

Excite

Encourage

Empower

## What's Inside

- 2 HMSDC As YOUR Advocate  
Join a Committee
- 3 Upcoming Events  
Each One-Reach One
- 4 Spotlight - Driving for the Green in 2014
- 5 Spotlight - It's Your Season Luncheon
- 6 Government Affairs - HMSDC Introductory Meeting with City Council Members in Early May
- 7 Business Trends - The Change in the Game
- 8 HMSDC News -Goldman Sachs Scholarship
- 9 IAH Design Plans Unveiled
- 10 MBE Success - BestBequest Receives Honor
- 11 Salute!  
iStore helps HMSDC forge alliance between ProMexico and The Energy Council
- 12 New Corporate Members  
Q&A - Subscription Services
- 13 Returning MBEs  
New MBEs
- 14 HMSDC Committees, Committee Chairs  
Advertising Rates  
Stay Connected

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

## It's All About You - Advocate



Welcome to the HMSDC's E-Network. This edition of the E-Network will focus on ways HMSDC and its partners advocate on behalf of minority business development. It is a proven fact that we are stonger in numbers. HMSDC is proud to have approximately 800 MBEs and subscribers and 158 major corporations as members. Together we can show Houston's economy how minority business development is BIG business and the impact we make on the global economy. HMSDC is your advocate and demonstrates this in several ways. Get involved today and allow HMSDC to make a difference in your business!

**Certify ~ Develop ~ Connect ~ Advocate**



## HMSDC as YOUR Advocate

In high school my advocate was my history teacher, Ken Wagner. He made sure I was introduced to the right people and got me involved in the right groups. In Houston, early on, it was Alice Aanstoos. Many of you have served as advocates for me and HMSDC in your communities, giving us visibility, credibility and a voice.

Sometimes you don't want your voice to be heard singularly (they sometimes shoot messengers). You want an advocate to speak for you to divert the risk or perhaps because you perceive they will be more effective in getting your message across.

HMSDC is an intentional advocate for you and for minority business development. Our goal is to help make you the very best and then to tell everyone about you. MBEs most often say that what they get most from their certification is credibility. HMSDC plays an advocacy role in deliberately connecting MBEs to business opportunities and resources to grow your business, and Corporate Members to MBEs who can bring them new solutions.

On a broader front, HMSDC advocates for more utilization of MBEs. We advocate for Corporate Members who embrace supplier diversity. We inform and educate policy makers (legislators and corporate executives) on processes that will drive rather than impede minority business development. This month our MBE Advisory Committee will meet with all City Councilmembers to discuss issues of specific importance to MBEs. Every other year HMSDC MBEs participate in MBE Public Policy Day with our legislators in Austin and annually we conduct candidate screenings with candidates for all public offices to make sure that the voice and interests of MBEs are heard.



Advocates open doors and open minds. HMSDC is proud to be your advocate. The better we understand your interests and your needs, the better we can advocate on your behalf. Come participate with us in shaping a better America!



### 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)*

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.

May 27  
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.

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

May 19  
8:00 am - 1:30 pm

**MBE Executive Scholarship Fundraiser (Golf Tournament)**  
Blackhorse Golf Course - 12205 Fry Rd., Cypress, TX 77433 - [www.hmsdcsc.org](http://www.hmsdcsc.org)  
The scholarship fundraiser is a great opportunity for MBEs and Corporate members to network in a relaxed atmosphere. Corporations use this opportunity as a way to support the MBE Executive Scholarship Fund. MBEs use this opportunity as a way to meet corporate buyers and primes and develop meaningful relationships.

May 28  
3:30 pm - 5:00 pm

**Stratight Talk Session with Entergy**  
HMSDC Office - Three Riverway, Suite 555, Houston, TX 77056

July 24  
8:00 am - 1:30 pm

**"It's Your Season" Emerging 10 (E-10) and MBE Executive Scholarship Luncheon**  
Omni Houston Hotel - 4 Riverway, Suite 555 - Houston, TX 77056  
Come celebrate 10 outstanding minority business entrepreneurs who have overcome obstacles and made exceptional accomplishments in their businesses. At our summer matchmaking luncheon, we will also announce the 2014 scholarship recipients.

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



Scholarship Applications are **NOW DUE!** To apply for a scholarship or to see if you are eligible, visit [www.hmsdc.org](http://www.hmsdc.org). Applications due **May 31, 2014**.

Know of a deserving business that should be recognized as a Emerging 10 company? Nominate the company today! Look on page 5 for the nomination form or contact Constance Jones at [constance.jones@hmsdc.org](mailto:constance.jones@hmsdc.org). Nominations are due **Friday, May 30, 2014**.

