

**Bexar County  
Small Business &  
Entrepreneurship Dept.**

**SMWBE***XCEL*  
*"Linking Your Business To Opportunities for Acceleration!"*

**African-American Business  
Enterprise Initiative  
Stakeholders Report**



**Bexar County Disparity &  
Availability Study:  
Moving Forward**



**The SMWBE Connection**

**Summer 2019**



County Clerk  
Lucy Adame-Clark

**New County Leaders  
Encouraging  
SMWBE Success**



Precinct 2 Commissioner  
Justin Rodriguez

**BEXAR★COUNTY**  
**BUSINESS  
CONFERENCE**

COMMODITIES ★ SERVICES ★ CONSTRUCTION

**Feature:  
2018 Bexar County  
Business Conference  
Report**



Bexar County  
Commissioners Court

County Judge  
Nelson W. Wolff

Commissioner, Pct. 1  
Sergio "Chico" Rodriguez

Commissioner, Pct. 2  
Justin Rodriguez

Commissioner, Pct. 3  
Kevin A. Wolff

Commissioner, Pct. 4  
Tommy Calvert

County Manager  
David Smith

SMWBE Program  
Advisory Committee

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## Director's Message

The Bexar County Small Business & Entrepreneurship Dept. has been working hard. In addition to the efforts we have made with the African-American Business Enterprise Initiative and the #BidAlerts program, SBED has been working diligently to prepare for the 2019 Disparity & Availability Study. This study will help the County in our efforts to ensure nondiscrimination in the solicitation and award of contracts to Small, Minority, and Women-owned Business Enterprises (SMWBE) in Bexar County.



We are always looking for initiatives to increase SMWBE / DBE / HUB participation in Bexar County procurement opportunities. To keep up with everything our department is doing, follow us on our social media channels and website, [www.bexar.org/sbed](http://www.bexar.org/sbed).

Renee Watson, BBA, MPA, ECMCA  
Director, Small Business & Entrepreneurship Dept.  
Title VI Coordinator & DBE Liaison

*"We are an action-oriented team dedicated to linking SMWBE/DBE/HUB to opportunities that will ensure success in the government marketplace and the private sector"*

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## Bexar County Disparity & Availability Study Fact Sheet

Bexar County seeks to determine the status of opportunities for small, minority, and women-owned businesses (SMWBE) to participate in county contracts and undertake all necessary and affirmative steps to ensure that such businesses are afforded equal opportunity for participation. To that end, the County is in the process of hiring a consultant or a team of consultants to conduct a Disparity & Availability Study that:

- 1) Examines what, if any, barriers may be adversely affecting the participation of SBEs, MBEs, WBEs and DBEs in contracts and purchase orders issued by the County;
- 2) Identifies the availability of SBE, MBE, WBE and non-MBE contractors and vendors and DBEs and non-DBEs that are qualified, ready, willing, able and have the capacity to do business with the County in the relevant geographic marketplace area, calculated for each racial, ethnic, gender and small business group;
- 3) Analyzes the contracting and procurement data of the County to determine the solicitation and respective utilization of SBEs, MBEs, WBEs and DBEs;
- 4) Determines the extent to which any identified disparities in the utilization of available SBEs, MBEs, WBEs and DBEs by the County are attributable to discrimination;
- 5) Proposes measures and programs, and ranks anticipated efficacy of those measures and programs to remedy the effects of any discrimination identified, and to reduce or eliminate any other relevant geographic marketplace barriers that adversely affect the contract and purchase order participation of such SBEs, MBEs, WBEs and DBEs.

The County desires to undertake the Disparity and Availability Study with a fast track completion schedule. The successful Respondent will determine the availability of qualified, ready, willing and able SBEs, MBEs, WBEs and DBEs to participate in County contracts and purchase orders.

# County Clerk Lucy Adame-Clark Making It Easier to Start and Register a Business

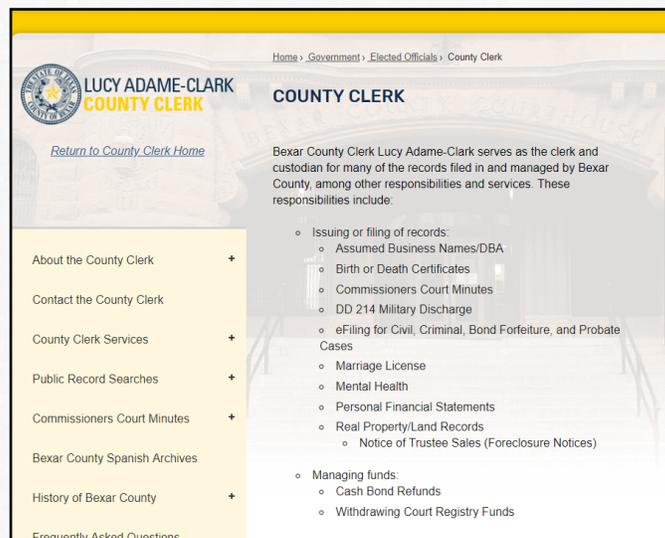


Lucy Adame-Clark has wasted no time in modernizing the Bexar County Clerk’s office with new processes, a new website, and more.

Adame-Clark is the first Latina and the first woman ever elected as Bexar County Clerk. She brings more than 21 years of experience and continued education from the Bexar County Sheriff’s Office. Lucy’s goals include to efficiently preserve and restore all County records & Spanish Archives, launch satellite offices, facilitate County Clerk processes, update restoration of records, and establish community outreach about the Bexar County Clerk’s Office.

