



SMSDC
Southwest Minority Supplier
Development Council

ANNUAL REPORT 2019



Contents

1 About us

President’s Message..... 04

Chairman’s Message05

Board of Directors 06

About Us 07

Our Team..... 08

Mission 09

Vision..... 09

4 Pillars 09

SMSDC by the Numbers..... 12

Calendar of Events43

3 Our Network

Avanzar.....36

Aldez Containers 32

Chevron.....31

ConocoPhillips.....29

Corporate Members..... 14

DDSAV 37

Dell 27

Genesis38

Johnson Controls’ Inc.....28

Millennium Steel of TX..... 35

OG&E..... 33

Optech39

Real Time Solutions 40

Reyes Automotive 41

Shell34

Supporting SMSDC42

Toyota.....30

Vista Equity Partners26

2 Our Programs

Regional Task Force.....15

Development Programs16

Annual Stakeholders’ Meeting.....17

MBE Showcase18

Premier Face Time Expo19

Premier Face Time Golf.....20

BBR Events21

MBE “Idol” 22

MBE at the Capitol 23

Excellence in Leadership 24

4 Financial Accountability

Financial Report 13

2019 PREMIER SPONSORS

PLATINUM PLUS



CORPORATE MEMBERS

PLATINUM

ConocoPhillips



Johnson
Controls



TOYOTA



GOLD



human energy®

SILVER



OG+E®

BRONZE



CERTIFIED MBES

PLATINUM



GOLD



PRESIDENT'S MESSAGE



In 2019, the Southwest Minority Supplier Development Council celebrated 20 years of service to our stakeholders, committed to our mission and our four pillars to; Certify, Develop, Connect and Advocate. While building meaningful connections between our corporate members and certified minority business enterprises, development was extremely important and a key component for the year. We also continue to advocate for minority business inclusion and the growth of supplier diversity programs while remaining encouraged by the stories of progress that have transpired over the past twenty years.

The SMSDC;

- engaged committed sponsors; Conoco Philips, Dell, JCI, Toyota, Chevron, Applied Materials, Aldez, OG&E, Shell, USAA
- increased our local membership base; See Local Members in the Annual Report
- established MBE Sponsorships; Millennium Steel Texas, Avanzar Technologies, DDS*AV, Genesis, Optech, Realtime Solutions, Reyes Automotive
- awarded NMSDC Council of the Year 2005
- expanded our territory from Southwest Texas to include the State of Oklahoma and the State of New Mexico.
- certified over 12,000 minority owned enterprises over the past 20 years who are actively looking to provide services and products to local and national corporate members.
- signed a MOU between The Texas Association of Mexican-American Chambers of Commerce and the Texas councils; SMSDC, HMSDC & D/FW MSDC
- signed a MOU with the State of Texas HUB Program
- introduced developmental programs such as PLUS+ Platforms Benchmarking Plus and Capacity Plus, designed to support corporations with their Supplier Diversity programs benchmarking against “NMSDC’s Best Practices” in the industry since 2012.
- MBE “Idol” competition sponsored by Dell.
- Annual Stakeholders’ Meeting sponsored by Toyota
- signature events; MBE Showcase; Premier Face Time Expo; New Frontier Buyers Breakfast Roundtable and Diversity at the Border.
- established a partnership with Vista Equity Partners

And in 2019, nearly \$10.6 billion was spent with 528 certified minority-owned business with 40,309 employees of whom 24,196 are minority. Minorities own an estimated 29 percent of classifiable businesses, which are growing at twice the rate of non-minority businesses. They employ more than 6.3 million Americans and generate over \$1 trillion in revenue.

The SMSDC is energized by the continued support of our dedicated Board of Directors, combined with the generous support, sponsorships and participation of our corporate members, certified minority owned businesses, supplier diversity professionals, volunteers, participants and partner organizations. We are confident corporations remain committed to minority supplier development. With corporations working together, the future of SMSDC and minority supplier development look very promising.