## 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!*





## *Driving for the Green in 2014*

**It's not too late to register! Register TODAY!**



**HMSDC**  
Scholarship Fundraiser

### Special thanks to the Sponsors of the golf tournament!

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SAVE SOME GREEN  
ON OUR BEST GREENS.

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## *It's Your Season Luncheon*

Thursday, July 24, 2014

Omni Houston Hotel - Galleria, Four Riverway, Houston, TX 77056

9:30 a.m - Noon: MBE Showcase

Noon: Honoring our E-10 Winners and Scholarship Recipients

HMSDC is pleased to announce the fifteenth annual Emerging Ten (E-10) Awards. This prestigious award recognizes Houston area minority business owners who have emerged successful after having faced challenges, overcome hurdles and many times did it without adequate financial resources. They have emerged to:

- (1) Excel in customer service,
- (2) Set innovative trends,
- (3) Embrace the current marketplace; and
- (4) Contribute to the community's economic and civic base.

Nominate the company or companies whose owner(s) deserve to be recognized for this distinguished award. Complete this form and return it to Constance Y. Jones by **Friday, May 30, 2014** via fax (713) 271-9770 or email [constance.jones@hmsdc.org](mailto:constance.jones@hmsdc.org). If you require additional information, please call (713) 271-7805. We will also award our scholarships with the proceeds raised from our 36<sup>th</sup> Scholarship Fundraiser.

Corporations can nominate MBEs and MBEs can self-nominate!

### NOMINEE

Name \_\_\_\_\_ Company Name \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Phone Number \_\_\_\_\_ Fax Number \_\_\_\_\_

Email \_\_\_\_\_

### NOMINATED BY:

Name \_\_\_\_\_ Company Name \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Phone Number \_\_\_\_\_ Fax Number \_\_\_\_\_

Email \_\_\_\_\_

**Nominations are due May 30<sup>th</sup>! Nominate today!**  
Register today for the luncheon by visiting [www.hmsdc.org](http://www.hmsdc.org)



## HMSDC Introductory Meeting with City Council Members in Early May



Over the years HMSDC's MBE Advisory Committee (MAC) has formulated and strengthened relationships with City of Houston Council members and the Mayor. These relationships have poised HMSDC to be known as a knowledge base for minority business development and a valuable community partner.

The City Council is the City's legislative body, with the power to enact and enforce all ordinances and resolutions. Eleven Council Members are elected from districts and five are elected at-large by all voters of the City. The sixteen members of Council, along with the Mayor, act only by ordinance, resolution or motion. They adopt and may alter the annual budget and confirm the Mayor's appointments. Council is responsible for the appropriation and issuance of bonds, the awarding of contracts and the approval of City expenditures over \$50,000. Council may lease or dispose of the City's real estate and may levy assessments against property. Council determines its own rules of procedure, and its meetings are open to the public.

Council Members are elected every two years and HMSDC's MAC conducts an introductory meeting every two years to continue forging valuable relationships and follow up on proposed and engaged initiatives that affect minority business development. The introductory meeting is open to HMSDC members who want to get to know the city council members, understand city councils' position on minority business development and desire to be an advocate for continuous improvements to grow minority business in Houston.

HMSDC is planning the 2014 introductory and follow-up meetings with each member of Houston City Council in early May. The intent of the meeting is to commend City Council on their progress regarding MBE contracting with the City and to offer additional recommendations for continued progress.

If you want your voice to be heard, please send your success and recommendations to [richard.huebner@hmsdc.org](mailto:richard.huebner@hmsdc.org) or [ed.ryland@arvorealtyadvisors.com](mailto:ed.ryland@arvorealtyadvisors.com). We want your success and your recommendations to be heard.



## *The Change in the Game*

**Advocacy  
Works!**

Supplier Diversity initiative began more than 40 years ago with a promise to include diverse suppliers into the procurement process to enhance the economic disadvantage in the minority community and it was the right thing to do.

Over the years, supplier diversity has changed beyond setting and meeting goals to focusing on developing meaningful, long-term partnerships with diverse suppliers who have the capacity, capability, added value and competitive pricing to supply the demand.

Supplier Diversity is becoming more targeted in its outreach and working with organizations that can provide qualified suppliers. HMSDC has various educational tools and programs to provide MBEs guidance and support in developing stronger competitive businesses.

