procurement Technical Assistance Program (PTAC)

VETERANS BUSINESS CENTER

WORKSHOPS

BREAKOUT SESSION:
YOUR BUSINESS CAN GET PAID TO SAVE

WORKSHOP TIME(S):
10:00 am

PRESENTER(S) NAME & TITLE:
BOB NELSON, Engineer

Bob Nelson has been the engineer involved in the technical side of CPS Energy's portfolio of energy efficiency, demand response. Bob is a Certified Energy Manager with 15 years' experience conducting or managing energy efficiency audits for CPS Energy customers. He offers local small businesses guidance on how they can improve the efficiency of their business through a variety of energy savings measures. Bob works hand-in-hand with many companies participating in these programs. His presentation will focus on ways your business can get started in the rebate programs and assist you with saving energy and money.

BREAKOUT SESSION:
DOING BUSINESS WITH CPS ENERGY

WORKSHOP TIME(S):
11:00 am

PRESENTER(S) NAME & TITLE:
TRISHA WIATREK, Purchasing Administrator

Trisha has more than 35 years of public procurement experience procuring construction, commodities, general and professional services. Currently, Trisha procures Distribution and Transmission Construction Services and has lead several projects in support of companywide initiatives making every effort to negotiate best value for CPS Energy rate payers. She has also actively lead and supported the supplier diversity program to enhance opportunities for local and diverse businesses to participate in CPS Energy's procurement process.

BREAKOUT SESSION:
VETERAN DISCOUNT PROGRAM & OTHER PROGRAMS

WORKSHOP TIME(S):
2:00 pm

PRESENTER(S) NAME & TITLE:
TRISHA WIATREK, Purchasing Administrator

We’re always ready to help you, and we have a variety of plans to assist you with your bill. We offer help to those who have sacrificed for our country. Our Veterans’ Discount Program provides electric bill payment assistance to those who have significantly decreased abilities to regulate their core body temperatures due to severe burns received during combat.
Room A
The Science Behind Play & Profit
UTSA SBDC
10:00 – 10:45am, 11:00 – 11:45am, 2:00 – 2:45pm

Playing is kid business! After hearing this thought-provoking talk by Stephanie Scheller, you’ll understand that, and why play is necessary for YOUR success in business and life. Stephanie will walk you through the importance of self-care and why, as high-performing business people, we need to embrace play. The power of self-care empowers individuals to control their lives and not let it be dictated by emotions and circumstances, and there’s science backing it now! Your ability to play directly impacts your satisfaction at work, and the bottom line by thousands of dollars, and Stephanie has a plan to make play work for you.

MODERATOR NAME & TITLE:
Small Business Development Center – Business Advisor

PRESENTER(S) NAME & TITLE:
Stephanie Scheller - Coach, Trainer, Author, Speaker

Room B
Doing Business with the Healthcare Industry
10:00 a.m. – 11:45 a.m.

University Health System, The Center for Health Care Services, and Premier Group Purchasing

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 in addition to providing insight and guidance on how to participate in and leverage Healthcare Group Purchasing Organization and Purchasing Cooperative contracts to grow your business.

MODERATOR NAME & TITLE:
Edward Cruz, Director, Supplier Diversity, University Health System

PRESENTER(S) NAME & TITLE:
Tony Carrillo, Executive Director, Supply Chain Management, University Health System
Pauline Oyer, Director Strategic Sourcing & Operations, University Health System
Adam Velez, MPA, Interim Director Contracting & Procurement, The Center For Healthcare Services
Ryan Sumpter, Premier Region Manager

Room C
Federal/State/Local Contracting Opportunities
10:00 a.m., 11:00 a.m. & 2:00 p.m.

UTSA Procurement & Technical Assistance Center (PTAC)

The University of Texas at San Antonio Procurement Technical Assistance Center (PTAC) is a specialty center at the University of Texas at San Antonio Institute for Economic Development. “The Procurement technical assistance center is funded in part through a cooperative agreement with the Defense Logistics Agency.” PTAC is 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.

PRESENTER:
Sheriley Smith, Project Manager, UTSA PTAC
Exhibit Floor Briefing Areas

Technology Center

10:00-10:45am
Experience the Seal: The Rugged Tablet for a Resilient Workforce

Take on the harsh realities of your workday with the tablet that’s as tough as you are. Specially engineered to dominate the most punishing environments, the Seal is waterproof, weatherproof, and virtually indestructible. Withstand drops, dust, and extreme conditions to get the job done right. All day, every day. The right tool for the job. The Seal is not a social media machine. It does not come equipped with a selfie stick. It is not a shiny piece of metal that says more about your wallet than it does about your common sense. No, the Seal is built with a purpose, built for work, and built to last. Knock out any challenge that comes your way with the strongest and smartest tool from Bak USA. Purpose-built for your toolbox, your truck, and the task at hand.