We look forward to your continued involvement and support in 2020.

Sincerely,

Karen Boy
President & CEO

CHAIRMAN'S MESSAGE

Thank you for your continued support and engagement with the Southwest Minority Supplier Development Council. We are honored you have joined us to enhance relationships between major corporations and minority business enterprises. My task today is to report on the State of the SMSDC and I continue to be proud of where we are and where we are going.

Today, I can say with renewed confidence the state of our Council is stronger than ever. Our board is strong and engaged. We enhanced our programs and events. And, we certified more minority companies and strengthened our relationships with corporations. Yet, much work remains to be done. We must accelerate the engine of economic growth through supplier diversity. We must bring more corporate members to this organization. We must help them understand supplier diversity's value proposition as an economic development generator and we must promote implementation of supplier best practices among existing corporate members.



Moreover, it is our unfinished task to bring our Corporate members, and MBEs together and help their relationships blossom so together we become the agency of choice for minority business development in Texas, Oklahoma, and New Mexico.

Our Board believes broad-based economic growth requires a balanced approach between effective governance and operational excellence for SMSDC. They are also highly interested in continuous improvement in service and financial metrics. We spend countless hours discussing new innovations the Council can offer. The question we keep asking ourselves is, "Why be good when great is available?" This receptivity to constantly updating our business model aligns well with NMSDC's strategies and new vision for the Network going forward.

Growth and change only works when we accept certain obligations to one another. Our futures: yours, mine and our children's, will be determined by what we do now to maximize the competitiveness of America. This is a challenge today, but SMSDC is part of the solution by ensuring everyone gets an opportunity to participate fully in our economy. At SMSDC, we prepare our corporate members to enhance their supplier diversity programs; we certify minority ownership; we connect both corporate and MBEs with opportunities; and we develop our stakeholders for greater success!

We appreciate your coming out to help us promote effective diverse supplier development. Thank you again for your continued support.

Lastly, thanks to the board, staff and volunteers for the confidence and trust you have instilled in me and Johnson Controls to serve as your Board Chairman.

Sincerely,

A handwritten signature in black ink that reads "Reginald K. Layton". The signature is fluid and cursive.

Chairman - SMSDC

2019 SMSDC BOARD OF DIRECTORS

EXECUTIVE COMMITTEE



Chairman

Reginald K. Layton
VP Supplier Diversity &
Supply Chain Sustainability
Johnson Controls Inc.



Treasurer

Darlene Owens
Global Supplier Diversity
Program Manager
Dell



President & CEO

Karen Box
SMSDC



MBEIC Chair

Beatriz Fernandez
Business Development Director
DataXport.net, LLC



Secretary

Shawn Green
Director, Transactional
Excellence &
Business Automation
ConocoPhillips



General Council

Todd Reed
Akerman, LLP



Parliamentarian

David Feldman
Supply Chain Advisor
Chevron

BOARD MEMBERS



Carlos Dones
Global Supply Chain
Operations
Applied Materials



Randall Anderson
General Manager, Toyota
North American
Purchasing



Dusty Nimmo
Director Supply Chain
OGE Energy Corp



Deborah Treviño
President & CEO
Tresco Services



Max Rutherford
Vendor Partner Diversity
Manager
GSD&M



Kevin Jackson
Vice President
Jackson Enterprises

ABOUT US

528

Certified MBEs

40,309

of employees

24,196

of minority employees

\$10.6 b

Aggregated revenue reported

3603

Bids, proposals & plans disseminated

The Southwest Minority Supplier Development Council (SMSDC) established in 1999, is the minority business owner's direct link to corporate America. We are one of 23 Regional Councils of the National Minority Supplier Development Council (NMSDC).

SMSDC is headquartered in Austin with satellite offices in El Paso and San Antonio, TX.

