

# 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

Your SBED Team



### 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

**VETERANS**  
Business and Resource Center

Sponsored by  
**cps ENERGY**

**JOIN US!**  
Billions of Dollars in Contract Opportunities!



**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





# 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!

**W**elcome 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

## Program Description

### Exhibit Hall A Entry Corridor Workshops

Session Times: 10:00 a.m. , 11:00 a.m. & 2:00 p.m.

Workshop Room A	UTSA IED SBDC - The Science Behind Play & Profit
Workshop Room B	UHS - Doing Business with the Healthcare Industry <b>(10:00 AM ONLY)</b>
Workshop Room C	UTSA IED PTAC - Federal/State/Local Contracting Opportunities

## Program Description

### Hall B Exhibit Floor Briefings

Session Times: 10:00 a.m. , 11:00 a.m. & 2:00 p.m.

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

## Workshop Description

### VETERANS Area inside Exhibit Hall B CPS Energy Veterans Resource Center

Session Times: 10:00 a.m. , 11:00 a.m. & 2:00 p.m.

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



(AREA V4)

# VETERANS BUSINESS & RESOURCE CENTER



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

SHEENA LITTLE, 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





# VETERANS

## BUSINESS & RESOURCE CENTER

### (Area V3)

#### 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

### (Area V4)

#### 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





# VETERANS BUSINESS CENTER

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)  
 Chase Veteran Business Development Program

## WORKSHOPS

(Area V5)

### 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.

# WORKSHOPS (Rooms A, B & C)

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

## Room A

### The Science Behind Play & Profit

UTSA SBDC

10:00 – 10:45am, 11:00 – 11:45am,  
2:00 – 2:45pm

Institute for  Economic Development  
The University of Texas at San Antonio



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



## Microsoft Technology Center

(Area E)

### 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!**

## (Area D)

### 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

## (Area F)

### 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

## (Area G)

### 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



CITY OF SAN ANTONIO  
**ECONOMIC DEVELOPMENT DEPARTMENT**

#### (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:

#### COSA Vendor Support for the Central Vendor Registry

– David DeLaGarza, Fiscal Operations Manager, Finance Department & Simon DeLaGarza, Financial Operations Specialist, Finance Department

#### COSA Small Business Programs (How the City helps S/M/WBEs)

– 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.

**(Area H)**

**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

**(Area I)**

**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.

**(Area J)**

**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.

**(Area K)**

**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

**(Area L)**

**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

**(Booth 530)**

**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



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

# Exhibit Floor Briefing Areas

U.S. Small Business Administration (SBA) [www.sba.gov](http://www.sba.gov)



U.S. Small Business  
Administration

## (Area N)

### **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 Hudpseth - Lender Relations Specialist

#### **WORKSHOP TIME(S):**

10:00 - 10:30 am  
11:00 - 11:30 a.m.  
2:00 - 2:45 p.m.

## (Area O)

### **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

#### **WORKSHOP TIME(S):**

9:30 - 10:00 am  
10:30 - 11:00 am  
11:30 - 12:00 p.m.  
2:30 - 3:00 p.m.



# 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)
- 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)
- 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)

## 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](mailto: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.*

[www.bexar.org/smwbe](http://www.bexar.org/smwbe)