11:00-11:45am
Microsoft for Your Small Business

There are over 30 million small businesses across the US, most of which use Microsoft software products. Through over 100 Microsoft Stores nation-wide, these small businesses have direct access to Microsoft. Come meet your local Microsoft Team and learn how we can best support you and your growing business in San Antonio through local technical services, community support, and unique business programs specifically designed for our local Small Businesses.

2:00-2:45pm
Experience Mixed Reality for Your Business

Mixed reality technology rise is on the horizon; How can it be incorporated into your business? Let’s look at multiple specific industries that will be the first to incorporate mixed reality into their work flows and change the game for your Small Business. Also, you’ll have the chance to experience Mixed, Augmented and Virtual reality devices first hand!

Visit the area stations to access the exhibitor’s website to register your business!
**WorkinTexas.com at 10:00am**
**Training Grants for Business at 2:00pm**

Workintexas.com (WIT) is one of the largest jobs databases in the State. It is a comprehensive online job search resource and matching system developed and maintained by the Texas Workforce Commission. WIT serves employers and job seekers is available at no cost, 24 hours a day, seven days a week, and seeks to match qualified job seekers with potential job opportunities, online and in real-time, by comparing work experience, skills, abilities, and education etc. Workforce Solutions Alamo Business Engagement team is responsible for building a demand-driven workforce system, aligning program operations with Board strategy and goals, and improving services and service delivery to businesses and employers. WSA Business Engagement team assesses the needs of employers to help build a demand-driven system by aligning available workforce system services. Services available include but are not limited to:

- Current labor market trends and other labor market information including average wages, industry and occupation growth, turnover rates, and more
- Information and assistance in accessing tax incentive programs
- Information on apprenticeships
- Paid Work Experience, Subsidized Employment, and On-the-Job Training
- Information TWC programs like the Skills Development Fund, Skills for Small Business, and Self-Sufficiency Fund
- Professional outplacement services for companies that are restructuring, downsizing or closing operations
- Vocational Rehabilitative Services (VRS)

And more! Let us find a program that works for you!

**PRESENTER(S) NAME & TITLE:**
Belkiss Rodriguez, Community Initiatives Manager, Workforce Solutions Alamo-Workforce Centers
Gerald C. Gonzales Jr., Business Engagement Manager, Workforce Solutions Alamo

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**City of San Antonio**
**2018 WORKSHOP INFORMATION**

**WORKSHOP TIME(S) & TITLES:**
- 10:00am – COSA Vendor Support for the Central Vendor Registry
- 11:00am – COSA Small Business Programs (How the City helps S/M/WBEs)
- 2:00pm – Bidding on City of San Antonio Contracts (Panel Discussion)

**COSA Vendor Support for the Central Vendor Registry**
Learn how to navigate SAePS portal and update your own profile. Tips will be provided to maximize the use of multiple NIGP codes. A session on submitting electronic bids will also be included.

**COSA Small Business Programs (How the City helps S/M/WBEs)**
Learn about the various COSA small business programs that assist our local small, minority and women-owned business community such as the Small Business Economic Development Advocacy (SBEDA) Program, Launch SA, Mentor Protégé Program, and Loan Interest Buydown Program.

**Bidding on City of San Antonio Contracts (Panel Discussion)**
This panel will include representatives from the City of San Antonio’s Purchasing Division and Transportation and Capital Improvements Department. The session will include tips on successfully bidding on COSA contracts.

**MODERATOR NAME & TITLE:**
Amanda Reyna – Economic Development Coordinator

**PRESENTER(S) NAME & TITLE:**
Michael Sindon, Assistant Director; Shuchi Nagpal, Economic Development Manager; Tanya Counts, Economic Development Manager

**Bidding on City of San Antonio Contracts (Panel Discussion)** - Representatives from the City of San Antonio’s Purchasing Division, Transportation and Capital Improvements Department, and Aviation Department.

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**Contract & Diversity Management System (B2Gnow)**
- Reporting SMWBE/DBE/HUB Participation
- SMWBE/DBE/HUB Directory

**WORKSHOP TIME:** 10:00 – 10:45am & 11:00 – 11:45am & 2:00 – 2:45pm

The B2Gnow Platform is used by three dozen agencies in Texas, including Bexar County, SAWS, City of San Antonio, University Health System, VIA Metro, San Antonio Airport, Brooks City Base, SCTRCA, Port San Antonio, Cap Metro, Travis County, TxDOT and others, for contract compliance, certification, outreach, vendor registration, and bidding activities. As a contractor, you can respond to compliance audit requests with a single login, view payment histories, track SMWBE/DBE/HUB participation, search for potential subcontracting partners, apply for certification, and manage your profile to ensure you are included in relevant outreach for opportunities, training, and program announcements. Learn basic and “power user” techniques at this informative session.