With these improvements, the county Clerk’s office has also increased partnerships with the Small Business & Entrepreneurship Department, having valuable information to new business owners in the same place they obtain their Assumed Name and start their first steps toward their business.

In addition to Assumed Names, Bexar County Clerk’s Offices provides a number of services for recording various records, requesting copies of records, e-filing for court cases, and the withdrawing of funds from cash bonds and the court registry.



The County Clerk is located in the Paul Elizondo Tower, 101 W. Nueva, Suite 104. The County Clerk office can be reached by phone at (210) 335-2216 or online at <https://www.bexar.org/2946/County-Clerk>

## Commissioner Justin Rodriguez Working to Improve Economic Opportunities



Commissioner Justin Rodriguez is committed to increasing the involvement of local small, women, minority, and veteran-owned business enterprises (SWMBE) in Bexar County's procurement process. He recognizes the benefits of having a diverse vendor base that is reflective of our local community and believes Bexar County should continue to build upon our diversity & inclusion business for more inclusionary practices and policies.

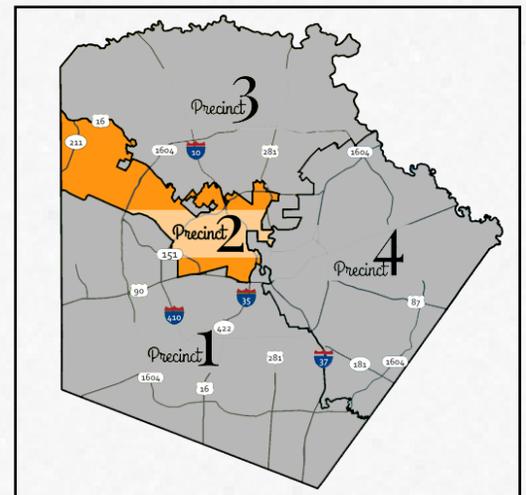
Commissioner Rodriguez is committed to supporting the Bexar County Small Business and Entrepreneurship department in their efforts to identify, build relationships with, and increase SWMBE participation in the procurement process to promote equity, economic growth and sustainability.

Precinct 2 stretches from the north side of downtown through western San Antonio and out through parts of Helotes. This area is home to nearly 40,000 business entities and employers, from small shops to large corporations. Commissioner Rodriguez, who was appointed after the passing of longtime County Commissioner Paul Elizondo, has a record of supporting businesses and championing economic opportunities for Bexar County residents.

Born and raised on the west side of San Antonio, Commissioner Rodriguez has a strong commitment to the community that he comes from. After earning a Bachelor's Degree from the University of the Incarnate Word, he went on to earn his Law degree from the University of Wisconsin-Madison.

His career in public service began as a juvenile prosecutor for the Bexar County District Attorney's Office. Then, he was elected to the Board of Trustees of the San Antonio Independent School District. After serving on the SAISD board for three years, Rodriguez was elected to City Council representing District 7 from 2007-2011.

In 2012, Rodriguez was elected to the Texas House of Representatives. He served three full terms as State Representative for House District 125, and was re-elected in 2018. On January 4, 2019, Rodriguez was appointed to the Bexar County Commissioners Court.



To contact the office of Commissioner Justin Rodriguez or schedule an appointment, you can call (210) 335-2612.



The Bexar County African-American Business Enterprise Initiative (AABEI) provides access to programs and information designed to help AABEs build capacity and connect directly with County staff.

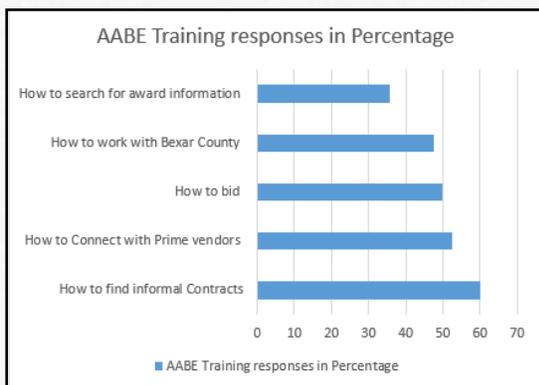
### Bexar County AABE Stakeholders Report

The Small Business & Entrepreneurship Dept. (SBED) continues to be committed to improving the capacity of AABEs to compete for County work. With 288 meetings to date, the initiative is having an impact in the community. According to results of the follow-up inquiry sent out to 161 AABEs 46% created a Bexar County supplier portal profile after their meeting. Capacity Building Program Coordinator Shantana Robinson and DBE Contract Compliance Coordinator Torence White have done outreach to the AABEs in the portal to make sure they are aware of events and training opportunities to grow their business. The initiative continues to expose AABEs on how to compete 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).

The initiative has also updated the AABEI GIS map for the spring, so all updated AABEs in the directory are at your fingertips. Check the GIS map out at [www.bexar.org/AABEI/](http://www.bexar.org/AABEI/)

### Spring Program Update

At the beginning of 2019 the Small Business and Entrepreneurship Department sent out a follow up inquiry to 161 AABEs that the department had met with over the past year. These business owners gave excellent feedback to show how they have progressed since their meeting with the SBED department, 47% wanted to schedule a follow-up meeting.



