

# 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)

## Thank you to our Sponsors



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Golden Triangle Minority  
Business Council, Inc.

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## “BUILDING YOUR DREAM”

# 2020 Statewide Expo and Spot Bid Fair

March 3, 2020

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 03.02.20 deadline, will be posted online at [www.gtmbc.com](http://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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**9:00 a.m. – 9:30 a.m.**

**How to Maximize Your CMBL Profile and Understanding the Procurement thru Universities**

Presenter: Karen L. Gross, C.P.M, CTPM, CPPB, Manager, Supplier Diversity Programs/HUB Coordinator, University of Texas Medical Branch

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**9:30 a.m. – 10:00 a.m.**

**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.

Presenter(s): Mildred L. Lemell, Assistant Vice President – Beaumont 0550, Woodforest National Bank, and, Tasha Harvey, Vice President, Business Development Office, Advantage Capital

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**10:00 a.m. – 10:30 a.m.**

**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.

**10:30 a.m. – 10:45 a.m.**

**Minute-At-The Mic**

Learn how the State of Texas Does Business adds to Your Information is Power. Now it's time to share a "minute" about who you are.

Presenters: Beverly L. Hatcher, GTMBC President, Golden Triangle Minority Business Council

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**10:45 a.m. – 11:30 a.m.**

**Forecasting Upcoming Procurement Opportunities with the Texas Department of Criminal Justice**

Learn how to take advantage and understand Doing Business with the State of Texas Department of Criminal Justice to gain insights into the latest procurement opportunities for the Year-2020 .

Presenters: Sharon Schultz, HUB Director, Texas Department of Criminal Justice; Ruby Cowan, HUB Coordinator; Texas Department of Criminal Justice; Lucero Gonzalez, CTCD, HUB Coordinator, Business & Finance Division, Texas Department of Criminal Justice

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

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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**12:00 p.m. – 12:45 p.m. Presentations**

Luncheon Speaker Presentation: Michael D. Bryant, Director, Civil Rights Division, Texas Department of Transportation

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**Lunch n' Learn & Door Prizes & Thanks to Our Sponsors & Minute-at-the-Mic**

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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.



**1:00 p.m. – 1:30 p.m.**

**Federal Government HUBZone Program**

Knowing the federal government is the country's biggest customer and buys almost everything it's important to know and understand HUBZone Contracting. HUBZone is a United States Small Business Administration program for small companies that operate and employ people in Historically Under-utilized Business Zones. The HUBZone program was created in response to the HUBZone Empowerment Act created by the US Congress in 1998.

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

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**1:45 p.m. – 2:15 p.m.**

**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: Joe Sanchez, Civil Rights Compliance Analyst, Civil Rights Division-CIV, Texas Department of Transportation

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**2:30 p.m. – 3:00 p.m.**

**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

Presenter: Deanna Diaz, Historically Underutilized Business (HUB) Marketing Specialist, Statewide Procurement Division (SPD), Texas Comptroller of Public Accounts