

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!

ANYONE  
CAN  
ATTEND!

**FREE** ADMISSION  
& PARKING

REGISTER [www.Bexar.org/smwbe](http://www.Bexar.org/smwbe)  
**NOW!** or 210.335.2478    

# BEXAR COUNTY BUSINESS CONFERENCE 2019

COMMODITIES ★ SERVICES ★ CONSTRUCTION



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

**Wednesday,  
December 11, 2019  
7:00am-3:00pm  
Freeman Expo Hall  
San Antonio, TX**

Sponsored by **CPS ENERGY** 



## VETERANS Business & Resource Center



Lunch MC: **Diana S. Sanchez**  
President/CEO  
San Antonio Hispanic  
Chamber of Commerce



**George Prochaska**  
Regional  
Commissioner for  
FAS, General Services  
Administration (GSA)



**James Josey**  
Office of Small &  
Disadvantaged Business  
Utilization (OSDBU)  
US State Department

### BREAKFAST REMARKS



**GEORGE B.  
HERNANDEZ**  
President/CEO  
University Health  
System

### LUNCH PROGRAM



**RODNEY  
STRONG**  
CEO, Griffin & Strong  
"Impacting Economic  
Inclusion"

### 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





# The Premier Business Event in South Texas

## Over 150 Exhibitors & Over 4,000 Attendees

PRESENTED BY



SPONSORED BY



**I**n one day, you can connect with over 150 federal, state, and local agencies **PLUS** private sector companies who want to do business with you. The 2019 SMWVBO Business Conference provides a forum for Small, Minority, Women, and Veteran Owned Businesses in Professional Services, Commodities, Services, and Construction to meet with government and private Purchasing Agents and Buyers. At this conference, you'll have an opportunity to meet face to face and develop relationships with people making contracting decisions that can impact your business. This is the largest event of its kind in South Texas. You don't want to miss the 2019 SMWVBO Conference.

### CONFERENCE AGENDA

- REGISTRATION ..... 7:00 a.m. - 11:30 a.m.
- NETWORKING BREAKFAST ..... 7:30 a.m. - 9:30 a.m.
- PROCUREMENT EXHIBITS ..... 9:30 a.m. - Noon  
1:30 p.m. - 3:00 p.m.  
*Main Hall (Exhibit Floor Closes at noon to allow everyone to attend the luncheon)*
- LUNCH PROGRAM ..... Noon - 1:30 p.m.  
**Free box lunch if registered by December 6, 2019**
- CONFERENCE ENDS ..... 3:00 p.m.