Resource Partner	Percent of Utilization
UTSA PTAC	36.5%
LiftFund	27%
UTSA SBDC	22%
Launch SA	19.5%

## Expanding the Message

SBED has increased its outreach toolbox to include social media, a newly redesigned Virtual Business Center, print advertising, radio interviews, and local resource guides to boost our reach to new business owners, entrepreneurs, and those thinking of starting a new business.

New outreach methods such as using Global Information Systems (GIS) maps to show where existing AABEs are at and using targeted media outlets such as the San Antonio Observer and the Black Book Directory to reach new businesses have shown great results.

“Through these new outreach methods, we hope to reach businesses and entrepreneurs that may not know we exist,” says SBED Director Renee Watson. “Once they know there are resources out there to help, they can use them to start and / or grow.”

Event	Date Held & AABE Attendance
Financial Management for your Small Business	August 24, 2017 - 15 AABEs in attendance
Briefing Hosted by County Judge Nelson Wolff and Precinct 4 Commissioner Tommy Calvert	September 14, 2017 - 43 AABEs in attendance
Acceleration Connection Breakfast	November 15, 2017 - 34 AABEs in attendance
Bexar County SMWVBO Conference 2017	December 5, 2017 - 100s of AABEs in attendance
Alamo City Black Chamber “How to do Business with the County”	February 2, 2018 - 26 AABEs in attendance
Using Technology to Grow Your Business	May 3, 2018 - 16 AABEs in attendance
Bexar County & UTSA PTAC Matchmaking	June 19, 2018 - 28 AABEs in attendance
Bexar County SMWVBO Conference 2018	December 5, 2018 - 100s of AABEs in attendance



For more information on the African-American Business Enterprise Initiative, visit our website at [www.bexar.org/AABEI](http://www.bexar.org/AABEI) or contact the AABEI team to schedule an appointment:

**Shantana Robinson, DBA, MBA**  
 (210) 335-0709  
[shantana.robinson@bexar.org](mailto:shantana.robinson@bexar.org)

**Torence White, MBA, CCA**  
 (210) 335-0678  
[white.torence@bexar.org](mailto:white.torence@bexar.org)

## #BidAlerts and Social Media: Increasing Bid Submissions With A Hashtag

The Small Business & Entrepreneurship Dept. is always looking for innovative and creative ways to increase our outreach and get more business owners to bid on County contracts or register as a supplier. One of these tools that have been effective is our social media channels and our hashtag campaign, #BidAlerts.

Since starting the #BidAlert posts in October of 2017, there have been 100 alerts that have gone out. These solicitations have as much variety as the businesses that bid on them, ranging from heavy equipment repair and drainage work to marketing and accounting needs.

The response on social media has had a major impact on small, minority, and women business owners seeing active formal solicitations. Since the start of the program, we have had more than 40,000 impressions over the 100 bid alerts we have posted.

“By posting to multiple outlets at once, we allow business owners to follow us and find the information they need on the platform they choose,” says SMWBE Analyst Brian Willeford. “The goal is to make it easier and make businesses more aware of the opportunities, and we have done a great job at that.”

Using a variety of social media channels, #BidAlert posts are seen by a wide range of business owners, resource partners, organizations, and individuals that may be unaware of the opportunity otherwise.



Platform	Facebook	Twitter	Instagram	Total
Impressions	17,543	19,140	4,830	41,513
Likes, Comments & Shares	554	196	167	917
Link / Post Clicks	643	95	*Instagram does not allow external links	738

Impressions represent the number of times a user on the platform had the post come up on their feed. Likes & comments are great indicators of people interacting with the post, and link clicks are people that actually visited the linked site, [www.bexar.org/businesswithbexar](http://www.bexar.org/businesswithbexar)

2018 saw a record number of new businesses register to do business with Bexar County, with 880 businesses now registered. That is a 8.3% increase from the fiscal year of 2017, from 5,953 to 6833.

In addition to setting records with the number of registrants, we also saw a substantial increase in the number of submissions per bid opportunity. In 2016, before #BidAlerts started, we had 58 bids with a total of 212 responses - an average of 3.66 responses per bid. In FY2017, we had 44 events with 175 responses – an average of 3.98 responses per bid. In 2018, once #BidAlerts was in full swing, there were 37 events with 176 responses – an average of 4.76 responses. That represents a full extra bid per opportunity compared to the years before!

**2016: 3.66% Average Bid Responses**  
**2017: 3.98% Average Bid Responses**  
**2018: 4.76% Average Bid Responses**

“Using the #BidAlerts initiative, we have increased participation from vendors, brought new companies to the table, and have increased awareness of Bexar County opportunities as they come out,” said Renee Watson, Director of the Small Business & Entrepreneurship Dept. “I am excited to see where this initiative will take us in the future!”

New #BidAlerts posts are made when the opportunity goes live in the Bexar County Supplier Portal. Be sure to follow our social media pages on your favorite platform and keep an eye out for #BidAlert posts that are important to your business!

**Follow Us on Our Social Media Channels!**



@BexarCountySMWBE



@SMWBE



@SMWBE\_Bexar



SMWBE  
Bexar County

**The Power of Sharing**

Social media relies on people sharing the content they like to reach the most people possible. #BidAlerts are no different - the more people that share them, the more businesses see them, and the more opportunities they have to compete for County contracts. One of the most-clicked #BidAlerts was on event #634: Cooling Tower Replacement & Relocation. On Facebook, we had a total of 1500 impressions and 50 link clicks, thanks to the shares on the post. If you see a post that may be relevant to you or a business owner you know, be sure to click that share or retweet button!



