

Excite

Encourage

Empower

## What's Inside

- 2 Connections
  - Join a Committee
- 3 Upcoming Events
  - Each One-Reach One
- 4 Spotlight - HMSDC's March Luncheon
- 6 Government Affairs - City of Houston
  - Early payment Discount
- 7 Business Trends
- 8 HMSDC News -Capacity Building Program
  - HMSDC Recognizes 2014 Accountability Champions
- 10 MBE Success - Bayside Printing
- 11 Salute!
- 12 Corporate News
- 13 Returning MBEs
  - New MBEs
- 14 HMSDC Committees, Committee Chairs
  - Advertising Rates
  - Stay Connected

## It's All About You - Connections



Welcome to the HMSDC's E-Network. This edition of the E-Network will focus on the importance of making connections that will benefit YOU! HMSDC has several creative ways for you to connect with MBEs and Corporate members. Have you noticed how frequently you see people at different networking events but cannot remember what services they provide? Have you ever looked for an MBE to fulfill an opportunity and didn't realize you had access to them at your fingertips? We must work on making meaningful connections that can result in being mutually beneficial. In order to do that, you must show up, speak up and follow-up! Making a connection without fostering it, may not prove to be very valuable. I was recently told, people repeat what they remember. If you want potential purchasers of your products and/or services to remember your value, what are communicating? HMSDC has several events that are a platform to make connections. What do YOU want people to remember about your business at the next HMSDC event?

Houston Minority Supplier Development Council  
Three Riverway, Suite 555  
Houston, Texas, 77056  
Phone: 713-271-7805/Fax: 713-271-9770  
Email: [info@hmsdc.org](mailto:info@hmsdc.org)  
Website: [www.hmsdc.org](http://www.hmsdc.org)

*Our mission is to actively involve our members in efforts that will increase and expand business opportunity and business growth for minority business enterprises.*

**Certify ~ Develop ~ Connect ~ Advocate**

# president's comments



## Connections

Some say it's who you know that counts. Others understand that it's really who knows you that counts. The difference is the power of networking to build true connections.

Most "networking" events leave you with many new acquaintances, but few new friends. The person you are talking to can't wait for you to quit talking so they can tell you what they are trying to sell. Everyone moves from person to person pitching their product or service in an attempt to snag a meaningful connection. At the end of the day you have a pocketful of business cards but hardly a valued relationship. Over time, with repeat encounters, a business relationship can develop but the process can be exhausting.



In America, we think that we can get right down to business. In other countries it can take months or even years of getting to know each other before we even bring up the subject of business. Trust and relationships are built over time. They are focused on value rather than selling products or services. Conversations are centered around sharing information, insight and building trust so that the seller can better understand where and how they can bring most value and the buyer can be confident that the seller will come through on his/her promises.

HMSDC provides MBEs and Corporate Members numerous opportunities to CONNECT on various levels. To be most effective, it is suggested that both buyer and seller take a targeted approach to HMSDC events. Know in advance who you want to meet and what information you need to acquire. Then be deliberate in laying out a plan to make those connections.

A good example is the upcoming HMSDC **Scholarship Fundraiser Golf Tournament on May 19** at BlackHorse Golf Club. You can register and hope to be paired with someone you might possibly do business with. Or you can sign up early and let HMSDC know who might be a good connection for you. HMSDC will then try its hardest to effect a good match for you. Or better yet, you can put your own foursome together with current and prospective customers. After four hours on the course your team has had a great time, your prospective customers now know all about you, and it's all been validated by a current customer. You are now a long ways down the road to business.

If you are having a hard time connecting to opportunity, let's talk. Patience, persistence and repetition are keys to success in breaking into big business. Let us help you develop a successful approach that will move the ball down the field at each event you attend. Let us help you Connect to Success!



### Join a Committee!

Committee participation is just one more tool that should be in your toolbox. Whether you use the committee system to meet a potential client or to shape the direction of the organization, there is value in actively participating in HMSDC. For contact and more information on the committees, turn to page 16 in your newsletter TODAY!



## Community Partner Events (also featured in the weekly alert)

April 17  
10:30am - 3:00pm

Houston Hispanic Chamber of Commerce 21st Annual Luncheon & Business EXPO  
Hilton Americas - Houston  
Visit <http://www.houstonhispanicchamber.com> for more information.

April 17  
9:00am - 11:30am

Government Procurement Connections - State of Procurement  
HCC Southeast  
Visit <http://www.houstongpc.org> for more information.