Our service area in Southwest Texas extends from Austin, San Antonio and the Rio Grande Valley along the Texas/Mexican border toward Laredo/Eagle Pass-Del Rio, Midland/Odessa, and back to El Paso. SMSDC also services the entire states of Oklahoma and New Mexico.

STAY CONNECTED!

Email us at smsdc@smsdc.org or follow us on social media:

- www.facebook.com/SMSDC
- www.twitter.com/SMSDC_TX
- www.instagram.com/SMSDC_TX

OUR TEAM



Karen Box
President & CEO
karen@smsdc.org



Carol Thomas
Chief of Staff
carol@smsdc.org
512.796.5517



Mayra Peña
Director of Corporate Services and Communications
mayra@smsdc.org
915.433.0612



Alana Ortega
Certification Manager
alana@smsdc.org
512.297.6478



Gabrielle Ramirez
Executive Assistant & Project Manager
gabrielle@smsdc.org
512.694.0522

OUR 4 PILLARS

CERTIFY

MBEs to do
business with
Corporate
America

DEVELOP

in assisting
both groups
to increase
capacity & be
better partners

CONNECT

by creating an
environment
where MBEs
and corporate
representatives

ADVOCATE

the cause
of MBEs to
corporations

CELEBRATING



SMDSC celebrated 20 years of service!
1999-2019

OUR MISSION

is to create opportunities and an environment for minority business enterprises to grow and to actively add value for corporate members through positive business relationships.

OUR VISION

is to be the best-in-class organization with financial strength, the respect and engagement of stakeholders, leadership, and program excellence.

Southwest Minority Supplier Development Council's 20th anniversary milestones



1999

SMSDC is chartered; initially named Central & South Texas Minority Business Council.

2008

CSTMBC opens a new satellite office in El Paso, Texas.

2002

SMSDC, Houston Minority Supplier Development Council and Dallas/Fort Worth Minority Supplier Development Council sign memorandum of understanding with the State of Texas HUB Program.



2010

SMSDC introduces new president and CEO, Karen Box.

1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012

2005

National Minority Supplier Development Council names CSTMBC Council of the Year.



2011

Dave Steward, chairman of the board, World Wide Technology Inc., speaks at Diversity at the Border in El Paso.

2011

SMSDC joins HMSDC and D/FW MSDC for MBE Public Policy Day in Austin, Texas. To date, the council has participated in four events, which are held every other year.

2009

CSTMBC changes council name to Southwest Minority Supplier Development Council (SMSDC).

2011

Branding changes from the CSTMBC logo to the rising star logo.



SMSDC
SOUTHWEST MINORITY SUPPLIER
DEVELOPMENT COUNCIL

PLUS+
Platforms
Teaming for Strength

2012

SMSDC presents pilot programs: Benchmarking Plus for Corporate Members and Capacity Plus for Certified MBEs as part of the Plus + Platforms.

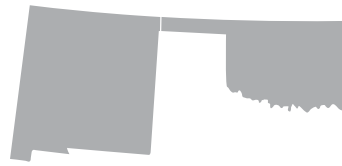
2013

SMSDC is host council of NMSDC's Conference & Business Opportunity Fair in San Antonio, Texas.



2014

NMSDC consolidation introduces new territories, resulting in New Mexico and Oklahoma added to SMSDC's coverage area.



2018

SMSDC is host council of NMSDC's Conference & Business Opportunity Fair held in Austin.



2017

SMSDC introduces MBE "Idol" competition with the support of corporate member Dell. First MBE Idol winner is Deborah Trevino, president, Treco Services Inc.

2013

2014

2015

2016

2017

2018

2019

2013

SMSDC launches successful Buyer's Breakfast Roundtable program.



2014

SMSDC introduces new (and current) logo for all regional councils to maintain equal brand via the use of the three trinities.

SMSDC
Southwest Minority Supplier Development Council

2014

SMSDC collaborates with other Texas councils — D/FW MSDC and HMSDC — to host the Oil & Gas Conference at the Omni Houston Hotel.



