BEXAR COUNTY
BUSINESS VIRTUAL
CONFERENCE

COMMODITIES★SERVICES★CONSTRUCTION

DECEMBER 9-11, 2020 | 8:00 AM - 5:00 PM | www.bexar.org/smwbe

SPONSORED BY: Microsoft
CITY OF SAN ANTONIO
THE SENATE OF TEXAS
SENATOR JOSÉ MENÉNDEZ
DISTRICT 26

Virtual Sessions on:
- Starting A Business
- Building Business Capacity
- Doing Business with Public Agencies
- Working with General Contractors
- Open MIC: Ask a UTSA SBDC Advisor

Virtual Exhibit Booths: 15 Minute One to One Matchmaking Sessions

JOIN US!
Billions of Dollars in Contract Opportunities!

Linking Small, Minority, Women, & Veteran Business Owners to opportunities for over 20 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
Justin Rodriguez
Commissioner, PCT 2
Kevin Wolff
Commissioner, PCT 3
Tommy Calvert
Commissioner, PCT 4

SENATOR JOSÉ MENÉNDEZ
DISTRICT 26
Welcome to Bexar County’s 20th 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. Bexar County’s Business Virtual Conference will provide educational, as well as, networking opportunities with professionals across all industries. Over the past nineteen 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.

TITLE SPONSORS
WEDNESDAY, DECEMBER 9
8:00 AM - 8:45 AM OPENING SESSION

VIRTUAL WORKSHOPS:
9:00 AM - 9:45 AM RECOVERY RESOURCES
9:00 AM - 9:45 AM BUSINESS FORMATION
9:00 AM - 9:45 AM VENDOR REGISTRATION PUBLIC SECTOR - COMMODITY CODES
9:00 AM - 9:45 AM SMALL BUSINESS PROGRAMS
10:00 AM - 10:45 AM DOING BUSINESS WITH BEXAR COUNTY
10:00 AM - 10:45 AM FINANCIAL - MICRO LENDERS
10:00 AM - 10:45 AM TECHNOLOGY
10:00 AM - 10:45 AM INTERNATIONAL BUSINESS & FINANCING
11:00 AM - 11:45 AM SKILLS FOR SMALL BUSINESS
11:00 AM - 11:45 AM COMMUNITY PARTNERS & SERVICES
11:00 AM - 11:45 AM SMWBE / HUB / DBE CERTIFICATION
11:00 AM - 11:45 AM CUSTOMER ASSISTANCE, BURNED VETERANS’ DISCOUNT, AND PUBLIC SAFETY & EDUCATION
11:45 AM - 1:00 PM LUNCH (ON YOUR OWN)
1:00 PM - 5:00 PM OPEN MIC SESSIONS - ASK A BUSINESS ADVISOR!
1:00 PM - 2:30 PM MATCHMAKING APPOINTMENTS
2:30 PM - 2:45 PM BREAK
2:45 PM - 5:00 PM MATCHMAKING APPOINTMENTS

THURSDAY, DECEMBER 10
8:00 AM - 8:45 AM OPENING SESSION
9:00 AM - 5:00 PM ONE ON ONE MATCHMAKER

FRIDAY, DECEMBER 11
8:00 AM - 8:45 AM OPENING SESSION
9:00 AM - 5:00 PM ONE ON ONE MATCHMAKER
ATTENTION BEXAR COUNTY BUSINESS OWNERS:

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

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

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

Certifying Entity / Organization Registry

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

For more information, please contact our office:
Small Business & Entrepreneurship Department
Bexar County
Paul Elizondo Tower
101 W. Nueva, Suite 112
San Antonio, TX 78205
210.335.2478 or rwatson@bexar.org

Bexar County Commissioners Court highly encourages certification. However, designation is not a pre-requisite or requirement for doing business with Bexar County.

www.bexar.org/smwbe
Renee Watson, Bexar County’s SBED Director opens our virtual SMWVBO conference with a thoughtful dialogue featuring Bexar County Commissioner Justin Rodriguez, Precinct 2 and Frank Almaraz, CPS Energy’s Chief Administrative and Business Development Officer. Join us as these three officials speak to those pressing issues most confronting Bexar County and CPS Energy as each mobilized a unique response and inclusive effort to support small business during an unprecedented public health crisis.

