

For Immediate Release
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***BEXAR COUNTY SMALL BUSINESS & ENTREPRENEURSHIP DEPARTMENT
HOLDS 20TH ANNUAL BUSINESS CONFERENCE & LAUNCHES
1ST VIRTUAL EVENT – FREE CONFERENCE***

DECEMBER 9th, 10th and 11th, 2020 FROM 8:00 AM to 5:00 PM

COVID 19 has impacted the way we conduct business in profound and unprecedented ways. Like so many trade and expo shows, Bexar County's annual Small Minority Women & Veteran Business Opportunities (SMWVBO) conference is unable to be held in its traditional venue providing for countless in-person, face to face, interactions. However, just as our local business owners have turned to virtual solutions to execute their daily business needs, so too has the 20th Annual Bexar County Business Virtual Conference. Despite the unexpected change in format this year, our wonderful sponsors have made this year's first-ever virtual conference a reality. We extend our thanks and gratitude to the Honorable Jose Menendez, Texas State Senator, District 26, for his unwavering generosity and continued support.

Bexar County's Business Virtual Conference will provide educational, as well as, networking opportunities with professionals across all industries. Whether a newly formed or legacy business, the Business Virtual Conference offers opportunities to enhance your business strategy, as well as, learn how and where to compete for work in both the private and public sectors. As composed, this virtual event will host thirteen separate live stream sessions, as well as, offer multiple recorded sessions from end users and procurement professionals who want to hear from you!!

The virtual conference is designed for those who own or are interested in small business and entrepreneurship. The conference will culminate with virtual sessions of Matchmaking with Service Providers, Buyers and Suppliers.

The virtual conference will feature numerous speakers and moderator, including topics on:

- **Starting a Business**
- **Building Business Capacity**
- **Doing Business with Public Agencies**
- **Working with General Contractors**

This year's Bexar County Virtual Conference will offer an additional feature not included in our traditional, in-person, conference. In order to ensure that we optimize your business matches, Bexar County & UTSA have engaged [MyBusinessMatches.com](https://www.mybusinessmatches.com) to facilitate a registration system. As designed, the registration process takes measures to aptly link your staff with those suppliers that are most likely to sell a good or service that

you are currently seeking or will require in the near future. For the first time, this event will also include a match–process for business owners to connect with technical and financial assistance providers. **Our Match Making Virtual Pre-Registration Sessions will consists of over 520 meetings, 90 buyers, 457 suppliers, 53 resource partners and 78 plus individuals.**

Registration for this event is available through the [MyBusinessMatches.com](https://www.mybusinessmatches.com) portal. There is *no fee to participate*. We highly encourage you to have as many of your buyers, decision makers, client managers, counselors, and leadership register for this event to maximize your entity’s potential matches. **Please note:** each individual seeking to participate in the matching process will need to register separately in order to schedule appointments with business owners.

Attendance to this event, as always, is free to the public. This three-day event will be held completely online so that participants can conveniently participate from anywhere they have access to a computer and the internet.

Please note: there is *no pre-registration required for live stream and recorded sessions*. Links to the live stream and recorded sessions will be available December 9-11 and can be found on the Bexar County's SBED Conference page: <https://www.bexar.org/130/Conference>

To join the conversation on social media, follow @SMWBE on Twitter, SMWBE_BEXAR on Instagram and Bexar County SMWBE on Facebook and use the hashtags #SMWVBO2020.

MATCHMAKING GUIDE:
[SMWVBO Small Business Matchmaking Guide](#)

VIRTUAL CONFERENCE TOPICS NARRATIVE:

Starting A Business

- **Bexar County Dispute Resolution Center Resources** – Intake Coordinator Elena Terrill leads a question and answer formatted presentation explaining those services offered by the Bexar County Dispute Resolution Center and how a small business might best utilize the free resources offered by the entity.
- **Business Plan** – UTSA SBDC’s business advisor Hector Ramirez offers an overview of what essential elements you want to include when seeking to create your business plan.
- **COSA Permits** – City of San Antonio’s Small Business Liaison Hugo Villarreal offers an in-depth explanation as to what licenses, permits and processes a small business should anticipate obtaining when operating within the City of San Antonio and Bexar County.
- **DBA: Assumed Names** – Bexar County Clerk Lucy Adame-Clark discusses the steps involved with filing for your Assumed Name / Doing Business As (DBA) as well as what services the County Clerk’s Office offers to expedite and ease the process.
- **LaunchSA** – Director Ryan Salts leads a presentation detailing the resources and services offered by the entity as well as training and networking opportunities LaunchSA typically

hosts. Additionally, Mr. Salts provides contact information and a guideline for action / steps to be taken to engage LaunchSA as a small business resource.