**PRESENTER:** Justin Talbot-Stern, CEO and System Architect, B2Gnow
Texas Department of Information Resources – Getting On and Buying Off of the DIR Contract

**WORKSHOP TIME:**
10:00 – 10:45 a.m., 11:00 – 11:45 a.m. and 2:00 – 2:45 p.m.

Learn how the State of Texas procures IT related products and services, and how vendors can bid on cooperative contracts that will be used by state, local, and public education institutions across the state of Texas, as well as public entities from other states.

**PRESENTER:**
Lynn Sanchez, HUB Program Manager, Chief Procurement Office, DIR

State of Texas Historically Underutilized Business (HUB) Program

**PRESENTER:**
LAURA CAGLE-HINOJOSA, Statewide HUB Program Manager, Texas Procurement and Support Services (TPASS), Division, Texas Comptroller of Public Accounts

The statewide Historically Underutilized 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 §20.284 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. Learn in detail the HUB eligibility criteria and certification process, as well as, various procurement resource tools, including the State’s Annual HUB Reports; Centralized Master Bidders List registration, and the Electronic State Business Daily (Bid Opportunities)!

I. Certification Inquiries, Application, Standards & Procedures............................................................. 10:00 a.m.

II. Central Master Bidders List & Marketing To State Agencies.............................................................. 11:00 a.m.

III. Certification Inquiries, Application, Standards & Procedures............................................................. 2:00 p.m.

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.

Texas Dept. of Transportation (TXDOT)

**WORKSHOP TIME:**
Morning: 10-11:45
Afternoon: 2-2:45

**MODERATOR:**
Jose Castro, SA District DBE Coordinator

A. Local Government Program Requirements on TxDOT Funded Projects
(10-10:45a.m. / 2-2:20p.m.)

**PRESENTER:**
Lea Jacobson, San Antonio District Construction Engineer

TxDOT frequently teams with local government entities to share in the costs of developing transportation improvement costs. In those instances, where at least one phase of project development is performed or managed by a local agency for which is being reimbursed with funds from TxDOT or the Federal Highway Administration, the local government must follow all applicable federal and state laws and regulations. Receiving funding from TxDOT or FHWA places requirements on the local government and also on its consultants and contractors working on the project. This presentation will give an overview of these requirements as well as available tools and best practices to help the local government, its consultants, and contractors in achieving full compliance.

B. TxDOT’s Online Business
(11:00-11:45a.m. / 2:25-2:45p.m.)

**PRESENTER:**
Carlton Cooper, Business Development Specialist for Disadvantaged Business Enterprise (DBE), Civil Rights Division, Austin

The Texas Department of Transportation, Office of Civil Rights Division will provide an overview, navigating TxDOT’s online business section. This overview will help you understand where to get information on contract opportunities, the material producers list, TxDOT reports, TxDOT trainings, Pre-Certification & Pre-Qualification, DBE/HUB/SBE and Alliance Programs and vendor resources.
Cha Ching!!! Capital for Your Small Business

**Workshop Time:**
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 2:00 – 2:30 p.m.

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.

**PRESENTER:**
Sue Malone, Strategies for Small Businesses

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South Central Texas Regional Certification Agency (SCTRCA)

**Workshop Time(s):**
I. What Is The SCTRCA ................................................................. 9:30 - 9:40 a.m.
II. Learn How To Get Certified...................................................... 9:40 – 10:15 a.m.
III. How To Leverage Your Certification ....................................... 10:30 – 11:00 a.m.
IV. Learn How To Get Certified...................................................... 11:15 – 12:00 p.m.
V. How To Leverage Your Certification ....................................... 1:45 – 2:15 p.m.
VI. What’s Next Now That I’m Certified....................................... 2:30–3:15 p.m.

**Summary Paragraph:**
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 Alamo Colleges, Bexar County, 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.

**Presenter(s) Name & Title:**
- Charles Johnson- Executive Director
- Alyssa Martinez- Senior Certification Specialist
- Teresa Camarillo – Certification Specialist
- Karina Pineda- Certification Clerk

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**Contractor Programs**

**Workshop Time(s):**
9:30 a.m. - Noon
1:30 p.m. - 3:00 p.m.

**Solving the Mystery of the Credit Score**

This workshop discusses how improving and maintaining a good credit score is extremely important for small business owners seeking loans or bonding. In this workshop participants will learn:

- Importance of maintaining a good credit score
- What factors go into calculating a credit score and how are they weighed
- Learn ways to improve your credit score
- Myths about the credit score

**Moderator:**
TONY ARPS, Project Director, US DOT - Small Business Transportation Resource Center (SBTRC)/ Gulf Region

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**Booth 530**

Cha Ching!!! Capital for Your Small Business

Bexar County: “Lady Justice” www.bexar.org © Matthew Visinsky

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**www.bexar.org/smwbe**
SBA Loan Programs for startup & existing Small Businesses

SUMMARY PARAGRAPH:
Find out how a new or established small business can obtain financing through the U.S. Small Business Administration’s Government Guarantee Loan Programs available nationwide. 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 loan programs through SBA participating lenders, credit unions, and certified development companies. Learn the differences between the various SBA programs and how they work. Also learn about SBA disaster assistance for small business and how our resource partners can assist with the preparation of your business plan and financial proposal—important tools in accessing capital!