2017

MOU is signed between The Texas Association of Mexican-American Chambers of Commerce and the Texas councils: SMSDC, HMSDC & D/FW MSDC.

2018

Streaming initiative is launched to allow stakeholders real-time view of programs and events.

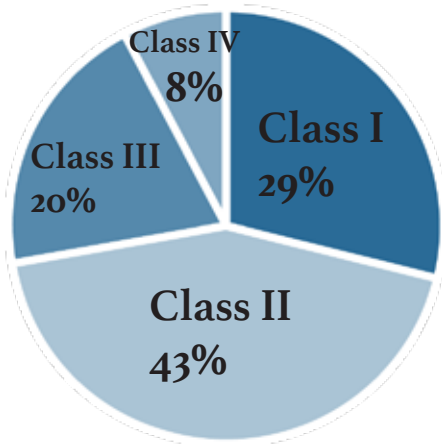


2019

SMSDC marks 20th anniversary of excellence in supplier diversity.

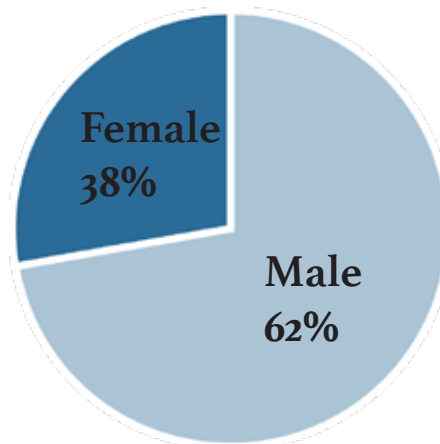
SMSDC BY THE NUMBERS

By Revenue



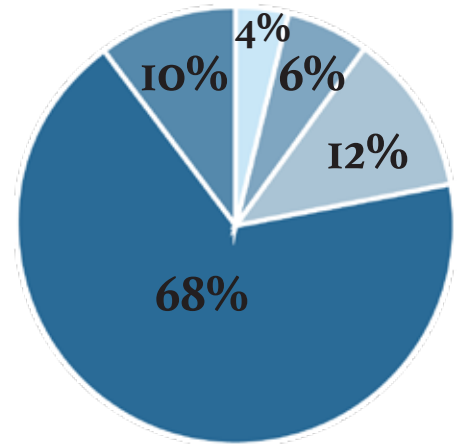
- Less than \$1 million
- \$1 million to \$10 million
- \$10 million to \$50 million
- Over \$50 million