April 22  
8:00am - 10:30am

Greater Houston Procurement Breakfast  
HCC Southwest- 5601 West Loop South, Houston, TX 77081  
Visit <http://www.houstonbizprocurement.com> for more information.

May 8  
8:00am - 10:00am

Hispanic & Asian Millennials: Best Practices to Engage Houston's Fastest Growing Demographics  
UHSBDC - 2302 Fannin, Suite 200  
Visit <http://amahouston.net/event/houston-events> for more information.

## Make Plans to Attend (registration for the following events are online at [www.hmsdc.org](http://www.hmsdc.org))

April 23  
11:30 am - 1:00 pm

**Succession Planning - Are you Prepared**  
HMSDC Office - Three Riverway, Suite 555 Houston, TX, 77056  
One very common threat to the continuity and the value of a small business is the retirement of the owner or the sale of the business. Come gain insight on how to prepare for succession in your business and understand what that plan should entail.

April 24-25  
9:00 am - 11:00 am

**Capacity Building Forming Alliance Two Day Practicum**  
HMSDC Office - Three Riverway, Suite 555 Houston, TX, 77056  
This practicum will teach you how to develop a strategic plan for business growth through alliances (teaming, partnering). The practicum is a two-day training covering the stages of alliance development from beginners to advance. Participating in this program is an investment in your business growth and success.

April 30  
9:00 am. - 11:30 am.

**Proposal Writing**  
HMSDC Office - Three Riverway, Suite 555 Houston, TX, 77056  
Gain insight on how to ensure you are creating value added proposals.

May 5  
11:30 am - 1:30 pm

**MBE to MBE Business Opportunity Meeting**  
777 Post Oak, Suite 500, Houston, TX 77056  
Come meet, enjoy lunch compliments of Swift Services and fellowship with other MBEs.

May 7  
11:30 am - 1:30 pm

**SWOT Analysis - Why is it important for my business?**  
HMSDC Office - Three Riverway, Suite 555 Houston, TX, 77056  
An effective business strategy is usually developed based on a SWOT Analysis – an evaluation of the business' Strengths [S], the business' Weaknesses [W], existing or potential Opportunities to grow the business [O], and existing or potential Threats [T] to the continued operation and/or profitability of the business. Mark your calendar now, for this event.

For registration information, latest updates on events and a complete event calendar, visit the HMSDC website, [www.hmsdc.org](http://www.hmsdc.org).

### Did You Know

HMSDC offers **TWO** monthly potential MBE certification workshops:

3<sup>rd</sup> Wednesday - 9:00 am - 11:00 am  
UH Small Business Development Center  
2302 Fannin, Suite 200

1<sup>st</sup> Thursday - 11:00 a.m - Noon  
HMSDC Offices  
Three Riverway, Suite 555

If you know of a minority business that should be certified, refer them to attend one of the certification briefings.

*Let's Grow HMSDC Together!*







## Connections....

Connections were made at the recent March 12th HMSDC *Action Has No Season Luncheon*. All day long, MBEs and Corporations were connecting and discussing potential opportunities.



Engaging dialogue transpired with Michael Roberts during the morning the session.





## MADE

The Procurement tables were busy as corporations shared information with MBEs on upcoming opportunities. MBEs were connecting with each other and discussing ways to potentially do business with one another.



Michael Roberts delivered a thought provoking presentation at the luncheon before signing books for the attendees.



*A special thanks to our sponsors*

*For more pictures, please visit  
HMSDC's Facebook page.  
[www.facebook.com/HMSDC](http://www.facebook.com/HMSDC)*







## CITY OF HOUSTON

*Finance Department - Strategic Purchasing Division*

### EARLY PAYMENT DISCOUNT

The City of Houston's standard payment term is to pay 30 days after receipt of invoice or receipt of goods or services, whichever is later, according to the requirements of the Texas Prompt Payment Act (Tx. Gov't Code, Ch. 2251). However, the City will pay in less than 30 days in return for an early payment discount from Suppliers as follows:

- Payment Time – 20 Days: 1% Discount
- Payment Time – 10 Days: 2% Discount

If a Supplier chooses not to offer an early payment discount, the Supplier will be paid net 30 days after receipt of invoice or receipt of goods or services, whichever is later. Discount offer is not factored into award calculation. If the City fails to make a payment according to the early payment schedule above, but does make the payment within the time specified by the Prompt Payment Act, the City shall not receive the discount, but shall pay no other penalty. When the payment date falls on a Saturday, Sunday, or official holiday, when City offices are closed and City business is not expected to be conducted, payment may be made on the following business day.