PRESENTER(S) NAME & TITLE:
Lionel “Leo” Davila – Lender Relations Specialist
Annie Hudspeth – Lender Relations Specialist

Federal Certification for Small Business 8(a), HUBZone and Women Owned Certification Programs

SUMMARY PARAGRAPH:
The United States government is the largest single purchaser of goods and services in the world, buying everything from armored tanks to paper clips and IT services. Every year, the federal government awards more than $500 Billion in contracts and a significant share of those contracts are specifically allotted to small businesses. Small Business federal contracting programs are important tools that we have at the federal level to help America’s small businesses grow and create jobs. The federal government wants to get more contracting dollars into the hands of small businesses. Find out how your company can obtain its small business “federal certification” through the U.S. Small Business Administration’s 8(a) Business Development. Attend SBA’s seminars for more details on HUBZONE Program—learn how small businesses in urban and rural communities gain access to federal procurement opportunities. The WOSB Federal Contract Program was implemented in February 2011 with the goal of expanding the number of industries where WOSB were able to compete for business opportunities within the federal government. SBA’s 8(a) Business Development Program helps small disadvantaged businesses compete in the marketplace. Participants can receive sole-source contracts, up to a ceiling of $4 million for goods and services and $6.5 million for manufacturing while building their competitive and institutional know-how.

PRESENTER(S) NAME & TITLE:
Don Owens – Business Opportunity Specialist
Sean P. Smith – Business Opportunity Specialist
Eric Spencer – Business Opportunity Specialist
ATTENTION BEXAR COUNTY BUSINESS OWNERS:

Is your business eligible for one or more business designations? Do you need assistance in your pursuit of contracting and procurement opportunities from governmental agencies and the private sector?

The Small Business & Entrepreneurship Department offers information on how to become certified through various agencies, mentoring programs and to locate opportunities.

You can receive business designation as one or more the following:

- African American Business Enterprise (AABE)
- Disabled Individual Business Enterprise (DIBE)
- Hispanic American Business Enterprise (HABE)
- Native American Business Enterprise (NABE)
- Veteran-Owned Business Enterprise (VBE)
- Historically Underutilized Business (HUB)
- Asian Business Enterprise (ABE)
- Lesbian Gay Bisexual and/or Transgender-Owned Business Enterprise (LGBTBE)
- Service-Disabled Veteran-Owned Small Business (SDVOSB)
- SBA-Program for Development of Small Business in HUB-Zones (8A)
- SBA-Program for Development of Women-owned Business (8M)
- Asian – Pacific American Business Enterprise (ASBE)
- Emerging Small Business Enterprise (ESBE)
- Minority Business Enterprise (MBE)
- Small Business Enterprise (SBE)
- Woman-Owned Business Enterprise (WBE)
- Disadvantaged Business Enterprise (DBE)
- American Indian Business Enterprise (AIBE)

Certifying Entity / Organization Registry

City of Austin
Corpus Christi Regional Transportation Authority
Dallas/ Ft. Worth Minority Supplier Development Council
Houston Minority Supplier Development Council
City of Houston
Metropolitan Transit Authority of Harris County
National Gay & Lesbian Chamber of Commerce
National Minority Supplier Development Council
North Central Texas Regional Certification Agency
National Association of Woman Business Owners
Small Business Administration
South Central Texas Regional Certification Agency
Southwest Minority Supplier Development Council
State of Texas - Historically Underutilized Business Program
Texas Department of Transportation
Women's Business Enterprise Alliance
Women's Business Enterprise National Council

For more information, please contact our office:
Small Business & Entrepreneurship Department
Bexar County
Paul Elizondo Tower
101 W. Nueva, Suite 112
San Antonio, TX 78205
210.335.0678 or rwatson@bexar.org

Bexar County Commissioners Court highly encourages certification. However, designation is not a pre-requisite or requirement for doing business with Bexar County.
**Procurement Exhibits** Exhibit Hall B

9:30 a.m. - Noon & 1:30 p.m. - 3:00 p.m.