*Register Early! Limited Seating!*

### SPEAKERS INCLUDE



**Karen Rolirad**  
Bexar County Executive  
Director, USAF (Ret.), Military and Veterans Services Center



**Sheriff Javier Salazar**  
Bexar County



**Mr. Ira Smith**  
Vice Chair, Bexar County Hospital District Board of Managers



**Albert Uresti**  
Tax Assessor Collector, Bexar County



**Jada Andrews Sullivan**  
City Council, District 2, San Antonio



**Frank Almaraz**  
CPS Energy Chief Administrative & Business Development Officer



**Lucy Adame-Clark**  
Bexar County Clerk



**Michael Bryant**  
Director of Civil Rights at Texas Department of Transportation (TXDOT)



**Congressman Lloyd Doggett**  
U.S. Representative, Texas District 35



**Terri Williams**  
UTSA Center for Government Contracting



**Chris Forbrich**  
Chair, SMWBE Advisory Committee



**Anthony Ruiz**  
San Antonio District Director, U.S. Small Business Administration



**Derrick Howard**  
Executive Director, Freeman Coliseum



**Karen Beyer**  
General Services Administration (GSA)



## WORKSHOPS & EXHIBIT FLOOR BRIEFING AREAS

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

**ROOM A** Digital Marketing Trends in 2020 – UTSA Small Business Development Center (SBDC)

**ROOM B** Cyber Security Awareness and Preparation – UTSA Center for Government Contracting (CGC)

**ROOM C** Federal / State / Local Contracting Opportunities – UTSA Procurement & Technical Assistance Center (PTAC)

- General Services Administration (GSA) - "Getting on the GSA Schedules" – (Area D)
- Microsoft – Small Business Programs & Services – (Area E)
- Contract & Diversity Management System (B2GNow) – Reporting SMWBE/DBE/HUB Participation – (Area F)
- City of San Antonio Vendor Registration, Contracting and Compliance Program – (Area G)
- Texas Department of Information Resources – Getting On and Buying Off the DIR Contract – (Area H)
- Texas Department of Transportation (TXDOT) – Disadvantaged Business Enterprise (DBE) Program – (Area I)
- State of Texas Historically Underutilized Business (HUB) – (Area J)
- US Department of Transportation (DOT) – Bonding and Contractor Programs (SBTRC) – (Area K)
- South Central Texas Regional Certification Agency (SCTRCA) – (Area L)
- SBA Loan and Certification Programs for Start-up and Existing Small Businesses – (Area M/N/O)
- University Health System (UHS) - Doing Business with the Healthcare Industry – (Area P)
- Workforce Solutions Alamo (WSA) – Finding & Hiring Employees – (Area Q)
- CHA Ching!!!!!! Capital for Your Business (Booth 530)



## CPS Energy Veterans Business & Resource Center

The CPS Energy Veterans Business and Resource Center is designed to help new and existing Veteran business owners 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 their families.

## Area V: Business Workshops for Veterans

10:00 – 11:30 a.m. & 2:00 – 3:00 p.m.

- Starting or Growing a Veteran-owned Business
- Marketing Your Business
- Veteran & Service Disabled Veteran-owned Business Designations

### Plenty of Networking Opportunities!

*SMWVBO Conference exhibitors are highly encouraged to bring current bid opportunities and have a vendor registration process for SMWBE/HUB/DBE firms!*

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

**EXHIBITORS:** School Districts • Department of Defense • Department of Transportation • Corporations  
Local Government Agencies • State Agencies/Universities • General Services Administration  
Financial/Technical Assistance • General Contractors • Health Care Industry • Co-Ops

**ANYONE  
CAN  
ATTEND!**

**REGISTER NOW!** [www.Bexar.org/smwbe](http://www.Bexar.org/smwbe)  
or 210.335.2478



**FREE ADMISSION & PARKING**



**BEXAR COUNTY  
SMALL BUSINESS AND  
ENTREPRENEURSHIP DEPARTMENT**  
Paul Elizondo Tower  
101 W. Nueva, Suite 112  
San Antonio, TX 78205

PRESORTED  
FIRST-CLASS MAIL  
U.S. POSTAGE PAID  
SAN ANTONIO, TX  
PERMIT NO. 1395

**RETURN SERVICE REQUESTED**



**Renee Watson**  
BBA, MPA, ECMCA  
Small Business and  
Entrepreneurship Department  
Director  
SMWBE Program  
DBE Liaison  
Title VI Coordinator

**Are you in business or thinking about starting one? Any business owner may attend!**  
**Come grow your business with governmental entities, the private sector or by exporting!**

This conference provides public and private sector organizations an opportunity to connect with vendors and features workshops, vendor education, and access to the Microsoft Procurement Technology Center. Because of the tremendous contributions of Bexar County, and sponsors, this event is free to the public. Now in its 19th year, this event has grown to be the largest event of its kind in South Texas. Last year, there were over 4,000 attendees and 150 exhibitors. *We look forward to seeing you there!*

## 2019 SMWVBO BUSINESS CONFERENCE SPONSORS



**ANYONE  
CAN  
ATTEND!**

**REGISTER NOW!** [www.Bexar.org/smwbe](http://www.Bexar.org/smwbe)  
or 210.335.2478



**FREE ADMISSION & PARKING**