For inquiries contact the designated Buyer or Valerie Player-Kaufman at 832-393-8749. If your firm elects to offer an early payment discount, select Yes below, complete and submit the signed Early Payment Discount form to the Strategic Purchasing Division at [SPDWEBMASTER@HOUSTONTX.GOV](mailto:SPDWEBMASTER@HOUSTONTX.GOV).



## The Importance of Networking/Connecting

***NETWORKING** is the single most powerful marketing tactic to accelerate and sustain success for any individual or organization! – Adam Small*

Networking is about making connections and building enduring, mutually beneficial relationships. Ultimately, it's not about who you know ... but WHO KNOWS YOU!!

### NETWORKING IS CRITICAL

We are constantly bombarded with advertisements, emails, status updates, special offers, and sales pitches creating a cluttered message. Personal relationships enable you and your organization to stand out, rise above the noise and remain top of mind. Relationships are the catalyst for success. People do business with those they like and trust. Serve as a resource, help others succeed.

Networking provides the most productive, most proficient and most enduring tactic to build relationships. To succeed you must continually connect with new people, cultivate emerging relationships and leverage your network.

### WHY NETWORK

- Learn dynamics within your industry
- Establish your business contacts
- Get "plugged in" to your community
- Seek new business opportunities
- Facilitate win-win relationships
- Create your referral networks
- Accelerate your professional development
- Develop knowledge resources

Tip taken from 2011. Copyright by Strategic Business Network

## How to Use Networking to Grow your Business in 2014

### NETWORKING EVENT VS NETWORKING PROCESS

- Be patient and understand that networking is a process and it takes time.
- Form part of your long term strategy - the efforts will pay off!
- It is not about keeping score as you will be disappointed in the beginning.
- Don't expect to come away immediately with results, although, often you do.
- Reap what you sow – at each event, you are sowing the seeds to grow your business. It is a process and your reward is at the end
- It takes time but you do get results!!
- Build trust and credibility - this takes time. No "Ordinary" Business Network.



## Capacity Building Program - Forming Alliances



Are you serious about growing your business? Then don't miss this two-day training, **Thursday April 24-25, 2014**, from 9:00—4:00 pm at the Houston Minority Supplier Development Council (Downstairs Basement Conference Room).

Today's economic realities make alliances a more necessary consideration than ever before as a means of survival and growth for small businesses. In a more globalized economy, businesses of all sizes are facing greater competitive pressures, which challenge firms to adopt new business models and approaches.

Business resources in the post-recession environment are at a premium. This environment is far less tolerant of business operations and management through "trial and error." In response to their own economic realities, government and corporate entities are continuing a trend of consolidating and streamlining their procurement processes. The result is larger, consolidated contracts and projects that are growing beyond the capacity of smaller, individual firms.

Strategic alliances enable small firms to maintain or increase their competitive advantage in a variety of ways. HMSDC is assisting MBEs in understanding the value of alliances and how to form them.

**The Capacity Building Program-Forming Alliances** is a two-day impactful Strategic Business Planning Workshop. This is the 6th consecutive year of our offering this highly beneficial training. If you are ready to grow your company with competitive advantage this is a workshop you should attend.

### You will learn how to:

- Minimize "No" being an option
- Verify your needs
- Effectively demonstrate your company's value
- Time your company's growth plan
- Choose the right partner(s)
- Protect your business and gain more
- Negotiate for mutual advantage
- Identify the best-right customer
- Manage what really matters
- Learn the language of alliances

HMSDC designed this two-day practicum specifically for MBEs. The intent is to position MBEs to maximize their potential for larger contracting opportunities, entrance into demanding markets, and global reach.

Register today at [www.hmsdc.org](http://www.hmsdc.org).

If you are interested in joining the STAC committee, contact Angela Freeman at [angela.freeman@hmsdc.org](mailto:angela.freeman@hmsdc.org).