Renee Watson, Bexar County’s SBED Director opens Day 2 of our virtual SMWVBO conference with an earnest discourse featuring Bexar County Commissioner Tommy Calvert, Precinct 4 and Frank Almaraz, CPS Energy’s Chief Administrative and Business Development Officer. Join us as these three officials speak to the unique challenges Bexar County and CPS Energy recognize as facing our local small businesses and how each has launched a uniquely expansive effort to restore and strengthen our local economy thru small business.

Renee Watson, Bexar County’s SBED Director opens the third and final day of our virtual SMWVBO Conference with a conversation with Jose Menendez, Texas State Senator District 26. Join us as the two discuss those topical issues that business owners can anticipate the State legislature to deliberate concerning the State of Texas’ continued efforts to combat the pandemic on a local level as well as aid in the recovery effort of our local and State economies.

Join us as UTSA SBDC’s Training Coordinate Mariah Kilbourne and her team address YOUR QUESTIONS in a live 4-hour question and answer segment. Whether you are considering opening a small business, currently own a small business, or are looking to expand your business, UTSA SBDC’s team of business advisors are available for free consultation and guidance every step of your journey. Come take a peek at what that looks like and how UTSA SBDC can help grow your business!

Website Link: https://sasbdc.org/
Business Formation  
UTSA SBDC  
SBDCs provide management counseling in areas including accounting, financing and loan packaging, capital acquisition, business planning, marketing, human resources, economic development, strategic planning, and financial analysis. We also provide specialized assistance in international trade, government contracting, and rural development issues.  
Website Link: https://sasbdc.org/  

Small Business Programs  
COSA EDD  
The Small Business Office administers the Small Business Economic Development Advocacy (SBEDA) Program, which leverages the City’s purchasing power to grow small, minority, and women-owned businesses.  
Website Link: https://www.sanantonio.gov/edd  

Recovery Resources  
UTSA Accelerator  
The South-West Texas Border Small Business Development Center (SBDC) Network provides consulting and technical assistance to the small business community. Our goal is simple — to help small businesses start and grow. The SBDC program supports the growth and development of the Texas economy by assisting in job creation, economic diversification, and business expansion.  
Website Link: https://covidbizrecovery.utsa.edu/  

Vendor Registration Public Sector-Community Codes  
UTSA CGC  
The UTSA SBDC Center for Government Contracting (CGC) is a specialty center of the South West Texas Border SBDC Network at the University of Texas at San Antonio (UTSA). The CGC provides programs that assists small business owners, veteran entrepreneurs, women-owned small businesses, employers, and technology entrepreneurs. These services are reflected in the following programs: Employer Services, Emergency Preparedness, Cybersecurity, and COVID Business Recovery Accelerator.  
Website Link: https://cgc.txsbdc.org/
Doing Business with Bexar County

Bexar County is committed to working with small, minority-owned, women-owned, and veteran-owned businesses as well as disadvantaged business enterprises and historically underutilized businesses. Our goal is to work together with business owners, regional partners, state & federal agencies, and other resources to deliver the best environment for entrepreneurs and small businesses.

Website Link:
https://www.bexar.org/smwbe

International Business & Financing

EXIM Bank

The Export-Import Bank of the United States (EXIM) is the official export credit agency of the United States. EXIM is an independent Executive Branch agency with a mission of supporting American jobs by facilitating the export of U.S. goods and services.

Website Link:
https://www.exim.gov/

Financial—Micro Lending

LiftFund

A designated community development financial institution, or CDFI. CDFI’s are working in communities across the United States to provide affordable, responsible credit, create and sustain jobs, and to stabilize communities. CDFI loans finance community businesses, including small businesses, microenterprises, nonprofit organizations, commercial real estate, and affordable housing.