# **SBED Virtual Business Center**

The SBED Virtual Business Center is an all-in-one online resource portal for small business owners in Bexar County. Whether you're looking for links on how to get started, information on education partners, or on upcoming events, the Virtual Business Center can help you in your search.

"It is really a one-stop shop for business owners and entrepreneurs in Bexar County," says SBED Director Renee Watson. We've made the page faster, easier to navigate, and added many new tools and features so you can find what you need and get back to running your business."



Starting a business can lead to a lot of questions. The SBED Virtual Business Center centralizes the information you need to reduce uncertainty and find resources to help you start and grow your business, as well as how to do business with Bexar County.

## **How Do I...**

Find information on starting & growing a business, and learn about doing business with Bexar County.

## **Opportunities**

Links you to Local, State, and Federal Government entities looking to do business as well as General Contractors.

## **Directory**

Access the SMWBE Directory, the Texas Centralized Master Bidders List, and other important directories of businesses.

## **About SBED**

Learn about our department, staff, and programs. You can also ask a question or request an appointment 24/7!

## **Compliance**

Information on Bexar County SMWBE / DBE / HUB programs, Contracting Requirements, and more.

## **Conference**

Learn about the annual Bexar County Business Conference, held the 2nd Wednesday after Thanksgiving.

**The website is accessible on computers, tablets, and mobile devices, so the Small Business & Entrepreneurship Department is always just a click or tap away.**

**Visit the Virtual Business Center Today!**  
[www.bexar.org/sbed](http://www.bexar.org/sbed)

## Training & Resources on the Bexar County SMWBE Program

The Small Business & Entrepreneurship Department is committed to increasing the involvement of Small, Minority and Women Owned Business Enterprises (SMWBEs) in the procurement process. It is the intent of the County to afford small, minority and women-owned businesses a fair opportunity to compete for all Bexar County contracts.

In pursuit of this mission, we have developed handy guides designed to provide suppliers and small business owners with the information they need to register as suppliers, find bid opportunities, find closed bids, and more.

### External Guide:

#### “How To Do Business with Bexar County”

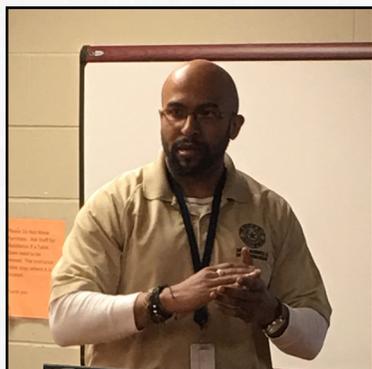
“How to do Business with Bexar County” provides information on everything a business owner may need to know about becoming a supplier, including information on purchasing thresholds, definitions of purchasing terms, outlines the systems used by County staff, Provides information on cooperative purchasing agreements, prime contractors, and annual contracts, and more.

The guide also outlines some of the initiatives of the Small Business & Entrepreneurship Department and provides contact information for SBED and Purchasing Department staff. Pick up a copy at an event, at our office, or online at [www.bexar.org/sbed](http://www.bexar.org/sbed)



### “Doing Business with Bexar County” Monthly Training

In addition to the print guide, we offer monthly training by Torence White from SBED and Aaron Andrade from the Bexar County Purchasing Department. This program teaches business owners how to register as a supplier, update their supplier record, search for open events and bid opportunities, and more. We also focus on how to submit bids, search for award information, and how to use the County systems to verify payments.



The monthly “Doing Business with Bexar County” training is held at the Bexar County Records Center located at 232 Iowa St., San Antonio, TX 78210. Parking and attendance are free. To register or for more information on the training, visit us online at [www.bexar.org/cdms-training](http://www.bexar.org/cdms-training)

# Opportunity Forecast



## FACILITIES MANAGEMENT

PLAN • MAINTAIN • COLLABORATE • INNOVATE

Bexar County Facilities Management Department is responsible for the maintenance, repair, remodeling, and construction of all of the Bexar County owned facilities. This department also solicits and manages service contracts including janitorial, elevator, waste disposal, recycling, water treatment, heating ventilation air conditioning (HVAC) services, fire safety and security alarm services, and other preventive maintenance contracts.

### General Contracting Opportunities

1. Courthouse Restroom Renovation - Estimated \$250,000
2. Multiple Mechanical Equipment Replacements - \$2,000,000
3. Firing Range Classroom Building - Estimated \$500,000
4. Renovation of the 3rd Floor of the Archives Building - \$900,000
5. Uninterruptable Power Supply (UPS) Replacements - \$200,000
6. Interior Renovation, BiblioTech South - \$50,000
7. Automation Controls - Various Buildings - \$700,000
8. Boiler Replacements - Various Buildings - \$600,000
9. Parking Lot Renovation, Mission Road - \$150,000

### General Contracting Opportunities

1. Archives Parking Garage and Office Space
  - a. General Contractor - Joeris General Contractors
    - i. Phase 2 scope of work bidding approx. May 2019
      1. Interior finish-out, mechanical, electrical, plumbing, building enclosures, paint, carpet, etc.