School Districts ● Department of Defense ● Department of Transportation
Local Government Agencies ● State Agencies/Universities
General Services Administration ● Financial/Technical Assistance
General Contractors ● Corporations

---

**TRADE SHOW Tips**

**How To Work This Event**

1. Be prepared to talk about what you bring to the table to consider your company
2. Attend workshops to learn and network
3. Pass out your business cards
4. Collect the exhibitors business cards
5. Avoid crowded booths until a more convenient time as you want as much of their attention as possible
6. Find out any minimum qualifications, certifications that may be needed to do business with them
7. Discover who are your competitors while visiting the exhibitors

**Follow Up**

1. Send an email with highlights of your conversation within 1 week of the event
2. Ask for a meeting if they are local
3. Have a clear plan of action for your contacts-pass the information onto the sales team; send more info as requested, etc.
4. Make notes of the day’s actions as a reminder of the conversations that were generated
5. Persevere in getting the appointment or detailed information to conduct business

---

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2018 SMWVBO Conference

www.bexar.org/smwbe
Bexar County's 18th Annual Small, Minority, Women and Veterans Business Conference
December 5, 2018
Freeman Coliseum - San Antonio, Texas

Exhibitor Breakfast

Lunch Service: 11:45

Veterans Resources

Public and Exhibitor Vehicle Entrance

Public Parking
## CONFERENCE EXHIBITORS

<table>
<thead>
<tr>
<th>Booth</th>
<th>Agency/Company/Organization</th>
</tr>
</thead>
<tbody>
<tr>
<td>620</td>
<td>502D Contracting Squadron</td>
</tr>
<tr>
<td>229</td>
<td>ACCENTURE Federal Services</td>
</tr>
<tr>
<td>230</td>
<td>Affiliated Funding Corporation</td>
</tr>
<tr>
<td>606</td>
<td>Air Education and Training Command (AETC) - Air Force</td>
</tr>
<tr>
<td>610</td>
<td>Air Force Installation Contracting Agency (AFICA) Small Business</td>
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<tr>
<td>410</td>
<td>AK Fuquay Construction</td>
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<tr>
<td>Area V</td>
<td>Alamo Area Council of Governments (AACOG) - TXServes</td>
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<tr>
<td>108</td>
<td>Alamo City Black Chamber of Commerce</td>
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<tr>
<td>422</td>
<td>Alamo Colleges</td>
</tr>
<tr>
<td>205</td>
<td>Alamo Regional Mobility Authority</td>
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<tr>
<td>Area V</td>
<td>American GI Forum, National Veterans Outreach Program Inc.</td>
</tr>
<tr>
<td>Area V</td>
<td>American Legion, District 20</td>
</tr>
<tr>
<td>408</td>
<td>Austin Commercial, L.P.</td>
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<tr>
<td>300</td>
<td>AVIS Budget Group, Inc.</td>
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<tr>
<td>208</td>
<td>Bexar County Clerk's Office (DBA: ASSUMED NAMES)</td>
</tr>
<tr>
<td>209</td>
<td>Bexar County Dispute Resolution Center</td>
</tr>
<tr>
<td>214</td>
<td>Bexar County Facilities Management Department</td>
</tr>
<tr>
<td>215</td>
<td>Bexar County Heritage and Parks Department</td>
</tr>
<tr>
<td>Area V</td>
<td>Bexar County Military &amp; Veterans Services</td>
</tr>
<tr>
<td>203</td>
<td>Bexar County Public Works</td>
</tr>
<tr>
<td>201</td>
<td>Bexar County Purchasing Department</td>
</tr>
<tr>
<td>207</td>
<td>Bexar County Sheriff’s Office</td>
</tr>
<tr>
<td>102</td>
<td>Bexar County Small Business and Entrepreneurship Department (SMWBE)</td>
</tr>
<tr>
<td>306</td>
<td>Brooks</td>
</tr>
<tr>
<td>530</td>
<td>Cha Ching! Small Business Strategies</td>
</tr>
<tr>
<td>512</td>
<td>City of San Antonio Aviation</td>
</tr>
<tr>
<td>Area G</td>
<td>City of San Antonio Workshops</td>
</tr>
<tr>
<td>504</td>
<td>City of San Antonio, Economic Development Department</td>
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<tr>
<td>502</td>
<td>City of San Antonio, Finance Department, Purchasing Division</td>
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<tr>
<td>508</td>
<td>City of San Antonio, Transportation &amp; Capital Improvements (TCI) Department</td>
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<tr>
<td>Area F</td>
<td>Contract &amp; Diversity Management System (B2GNow) Workshops</td>
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<tr>
<td>133</td>
<td>CPS Energy</td>
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<tr>
<td>Area V5</td>
<td>CPS Energy Veterans Workshops</td>
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<tr>
<td>616</td>
<td>Cryptologic and Cyber Systems Division</td>
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<tr>
<td>427</td>
<td>Dallas/Fort Worth Minority Supplier Development Council</td>
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<tr>
<td>Area V2</td>
<td>DOD Veterans Workshops</td>
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<tr>
<td>400</td>
<td>Edwards Aquifer Authority</td>
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<td>308</td>
<td>Employees Retirement System</td>
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<td>222</td>
<td>Frost Bank</td>
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<td>GENERAL SERVICES ADMINISTRATION (GSA)</td>
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<tr>
<td>Area V</td>
<td>Good Samaritan Veterans Outreach and Transition Center</td>
</tr>
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<td>100</td>
<td>GOVERNOR’S OFFICE</td>
</tr>
<tr>
<td>115</td>
<td>H-E-B</td>
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<td>402</td>
<td>Hispanic Contractors Association de San Antonio (HCA de SA)</td>
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<td>Industrial Communications</td>
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<td>224</td>