# 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



# CONFERENCE EXHIBITORS

BOOTH	AGENCY/COMPANY/ORGANIZATION	BOOTH	AGENCY/COMPANY/ORGANIZATION
620	502D Contracting Squadron	329	Employees Retirement System
229	ACCENTURE Federal Services	222	Frost Bank
230	Affiliated Funding Corporation	600	GENERAL SERVICES ADMINISTRATION (GSA)
606	Air Education and Training Command (AETC) - Air Force	Area V	Good Samaritan Veterans Outreach and Transition Center
610	Air Force Installation Contracting Agency (AFICA) Small Business	100	GOVERNOR'S OFFICE
410	AK Fuquay Construction	115	H-E-B
Area V	Alamo Area Council of Governments (AACOG) - TXServes	402	Hispanic Contractors Association de San Antonio (HCA de SA)
108	Alamo City Black Chamber of Commerce	211	Industrial Communications
422	Alamo Colleges	224	Jefferson Bank
205	Alamo Regional Mobility Authority	411	JOERIS General Contractors, LTD
Area V	American GI Forum, National Veterans Outreach Program Inc.	500	Launch SA
Area V	American Legion, District 20	311	LCPTRACKER
408	Austin Commercial, L.P.	223	LiftFund
300	AVIS Budget Group, Inc.	227	Liquid Capital Southwest
208	Bexar County Clerk's Office (DBA: ASSUMED NAMES)	104	Lone Star National Bank
209	Bexar County Dispute Resolution Center	110	Maestro Entrepreneur Center
214	Bexar County Facilities Management Department	Area E	Microsoft - Small Business Programs and Services Workshops
215	Bexar County Heritage and Parks Department	604	Mission and Installation Contracting Center, JBSA-Fort Sam Houston
Area V	Bexar County Military & Veterans Services	308	National Association of Women Business Owners - San Antonio Chapter (NAWBO-SA)
203	Bexar County Public Works	210	Office of Albert Uresti, Bexar County Tax Assessor-Collector
201	Bexar County Purchasing Department	330	Office of the Attorney General
207	Bexar County Sheriff's Office	231	PEOPLETUND
102	Bexar County Small Business and Entrepreneurship Department (SMWBE)	301	Port Authority of San Antonio
306	Brooks	114	Quality Services International, LLC
530	Cha Ching! Small Business Strategies	312	Railroad Commission of Texas
512	City of San Antonio Aviation	225	Randolph Brooks Federal Credit Union (RBFUCU)
Area G	City of San Antonio Workshops	304	SABUSINESSCALENDAR.COM
504	City of San Antonio, Economic Development Department	305	San Antonio Housing Authority
502	City of San Antonio, Finance Department, Purchasing Division	314	San Antonio Independent School District (SAISD)
508	City of San Antonio, Transportation & Capital Improvements (TCI) Department	526	San Antonio SCORE
Area F	Contract & Diversity Management System (B2GNow) Workshops	Area V	San Antonio Vet Center -Veterans Affairs
133	CPS Energy	423	San Antonio Water System
Area V5	CPS Energy Veterans Workshops	405	SKANSKA
616	Cryptologic and Cyber Systems Division	Area L	South Central Texas Regional Certification Agency (SCTRCA) Workshops
427	Dallas/Fort Worth Minority Supplier Development Council	309	Southwest Minority Supplier Development Council (SMSDC)
Area V2	DOD Veterans Workshops	406	SpawGlass Contractors, Inc.
400	Edwards Aquifer Authority	105	Spectrum
		101	SPURS Sports & Entertainment