By Gender



- 146 Female
- 381 Male

By Ethnicity



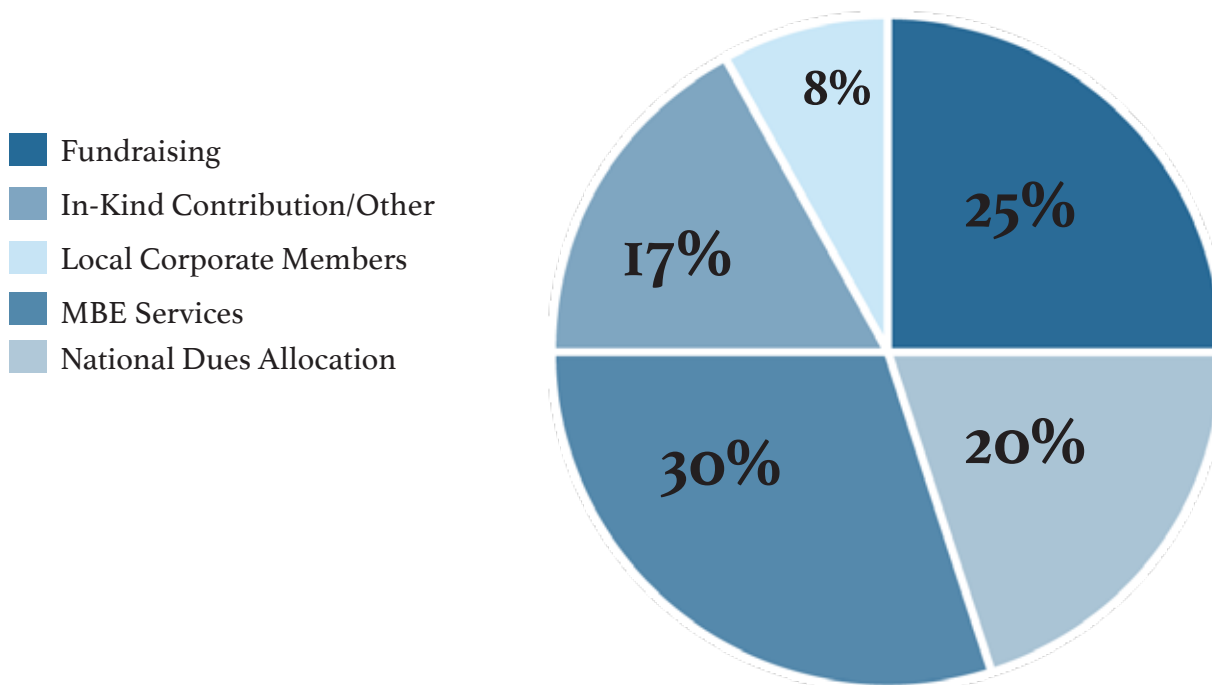
- Hispanic American
- Black American
- Native American
- Asian Pacific
- Asian Indian

TOP 10 INDUSTRIES

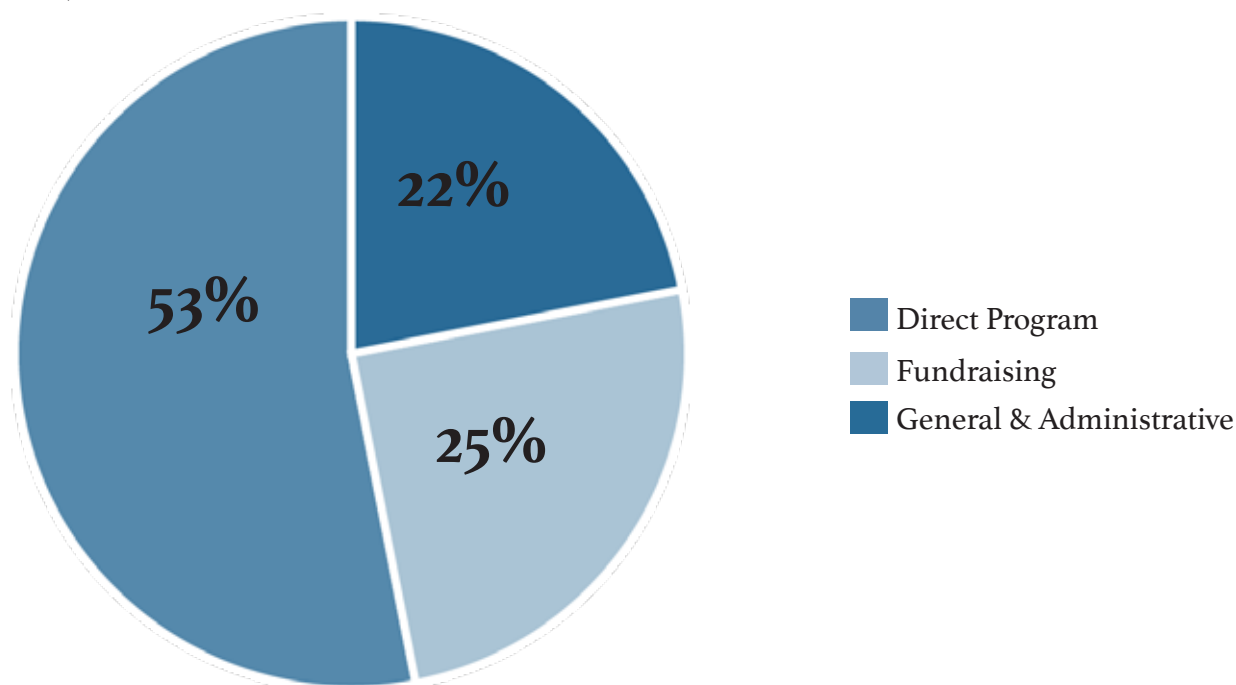
Professional, Scientific, and Technical	20%
Transportation and Warehousing	18%
Manufacturing	12%
Administrative and Support and Waste Management and Remediation Services ...	12%
Construction	10%
Wholesale Trade.....	10%
Retail Trade	4%
Healthcare and Social Assistance	3%
Information	3%
Utilities	2%

