

# Times:

7:00 a.m. – 8:00 a.m.

Exhibitor(s) ONLY Set-Up

8:30 a.m. – 2:00 p.m.

Registration

Exhibitors

EXPO Participants

8:45 a.m. – 9:00 a.m.

Welcome Remarks

EXPO OPEN TO THE PUBLIC

9:00 a.m. – 3:00 p.m.

Visit EXPO Exhibits | Workshops

11:45 a.m. – 12:45 p.m.

Lunch 'n Learn 'n Networking

(registration/ticket required)

9:30 a.m. – 3:00 p.m.

Spot Bid Fair | On-Site ONLY

Submit Bid Proposals

3:00 p.m.

Diversity & Inclusion Winddown

w/Snacks-To-Go

Spot Bid Fair Tentative Bid Awards

Grand Door Prize (Must be Present to Win)

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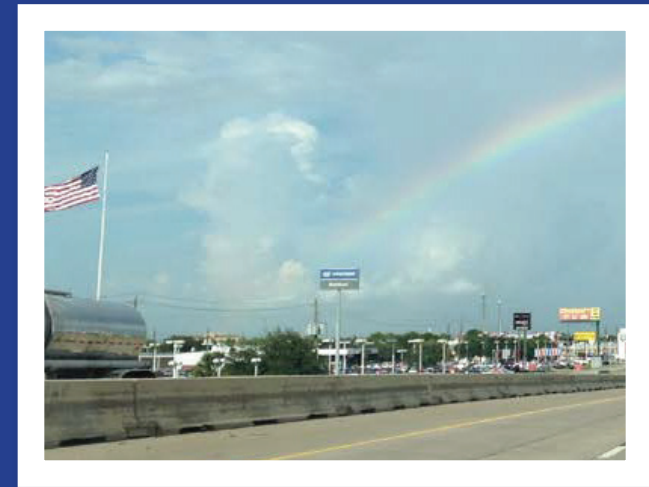
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“BUILDING YOUR DREAM”

2019  
Statewide Expo  
and  
Spot Bid Fair

March 5, 2019

Compro Event Center  
4155 W. Cardinal | Beaumont, Texas



**8:45 a.m. – 9:00 a.m.**

**Welcome Remarks | EXPO OPEN TO THE PUBLIC**

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**9:30 a.m. – 3:00 p.m.**

**SPOT BID FAIR**

Small and Historically Underutilized Businesses will have a unique opportunity to submit bid proposals on-site.

NOTE: Only bid opportunities submitted before the 03.03.19 deadline, will be posted online at [HYPERLINK "http://www.gtmbc.com"](http://www.gtmbc.com) www.gtmbc.com After the deadline each entity with a bid opportunity is responsible for bringing printed copies of their bid opportunity to the onsite Spot Bid Fair.

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**9:30 a.m. – 10:30 a.m. Suite D, Meeting Room**  
**Understanding the Procurement Cycle**

The State of Texas has a Procurement Cycle which outlines the process an agency's purchaser uses to define, establish, and finalize a purchase that will satisfy their end user needs. This workshop will help you in understanding the steps which support Texas public purchasers in determining the methods, sources, and procedures for executing purchases in the best interest of the state; and therefore, may help your business to contract with the state.

Presenter: Tabitha Evans, CTPM, Reporting Analyst/HUB Coordinator, Lamar University Purchasing Department

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**9:30 a.m. – 10:30 a.m. Suite E, Meeting Room**  
**What is the HUB Mentor Protégé Program?**

This workshop will provide a general overview of the Mentor Protégé Program, including how the agencies assist in the pairing of companies. It details how the specific Mentor Protégé Program operates, and how it helps increase opportunities for contracting and subcontracting with the State of Texas.

Presenter: Claribel Diaz, CTCM, TCEQ /FAD / HUB Coordinator, Texas Commission on Environmental Quality

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**9:30 a.m. – 10:30 a.m. Suite F, Meeting Room**  
**Benefits of Being DBE Certified**

Certification is key to market your business. This workshop will allow you to gain the knowledge and professional expertise you will need to take your business to the next level. The Texas Comptroller of Public Accounts, and Texas Department of Transportation will provide you with information on how to become HUB certified, CMBL registered, DBE, MBE and WBE certified.