- **Starting a Business** – UTSA SBDC’s business advisor Crystal Darby details the most critical steps for starting, forming and filing your small business.
- **QuickBooks** – Advanced QuickBooks Online ProAdvisor Steve Chase offers a tutorial on basic tools and tips for utilizing QuickBooks, a small business must for those seeking to maintain their own financials

Doing Business - Public Agencies

- **Alamo Colleges Purchasing** – SMWBE Contracting Coordinator Torence B. White provides a detailed presentation navigating the Alamo Colleges website for current opportunities and vendor registration as well as explains the entity’s SMWBE program and benefits.
- **Alamo Colleges – Wages Partially Paid by Federal Funds** – Dr. Martha Trevino provides a presentation regarding a workforce program in which employers hiring Alamo Colleges student may have those wages partially paid via Federal program funding.
- **Bexar Facilities Department** –Facilities Director Dan Curry details the various processes and procurement types utilized by Bexar County Facilities as well as how a small business can best position itself to compete in each.
- **Bexar Public Works Department** – Capital Projects Engineer Jesse Garcia explains the procurement process utilized by Bexar County Public Works, Flood Control and the Alamo Regional Mobility Authority, and how small businesses can compete as both primes and subs.
- **Bexar Purchasing Department** – Assistant Project Lead Aaron Andrade provides a detailed, step-by-step, walk thru of how to register as a supplier with Bexar County Purchasing and how doing so ensures that businesses are engaged with solicitation opportunities.
- **COSA Aviation Department** - How to Do Business with SAAS – Senior Management Analyst Joe Gonzales leads a question and answer formatted discussion on information vital to competing for opportunities with the San Antonio International Airport; including several points related to DBE compliance and certification.
- **COSA Finance Department** - Registration and SAePS Portal – Financial Operations Manager David DeLaGarza details the vendor registration process for businesses seeking to compete for opportunities with the City of San Antonio.
- **COSA Finance-Purchasing Department** - How to Respond to RFP/RFQ/RFCSP – Procurement Specialist III Lori Blake provides a detailed presentation of the expectations and requirements of businesses seeking to respond to various procurement instruments as solicited by the City of San Antonio.
- **COSA Finance-Purchasing Department** - Solicitation Process & Requirements for Construction & Design Services – Contract Administrator Angelica Mata provides an in-depth overview of the solicitation process utilized by the City of San Antonio for opportunities related to construction and design services, as required by Public Works.

