



Thursday, Feb. 15, 2018

7:00 a.m. – 8:00 a.m. **Registration – Exhibitors' Setup**

8:00 a.m. **Registration Opens**

8:30 a.m. **Opening and Welcoming Remarks**

9:00 a.m. – 3:00 p.m. **Expo and Workshops**

9:00 a.m. – 10:00 a.m.

Understanding Disaster Recovery Assistance

Newton Jasper Room (Upstairs)

The University of Houston PTAC (Procurement Technical Assistance Center) outlines the process individuals must know to participate in the disaster-recovery effort since the devastation of Hurricane Harvey through government procurement opportunities. Learn how to access procurement opportunities.

Facilitator: Tim Scarborough, CFCM, Director, UH Procurement Technical Assistance Center

First Track Workshops

9:30 a.m. – 10:30 a.m. **(Concurrent Workshops)**

Benefits of Being HUB Certified and DBE Certified

Orange Room (Downstairs)

This workshop will allow you to gain the knowledge and professional expertise you will need to take your business to the next level. Certification is key to market your business.

The Texas Comptroller of Public Accounts and Texas Department of Transportation will provide you with information on how to become Disadvantaged Business Enterprise (DBE) and Historically Underutilized Business (HUB) certified.

Presenters: Delia Lopez Molina, HUB Marketing Coordinator, Statewide Procurement Division (SPD), Texas Comptroller of Public Accounts; **Joe Sanchez** and **Carlton Cooper**, Civil Rights Program Specialists; **Keisha Gash**, HUB Program Specialist, Texas Department of Transportation

Federal and Government Contracting

Jefferson Room (Upstairs)

This workshop will provide an overview of the government market, identify resources and help you market your business.

The federal government is the country's largest customer and buys almost everything. Learn how your small business can successfully sell to the government.

Presenter: Valerie Coleman, Program Manager, Prime Contracts, Office of Government Contracting, U.S. Small Business Administration

Writing a Winning Proposal

Chambers Room (Upstairs)

This workshop will cover tips for creating a strong proposal and explains what procurement staff are looking for during the review process. A great proposal can be decisive in winning a contract, but a poor one can cost you the contract.

Presenter: Norma Barrera, CTCM, CTPM, Procurement and HUB Director, Texas Education Agency

Second Track Workshops

10:45 a.m. – 11:45 a.m. **(Concurrent Workshops)**

What is the HUB Mentor Protégé Program?

Jefferson Room (Upstairs)

This workshop will provide a general overview of the Mentor Protégé Program. It details how the program operates, and how it helps increase opportunities for contracting and subcontracting with the State of Texas.

Presenter: Claribel Diaz, HUB Coordinator, Texas Commission on Environmental Quality

Grow Your Business Through SBA Programs and Know-How – Surety Bonds

Chambers Room (Upstairs)

This workshop will focus on the components of a successful business. Learn how to develop and grow your business through SBA programs and services. Get an understanding of what it takes to get a surety payment and performance bond.

Presenter: Hopeton Hay, Director, Office of HUB Development and Federal Small Business, The University of Texas System; **Easter Wright**, Business Opportunity Specialist, U.S. Small Business Administration

Data Mining Tools for Successfully Marketing to the State of Texas

Newton Jasper Room (Upstairs)

Use data mining tools and procurement data to learn how the State of Texas spends its money.

Presenter: Laura Cagle-Hinojosa, CTCM, Statewide HUB Program Manager, Statewide Procurement Division, Texas Comptroller of Public Accounts

Understanding Corporate Supplier Diversity

Orange Room (Downstairs)

This session will help HUBs and all small business vendors understand how corporations continually look for qualified new vendors of goods and services. The presenters will share corporate opportunities, how to meet the program's eligibility requirements and the importance of relationship building and networking. Take the first step toward growth and development.

Presenter: Rivers Frederick, Manager, Supplier Diversity and Development, Entergy Corporation

11:45 a.m. – 12:45 p.m. **Luncheon – Luncheon Room (Downstairs)**

Entry to the luncheon is by ticket only. The Exhibit Hall will be closed during lunch, will reopen at 1 p.m. and will remain open until 3 p.m.

Lunch 'n Learn: Focus and Insight – Hurricane Harvey

Hear government and private sector perspectives on recovery and rebuilding critical infrastructure in areas of Texas devastated by Hurricane Harvey.

Facilitator: Beverly L. Hatcher, President, Golden Triangle Minority Business Council, Inc.

Private Sector Presenter: Gregory K. Klima, General Manager, Cleveland SIPS. Greg has 25 years' experience as a real estate and business attorney. He has handled a wide variety of purchase, sale, finance and use matters in both commercial and residential settings. In his current position, Greg oversees administrative, financial and production matters. He holds a J.D. from Harvard Law School and a B.A. from Wittenberg University.

12:45 p.m. – 1:30 p.m.

One-on-One Sessions

Luncheon Room Area (Downstairs)

Meet face to face and discuss business opportunities with corporate entities, state agencies and institutions of higher education.

Facilitator: Cassandra Johnson, CTPM, CYCM, HUB Program Specialist, Texas Parks and Wildlife Department

Third Track Workshops

1:00 p.m. – 2:00 p.m. **(Concurrent Workshops)**

State Government Information Technology Procurement Opportunities

Orange Room (Downstairs)

The Department of Information Resources will provide vendors insight into the State of Texas IT contracting process. Gain additional information on doing business with state agencies, universities, cities, counties and local municipalities. Advance your knowledge to help you become competitive with IT procurements throughout the state.

Presenter: Lynn Hodde Sanchez, CTCM, HUB Program Manager, Texas Department of Information Resources

Understanding the Community Banking Industry and What Works for You

Jefferson Room (Upstairs)

Woodforest National Bank (WNB) is a community bank that offers competitive products and services. Community economic development is a critical component of its core business strategy. This workshop details WNB services that meet the needs of small businesses and entrepreneurs.

Presenter: Mildred L. Lemell, Assistant Vice President, Woodforest National Bank