Website Link:
https://www.liftfund.com/

Technology

Microsoft

Microsoft recognizes small businesses rely on technology as a strategic business asset. Investing in informational technology (IT) helps reduce operating costs, elevate employee performance and increase business connections to customers and clients. Microsoft offers products like Microsoft Office Live, which creates a paperless environment, and Windows Vista, which addresses the environmental concerns of businesses.

Website Link:
https://www.microsoft.com/en-us/?ql=3&spl=2
Community Partners & Services
Bexar County EDD/SAGE/WDC/SSF/NC
Our goal is to work together with business owners, regional partners, state & federal agencies, and other resources to deliver the best environment for entrepreneurs and small businesses.
Website Link:
https://www.bexar.org/edd

Customer Assistance, Burned Veterans’ Discount, and Public Safety & Education
CPS Energy
The Burned Veterans’ Discount program provides for a discount to qualified electric rate customers for the months of April to October of every year. In order to be eligible, applicant must be a military veteran who has a significantly decreased ability to regulate his or her body’s core temperature because of severe burns received during armed conflict or in combat. Applicant must provide confirmation from a military medical facility.
Website Link:

Skills for Small Business
Alamo Colleges District
The Export-Import Bank of the United States (EXIM) is the official export credit agency of the United States. EXIM is an independent Executive Branch agency with a mission of supporting American jobs by facilitating the export of U.S. goods and services.
Website Link:
https://www.alamo.edu/

SMWBE/HUB/DBE Certification
TXDOT/HUB
Microsoft recognizes small businesses rely on technology as a strategic business asset. Investing in informational technology (IT) helps reduce operating costs, elevate employee performance and increase business connections to customers and clients. Microsoft offers products like Microsoft Office Live, which creates a paperless environment, and Windows Vista, which addresses the environmental concerns of businesses.
Website Links:
https://www.txdot.gov/
https://comptroller.texas.gov/
This business matchmaking event is designed to provide all small business owners from all industries the opportunity to connect with prime contractors, co-ops, local, state, and federal buyers, end-users and p-card holders. The desired outcome includes immediate connections for purchase orders or contract opportunities during and after the sessions.
About the Event

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 SMWVBO conference is unable to be held in its traditional venue providing for countless in-person, face-to-face interactions. It is our pleasure to invite you to this joint SMWBE Matchmaking Conference.

Our focus is to bring buyers and suppliers together to enhance contract opportunities and awareness. UTSA and Bexar County are partnering to bring this conference and matchmaking event together, virtually. Through a series of live streams and pre-recorded webinars, virtual conference attendees will be provided direct access to information from general contractors, financial and technical assistance providers, local resource partners/agencies, and local, state, and federal contracting professionals. Please join us as we discuss current topics focusing on contract opportunities, vendor registration, operational processes and requirements, and how entities procure goods and services in light of COVID-19 safety protocols. For more information regarding conference programming or the live stream schedules, please visit Bexar County’s Small Business and Entrepreneurship Department website at: https://www.bexar.org/130/conference.

Please register as a buyer or supplier using the link at the top right of this page. There is no fee to participate. We highly encourage you to have as many of your team members register for this event to maximize your entity’s potential matches.
LEARN MORE

How Do Virtual Meetings Work?

**Step 1.**
Once registered, you will receive a Magic Link with access to the platform. No downloads required.

**Step 2.**
'Click' on 'My Meeting Maker' and browse through your matches, view company profiles, and save your favorite suppliers for later. You can even download your results for later Market Research.

**Step 3.**
Send invitations to request meetings with as many companies as you like.

**Step 4.**
Accept invitations. You MUST accept an invitation in order for the meeting to take place.

**Step 5.**
Test your hardware and browser to ensure that you are ready to meet!

**Step 6.**
Meet via our non-intrusive video technology without ever leaving our system and no "MESSY" APPS to download. You will only be prompted to use your camera and microphone. Simple as that!

GOOD LUCK IN YOUR MEETINGS!

FOR ADDITIONAL QUESTIONS
PLEASE CONTACT US AT INFO@MYBUSINESSMATCHES.COM

UTSA
Pre-Recorded Sessions

Available on YouTube: SMWBE Bexar County
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.