- **CPS Energy Purchasing** – Supplier Diversity Coordinator Alyssa Rae Ramos offers a detailed walk through on registering to become a vendor with CPS Energy as well as navigating the CPS Energy website to review current bid opportunities.
- **CPS Energy2Business** – Energy2Business Liaison Julia D. Martinez highlights those programs and rebates CPS Energy offers specifically to small business and how best to optimize their use, particularly those facing financial burden.
- **Department of Veterans Affairs** – Small Business Development Specialist Hattie Williams provides an in depth review of the business processes of Network Contracting Office 17 and those best practices a small business should initiate when seeking to do business with the VA.
- **DIR - Cooperative Purchasing** – HUB Program Manager Lynn Hodde explains the DIR Cooperative Contracting vehicle and its impact on IT purchases across the State of Texas including in local governments. Additionally, Lynn walks businesses through what steps a small business should pursue in seeking to submit a response and join the DIR contract holder list.
- **Edwards Aquifer Authority** – Contracts & Business Development Specialist Latifah Jackson leads a discussion on the business processes of the Edwards Aquifer Authority including purchasing threshold, solicitation response and vendor registration.
- **GSA** – Customer Service Director Karen Beyer leads a thorough presentation covering the history and duties of the GSA as well as how small business can look to leverage an RFP / contract.
- **H-E-B** – Supplier Diversity Manager Crystal Royal covers the importance that suppliers and sub-suppliers play in HEBs operations across various lines of business needs.
- **HUB** – Statewide HUB Program Manager Maya Ingram explains the State of Texas' Historically Underutilized Business program, its goals, utilization rates among certified firms, and the overall benefits to small business seeking to participate in the program.
- **Port of SA Purchasing** – Contracting Manager Wyndie Applewhite participates in a question and answer formatted discussion on how to do business with the Port of San Antonio.
- **SAISD Purchasing** – Assistant Director for Business Diversity, April Alcorta, facilitates a question and answer formatted discussion on what to know about doing business with SAISD including small business takeaways and forecasting resulting from SAISDs successful bond package.
- **San Antonio Housing Authority** – Section 3 Coordinator Candace Morin leads a question and answer format discussion on the process of seeking contracting opportunities with the agency as well as current and upcoming solicitations.
- **San Antonio Water System** – SMWBE Program Manager Marisol Robles leads a walk through discussion detailing how a business may register as a vendor with SAWS as well as how to navigate the agency's website for competitive contracting opportunities / solicitations.
- **Southwest Research Institute** – Supplier Diversity professional Eva Carpenter discusses the operational and business needs of the agency as well as how a small business might best compete for contracting opportunities.
- **Spurs Sports & Entertainment** – Spurs Sports & Entertainment's Logistics and Purchasing supervisor Michael Alden covers the common needs and purchasing

responsibilities for the organization as well provides contact details for the Purchasing office.

- **U.S. Department of State** – Senior Procurement Analyst for the Department of State’s Office of Small and Disadvantaged Business Utilization James Josey discusses how to compete for Federal procurement opportunities across various industry lines with a focus on federal procurement goals and small business utilization figures.
- **UT Austin HUB & Small Business** – UT Austin HUB & Small Business Director Tiffany Dockery Gibson presents an overview of spend and opportunity, specifically those for Historically Underutilized Businesses, in UT Austin’s procurement processes.
- **UT System HUB Office** – UT System HUB Office Director Hopeton Hay conducts a presentation on the procurement processes and highlights of the UT System to include how a small business, particularly a HUB-certified small business, may benefit from the program.
- **UT Health San Antonio** – HUB Coordinator Rebecca Mendez provides a detailed presentation on UT Health San Antonio’s vendor registration process, HUB requirements, and procurement / selection processes.
- **UTSA Purchasing Department** – UTSA HUB Coordinator Bruce Williams discusses UTSA’s procurement process, vendor registration, HUB goals and current bid opportunities.
- **VIA Purchasing** – Disadvantaged Business Enterprise Liaison Officer Maurice Bridges, Procurement Manager Terry Dudley, and Business Development Specialist Ross Mitchell lead a three part discussion focusing on how to register to do business with VIA, what programming the transit agency offers to assist small business with local and federal level certifications, and what business opportunities are currently available.

Building Business Capacity

- **Certification Application Process – Local** – South Central Texas Regional Certification Agency’s Executive Director Charles Johnson leads a detailed presentation on the process of becoming a certified small, minority, women, veteran owned business as well as the benefits of those certifications.
- **Certification Application Process – Federal** – Certification Specialist Jessica Bateman provides a detailed presentation covering the benefits, steps and processes of a DBE and ACDBE federal level certification.
- **Certification Application Process – Local, Spanish** – Senior Certification Specialist Karina Pineda walks users through the certification application process as well as discussed the benefits to those businesses seeking a SMWBE certification from the SCTRCA. Presentation is provided in Spanish.
- **Certification Application Process – Federal, Spanish** – Senior Certification Specialist Karina Pineda leads a detailed presentation covering the benefits and incentives of DBE and ACDBE certification, as well as discusses the laws and application process that DBE certification is required to follow. Presentation is provided in Spanish.