### Procurement Methods\*

- Informal Solicitation
  - \$5,000 - \$50,000 - Request for Quotes
    - Use SMWBE's CDMS System as a vendor pool for outreach
    - Process initiated by department
    - Lowest responsible bidder
- Formal Solicitation
  - \$50,000 - \$2,900,000 - Invitation for Bid
    - Lowest Responsible Bidder
    - Process Initiated by Purchasing
  - \$2,900,000 - \$6,000,000 - Request for Proposals / Competitive Sealed Proposals
    - Pricing and Qualifications Weighted in Evaluation
    - Process Initiated by Purchasing
  - \$6,000,000+ - Request for Proposal - Alternate Delivery including CMAR and Design-Build
    - Pricing and Qualifications Weighted in Evaluation
    - Process Initiated by Purchasing

\*Note these are general guidelines and some projects will not fit into these categories due to special circumstances or requirements.

### Departmental Contact Information

Director - Dan Curry AIA, FMP - [dcurry@bexar.org](mailto:dcurry@bexar.org)

Contract Manager - Baldemar "Ponch" Garcia - [bponchgarcia@bexar.org](mailto:bponchgarcia@bexar.org)

[www.bexar.org/1218/facilities-management-department](http://www.bexar.org/1218/facilities-management-department)

## Bexar County Public Works Projects



**FLOOD  
CONTROL**

The mission of the Public Works Department is to preserve all County resources by providing efficient, cost-effective services which ensure the safety, health, and welfare of our customers and improve quality of life. Public Works is responsible for County bridges, equipment, roads, and vehicles.



	Project	Precinct	Design Status	Estimated Construction Cost	Advertise Date
<b>Transportation</b>	Fischer Road Phase I	1	Final	\$2.1 Million	2nd Quarter 2019
	SH 211 Pass-Thru Finance	1	ROW Acquisition	\$23.2 Million	3rd Quarter 2019
	Sanctuary Subdivision	2	Final	\$2.1 Million	2nd Quarter 2019
	Bulverde Rd. IV (MPO)	3	Final	\$9.0 Million	3rd Quarter 2019
	Roft Road	1	Intermediate	\$3.1 Million	3rd Quarter 2019
	Watson Rd Phase 1 (MPO)	1	Final	\$3.9 Million	3rd Quarter 2019
	Galm Rd. Phase III (MPO)	2	Final	\$9.1 Million	4th Quarter 2019
<b>Flood Control</b>	S. Hausman LWC @ French Creek	2	Bidding	\$7.0 Million	2nd Quarter 2019
	Sixmile Creek Drainage Improvements: Roosevelt Bridge	1	Final	\$4.2 Million	3rd Quarter 2019
	Pearsall Rd. Bridge at Elm Creek	1	Final	\$4.2 Million	3rd Quarter 2019
	Cimarron Subdivision	4	Final	\$3.0 Million	3rd Quarter 2019
	North Talley Road LWC	1	Intermediate	\$3.5 Million	TBD
<b>Alamo RMA</b>	Foster Road Phase III	4	Bidding	\$7.7 Million	2nd Quarter 2019
	Evans Road Phase II	3	Bidding	\$7.5 Million	2nd Quarter 2019
	Blanco Road Phase II	3	Final	\$19.2 Million	3rd Quarter 2019
	Talley Road Phase I	1	Final	\$20.8 Million	3rd Quarter 2019
	Old FM 471 & Talley	1	Final	\$13.9 Million	2nd Quarter 2019
	Candlemeadow	4	Intermediate	\$3.8 Million	4th Quarter 2019
	West Military Drive	1	Preliminary	\$2.3 Million	4th Quarter 2019
	Watson Road Phase II	1	Planning	\$2.9 Million	TBD

#### Contact Information:

David R. Wegmann, P.E.  
Engineering Services Manager -  
Transportation / Flood Control  
Direct: (210) 335-3816  
Email: [dwegmann@bexar.org](mailto:dwegmann@bexar.org)

Christopher Trevino, P.E.  
Alamo RMA Operations Engineer  
Main: (210) 335-6700  
Direct: (210) 335-7076  
Email: [christopher.trevino@bexar.org](mailto:christopher.trevino@bexar.org)

#### Online Bidding:

<http://www.civcastusa.com>

#### Additional Project Information:

Direct Link to Capital Projects:  
<https://www.bexar.org/1502/Projects>

Direct Link to Flood Projects:  
<https://www.bexar.org/bexarfloodcontrol.org/category/projects>

Direct Link to Alamo RMA Projects:  
<https://www.bexar.org/357/Projects>

## Bexar County Federal Highway Projects

It is the policy of Bexar County to ensure that Disadvantaged Business Enterprise (DBE) have an equal opportunity to receive and participate in Department of Transportation (DOT) assisted contracts in accordance with the Memorandum of Understanding (MOU) and as defined in CFR 49 Part 26. The current Bexar County DBE Projects are:



### FM 1957 (Potranco Rd) Pass Through

Construction began in May 2016 and is expected to be completed by June 2019. The amount of construction completed is 92 percent. Scope of work is for the reconstruction and widening of existing roadway comprising of grading, structures, retaining walls, wma pavement, signing, pavement markings and signalization in Precinct 1, with the project limits along FM 1957 from SH 211 to Loop 1604. The contract was awarded for \$46.3 million. Texas Sterling Construction is the prime contractor with the following DBE firms working on the project: C&C Alcoser Trucking; C-3 Environmental Specialties, LP; Environmental Safety Services Inc; Fox Quality Concrete, LLC; Frank Jr Reinforcement, LLC; and Roadway Specialties, Inc. The DBE goal for this project is 5 percent. The project is expected to be completed by September of 2019.