YouTube Link: https://youtu.be/yI0390LOnmo

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.

YouTube Link: https://youtu.be/iklEy_9c6jM

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.

YouTube Link: https://youtu.be/XJrbaEiJBog

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.

YouTube Link: https://youtu.be/DFH8Y6XqaUM
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.

YouTube Link: https://youtu.be/gd25XNakOJg

STARTING A BUSINESS

UTSA SBDC’s business advisor Crystal Darby details the most critical steps for starting, forming and filing your small business.

YouTube Link: https://youtu.be/U-qmY5ZlYn8

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.

YouTube Link: https://youtu.be/6DFop_dk8uk
**DOING BUSINESS - PUBLIC AGENCIES**

**PRE-RECORDED SESSION**

**DOING BUSINESS WITH ALAMO COLLEGES**

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.

**YouTube Link:**
https://youtu.be/4xN8w-T6Qyg

**HIRE ALAMO COLLEGES STUDENTS: WAGES PARTIALLY PAID BY FEDERAL FUNDS**

Martha Trevino, Ph.D. Director, Office of Workplace Learning

**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.

**YouTube Link:**
https://youtu.be/dFQqumnv1H8

**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.

**YouTube Link:**
https://youtu.be/4xN8w-T6Qyg

**HOW TO DO BUSINESS WITH BEXAR COUNTY FACILITIES MANAGEMENT**

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.

**YouTube Link:**
https://youtu.be/QTk-qJ1yRCk

**BEXAR FACILITIES DEPARTMENT**

**PUBLIC WORKS DEPARTMENT CAPITAL IMPROVEMENT PROJECTS**

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.

**YouTube Link:**
https://youtu.be/0NdMwgD0oZc
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.

**YouTube Link:**
https://youtu.be/YQXaywg3iQU

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.

**YouTube Link:**
https://youtu.be/mBFaMBmNnxY

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.

**YouTube Link:**
https://youtu.be/VPKYUJxxSjM

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.

**YouTube Link:**
https://youtu.be/K1Sp47wYJrE
DOING BUSINESS - PUBLIC AGENCIES

PRE-RECORDED SESSION

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.

YouTube Link:
https://youtu.be/kve8isVDcf4

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.

YouTube Link:
https://youtu.be/t9-hSUkBfSU

CPS ENERGY 2BUSINESS

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.

YouTube Link:
https://youtu.be/SSjprRFO7Io

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.

YouTube Link:
https://youtu.be/Z9jPzJUm3fE
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.

YouTube Link: https://youtu.be/A7mWqok5T40

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.

YouTube Link: https://youtu.be/MdxVPVzrKPE

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.

YouTube Link: https://youtu.be/Novjk5PskkY

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.

YouTube Link: https://youtu.be/KUSSDpQEQ2A
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.
YouTube Link: https://youtu.be/eFP6vFdrCF4

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.
YouTube Link: https://youtu.be/m-Y0T68lin4

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 SAISD’s successful bond package.
YouTube Link: https://youtu.be/72BA64l6HfM

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.
YouTube Link: https://youtu.be/Um96Z6v2sBQ
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.

YouTube Link:
https://youtu.be/qCESAasOdwI

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.

YouTube Link:
https://youtu.be/4qSd9yba5Wl

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.

YouTube Link:
https://youtu.be/8Ky6WYLiuXM
DOING BUSINESS - PUBLIC AGENCIES

PRE-RECORDED SESSION

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.

YouTube Link:
https://youtu.be/Ax19wfDNzms

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.

YouTube Link:
https://youtu.be/U3sulBodpqI

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.

YouTube Link:
https://youtu.be/-SzlYO9be98
DOING BUSINESS - PUBLIC AGENCIES

PRE-RECORDED SESSION

**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.

YouTube Link: https://youtu.be/TV537MPXu1o

**UTSA PURCHASING DEPARTMENT**

UTSA HUB Coordinator Bruce Williams discusses UTSA’s procurement process, vendor registration, HUB goals and current bid opportunities.