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<tr>
<td>411</td>
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<tr>
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<td>Launch SA</td>
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<td>LCPTREKTRACKER</td>
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<tr>
<td>223</td>
<td>LiftFund</td>
</tr>
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<td>227</td>
<td>Liquid Capital Southwest</td>
</tr>
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<td>104</td>
<td>Lone Star National Bank</td>
</tr>
<tr>
<td>110</td>
<td>Maestro Entrepreneur Center</td>
</tr>
<tr>
<td>Area E</td>
<td>Microsoft – Small Business Programs and Services Workshops</td>
</tr>
<tr>
<td>604</td>
<td>Mission and Installation Contracting Center, JBSA-Fort Sam Houston</td>
</tr>
<tr>
<td>308</td>
<td>National Association of Women Business Owners - San Antonio Chapter (NAWBO-SA)</td>
</tr>
<tr>
<td>210</td>
<td>Office of Albert Uresti, Bexar County Tax Assessor-Collector</td>
</tr>
<tr>
<td>330</td>
<td>Office of the Attorney General</td>
</tr>
<tr>
<td>231</td>
<td>PEOPLEFUND</td>
</tr>
<tr>
<td>301</td>
<td>Port Authority of San Antonio</td>
</tr>
<tr>
<td>114</td>
<td>Quality Services International, LLC</td>
</tr>
<tr>
<td>312</td>
<td>Railroad Commission of Texas</td>
</tr>
<tr>
<td>225</td>
<td>Randolph Brooks Federal Credit Union (RBFCU)</td>
</tr>
<tr>
<td>304</td>
<td>SABUSINESSCALENDAR.COM</td>
</tr>
<tr>
<td>305</td>
<td>San Antonio Housing Authority</td>
</tr>
<tr>
<td>314</td>
<td>San Antonio Independent School District (SAISD)</td>
</tr>
<tr>
<td>526</td>
<td>San Antonio SCORE</td>
</tr>
<tr>
<td>Area V</td>
<td>San Antonio Vet Center -Veterans Affairs</td>
</tr>
<tr>
<td>423</td>
<td>San Antonio Water System</td>
</tr>
<tr>
<td>405</td>
<td>SKANSKA</td>
</tr>
<tr>
<td>Area L</td>
<td>South Central Texas Regional Certification Agency (SCTRCA) Workshops</td>
</tr>
<tr>
<td>309</td>
<td>Southwest Minority Supplier Development Council (SMSDC)</td>
</tr>
<tr>
<td>406</td>
<td>SpawGlass Contractors, Inc.</td>
</tr>
<tr>
<td>105</td>
<td>Spectrum</td>
</tr>
<tr>
<td>101</td>
<td>SPURS Sports &amp; Entertainment</td>
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<tr>
<td>Booth</td>
<td>Agency/Company/organization</td>
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<tr>
<td>Area J</td>
<td>State of Texas HUB Programs Workshop</td>
</tr>
<tr>
<td>413</td>
<td>Sundt Davila / A Joint Venture</td>
</tr>
<tr>
<td>324</td>
<td>Tarleton State University (A member of the Texas A&amp;M System)</td>
</tr>
<tr>
<td>404</td>
<td>Tejas Premier Building Contractor Inc.</td>
</tr>
<tr>
<td>323</td>
<td>Texas A&amp;M Engineering Experiment Station</td>
</tr>
<tr>
<td>322</td>
<td>Texas A&amp;M International University</td>
</tr>
<tr>
<td>323</td>
<td>Texas A&amp;M Transportation Institute</td>
</tr>
<tr>
<td>322</td>
<td>Texas A&amp;M University - San Antonio</td>
</tr>
<tr>
<td>325</td>
<td>Texas A&amp;M University-Kingsville</td>
</tr>
<tr>
<td>Area J</td>
<td>Texas Comptroller of Public Accounts</td>
</tr>
<tr>
<td>310</td>
<td>Texas Department of Criminal Justice</td>
</tr>
<tr>
<td>307</td>
<td>Texas Department of Housing &amp; Community Affairs</td>
</tr>
<tr>
<td>Area H</td>
<td>Texas Department of Information Resources (DIR) Workshops</td>
</tr>
<tr>
<td>328</td>
<td>Texas Department of Insurance</td>
</tr>
<tr>
<td>310</td>
<td>Texas Department of Motor Vehicles</td>
</tr>
<tr>
<td>Area I</td>
<td>Texas Department of Transportation (TXDOT) - Civil Rights Division Workshops</td>
</tr>
<tr>
<td>327</td>
<td>Texas Facilities Commission</td>
</tr>
<tr>
<td>330</td>
<td>Texas Higher Education Coordinating Board</td>
</tr>
<tr>
<td>425</td>
<td>Texas Historical Commission</td>
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<td>329</td>
<td>Texas Legislative Council</td>
</tr>
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<td>Texas Lottery Commission</td>
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<tr>
<td>425</td>
<td>Texas Medical Board</td>
</tr>
<tr>
<td>Area V</td>
<td>Texas Veterans Commission (TVC)</td>
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<td>Area V</td>
<td>Texas Veterans Commission (TVC) - Veterans Employment Services (VES)</td>
</tr>
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<td>206</td>
<td>The Center for Health Care Services</td>
</tr>
<tr>
<td>409</td>
<td>The Surety Association of South Texas</td>
</tr>
<tr>
<td>315</td>
<td>The Trade Group</td>
</tr>
<tr>
<td>125</td>
<td>The University of Texas at Arlington HUB Program</td>
</tr>
<tr>
<td>131</td>
<td>The University of Texas at Austin</td>
</tr>
<tr>
<td>129</td>
<td>The University of Texas System Administration - HUB Programs</td>
</tr>
<tr>
<td>407</td>
<td>The Whiting-Turner Contracting Company</td>
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<tr>
<td>331</td>
<td>Travis County HUB</td>
</tr>
<tr>
<td>414</td>
<td>Turner Construction</td>
</tr>
<tr>
<td>608</td>
<td>U.S. Air Force, AMIC DET 2</td>
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<tr>
<td>618</td>
<td>U.S. Department of Labor: Wage and Hour Division</td>
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</tbody>
</table>
PROGRAM UPDATE: The Small Business & Entrepreneurship Dept. (SBED) is committed to improving the capacity of AABEs to compete for County work. Capacity Building Program Coordinator Shantana Robinson and DBE Contract Compliance Coordinator Torence White meet with AABEs face-to-face to find out more about their businesses. The meetings provide opportunities to gather information on the challenges and concerns of the business owners, as well as a place to provide them information on competing for County work, including information on obtaining business designations such as African-American Business Enterprise (AABE), Historically Underutilized Business (HUB), and Disadvantaged Business Enterprise (DBE).