Presenter: Herbert Miller, Jr, CPPO, CTPM, CTCM, CPPB, CCA; Branch Purchasing Manager, Contract Management Group, Procurement Division – Strategic Section, Texas Department of Transportation

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**10:45 a.m. – 11:45 a.m. Suite D, Meeting Room**  
**How to Become a Texas Department of Information Resources (DIR) Vendor**

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: Lynn Hodde, CTCM; HUB Program Manager, Texas Department of Information Resources)

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**10:45 a.m. – 11:45 a.m. Suite E, Meeting Room**  
**"Ready, Willing and Able"**

First impressions may affect how purchasers and prime contractors perceive you as a viable company. Often, your business communications and your on-line profile are first introductions to your company and its mission. Learn 11 Keys to Business Success, as well as developing better communications to improve profits.

Presenter: Manuel Guerrero, Lecturer, Communication & Legal Studies, College of Business, Stephen F. Austin State University

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**LUNCHEON 11:45 a.m. – 12:45 p.m. Ballroom C**

Lunch 'n Learn (Entry to the luncheon will be by Lunch Ticket. During the Lunch, the Exhibit Hall is closed and will Re-Open at 1 p.m. until 3 p.m.)

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**1:00 p.m. – 3:00 p.m. Ballroom C, Luncheon Room**

One-on-One Sessions - 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

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**1:00 p.m. – 2:00 p.m. Suite D, Meeting Room**  
**Understanding the Community Banking Industry & What Works for You**

Woodforest National Bank (WNB) is committed as a community bank based upon the needs of the customers it serves to earn customer loyalty by offering the highest level of customer service as well as competitive products and services. WNB values community development as a critical component of its core business strategy. Advantage Capital (AC) provides flexible capital funding to established and emerging companies. And, Advantage Capital's sources of funds allow it to offer flexible, patient terms tailored to fit the unique needs of small businesses in different stages of the growth cycle. This workshop will help you in understanding all WNB and AC service components to meet all the needs of small businesses and entrepreneurs, and you will not want to miss out on this detailed information.

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Understanding the Community Banking Industry & What Works for You (continued)

Presenter(s): Mildred L. Lemell, Assistant Vice President – Beaumont, Woodforest National Bank, and, Tasha Harvey, Vice President, Business Development Office, Advantage Capital

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**1:00 p.m. – 2:00 p.m. Suite E, Meeting Room**  
**Federal Government Contracting**

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.

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

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**1:00 p.m. – 2:00 p.m. Room: Suite F**  
**Understanding Corporate Supplier Diversity/Creating Opportunities**

This session will increase all small business vendors understanding on how corporations continually look for qualified new vendors of goods and services. The Presenters will share corporate prospective, how to meet the corporate policy eligibility requirements, and the importance of relationship/networking building. Listen and Learn and take the first step forward toward growth and development.

Presenter: Kristie Young, Business Partner for Public & Government Affairs, Exxon Mobil Corporation, and Panelists: TBA

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**2:00 p.m. – 3:00 p.m. Suite D, Meeting Room**  
**Forecasting Construction Projects**

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: Shonte Gordon, TFC HUB Program, Texas Facilities Commission

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**2:00 p.m. – 3:00 p.m. Suite E, Meeting Room**  
**Benefits of Being HUB Certified**

Certification is key to market your business. This workshop will allow you to gain the knowledge and professional expertise you will need to take your business to the next level. The Texas Comptroller of Public Accounts will provide you with information on how to become HUB certified and CMBL registered

Presenters: Delia Lopez Molina, Historically Underutilized Business (HUB) Marketing Specialist, Statewide Procurement Division (SPD), Texas Comptroller of Public Accounts; Beverly L. Hatcher, President, Golden Triangle Minority Business Council