YouTube Link: https://youtu.be/z0W5hek8GQs

**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.

YouTube Link: https://youtu.be/30LGAIHsV7Y

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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.

YouTube Link:
https://youtu.be/S60QH4ly8hw

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.

YouTube Link:
https://youtu.be/Hvc4c4poydU

CERTIFICATION APPLICATION PROCESS – LOCAL, SPANISH

Karina Pineda, especialista principal de certificación, guía a los usuarios a través del proceso de solicitud de certificación y también discute los beneficios para aquellas empresas que buscan una certificación SMWBE de la SCTRCA. La presentación se proporciona en español.

YouTube Link:
https://youtu.be/x8p1fqvRBy0

CERTIFICATION APPLICATION PROCESS – FEDERAL, SPANISH

Karina Pineda, especialista principal de certificación, dirige una presentación detallada que cubre los beneficios y incentivos de la certificación DBE y ACDBE, y también analiza las leyes y el proceso de solicitud que debe seguir la certificación DBE. La presentación se proporciona en español.

YouTube Link:
https://youtu.be/8tKu5MZSkBl
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.

YouTube Link: https://youtu.be/ii6A__DDMOU

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.

YouTube Link: https://youtu.be/aKRmteZPxtI

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.

YouTube Link: https://youtu.be/cErsnVVUElk

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.

YouTube Link: https://youtu.be/nVb4NpaGE3c
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.

YouTube Link:
https://youtu.be/M4-2t2Tw-zE

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.

YouTube Link:
https://youtu.be/H8O9hoG6_Ko

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.

YouTube Link:
https://youtu.be/LG6XkM0NXbQ

www.bexar.org/smwbe
DOING BUSINESS WITH GENERAL CONTRACTORS
PRE-RECORDED SESSION

**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.
*YouTube Link:* https://youtu.be/sCmH6eNCec

**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.
*YouTube Link:* https://youtu.be/BvBK_HHr8yo

**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.
*YouTube Link:* https://youtu.be/sVZNJB83uOw

**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.
*YouTube Link:* https://youtu.be/DV7iG5OHPg4
DOING BUSINESS WITH GENERAL CONTRACTORS

PRE-RECORDED SESSION

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.

YouTube Link: https://youtu.be/EkPJrxlJQFM

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.

YouTube Link: https://youtu.be/UqBkGrGPceM

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.

YouTube Link: https://youtu.be/0Q63Aif1Pjg

SKANSSKA USA BUILDING INC.

Project Executive Matt McCaffrey, 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.

YouTube Link: https://youtu.be/amY9ebyUTYY
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.

YouTube Link: https://youtu.be/ZtIY2ahlciQ

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.

YouTube Link: https://youtu.be/Y0pyl3V6GoI

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.

YouTube Link: https://youtu.be/fi0Jdq14FaU
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. Rudy Rodriguez, Chair
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Mr. Fernando Reyes, Member
Ms. Cindy Gabriel, Member
Mr. Gerry Telle, Member
Derrick Howard, Executive Director

SMWBE ♥ Volunteers!
Crystal Darby, Volunteers Director

SAVE THE DATE!
SMWVBO 2021
Wednesday, December 8, 2021
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 or call 210.335.2478

Actively Supported By:
Bexar County Small Business and Entrepreneurship Department

During these times, the Bexar County small business community has been negatively impacted with unprecedented economic implications, due to issues related to COVID-19. Bexar County Small Business and Entrepreneurship has created this resource guide to help ease you and your business from the very complex economic hardships that your business has gone through. The following information includes services, resources, and programs to help you and your business receive COVID-19 relief.

Bexar County Economic and Community Development: COVID-19 Response

- **Temporary Rental Assistance Measure (TRAM)** - TRAM is available for those living in Bexar County & suburban cities outside of San Antonio.
- **Bexar County Strong Workforce Program** - Apply for workforce training assistance or be connected to jobs and work experience opportunities.