### FM 471 (Culebra Rd) Pass Through

FM 471 Culebra Rd Pass Through will complete the capacity gap that currently exists on FM 471 from Old FM 471 to FM 1560. The project is a continuation of the previously constructed TxDOT roadway project on Culebra Rd from FM 1560 to Loop 1604. The improvements made will widen Culebra from its existing two-lane configuration to a four-lane divided roadway with bicycle and pedestrian amenities. EZ Bel is the only DBE firm committed to meeting the four percent goal on this project. Roadway Specialties, Inc. is race neutral. The total contract award is \$14,483,918.38 and 99% of construction is complete. The expected date of completion is August 2019 with a DBE Goal of 4%. Total amount of payments made on the project is \$13,964,860



DBE Report	FM 1957 (Potranco Rd.)	FM 471 (Culebra Rd.)
<b>Contract Award Amount</b>	\$46,305,602	\$14,483,918
<b>DBE Goal %</b>	5%	4%
<b>DBE Payments To Date</b>	\$1,268,427.47 / 7.6%	\$1,047,571.00 / 12.44%
<b>DBE Goal Percentage Being Met (Including Race Neutral)</b>	3.48%	8.33%

### Upcoming Bexar County Projects With DBE Opportunities

State Highway (SH) 211 would construct a new two-lane roadway connecting the existing sections of SH 211 from FM 471 Culebra Rd to FM 1957 Potranco Rd. The purpose of the project is to improve connectivity and mobility, and provide residents a through alternative between FM 1957 and FM 471 at a total length of 7.6 miles. The improvement of FM 1957 from Loop 1604 to SH 211 will provide for enhanced connection between two western relief routes of SH 211 and Loop 1604. The project will enhance regional mobility. The project is expected to have a DBE goal of 5 percent and is in the final design phase. Pape Dawson and CM Foster are the consultants for the project that has an estimated construction cost of \$21.7 million.



## Moving On Up: County Contractor EZ Bel “Graduates” from DBE Program

E-Z Bel is an acronym that spells out enthusiastic, zealous, bright, earnest, and leaders; five words that define construction company E-Z Bel Construction, LLC.

The company has expressed enthusiasm on complicated projects with significant traffic control and constructibility issues. Since 1971, workers of E-Z Bel have approached every job with a resourcefulness and willingness to work whether they are a prime contractor or subcontractor on a project.



Michael Rodriguez, President of E-Z Bel, credits their long standing to being a DBE (Disadvantage Business Enterprise) certified firm. “E-Z Bel has been DBE certified since about 1975 to 2017,” Rodriguez said. “Just over 40 years.”

As of November 2017, E-Z Bel was no longer a DBE certified firm when their net worth exceeded the amount to be eligible as a DBE firm. While being DBE certified, E-Z Bel worked on some successfully completed notable projects that include Fredericksburg Road, Blanco Phase II, Medical Center Phases 3 through 7. Rodriguez and Randy Hood, E-Z Bel’s Chief Estimator, credit their DBE certification to their success.



Their DBE status started a chain reaction of opportunity for the company. Being DBE certified allowed E-Z Bel to bid on more jobs and bid on a variety of different types of jobs as a subcontractor. Bidding more exposed them to multiple general contractors like Texas Sterling Construction or Curran Contracting. Working with general contractors allowed them to learn the ins and outs of City of San Antonio, Bexar County and TxDOT (Texas Department of Transportation) work. Over time, the experience and exposure acquired gave them the capacity to bid and win prime work.

For more information on the Disadvantaged Business Enterprise (DBE) program, visit [www.bexar.org/DBE](http://www.bexar.org/DBE)

## Save The Date: Growing Your MBE/HUB Firm with DBE Opportunities & Doing Business with US DOT Funded Agencies



Are you interested in bidding on federally funded projects? Are you a woman or minority that owns a small business? If you answered yes to any of these questions, you might want to consider getting your business certified as a DBE. DBE stands for Disadvantaged Business Enterprise, which helps ensure that small disadvantaged business enterprises have fair opportunities to compete for federally-funded transportation-related projects.

If you are looking to work on USDOT projects with TxDOT, Bexar County, Alamo RMA, City of San Antonio, VIA, or the San Antonio International Airport, join us for our upcoming MBE to DBE event scheduled for **Wednesday, September 25th at the Freeman Coliseum from 9am to 12pm**. At this event potential DBE vendors will hear from Bexar County, their partnering agencies including TxDOT, VIA, City of San Antonio, and general contractors on upcoming opportunities they have for DBE certified firms.

A DBE firm is one that is a for-profit small business that is socially and economically disadvantaged individual that owns at least 51 percent of a business controlling management and daily business operations. Women, African Americans, Hispanics, Native Americans, Asian-Pacific and Subcontinent Asian Americans are considered to be socially and economically disadvantaged. Other individuals can qualify as socially and economically disadvantaged on a case-by-case basis.

Economically disadvantaged is an individual whose personal net worth does not exceed \$1.32 million. A firm must meet SBA size criteria to be considered a small business and their average annual gross receipts must not exceed \$23.98 million.

In recent years, DBE opportunities have been made available to more types of businesses, including goods and commodities. DBE certification isn't just for companies that are building bridges to a better destination, but to firms that may offer a service such as making gourmet nuts or offering catering services.

National Law Review states "If your business provides goods/services to governmental agencies, construction or other projects that have some sort of governmental financing, or is part of a supply chain for contractors those fill into such categories, you may qualify for the DBE program, which may help you or your customers win more contracts."