Today, supplier diversity is more than a commitment; it's a key business strategy and added value in today's economic growth. This is evident with the shifting to the global marketplace and the focus on increasing local content. In 2014, it is not just about good stewardship and doing the right thing: it is also on how well MBEs have positioned their businesses to capitalize on the changes that are occurring in today's supply chain.

With HMSDC's corporate members support, developmental tools, mentoring, targeted outreach programs, and community partnerships the pathway to success can lead to be the continual development of valuable business relationships.



It's not too late!  
Call today.



gives your application **priority** for the Goldman Sachs *10,000 Small Businesses* Fall 2014 class.

Applications must be submitted between April 16 - 30, 2014. Space is limited to the first 100 qualified applicants.

To view qualifications and apply, visit us at [www.hccs.edu/10ksb](http://www.hccs.edu/10ksb).

Call us:  
**(713) 718-8348**





## *IAH design plans unveiled: Terminal D to be replaced by new international terminal*

After listening to complaints for more than four years about the cramped environment of George Bush Intercontinental Airport's Terminal D, an international terminal, the Houston Airport System is now moving forward with a new plan to demolish the more than 20 year-old terminal and build a new one in its place.

HAS publicly introduced its plan for the new Terminal D, to be called the Mickey Leland International Terminal, in a Houston city council committee meeting on April 24. "Our traffic at Terminal D has quadrupled since we first opened," Jarret Simmons, assistant aviation director of planning for HAS, said in an interview with the Houston Business Journal. "It's at capacity right now, and every year since 2007 we've had at least one new international carrier arrive. In the last year, we had two new carriers arrive."

Terminal D serves about 2 million international passengers a year who are increasingly traveling to destinations in Asia, Simmons said. While Terminal D used to be a hub for Latin American flights, newer international flights are focused on destinations much farther away in Korea, China and Europe.

Plans for the new Terminal D are still in the early phases, but Simmons said in the next 30 days HAS plans to sign a memorandum of understanding regarding the plan with United Airlines, which will be one of the terminal's core customers. Also, in the next 60 days, HAS plans to begin sending out requests for qualifications for the architecture and engineering of the terminal. RFQs for the terminal's program manager, agency construction manager and construction manager at risk will also go out in the future.

Right now, the plan for the new Terminal D encompasses 780,000 square feet, which would make it one of the largest air terminals in Houston. No cost estimate was available for the project, but HAS said it will be paid for by bonds and money it regularly collects from airport facility charges. No taxpayer money will be spent on the project.

Construction on the new terminal is tentatively scheduled to begin in the first quarter of 2017 and will take place over the course of five years. However, HAS has already begun to lay the groundwork for this project since it will need to continue to accommodate international flights throughout the construction period.

Simmons explained that in the next month, United will begin designing its previously planned Terminal B north redevelopment program. This redevelopment will cost United between \$130 million and \$150 million. When Terminal B north is finished around 2016, United can move customers from its old Terminal C north facility to this location. Terminal C north will then be demolished and remodeled as part of the new Terminal D. Also, throughout the five-year Terminal D construction process, different parts of Terminal D will be demolished and rebuilt in phases.

Currently, Terminal D has 12 gates, but only six of them can handle wide-body aircraft that is necessary to fly long international flights to Europe or Asia. The plan for the new Terminal D includes 15 international wide-body gates.

Also, although the Houston Business Journal has reported Terminal D is currently undergoing some modernization renovations, Simmons said the facility is not up to par. For example, there aren't enough bathrooms, the security checkpoints cannot expand any further, and baggage systems are over capacity and not reliable.

Over the past four years, HAS has looked at multiple new terminal expansion options, including an offsite terminal, but after talking with international airlines, Simmons said HAS decided the proposed plan is the best option. To move forward with the plan, city council will have to sign off on the initial memorandum of understanding with United, as well as future construction and design plans.

Reported by Houston Business Journal.



**BESTBEQUEST**  
Encouraging Families to Prepare

## *www.BestBequest.com Receives Top Recognition*

Best Bequest was recently named by PC magazine as one of the top 100 websites. Every year PC Magazine takes a trip around the Internet to compile a list of classic and undiscovered sites browsers may have missed.

BestBeQuest is proudly one of HMSDC certified MBEs listed on the site.



### BestBequest

Wish you had a digital safe-deposit box for all your important electronic documents? Not just your work files, but important documents like estate docs? With BestBequest you build an "estate archive" of your belongings and where they should go. You fill in the interview portion, create future correspondence to go out to people as far as two decades from now, and the site will take care of things by mailing docs or video messages for you when you're no longer around.