Please visit the main website for further details on the COVID-19 response from the Economic and Community Development Department - [http://www.bexar.org/ECD](http://www.bexar.org/ECD)

**UTSA: COVID Business Recovery Accelerator**

This team of professional business advisors are committed to sharing the most timely information in the areas of COVID business recovery, posted in the Funding, Employer Services, Cybersecurity, Safety, and Educational Resources sections on their website: [https://txsbdg.org/businessrecovery/](https://txsbdg.org/businessrecovery/)
LiftFund

LiftFund is offering the following loan programs (subject to change):

- **EDA COVID Response Loan** – a small business loan, with specific geographical requirements including the City of San Antonio. Maximum loan is $250,000 with a low interest rate. Can be used for equipment purchase, owner-occupied commercial property purchase, leasehold improvements and some working capital.

- **SBA Micro Loan** – a small business loan that offers technical assistance as part of the loan. Maximum loan is $20,000. Can be used for startup costs, working capital, equipment and more. Business must be a startup, newly established or growing business.

- **SBA 7a Community Advantage** – a small business loan with the maximum amount of $250,000. Term can be up to 10 years. Can be used for startup costs, working capital, equipment, lease improvements, and more.

LiftFund also hosts seminars online and business accelerator programs. Register here:

- [www.liftfund.com/events](http://www.liftfund.com/events) For more information, call: **888-215-2373** To apply or inquire today to learn more visit:

- [www.liftfund.com/edaloans](http://www.liftfund.com/edaloans) or [www.apply4businessloan.com/#/LIFTFUND](http://www.apply4businessloan.com/#/LIFTFUND)

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**U.S. Small Business Administration (SBA)**

- **Economic Injury Disaster Loans (EIDL)** - EIDL is a coronavirus funding option that is available now. Applications are available to eligible small businesses, private non-profits and U.S. agricultural businesses. Deadline is October 31, 2020. [www.SBA.gov](http://www.SBA.gov)

- **The Centers for Disease Control and Prevention (CDC)** - The CDC offers the most up-to-date information on COVID-19. For updates from CDC, please visit the website: [https://www.coronavirus.gov/](https://www.coronavirus.gov/)

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**HOW TO CONNECT WITH US!**

We want to urge the small business community to give us a call at **210-335-2478** at our local office or to visit our website [WWW.BEXAR.ORG/SMWBE](http://WWW.BEXAR.ORG/SMWBE), so that we can lead you and your business into the right direction of COVID-19 relief. We want to help our community get back to work and stay at work, safely.

[@smwbe](https://twitter.com/smwbe)  [@smwbe_bexar](https://twitter.com/smwbe_bexar)  [@bexarcountysmwbe](https://twitter.com/bexarcountysmwbe)  [SMWBE Bexar County](https://twitter.com/SMWBE_BexarCounty)
Thank you for attending our 20th Annual Small, Minority Women and Veterans Business Conference. Bexar County is committed throughout the year to increasing the involvement of SMWVBE/DBE/HUB in the local, regional and National economies. It is the intent of the County to afford SMWVBE/DBE/HUB a fair opportunity to compete for all Bexar County contracts. Be sure to visit the Bexar County Offices and Departments that are represented in the Exhibit Hall.

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

Acceleration Connection
We can help you obtain:

• Bid applications and websites for Bexar County Offices & Departments and other local, state, federal and private sector organizations
• Sources for bid posting and historical data
• Sources for small, minority, veteran, disabled and women owned business listings
• Construction and Professional Associations
• Trade and Industry Groups
• Networking Calendar

Starting your business?
We can help you locate:

• Taxes and Permits Information
• Licenses and Forms
• Training programs and classes
• Technical service providers to help you get started

“Linking Your Business to Opportunity for Acceleration”

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Bexar County SBED Staff

James Massey  Brenda Rodriguez  Monica Poole
Sonya Delgado  Cristina Gonzalez  Amparo Arriaga

Follow us on social media!

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BBA, MPA, MCCO
Small Business & Entrepreneurship Department
Director / SMWBE Program
DBJL Loan / Title VI Coordinator

Bexar County Small Business & Entrepreneurship Department
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