To learn more about DBE certification and to register for the event, visit [www.bexar.org/DBE](http://www.bexar.org/DBE) or call Torence White at (210) 335-0678. Attendance and parking for this event are free.

### Examples of U.S. DOT Funded Agencies:



CITY OF SAN ANTONIO  
TRANSPORTATION & CAPITAL IMPROVEMENTS



SAN ANTONIO  
INTERNATIONAL AIRPORT



## What is Title VI?

Title VI of the Civil Rights Act of 1964 is the federal law that protects individuals and groups from discrimination on the basis of their race, color and national origin in programs and activities that receive federal financial assistance. However, the Federal Highway Administration's (FHWA) reference to Title VI includes other civil rights provisions of federal statutes and related authorities to the extent that they prohibit discrimination in programs and activities receiving federal financial assistance.

## Bexar County 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. § 2000d-3), 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.

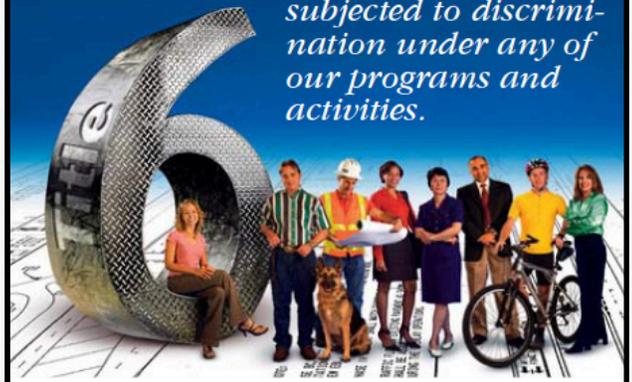
## Complaint Procedure:

Bexar County has established a discrimination complaint procedure and will take prompt and reasonable action to investigate and eliminate discrimination when found. Any person who believes that he or she has been subjected to discrimination based upon race, color, national origin, sex, religion, age, disability, family or income status in any of county/city's programs, services or activities may file a complaint with the county Title VI Coordinator.

# Title VI and you...

*Protecting Your Civil Rights  
is Good Business*

*It is our policy to ensure that no person in the United States of America shall on the grounds of race, color, national origin, sex, age or disability be excluded from the participation in, be denied the benefits of, or otherwise be subjected to discrimination under any of our programs and activities.*



***"Simple justice requires that public funds, to which all taxpayers of all races contribute, not be spent in any fashion which encourages, entrenches, subsidizes or results in racial discrimination."***

President John F. Kennedy,  
in his message calling for the enactment  
of Title VI, 1963

**For more information on Title VI, Contact the  
Title VI Coordinator or visit our website:  
[www.bexar.org/title-vi](http://www.bexar.org/title-vi)**

### Title VI Coordinator / DBE Liaison

Name: Renee Watson

Address: 101 W. Nueva, Ste 112, San Antonio, TX 78205

Email: [rwatson@bexar.org](mailto:rwatson@bexar.org)

Phone: (210) 335-2478

Fax: (210) 335-0673

**BEXAR★COUNTY**

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**BUSINESS  
CONFERENCE**

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COMMODITIES ★ SERVICES ★ CONSTRUCTION



The 2018 Bexar County Business Conference featured speakers that shared information and resources to help business owners work with public and private sector organizations at every level.

The speakers at the breakfast program represented local, state, and federal organizations, including the U.S. State Department Office of Small and Disadvantaged Business Utilization (OSDBU), the General Services Agency (GSA), and the Bexar County Sheriff's Department. These speakers outlined the opportunities that were available for business owners do business with government agencies.

Lunch featured Commissioner Tommy Calvert who provided an update on the County Small, Minority, and Women-owned business program. County Manager David Smith also provided information on the upcoming Disparity & Availability Study.

Additional presentations were given by Bexar County Tax Assessor-Collector Albert Uresti and University Health System Chief Operating Officer Ed Banos, as well as a video presentation from U.S. House Rep. Lloyd Doggett.

The Small Business & Entrepreneurship Department wishes to extend a sincere thank you to all our speakers, attendees and presenters for the 2018 Bexar County Business Conference.



Commissioner Tommy Calvert  
Bexar County, Precinct 4



David Smith  
Bexar County Manager



James "Anthony" Josey  
U.S. State Dept. OSDBU



Karen Beyer  
General Services Administration



Lawrence Romo, OSBDU  
Fmr. Director, U.S. Selective  
Service Program



The Honorable Albert Uresti  
Bexar Co. Tax Assessor-Collector



The Honorable Javier Salazar  
Bexar County Sheriff



In addition to valuable educational workshops, the Business and Resource Center hosts resource partners that help veterans identify and utilize services and benefits available to them.

The CPS Energy Veterans Business and Resource Center is designed to help new and existing Veteran business owners to position their firms to work with Federal government agencies, as well as Local and State government and the private sector. The Resource Center features training on marketing your business as a Veteran Business Enterprise, obtaining Veteran Business designations, utilizing VA benefits, and more.



Veterans and active duty military staff have resources available all year from the Bexar County Military and Veterans Service Center. The MVSC assists the military and veteran community throughout the 'Veteran Cycle'.

The MVSC can be reached by phone at (210) 335-6775, by email at [Vets@bexar.org](mailto:Vets@bexar.org) or online at [www.bexar.org/509/Military-and-Veterans-Service-Center](http://www.bexar.org/509/Military-and-Veterans-Service-Center).