By meeting one-on-one with AABEs allows SBED staff to make connections, understand their challenges firsthand, and lets them know what information to provide them with or services to connect them to. It lets business owners connect to opportunities by making them aware of events where opportunities might be available or the latest projects that are up for bid. SBED can share knowledge and insights that business owners may not have been given otherwise.

Shantana and Torence have met in-person with 172 African-American business owners from October 2017 to October 2018 and with more meetings scheduled, the number is only going up.

Through the African-American Business Initiative, SBED is addressing concerns identified at the start of the program as well as new and evolving concerns that can be addressed.

Where Are AABEs Located?
In addition to meeting with AABEs, SBED has created an interactive online map of African-American owned businesses using ArcGIS, a web-based mapping program that shows the location of AABEs and information on their businesses. There are over 1,100 businesses on the map, with businesses ranging from retail to professional services. The list is in the process of being updated to include newly identified or formed businesses and to update information on existing ones. The interactive map makes it easy to identify the type of business you’re looking for using the search bar above to find an address or place, or by using filters based on business certification / designation and by commodity code. Certifications as an AABE, Disadvantaged Business Enterprise (DBE), Woman-owned Business Enterprise (WBE), Historically Underutilized Business (HUB), and more are listed here, and can be filtered using the brown “Filter by Certification(s)” button at the bottom. If you’re looking to filter by commodity code, use the gray “Filter by Commodity Code” button next to the certification filter.

Recognition
At the Associated General Contractors of America (AGC) 100th Annual National Convention in New Orleans, the San Antonio Chapter received the first-ever Chapter Diversity & Inclusion Award, which was created to honor those who promoted diversity and inclusion within the chapter’s leadership, membership, programs and events. The San Antonio chapter’s work with the Black Contractors Association (BCA) and partnership with Bexar County on the “Basics” of Construction Program and the Mentor/Protégé Program were reasons that they were recognized with this honor.