- **Department of Labor** – Community Outreach and Planning Specialist Ellen Glover shares helpful resources and covers relevant legislation to assist small businesses during the COVID recovery.
- **Expanding and Enhancing Business** – UTSA PTAC Program Manager Curtis Mohler details the offerings of the Procurement Technical Assistance Center and how its team and resource network can better position a small business for competition at prime and sub levels.
- **Texas Department of Transportation** – San Antonio District DBE Coordinator Jose Castro leads a presentation explaining the prequalification process for prime contractors seeking to compete for construction opportunities from the agency. Additionally, Mr. Castro details some of the business and operational processes required of the TXDOT procurement process.
- **Understanding a Credit Score** – SBTRC Regional Project Director Tony Arps provides a presentation detailing various factors impacting a small business owner’s credit score and what actions / remedies they may pursue in attempting to strengthen that score.
- **UTSA Minority Business Development Agency** – MBDA Director Orestes Hubbard leads a panel discussion with team members explaining the roles and services offered to minority-owned small businesses by the MBDA export, manufacturing and recovery accelerator programs.
- **Veterans First Certification Program (CVE)** - UTSA PTAC Program Manager Curtis Mohler details the eligibility requirements of the SDVOSB and VOSB programs and explains the benefits of each to qualified firms.
- **Workforce Solutions Alamo** – Chief Executive Officer Adrian Lopez highlights milestones achieved by the agency during the COVID recovery effort as well as details programming offered to the local job seekers.

Doing Business with General Contractors

- **Alpha Building Corporation** – Project Engineers Shae Spain and Joel Cepeda offer a presentation on the history of Alpha Building Construction, those scopes and projects the company pursues, and how a small business / potential sub-contractor may seek to compete for subcontracting opportunities.
- **Capital Excavation** – Estimator Taylor Keith leads a question and answer styled presentation leading small businesses through the processes Capital utilizes for finding and engaging subcontractors on their various contracting opportunities.
- **Galaxy Builders** – Director of Pre-Construction Ty Burch offers a question and answer session on the types of construction the contractor pursues, those subcontractors most often sought / sourced, and how best to position your company to compete on subcontracting opportunities.
- **Joeris General Contractors** – Manager of Human Resources and Diversity and Inclusion Ellen Ward leads a detailed walk thru on Joeris’ prequalification process for subcontractors seeking to work with the contractor.
- **Rogers-O'Brien Construction Co.** – Director of Construction – South Texas John Archer hosts a question and answer-formatted presentation answering essential questions small

business / subcontractors should be aware of when seeking to do business with Rogers – O'Brien.

- **Skanska USA Building Inc.** – Project Executive Matt McCafrey, Vendor Diversity Manager Tiffany McCullough and Prequalification Analyst Jennifer McGillivray provide a presentation covering Skanska's background, project scopes and the benefits to working as a subcontractor with the firm. Additionally, viewers are provided an in-depth walk through of the prequalification processes Skanska employees for its subcontracting opportunities.
- **SPAWGLASS Contractors, Inc.** – Diversity Outreach Coordinator Melodye Tomsu offers an overview of the services offered by SpawGlass. Additionally, Ms. Tomsu provides a step-by-step guide on how to do business with SpawGlass.
- **Sundt Construction** – Estimator Juan Arriaga offers a thorough presentation on the prequalification process and requirements subcontractors are asked to meet to work on Sundt contracting opportunities. Additionally, Mr. Arriaga covers current and upcoming opportunities for which subcontractors may begin submitting bids / proposals.
- **Tejas Premier Building Contractor, Inc.** – Director of Business Development Angelica M. Coronado leads a discussion on Tejas Premier's business processes and what a subcontractor may do to prepare for submitting bids / proposals on upcoming contracting opportunities. Additionally, Ms. Coronado details current solicitations for which Tejas is submitting bid responses.
- **Texas Sterling Construction, L.P.** – Michael Garcia provides a question and answer – formatted presentation detailing the most common questions and issues subcontractors pose when seeking to do with Texas Sterling Construction.
- **The Whiting-Turner Contracting Company** – Vice President Cyrena Davis offers an overview Whiting – Turner's national portfolio as well as local presence. Ms. Davis also explains the types / scopes of work the contractor typically pursues and offers contact information and guidelines for registering to become a subcontractor on Whiting-Turner projects.
- **Turner Construction** – Chief Estimator Patrick Byrnes, Procurement Manager Eric Wildt and South Texas C&C Coordinator Porschia Tolbert offer a detailed presentation covering Turner Construction's Prequalification and business operation processes as well as those scopes pursued / sought by the contractor.

