



THE UNIVERSITY of TEXAS SYSTEM
Nine Universities. Six Health Institutions. Unlimited Possibilities.

Greater Houston Contract Financing Forum *In Conjunction with Government Procurement Connections 2008*

March 24, 2008; 1 p.m. – 5 p.m.

George R. Brown Convention Center

Who Should Attend: Small Business Lenders, CRA Officers; Small Business Owners

Purpose: To facilitate lending to minority and women firms for working capital needs on public and private sector contracts

Goals:

1. To increase the lending community's awareness and understanding of the working capital needs of minority and women firms on public and private sector contracts
2. To provide information on how HUB and M/WBE programs work and can mitigate the risk of providing contract financing
3. To provide information on technical assistance resources available to Hub and M/WBE's
4. To provide information on credit enhancement vehicles that can reduce the risk of lenders,
5. To increase the M/WBE and HUB communities understanding of the lending process
6. To facilitate networking between HUBs and M/WBEs, and financial institutions interested in providing working capital loans to them

Sponsors: UT System, UT Health Science Center-Houston, UT Medical Branch-Galveston, UT MD Anderson Cancer Center

Cosponsors: City of Houston, Houston Business Development Inc., Houston Minority Business Council

Community Partners: Action CDC, Houston NAACP, LULAC, Nation of Islam, and other Resource Partners

For More Information Contact Cynthia Booker at 713/794-4356.

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Draft Agenda

Panel # 1: For Bankers – Public and Private Sector M/WBE Programs and Contract Financing

Time: 1:30 – 2:45 p.m., Where: Conference Rooms 320 C/F

Panel Participants will include the City of Houston, The University of Texas System, and other public and private sector entities:

Panel # 2: For Small Business Owners – How to Access Traditional & Alternative Sources Financing

Time: 1:30 – 2:45 p.m., Where: Conference Rooms 310 C/F

Panel Participants will include Houston Business Development Inc. Unity Bank, and other sources of capital

Panel # 3: Bankers - Credit Enhancement Vehicles for Banks

Time: 3:00 – 4:15 p.m., Where: Conference Rooms 320 C/F

Panel Participant will including Houston Business Development Inc., SBA, the Texas Mezzanine Fund, a Business Consortium Fund lender and others:
Marlon Mitchell, HBDF

Panel # 4: Small Business Owners - Loan Packaging for Small Businesses

Time: 3:00 – 4:15 p.m., Where: Conference Rooms 310 C/F

Panel Participants will include Accent on Education, Houston Minority Business Enterprise Center, UH Small Business Development Center, UT System HUB Technical Assistance program and others

Networking Between Bankers and M/WBEs

Time: 4:15 p.m. – 5 p.m., Where: Conference Rooms 320 C/F