

AGENDA



HUBS...Coming Together, Doing More.



Statewide Historically Underutilized Business Program
2017 Procurement Connection Seminar & EXPO

Thursday, February 16, 2017

7:00 a.m. – 8:00 a.m. **Exhibitor Set-up**

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

8:30 a.m. **Welcome Remarks**

9:00 a.m. – 3:00 p.m. **EXPO**

Workshops

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

Certification & Benefits of Certification

Orange Room (Downstairs)

The Texas Comptroller of Public Accounts, Golden Triangle Minority Business Council and Texas Department of Transportation will provide you with information on how to become HUB certified, CMBL registered, DBE, MBE and WBE certified.

Presenters: **Ricardo Perez**, Certification Team Lead, Statewide HUB Program, Texas Comptroller of Public Accounts; **Beverly L. Hatcher**, President, Golden Triangle Minority Business Council, Inc.; **Joe Sanchez**, Civil Rights Program Specialist, Texas Department of Transportation

What is the HUB Mentor Protégé Program?

Chambers Room (Upstairs)

This workshop will provide a general overview of the State's Mentor Protégé Program. Learn the details as to how the Mentor Protégé Program operates; how agencies may assist in the pairing of companies; and how a Mentor Protégé relationship may increase your firm's opportunities for contracting and subcontracting with the State of Texas.

Presenter: **Michael Herman**, HUB Coordinator, Health and Human Services Commission

How to Become a Texas Department of Information Resources (DIR) Vendor

Jefferson Room (Upstairs)

Learn how the State of Texas procures IT related products and services, and how vendors can bid on cooperative contracts that will be used by state, local and public education institutions across Texas, as well as public entities from other states.

Presenters: **Lisa Maldonado**, CTP, CTPM, CTCM, HUB Coordinator, Technology Sourcing Office, Texas Department of Information Resources; **Lynn Sanchez**, HUB Coordinator, Technology Sourcing Office, Texas Department of Information Resources

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

Forecasting Construction Projects

Orange Room (Downstairs)

Learn about upcoming building construction projects and tips on how to prepare for them. State agency, university and general contractor representatives will serve as panelists, sharing a wide range of knowledge and their perspective of the construction industry and projects that are on the horizon.

Facilitator: **Yolanda Strey**, CTCM, CTPM, HUB Coordinator, Texas Facilities Commission

Panelists: **Jeff Zimmerman**, Director of HUB & Procurement Programs, Texas A&M University System; **Maya Thornton**, HUB Program Director, University of Houston System; **Sharon B. Schultz**, HUB Director, Texas Department of Criminal Justice; **Jerry Vandervoort**, Project Executive, SpawGlass; **Tabitha Evans**, CTP, CTPM Reporting Analyst/HUB Coordinator, Lamar University Beaumont, TX

Structuring Your Marketing Plan

Chambers Room (Upstairs)

Presenting tools that will help small businesses market to state government. Learn how to obtain historical information on state government procurement and use it to formulate your marketing plan, as well as identify tools to assist your firm in business development.

Presenter: **Laura Cagle-Hinojosa**, HUB Coordinator, Texas Commission on Environmental Quality

Federal & Government Contracting

Jefferson Room (Upstairs)

The federal government is the country's biggest customer and buys almost everything! Learn how your small business can successfully sell to a government agency. This workshop will allow you to gain an overview of the government market, identify resources which can assist you and get started in marketing your business.

Presenter: **Robert Warren**, Business Advisor, Procurement Technical Assistance Center at the University of Houston (PTAC, Houston, TX)

Ready, Willing & Able

Newton Jasper Room (Upstairs)

First impressions may affect how purchasers and prime contractors perceive you as a viable company. Often, your business communications and your online profile are first introductions to your company and its mission. Take away real-time strategies that you can use to ensure that your company is Ready, Willing & Able to do business.

Presenters: **Beverly L. Hatcher**, President, Golden Triangle Minority Business Council, Inc.; **Ana Pereda**, Small Business Advisor, Lamar University-Beaumont, SBDC

11:45 a.m. – 12:45 p.m. **Luncheon**
(Entry to the Luncheon will be by Lunch Ticket. During lunch, the Exhibit Hall is closed and will re-open at 1:00 p.m. until 3:00 p.m.)

1:30 p.m. – 2:30 p.m.

One-on-One

Lunch Area

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

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