

Business Opportunity News!

Volume 1 Number 1

June 2007

2007 Business Opportunity Networking Fair

On August 29, 2007 we will host our 2nd Business Opportunity Networking Fair. Last year's event was a tremendous success. More than 350 attendees had the opportunity to meet with 38 prime contractors, concessionaires, supporting businesses and Houston Airport System representatives.

Managed Digital Documents attended the event last year.

"Managed Digital Documents obtained City of Houston Certification after the Fair. Now we are sub-contracted to the Prime, docHarbor and received a three year contract with the City's Department of Public Works. We are very happy as you can well imagine!", said

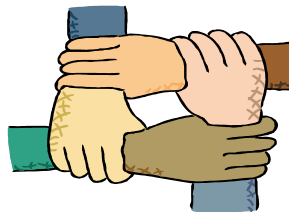
Rebecca Rehmeyer.

This year's event promises to be even better with hosted workshops, opportunities for one-on-one sessions, plenty of time for networking and a wonderful lunch.

This year you will be able to register on line! Additional information and

registration are available on our Events page at:

www.fly2houston.com
Businesses / Small Business Development / Events



Training & Workshops:

Small Business Development and Contract Compliance is planning a workshop for all S/M/W/DBE companies interested in becoming pre-qualified to provide abatement services on City projects. The Building Services Division will be advertising in October for companies interested in submitting applications for pre-qualification. For more information, go to www.fly2houston.com Businesses / Small Business Development / Events



What's New

It has been a very busy year and we have even more exciting opportunities coming in the future.

We have information to assist you in building your business and competing successfully for HAS and other City of Houston contracts.

We are pleased to welcome...

Michael J. "Mike" Martin joined us in May 2007 as a Senior Contract Compliance Officer. Mike comes to us with a wealth of knowledge and experience from the Department of Labor. He audits certified payrolls for compliance with prevailing wage rates on city and federally funded projects, monitors MWBE and DBE

participation on aviation construction projects, and trains and assist contractors with online MWDBE reporting. Along with attending pre-bids and pre-cons and conducting site visits, Mike will help Small and Minority Businesses build strong relationships with primes and sub contractors.



Did you know?

In March, Small Business Development welcomed over 114 participants to the Proximity to Opportunity Forum hosted by City Council Member Jarvis Johnson. The event promoted business opportunities at our airports. HAS Director Rick Vacar and other HAS managers

joined Johnson and answered a variety of inquiries at the three-hour event. All participants left with a clearer understanding of the processes to follow, and the help available to those desiring to do business with HAS.



Tip of the Week

You can help improve our webpage. HAS Small Business Development welcomes your feedback. Both staff and vendors are encouraged to contact us with any ideas or concerns. We take every suggestion seriously. Hearing from you will help us continue to improve our service to you, the Small and Minority Business Community!

Please send your ideas to the following email address:

HAS.SmallBusiness@cityofhouston.net



Send us your BRIGHT IDEAS!

Additional resources:

Please visit the websites below for additional opportunities, training and events:

Houston Small Business Administration: <http://www.sba.gov/tx/hous>

Women's Business Enterprise Alliance: <http://www.wbea-texas.org>

Metro Houston: http://www.ridemetro.org/Business_Opportunities/business_development.asp

National Associate of Minority Contractors: <http://www.namc-houston.org>

Houston Minority Business Council: <http://www.hmbc.org>

Quote of the Quarter:

*"What lies behind us and what lies before us are
tiny matters compared to what lies within us."*

– Ralph Waldo Emerson



Together Everyone Achieves More

Small Business Development and Contract Compliance

Standing ready to assist you!



The Houston Airport System's Small Business Development and Contract Compliance Division is committed to creating a level playing field on which DBEs and MW/PDBEs can participate in an environment that removes barriers, ensures non-discrimination, and provides the tools necessary to compete successfully within the Houston Airport System (HAS) and the marketplace outside the DBE and MW/PDBE programs.

THE HOUSTON AIRPORT SYSTEM

An Exciting and Rewarding Place to Do Business

The [Business Opportunity News](#) is written and produced by the HAS Small Business Development and Contract Compliance Division