## HMSDC Recognizes 2014 Accountability Champions

At the March luncheon, HMSDC recognized Corporate Members and MBEs who hold themselves to the highest level of accountability in minority business development by reporting each year their spend with HMSDC certified MBEs. These figures provide an indication of the progress we are making individually and collectively in growing minority-owned businesses in our region. We salute these Accountability Champions for their commitment to a results-based focus on minority business development. The Accountability champions are:

- |                    |                 |                                |
|--------------------|-----------------|--------------------------------|
| BP                 | ExxonMobil      | Phillips 66                    |
| CenterPoint Energy | Fluor           | Reliant and NRG Energy Company |
| Comerica           | GSD&M           | Shell Oil Company              |
| ConocoPhillips     | Hewlett-Packard | United Airlines                |
| Dresser-Rand       | Metro           | UT M.D.Anderson Cancer Center  |

Similarly we recognize those MBEs who have reported their spend with other MBEs, thus turning the dollars over more as they stimulate the economic growth of our communities. We salute the following MBEs:

- |                         |                                |
|-------------------------|--------------------------------|
| Aztec Facility Services | On-Site Partners               |
| Briter Enterprises      | Pellerin Water Solutions, LLC  |
| Chickasaw Distributors  | Real Shipping and Trade, LLC   |
| Diplomat Petroleum      | Taylor & Hill                  |
| DWG CPA PLLC            | The Principle Partnering Group |

If you haven't reported your 2013 spend with HMSDC certified MBEs, it's not too late. Contact Richard Huebner at [richard.huebner@hmsdc.org](mailto:richard.huebner@hmsdc.org) for the reporting form.

### *Congratulations 2014 Accountability Champions!*





## *NRG Energy Inc. presents Bayside Printing the Supplier of the Year Diversity Award*

NRG Energy Supply Chain recently awarded Bayside Printing Inc. with the "Supplier of the Year Diversity Award". The award was presented to Bayside Printing, which has built a multi-year track record of delivering quality products and services on-time and on-budget even with the aggressive timeframes inherent within the sales and marketing functions. By performing technology upgrades to meet NRG'S dynamic business needs, Bayside Printing has been able to reduce NRG's costs and gain efficiencies. In a declaration presented, NRG stated that by the collaboration Bayside has been able to reduce NRG's costs and gain efficiencies by reducing the number of suppliers NRG requires for mailing services that are critical to the NRG sales and marketing departments. This has resulted in substantial savings. By the noteworthy support, exemplary service and perseverance, Bayside Printing reflected great credit upon their company and upheld the highest standards and values of NRG Energy.

Earlier this year, NRG Energy held a "Vendor Recognition Event" at the Club at Carlton's Woods in The Woodlands, Texas. In attendance was Sr. management of NRG Supply Chain along with other vendors from across the United States. During the event, a presentation was made to Rose Mary Bundscho, President of Bayside Printing by Chris Haas, Vice President Supply Chain of NRG Energy Inc. For more information, contact David Solis, Bayside Printing at 281-209-9500.



### About Bayside Printing Inc.

Since 1973, Bayside Printing has been providing the greater Houston area with award winning printing and exceptional customer service. Owned by Rosemary Bundscho, Bayside is the largest women owned printing company in Houston. The 24,000 square-foot commercial printing facility is located off of I-45 North on Lockhaven Drive in North Houston convenient to Bush Intercontinental Airport. Bayside has an assortment of conventional Heidelberg printing presses including variable digital print capabilities. Other services include mailing, fulfillment, and full in house bindery for a complete quality controlled finished product. Visit [www.baysideprinting.com](http://www.baysideprinting.com) to learn more.



*Join us in saying Salute to our HMSDC family for achieving monumental milestones!*

To the following MBEs for being in the Public Works & Engineering "Partner in Mentoring" Protege program:  
**Ark Engineering and Consultants, Bradlink, LLC, RPH Consulting**

**Bede Ramcharan** from **Indatatech** for being featured in the White House Newsletter.

**Samuel Dinkins** from **Dinky Drum Company, Inc.** for launching thier new website, <http://dinkydrum.com>.

**Janet Emerson Bashen** from **Bashen Corporation.** for being confirmed as a member of the Women's Leadership Board ("WLB") at the Harvard Kennedy School ("HKS") in Cambridge, Massachusetts

**Ted Sims** from **TSG Industries** for recommending another new MBE, **Boreview Services**, to a client in Odessa, Texas.

**Sonia Clayton** from **VIP** for winning the Excellence in International Service Award from the Houston International Development Trade Council.

**Troi Taylor** from **Taylor Construction Management (TCM)** for winning the International Rising Star Award from the Houston International Trade Council.



**Richard A. Huebner** for being named the **Ambassador of the Year** by the Asian Chamber of Commerce.

**Marylyn Harris** of **Harrland Healthcare** for being selected as a finalist for the National Veteran-Owned Business Association's 2014 Woman Vetrepreneur of the Year® award.





## *Teresa West Is 2014 Top Procurement Champion for MBEs*



Teresa West, IT Sourcing Specialist for CenterPoint Energy, was awarded the 2014 Procurement Champion of the Year at the HMSDC March luncheon.