The company has also received national notoriety by due to a recent Forbes article. You can read more about the company and the article in details at <http://www.forbes.com/sites/perianneboring/2014/04/25/the-death-of-the-death-care-industry-and-eternal-life-online>.



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

**Industrial Logisitcs.** Dupont conducted a Quality Control Audit for the Altamira Plant in Mexico and as a result of the audit Industrial Logistics is now considered a reliable supplier for that plant.

**Joyce Scott of Superb Speakers and Trainers** for becoming HUBzone certified!

**Jason Giordano of Giordano Construction** for providing the structural concrete work at Worthing High School on behalf B3Ci a Balfour Beatty Company Joint Venture.



## *iStore helps HMSDC forge alliance between ProMexico and The Energy Council*

As a MBE of HMSDC, iStore President and CEO, Barry Irani is interested in connecting businesses and organizations to leverage and strengthen business development efforts. In addition to serving on boards of charitable foundations and business corporations, Mr. Irani is also interested in NAFTA and has been involved with Mexico and Canada with businesses and alliances through various channels.

iStore has a long standing business relationship with Mexico in the oil industry. Mr. Irani was a guest speaker at the Energy Council in October 2013 where he gave a presentation on the history and oil landscape of Mexico and the impact of its recent energy reform. President Huebner facilitated a meeting between ProMexico and iStore where Mr. Irani re-presented the iStore presentation. ProMexico expressed sincere interest in advancing Mexico and U.S. trade connections especially after the mandate by the Mexican government to transform the energy industry, which will create opportunities for service companies in Mexico.

Mr. Irani offered to work with President Huebner, ProMexico and The Energy Council in an effort to forge relationships between organizations, facilitate cross border trade relations

and enable job creation opportunities within the minority business community through HMSDC.

By way of background, The Energy Council is a legislative organization of 12 energy producing states, three Canadian provinces and the nation of Venezuela. Formed in 1975, The Energy Council participates in the development of federal energy and environment policy, assists its member states and international affiliates in developing such policies and encourages dialogue on energy issues at all levels.

ProMexico is the Mexican Government institution in charge of strengthening Mexico's participation in the international economy. The institution supports the export activity of companies established in the country and coordinates actions to attract foreign direct investment to national territory. ProMexico was established in 2007, through Presidential Decree, as a sectoral public trust under the Ministry of the Economy.

The Information Store, Inc. (iStore) was established in 2001 with a focus in information management and visualization software for digital oilfield. You can reach the iStore contact, Lora Wong, Program Director, Business Development at phone: (713) 787-6798 x.119, email: [wong@istore.com](mailto:wong@istore.com).

# New Corporate Members

Lisa A. Haley  
Vice President, Supply Chain  
Chicago Bridge and Iron (CB&I)  
One CB&I Plaza  
2103 Research Forest Drive  
The Woodlands, TX 77380  
O: (832) 513-14250  
[Lisa.haley@cbi.com](mailto:Lisa.haley@cbi.com)

Veronica Y. Sanchez  
Vice President, Commerical Relationship Banker  
Iberia Bank  
1000 Memorial City Mall  
Houston, TX 77024  
O: (713) 624-7729  
[veronica.sanchez@iberiabank.com](mailto:veronica.sanchez@iberiabank.com)



## Question & Answer

*Topic: Subscription Services*

*Relevance: MBEs and Corporate Members*

*Q: Since NMSDC is no longer issuing reciprocal certifications, how do I continue to do business in other geographic markets? Will I get a certificate? How do I prove that a MBE is certified by a regional NMSDC affiliate?*

**A:** In an effort to be more strategic and focused on the services the National Network provides, NMSDC has discontinued the practice of reciprocal certifications and replaced it with your ability to subscribe to services from any of the 24 regional councils of NMSDC that you choose. The change was primarily constituted as a result of the National Strategic Plan and recreating the branding of NMSDC having truly a national certification.

Each council has a list of subscription services and varied subscription fees within a given range. MBEs should still consider subscribing to the Houston Council as we offer a group of services that provide you with the leadership, resources and connections to grow your business in the Houston region. Our metrics of success as a council are simple: (1) to grow our MBEs in sales and employment, and (2) to grow our corporate member spend with our MBEs. Our goal is to provide our MBEs and Corporate Members with outstanding customer service and to consistently exceed their expectations.

When you subscribe to a Regional Council, you will not receive a subscription certificate. Instead, you will receive a notification informing you of your new status. NMSDC is working on a certificate that will be issued by the Home Council that will show the other Councils where each MBE is a subscriber. MBEs should be able to use this with their corporate clients that are in other regions. Corporate and governmental members of the Regional Council should accept the notification letter and/or the certificate (when made available) as proof the MBE is affiliated with NMSDC and a Regional Council.