FINANCIAL ACCOUNTABILITY

2019 FUNDING SOURCES



2019 EXPENDITURES



LOCAL & NATIONAL MEMBERS

National members:

Applied Materials
Chevron
ConocoPhillips
Dell
JE Dunn Construction
Johnson Controls Inc
Shell
Toyota
USAA

Local members:

Akerman Law Firm
Aldez Containers
Avanzar/Adient
Bexar County
CenterPoint Energy
El Paso Electric
Enable Midstream
FHL Bank Dallas
GSD&M
OGE Energy Corp.
Oncor
One Gas, Inc
Oklahoma State University
Southwest Research Institute
Tito's Handmade Vodka
Trellis
UT-Austin
Vista Equity Partners

TOP INDUSTRIES:

Advertising
Auto Manufacturing
Banking
Beverage
Construction
Education
Electric
Energy
Law Services
Manufacturing
Natural Gas
Non-profit Services
Oil/Gas
Railroad Solutions
Special Services
Steel Production
Technology



REGIONAL TASK FORCE (RTF) are available in each of our service areas including Austin, San Antonio, El Paso and Oklahoma. RTFs are supported by an SMSDC staff member in administrative duties required to insure linkage and alignment with the SMSDC body.

RTFs are created to cover a defined territory more effectively. With specific guidelines and regulations, RTFs develop an annual plan of action to deliver strategies which result in high level of success covering the following sections:

- Local networking events
- Educational activities
- Corporate & MBE recruitment
- Build awareness of the Council within the local area

Thank you to all corporate members & Certified MBEs who participated in the 2019 RTFs (*listed below*). We look forward to a very successful 2020.

AUSTIN

Corporate:

GSD&M

Oncor

MBEs:

Eagle Pride Supply

RW Gonzales Office

Products

EL PASO

Corporate:

Aptiv

El Paso Electric

MBEs:

Corporate Comforts

DataXport.net

ESEI

Mustang Express

Pedraza Customhouse

Brokers

Russell Transport

SAN ANTONIO

Corporate:

Bexar County

MBEs:

DDSAV

Donald L. Mooney

Enterprises

Scholarship Leadership

Institute

Treco Services

YGI Staffing

OKLAHOMA

Corporate:

Enable Midstream

OGE Energy

One Gas

Oklahoma State University

MBEs:

AI Staffing & Recruiting

Agency, Inc

Debra R. Richardson, LLC

Ellyn, LLC

MCI Diagnostic Center

2019 DEVELOPMENTAL PROGRAMS

In alignment of SMSDC's four pillars, CERTIFY. DEVELOP. CONNECT. ADVOCATE., education continues to be fundamental. Launched in 2012, SMSDC continues to offer the PLUS+ Platform classes: Benchmarking Plus & Capacity Plus. These signature programs are a mix of in person & online courses presented by supplier diversity expert Reginald K. Layton, Vice President, Supplier Diversity & Supply Chain Sustainability for Johnson Controls' Inc and Ralph G. Moore, CPA, president of Ralph G. Moore & Associates (RGMA). Moore is recognized as one of the world's foremost thought-leaders in the area of supplier diversity and minority business development.