# CONFERENCE EXHIBITORS

BOOTH	AGENCY/COMPANY/ORGANIZATION	BOOTH	AGENCY/COMPANY/ORGANIZATION
Area J	State of Texas HUB Programs Workshop	Area K	U.S. DOT Gulf Region Small Business Transportation Resource Center (SBTRC) Workshops
413	Sundt Davila / A Joint Venture	Area M	U.S. Small Business Administration (SBA)
324	Tarleton State University (A member of the Texas AandM System)	Area V1	U.S. Small Business Administration (SBA) Veterans Workshops
404	Tejas Premier Building Contractor Inc.	Area N	U.S. Small Business Administration (SBA) Workshops
323	Texas AandM Engineering Experiment Station	Area O	U.S. Small Business Administration (SBA) Workshops
322	Texas AandM International University	522	U.S. Small Business Administration, Office of Government Contracting Area V
323	Texas AandM Transportation Institute	602	U.S. State Department - OSDDBU
322	Texas AandM University - San Antonio	Room A	UHS Healthcare Systems Workshop
325	Texas A&M University-Kingsville	204	University Health System Capital Improvements (Facilities)
Area J	Texas Comptroller of Public Accounts	200	University Health System Purchasing
310	Texas Department of Criminal Justice	202	University Health System Supplier Diversity
307	Texas Department of Housing & Community Affairs	123	University of Texas at Dallas
Area H	Texas Department of Information Resources (DIR) Workshops	111	University of Texas at San Antonio
328	Texas Department of Insurance	127	University of Texas at Tyler
310	Texas Department of Motor Vehicles	127	University of Texas Medical Branch (UTMB) Health - Galveston
Area I	Texas Department of Transportation (TXDOT) - Civil Rights Division Workshops	123	University of Texas Rio Grande Valley
Area I	Texas Department of Transportation (TXDOT) - San Antonio District Workshops	Area V	University of Texas Rio Grande Valley - Veterans Business Outreach Center (VBOC)
327	Texas Facilities Commission	107	UT Health San Antonio
330	Texas Higher Education Coordinating Board	109	UTHEALTH
425	Texas Historical Commission	130	UTSA Institute for Economic Development (IED) MBDA Business Center
329	Texas Legislative Council	130	UTSA Institute for Economic Development (IED) Alamo Manufacturing Partnership (AMP)
424	Texas Lottery Commission	124	UTSA Institute for Economic Development (IED) Procurement Technical Assistance Center (PTAC)
425	Texas Medical Board	128	UTSA Institute for Economic Development (IED) San Antonio Small Business Development Center (SBDC)
Area V	Texas Veterans Commission (TVC)	Area V3	UTSA PTAC Veterans Workshops
Area V	Texas Veterans Commission (TVC) - Veterans Employment Services (VES)	Room C	UTSA PTAC Workshops
206	The Center for Health Care Services	Room B	UTSA SBDC Workshops
409	The Surety Association of South Texas	Area V4	VAS MAKE THE CONNECTION Veterans Workshops
315	The Trade Group	Area V	VET CENTER _DEPT. OF VETERANS AFFAIRS
125	The University of Texas at Arlington HUB Program	401	VIA Metropolitan Transit
131	The University of Texas at Austin	412	Virtual Builders Exchange, LLC
129	The University of Texas System Administration - HUB Programs	228	WOODFOREST National Bank
407	The Whiting-Turner Contracting Company	Area D	WORKFORCE SOLUTIONS ALAMO Workshops
331	Travis County HUB	415	Zachry Construction Corporation JBSA-Fort Sam Houston
414	Turner Construction		
608	U.S. Air Force, AMIC DET 2		
618	U.S. Department of Labor: Wage and Hour Division		



## African American Business Enterprise Initiative

# “Building Capacity & Making Connections”

**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.

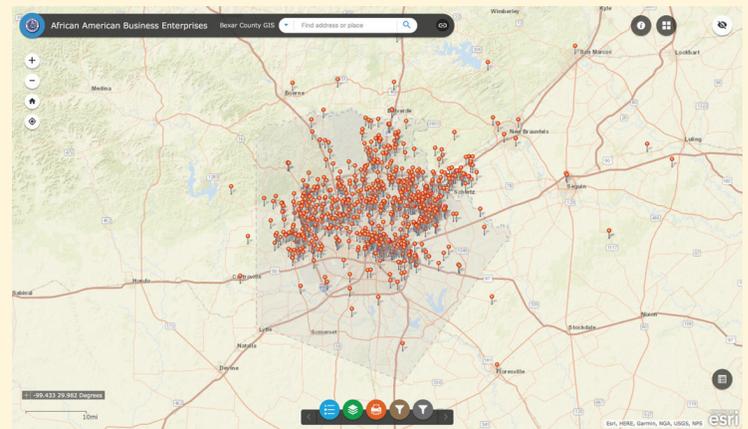
Shantana and Torence have met in-person with 172 African-American business owners from October 2017 to October 2018 and with more meetings scheduled, the number is only going up.