## SBED Director Honored with LGBT Chamber Champion Award



The San Antonio LGBT Chamber of Commerce honored SBED Director Renee Watson with the 2019 Chamber Champion Award. Watson was recognized for her efforts to increase LGBT business utilization and build an inclusive business environment in Bexar County.

In addition to her work connecting LGBT business owners with resources and information, Watson also worked to get the Lesbian, Gay, Bisexual, or Transgender Business Enterprise (LGBTBE) Certification from the National LGBT Chamber among recognized certifications in Bexar County in 2017, becoming the first local government to recognize it.

For more information on becoming certified as an LGBTBE or more information on the San Antonio LGBT Chamber of Commerce, visit [www.salgbtchamber.org](http://www.salgbtchamber.org)



SBED Director Renee Watson was recently honored by the San Antonio LGBT Chamber of Commerce with the 2019 Chamber Champion Award for her work in the community. Included in this photo are Ray Chavez, Founder and Artistic Director of Fiesta Cornyation who received the Community Impact Award and Sgt. Stephanie Flores of the Bexar County Sheriff's Office of Special Projects and the Sheriff's LGBTQ Community Liaison who received the Advocate of the Year Award.



# SMWBE Staff In Action!



## SBED Front Office: Information & Resources for Your Business

SMALL, MINORITY &  
WOMEN OWNED  
BUSINESS ENTERPRISE



PUSH DOOR  
TO OPEN



The Small Business & Entrepreneurship Department is here to help the small business owners and entrepreneurs of Bexar County start & grow their businesses and do business with the County. Located just a few steps away from the “Assumed Names” office, we have many new and current business owners come in with many questions, from how to form a business and obtaining an Employer Identification Number & Sales Tax permit to funding and education resources to business designations & registering as a vendor with the County.

Here are some of the resources we offer to our visitors:

### The “Top 10” Frequently Asked Questions

This guide identifies the 10 most frequently asked questions of our office, including how to register a DBA, obtain an EIN, information on permits, education & training opportunities, information on SMWBE / DBE / HUB certification, and more!

### Business Certification & Designation Information

Find out how to certify your business as a Small, Minority, Woman, or Veteran-Owned Business Enterprise (SMWBE), Disadvantaged Business Enterprise (DBE) or Historically Underutilized Business (HUB)

### Register as a Bexar County Vendor/Supplier

We can't buy from you if we don't know what you're selling! Registering your business on the Bexar County Supplier Portal is the first step to doing business with Bexar County.

### Information on Resource Partners

The SBED office can help you discover resources, workshops, networking events, financial institutions, and more. Come see what we have that may help you and your business grow and thrive!



Office Assistant Amparo Arriaga  
assisting local business owners



Renee Watson  
 Director  
 rwatson@bexar.org

James Massey  
 Senior Data Analyst  
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Shantana L. Robinson  
 SMWBE Capacity-Building Program Coordinator  
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Torence White  
 DBE Contract Compliance Specialist  
 white.torence@bexar.org

Brian Willeford  
 SMWBE Analyst  
 brian.willeford@bexar.org

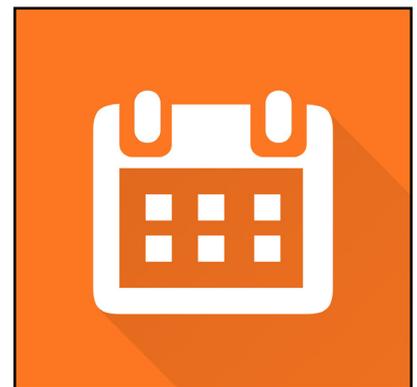
Amparo Arriaga  
 Office Assistant  
 amparo.arriaga@bexar.org

\*\*Not Pictured: Clarence West, SBED Intern

## SMWBE Events Calendar

Stay up to date with training, networking events, and more with the Bexar County SMWBE Calendar. The calendar updated with events from Bexar County offices, resource partners, Chambers of Commerce, and more! Discover opportunities to expand your business, make new connections, and identify resources to help you grow.

Visit the Small Business & Entrepreneurship Dept. website for the full calendar at [www.bexar.org/sbed](http://www.bexar.org/sbed)



## Follow Us On Social Media!



**FREE**  
ADMISSION  
& PARKING

**EXHIBITOR NOW  
REGISTRATION OPEN!**

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



GENERAL REGISTRATION OPENS SEPTEMBER 2019

# BEXAR COUNTY BUSINESS CONFERENCE 2019

COMMODITIES ★ SERVICES ★ CONSTRUCTION



**JOIN US!**

Billions of Dollars in  
Contract Opportunities!

**BREAKFAST PROGRAM**

**Business Opportunities in  
the Public & Private Sector**

**LUNCH PROGRAM**

**Bexar County Disparity  
and Availability Study**

Bexar County Disparity and  
Availability Study Consultant Firm

Wednesday, December 11, 2019

7:00am-3:00pm

Freeman Expo Hall

San Antonio, TX




**VETERANS  
Business &  
Resource Center**

Sponsored by **CPS ENERGY**

**BEXAR COUNTY COMMISSIONERS COURT**



Nelson W. Wolff  
County Judge



Sergio "Chico"  
Rodriguez  
Commissioner, Pct. 1



Justin Rodriguez  
Commissioner, Pct. 2



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 19 years!**

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