Local Houston MBEs do not have to subscribe to its Home Council. These services are included as a benefit of your certification. However, if you are a certified MBE outside of our region, we would like to welcome you as a subscriber to Houston MSDC! If you have any questions, please contact Shalayna Williams at [shalayna.williams@hmsdc.org](mailto:shalayna.williams@hmsdc.org).

NMSDC has more changes in the near future to ensure the network continues to advocate, certify, connect and develop with its MBEs and Corporate members. Look for more information in the next Network Newsletter for more change announcements from NMSDC!



# Returning MBES

Action Gypsum Supply, LP	Dee Rae Investments & Consulting, Inc. dba Keys & Capital Global Realty	Jasmine Consulting, LLC	RPC Global, Inc.
Amazing Awards	DWG CPA	Kenmark Sports, LLC	S & R Professionals, LP
Axistrade, Inc.	Facility Management Solutions	Latin Specialties, LLC	Sanpec, Inc.
Barnaba & Associates	Friendly Ford of Crosby, LLC	Lone Star Interpreters, LLC	SolvChem, Inc.
Bishop, Quintana, Roy Advertising & Public Relations	Goldman, Imani & Goldberg	Martinez Milwork, Inc.	SunNet Solutions Corp
Briter Enterprises	Gonzales Commercial Electric Incorporated	Mass Flow Technology, Inc.	T & K's Mobile Detailing & Pressure Washing, Inc.
CD Gospel.Net Books	Ground Technology, Inc.	Nextant, LLC	Talent Logic Inc. (formerly Sai People Solutions, Inc.)
Chief Solutions	Harrold & Associates	Oaks Personnel Services	TLC Engineering, Inc.
Cole Chemical & Distributing	Houston Carton, Inc.	Oxyde Chemicals, Inc.	US Med-Equip, Inc.
Collaborate Arch, LLC	International Industrial Supply	Pearle, Inc.	Vifer Carpet Services, Inc.
Dan Martinez & Associates	Iroko Enterprises, Inc.	Pete Garcia International, Inc.	Yo Soy I Am, LLC
		Q Environmental, Inc.	
		R. S. Concrete, LLC	
		R.A.G. Printing Company	

# New MBES

Decca Consulting Nasreen Ahmed Phone: (561) 809-0972 Email: nasreen@deccaconsulting.com Decca Consulting is a Technology and Engineering Staffing and Consulting Company Based out of Katy TX. Our primary focus is providing Niche On-Demand Resources for client who may be looking for IT/Engineering Professionals. We specialize in Contract Staff	Lloyd, Smitha & Associates Edwin Lloyd Phone: (281) 660-8737 Email: elloyd@lsa-engineers.com Construction Management, Program Management, Engineering, Project Management, Inspection, Client Representative, Staffing, SWPPP, Developer Services, Floodplain Management, Constructability Review, Schedule Analysis, Water Design, Stormwater Design,	POSSIBLE POS INC Manan Mehta Phone: (800) 767-9585 Email: mmehta@possiblepos.com Headquartered in Stafford, Texas, POSSible POS is a provider of innovative technology to the hospitality and retail industries. We specialize in complete POS systems and POS software to meet the needs of almost any business environment, including restaurants.
HSV Automotive Inc. Anup (Andy) Sagar Phone: (832) 723-3690 Email: hsvautomotive@gmail.com Distribution of precision machined components to the automotive (truck) industry.	M.A.G. APPAREL Annette Wiley Phone: (713) 444-6439 Email: amw066@aol.com Silkscreen printing on wearable goods; T-shirts, Caps and Jackets. We offer Embroidery services on wearable goods.	Preston Banks Construction Company Cornelius Banks Phone: (713) 545-6894 Email: cbanks@prestonbankscc.com Preston Banks is a Project Management, Construction Management Company

## 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

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E-Mail [info@hmsdc.org](mailto:info@hmsdc.org)

<i>Committee Chair</i>	<i>Contact</i>	<i>No. Meeting/Day/Time</i>
Education	Karen Gross (713) 271-7805	3rd Tuesday, 1:30 p.m..
EXPO	Tony Samper (713) 271-7805	2nd Monday, 2:00 p.m.
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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Twitter: [www.twitter.com/HoustonMSDC](http://www.twitter.com/HoustonMSDC)



LinkedIn: [www.linkedin.com/houstonminoritysupplierdevelopmentcouncil](http://www.linkedin.com/houstonminoritysupplierdevelopmentcouncil)