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

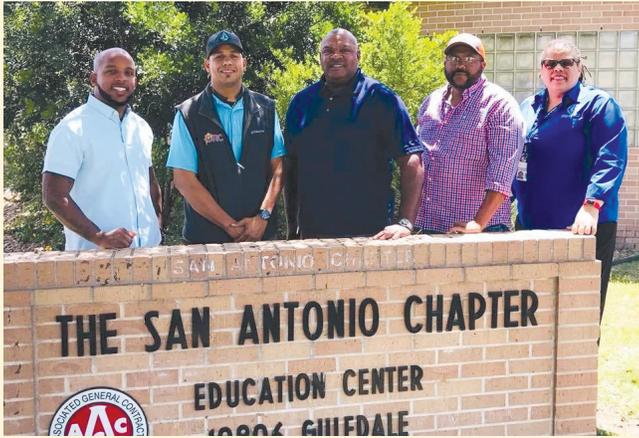
existing ones. The interactive map makes it easy to identify the type of business you're looking for using the search bar above to find an address or place, or by using filters based on business certification / designation and by commodity code. Certifications as an AABE, Disadvantaged Business Enterprise (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 McMurry. “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



Members of the Black Contractor Association that are part of the Mentor Protégé Class 2018

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](http://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.



SMWBE Director Renee Watson receiving the AGC Chapter Diversity & Inclusion Award



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 AABE 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

### "Acceleration Connection"

- ▶ Information on Registering as a vendor and doing business with Bexar County
- ▶ Directories of African-American Businesses for connecting prime, subcontractors, sub-suppliers, and subconsultants
- ▶ Demographics of African-American Businesses in the Bexar County region
- ▶ County and other stakeholder Resources
- ▶ News & Bexar County events
- ▶ Face-to-face meetings with County staff
- ▶ Training on how to search and submit bids
- ▶ Training on how to track payments
- ▶ Referrals to partners for business assessment and counseling
- ▶ Information & recommendations from the Bexar County UTSA AABE Survey

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](mailto:shantana.robinson@bexar.org)

[www.bexar.org/AABEI](http://www.bexar.org/AABEI)

**SMWBE** XCEL

"Linking Your Business to Opportunities for Acceleration"



BEXAR ★ COUNTY

# BUSINESS CONFERENCE



## PARTNERS AND SUPPORTERS:

Alamo City Black Chamber of Commerce, Bexar County Clerk Gerry Rickhoff, Bexar County Commissioners Court, Bexar County Community Arenas Board, Bexar County Constable Precinct Four Stan Ramos, 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, Edwards Aquifer Authority, Fair Contracting Coalition, Ft. Sam Houston – Joint Base San Antonio, San Antonio Chamber of Commerce, Hispanic Contractors Association de San Antonio, LiftFund, 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 LGBT Chamber of Commerce, San Antonio Housing Authority, San Antonio Independent School District, San Antonio River Authority, San Antonio Women’s Chamber of Commerce, SCORE, South San Antonio Chamber of Commerce, University of Texas at San Antonio, UHS Board of Managers, University of Phoenix, UT System, West San Antonio Chamber of Commerce, Women’s Business Enterprise Alliance and Workforce Solutions Alamo



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!



## 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 SMWVBE/DBE/HUB)*

Questions or for more information, e-mail to  
[rwatson@bexar.org](mailto:rwatson@bexar.org) or call **210.335.2478**

Program layout provided by

  **GALANGRAPHIX**

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# BEXAR COUNTY Small Business & Entrepreneurship Department

## “Linking Your Business to Opportunity for Acceleration”

**T**hank 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.



**Renee Watson**

[rwatson@bexar.org](mailto:rwatson@bexar.org)  
BBA, MPA, MCCA

Small Business & Entrepreneurship Department  
Director / SMWBE Program  
DBE Liaison / Title VI Coordinator

**Sign up at SMWBE  
Office & Programs  
Booth #102**

**“Meet the Buyer” Sessions**  
March 21, 9am - 12pm  
June 20, 9am - 12pm

**LOCATION:**  
Bexar County  
Elections Center  
1103 S Frio St.

### 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:

January 10th                      9am to 11am OR 2pm to 4pm

February 14th

March 14th

April 25th

May 16th

June 13th

Bexar County Records Center  
232 Iowa Street



Shantana Robinson



James Massey



Torence White



Brian Willeford



Amparo Arriaga

**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 on the grounds of race, religion (where the primary objective of the financial assistance is to provide employment per 42 U.S.S. § 2000dd3), color, national origin, sex, age or disability be excluded from participation in, be denied the benefits of, or otherwise be subjected to discrimination under any Department programs or activities.

More information on our website events calendar: [www.bexar.org/smwbe](http://www.bexar.org/smwbe)

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