The Procurement Champion of the Year Award is presented annually to the person who has done the most to drive business opportunities for MBEs.

Our 2014 recipient has been a regular participant at supplier diversity activities of her company, such as the HMSDC EXPO, to increase her

knowledge of MBEs to include in the bid proposals for IT software which she handles. As a result, MBE bid participation has increased by 20%.

Last year she achieved 29% MBE participation against a goal of 12%, amounting to over \$15 million spent with HMSDC MBEs and a 14.54% increase from the previous year.

## *Chuck Brown Receives Coveted Helping Hand Award*

HMSDC MBEs awarded Chuck Brown, Regional Operations Manager for Enterprise Holdings, Inc., the 2014 Helping Hand Award at the March luncheon.

The award recognizes the person who, in the opinion of MBEs, has done the most to assist MBEs throughout the year. Competition this year was tough! Interesting to note is the high number of nominations of buyers and contract managers that have not only lent a helping hand to MBEs, but have also driven business their way.

Our 2014 recipient of the Helping Hand Award was selected for his passionate advocacy on behalf of MBEs as well as his hands on support to guide MBEs, individually and collectively, to contracts and success.



The Helping Hand Award is designed by one of our MBEs, Tony Sherman

# Returning MBES

24hrs Network, Inc.	Element Solutions Int'l, LLC	Logik Precision, Inc.	RPH Consulting Group
Access Data Supply, Inc.	dba Eagle Packaging Solution	Messah Commissioning, Inc.	Security & Continuity Services
BW Architects	Enterprise Logic Systems	MW Design Group	Simple Solution
C O P I (Computer Output Printing)	Filter Resources	NDE Associates, Inc.	SKE Construction, LLC
Cargo One Logistics, LLC	FosterQuan, LLP	Pantheon Unlimited	STOA International Architects,
Chavez Service Companies	Furnace Improvements Services	Parra Design Group, LTD	Texas Shoppers Network, Inc.
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DLSG Resources, Inc.	Associates Presentation	Services, Inc.	Development, Inc.
e- Document Services	Lee Printing Company	REDE, Inc.	Vantive, Inc.
Eagle Fabricators, Inc.	Legacee International	RLS Interest, Inc. dba Prime	www.superbspeakers.com
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# New MBES

Arrow Science and Technology, LLC  
James Baker  
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## Are you Looking to Make your Money Count? Advertise in the HMSDC Network

Call the HMSDC office for details  
(713) 271-7805

One-eighth page, \$100 (3.5 x 2.5)

One-fourth page, \$250 (4.5 x 5.5)

One-half page, \$400 (4.5 x10.5)

All ads should be camera ready, and received on or before the 15<sup>th</sup> of each month, for inclusion in next month's newsletter issue. Ads may be altered, depending on space availability.

HMSDC NetWork Newsletter A Publication of the Houston Minority Supplier Development Council Chairman Alastair Donald President Richard A. Huebner	<i>Committee Chair</i>	<i>Contact</i>	<i>No. Meeting/Day/Time</i>
<b>NetWork Newsletter Team</b> Editor Constance Y. Jones Layout & Design Constance Y. Jones Contributing Writers Angela Freeman Robert Gonzalez Richard A. Huebner	Education	Karen Gross (713) 271-7805	3rd Tuesday, 1:30 p.m..
All correspondence should be mailed before the 15th of each month to: Editor, HMSDC Network Three Riverway, Suite 555 Houston, Texas 77056	EXPO	Tony Samper (713) 271-7805	2nd Monday, 2:00 p.m.
Phone 713.271.7805 • Fax 713.271.9770 URL <a href="http://www.hmsdc.org">http://www.hmsdc.org</a> E-Mail <a href="mailto:info@hmsdc.org">info@hmsdc.org</a>	MAC <i>(MBEs Only)</i>	Patricia Thompson (713) 789-9191	3rd Wednesday, 4:00 p.m.
	Membership	Frederick Barksdale (713) 585-7870	2nd Thursday, 9:00 a.m.
	Program	Veronica Douglas (832) 393-8745	4th Tuesday, 11:30 a.m.
	Scholarship Fundraiser	Troi Taylor (281) 898-4741	2nd Friday, 11:00 a.m.
	SDAC <i>(Corporate Only)</i>	Layle McKelvey (713) 324-2462	3rd Wednesday, 2:00 p.m.
	STAC	Shon Raglin (713) 680-5046	2nd Wednesday, 2:00 p.m.



### Stay Connected to HMSDC!

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