“The Chapter’s commitment to diversity and inclusion began 13 years ago in partnership with Bexar County,” says McMurray. “The team visited Portland, Oregon to learn more about The Stempel Plan, which serves as the foundation for a very successful Mentor/Protégé Program.” The AGC/Bexar
County Basics of Construction Training Program is a ten-session educational program designed to assist small business contractors in understanding the basic elements of running a commercial construction business. The sessions included elements of running a successful construction business, project scheduling, financial management, understanding contracts and more. Once firms complete the Basics Program they are eligible for the Mentor Protégé Program. To date 155 firms have completed the Basics Program. Next class is scheduled to start in February 2019.

If you are interested in getting your business listed on the AABE map, or if you need to update an existing business, visit www.bexar.org/aabei. There, business owners and stakeholders can find online forms to submit new businesses or to request changes to an existing one. The site also hosts more information on the African-American Business Enterprise Initiative and contact information for SBED staff.

Bexar County’s 2017 UTSA AABE Survey identified a gap in availability and capacity of African American owned businesses in the Alamo region. Because of the survey recommendations, the County’s Small Business and Entrepreneurship Department has created the African American Business Enterprise Initiative (AABEI) to help stimulate local outreach, economic growth, and development. The county’s AABEI Initiative has established a new and innovative program that provides education, training, access to bids, contract monitoring, and compliance.

The “Acceleration Connection” provides access to programs and information designed to help build the Capacity of AABEs and allows firms to directly connect with County staff:
- Access to solicitations and bid awards
- Register for educational programs
- Request appointments
- Calendar of events
- Provide feedback
- Ask questions

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- Access to solicitations and bid awards
- Register for educational programs
- Request appointments
- Calendar of events
- Provide feedback
- Ask questions

Connect with us in person, over the phone or online to “Accelerate the Connection” today - We can meet in our office or at your business!

Schedule an appointment with our Capacity-Building Program Coordinator Shantana Robinson by phone or online 24/7!

(210) 335-0709
shantana.robinson@bexar.org
www.bexar.org/AABEI

SMWBE Director Renee Watson receiving the AGC Chapter Diversity & Inclusion Award
PARTNERS AND SUPPORTERS:

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 N. Wolff, Pct. 3
Commissioner Tommy Calvert, Pct. 4
David Smith, County Manager

BEXAR COUNTY COMMUNITY ARENAS BOARD
Mr. Gary Telle, Chair
Mr. Fernando Reyes, Vice Chair
Mr. Rudy Rodriguez, Member
Mr. Johnny Guerra, Member
Ms. Cindy Gabriel, Member
Mr. Derrick Howard, Executive Director

SMWBE ♥ Volunteers!
Crystal Darby, Volunteers Director

SAVE THE DATE!
SMWVBO 2019
Wednesday, December 11, 2019
Sponsorships and Exhibit Space are Now Available!
(Must have Contracting Opportunities for SMWBE/DBE/HUB)

Questions or for more information, e-mail to rwatson@bexar.org or call 210.335.2478

Program layout provided by
GalanGraphix.co | San Antonio, Texas
Thank you for attending our 18th Annual Small, Minority Women and Veterans Business Conference. Bexar County is committed throughout the year to increasing the involvement of SMWVBE/DBE/HUB in the local, regional and National economies. It is the intent of the County to afford SMWVBE/DBE/HUB a fair opportunity to compete for all Bexar County contracts. Be sure to visit the Bexar County Offices and Departments that are represented in the Exhibit Hall.

Our staff can assist you with connecting, training opportunities and business development.

Acceleration Connection
We can help you obtain:
- Bid applications and websites for Bexar County Offices & Departments and other local, state, federal and private sector organizations
- Sources for bid posting and historical data
- Sources for small, minority, veteran, disabled and women owned business listings
- Construction and Professional Associations
- Trade and Industry Groups
- Networking Calendar

Starting your business?
We can help you locate:
- Taxes and Permits Information
- Licenses and Forms
- Training programs and classes
- Technical service providers to help you get started

GETTING REGISTERED WITH BEXAR COUNTY
(Lawson / CDMS Training) will be held twice a day on:

<table>
<thead>
<tr>
<th>Date</th>
<th>Time</th>
<th>Location</th>
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<tbody>
<tr>
<td>January 10th</td>
<td>9am to 11am OR 2pm to 4pm</td>
<td>Bexar County Records Center</td>
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<tr>
<td>February 14th</td>
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<tr>
<td>March 14th</td>
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<td>April 25th</td>
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<td>May 16th</td>
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<tr>
<td>June 13th</td>
<td>9am to 11am OR 2pm to 4pm</td>
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TITLE VI NONDISCRIMINATION POLICY STATEMENT
Bexar County, as a recipient of Federal financial assistance and under Title VI of the Civil Rights Act of 1964 and related statutes, ensures that no person shall be subject to discrimination under any Department programs or activities.

More information on our website events calendar: www.bexar.org/smwbe

Bexar County Small Business & Entrepreneurship Department
101 W. Nueva, Suite 112 | San Antonio, Texas, 78204 | 210-335-2478