VIRTUAL CONFERENCE SCHEDULE:

<https://www.bexar.org/130/Conference>

CONFERENCE SCHEDULE

WEDNESDAY, DECEMBER 9, 2020

Session Type	Time	Event	Invited Agency/Organization
Live Stream	8:00 AM - 8:45 AM	<u>Opening Session</u>	Bexar County Commissioner Justin Rodriguez, Precinct 2, Frank Almaraz, CPS Energy & Renee Watson, SBED Director
Workshop Live Stream	9:00 AM - 9:45 AM	<u>Recovery Resources</u>	UTSA Accelerator
Workshop Live Stream	9:00 AM - 9:45 AM	<u>Business Formation</u>	UTSA SBDC
Workshop Live Stream	9:00 AM - 9:45 AM	<u>Vendor Registration Public Sector - Commodity Codes</u>	UTSA CGC
Workshop Live Stream	9:00 AM - 9:45 AM	<u>Small Business Programs</u>	COSA EDD
Workshop Live Stream	10:00 AM - 10:45 AM	<u>Doing Business with Bexar County</u>	Bexar SBED
Workshop Live Stream	10:00 AM - 10:45 AM	<u>Financial - Micro Lenders</u>	LiftFund
Workshop Live Stream	10:00 AM - 10:45 AM	<u>Utilizing Technology As A Strategic Business Asset</u>	Microsoft
Workshop Live Stream	10:00 AM - 10:45 AM	<u>International Business & Financing</u>	EXIM Bank
Workshop Live Stream	11:00 AM - 11:45 AM	<u>Skills for Small Business</u>	Alamo Colleges - SPC
Workshop Live Stream	11:00 AM - 11:45 AM	<u>Community Partners & Services</u>	SAGE/WDC/SSF/NC
Workshop Live Stream	11:00 AM - 11:45 AM	<u>SMWBE/HUB/DBE Certification</u>	TXDOT/HUB
Workshop Live Stream	11:00 AM - 11:45 AM	<u>Customer Assistance, Burned Veterans' Discount, and Public Safety & Education</u>	CPS Energy
	11:45 AM - 1:00 PM	Lunch (on your own)	

Live Stream	1:00 PM - 5:00 PM	Open MIC Sessions - Ask a Business Advisor (Live Only)	UTSA SBDC
	1:00 PM - 2:30 PM	Matchmaking Appointments	My Business Matches
	2:30 PM - 2:45 PM	Break	
	2:45 PM - 5:00 PM	Matchmaking Appointments	My Business Matches

THURSDAY, DECEMBER 10, 2020

Type	Time	Event	Agency/Organization
Live Stream	8:00 AM - 8:45 AM	<u>Opening Session</u>	Bexar County Commissioner Tommy Calvert, Precinct 4, Frank Almaraz, CPS Energy & Renee Watson, SBED Director
	9:00 AM - 10:30 AM	Matchmaking Appointments	My Business Matches
	10:30 AM - 10:45 AM	Break	
	11:00 AM - 12:30 PM	Matchmaking Appointments	My Business Matches
	12:30 PM - 1:30 PM	Lunch (on your own)	
	1:30 PM - 3:00 PM	Matchmaking Appointments	My Business Matches
	3:00 PM - 3:15 PM	Break	
	3:15 PM - 5:00 PM	Matchmaking Appointments	My Business Matches

FRIDAY, DECEMBER 11, 2020

Type	Time	Event	Agency/Organization
Live Stream	8:00 AM - 8:45 AM	<u>Opening Session</u>	Texas State Senator Jose Menendez, District 26 & Renee Watson, SBED Director
	9:00 AM - 10:30 AM	Matchmaking Appointments	My Business Matches
	10:30 AM - 10:45 AM	Break	
	11:00 AM - 12:30 PM	Matchmaking Appointments	My Business Matches
	12:30 PM - 1:30 PM	Lunch (on your own)	
	1:30 PM - 3:00 PM	Matchmaking Appointments	My Business Matches
	3:00 PM - 3:15 PM	Break	
	3:15 PM - 5:00 PM	Matchmaking Appointments	My Business Matches

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