Benchmarking Plus

For CORPORATE MEMBERS ONLY is a process to accelerate supplier diversity initiatives based on real world experimentation. Benchmarking Plus delivers the tools and management perspective to help your corporation strengthen your supplier diversity processes.

Capacity Plus

For CERTIFIED MBEs is a process to enhance sales and marketing processes and build their capacity to work with Fortune 500 corporations.



Reginald K. Layton



Ralph G. Moore

2019 ANNUAL MEETING

March 5th

Hosted by Toyota Motor Manufacturing Texas in San Antonio, TX.

During the annual meeting, Karen Box, SMSDC President & CEO, presented the 2018 Annual Report & State of the Council. SMSDC Corporate Members & Certified MBEs had the opportunity to learn more about SMSDC's goals & initiatives for 2019. All attendees were also invited to take a tour of the Toyota plant.

Reginald K. Layton, Chairman of the Board, presented the "State of the Network" and introduced SMSDC's Board of Directors.

Carlos Dones, Global Supply Chain Operations at Applied Materials, discussed, "Why Supplier Diversity for Corporate America."

Reggie continued one of SMSDC's Four Pillars, "Develop" by conducting the signature Plus+ Platform courses, Benchmarking Plus & Capacity Plus.



MBE SHOWCASE

The MBE Showcase is a program sponsored by Corporate America to create a business environment that promotes access and increases business opportunities for minority-owned businesses. It is a forum where major corporations and minority businesses can build business relationships.

MBEs are given a platform to market their products and services to some of the largest corporations in the state of Oklahoma and develop business relationships that could lead to long-term partnerships with major corporations.

Corporate Presenters:
JE Dunn Construction
OG&E Energy

MBE Presenters:
Debra R. Richardson, LLC
TES- Telecom Electric Supply Company
Scholarship Leadership Institute

Sponsored by:



PREMIER FACE TIME EXPO

SMSDC'S BIGGEST EVENT OF THE YEAR!

With the theme "GREEN IS GREEN, A Discussion with Tier 1 MBE Suppliers", SMSDC's 2019 Premier Face Time Expo took place June 12-14th in San Antonio, TX.

Over 200 participants joined the annual conference where Tier 1 MBE Suppliers discussed the importance of doing business with other MBEs and their plan on moving the company forward. The three day event kicked off with SMSDC's educational program, Plus+ Platform and the semi-finals for the MBE program: MBE "Idol." The event continued with the world-class Buyers Breakfast Roundtable, a luncheon panelist session, first annual Matchmaker Pavilion, an interactive tradeshow with over 45 exhibiting companies and our 20 Year Anniversary Celebration Reception sponsored by First Assured Quality Systems.



PREMIER FACE TIME CHAMPIONS:

Chairman's Award

Karen Box, President & CEO, SMSDC

President's Choice Award

Vista Equity Partners

Corporation of the Year Award, Special Services

Dell

Suppliers of the Year

Class II - CDI Technology Services & OnSite Contracting

Class III - Maldonado Nursery and Landscaping

Class IV - Forma Automotive

Advocate of the Year

Darlene Owens - Dell

CELEBRITY GOLF TOURNAMENT



NEW FRONTIER BBR DIVERSITY AT THE BORDER BBR

The world class **Buyers Breakfast Roundtable (BBR)** provides a platform for corporate buyers to meet with Certified MBEs and discuss upcoming purchasing needs in the next 12-18 months. Certified MBEs are given an opportunity to showcase their products/services to corporate buyers and other MBEs. The two day event offered Roundtable sessions, Matchmaking Pavilion, Business & Educational Workshops, Panel Discussion, Awards Ceremony Luncheon and our 20 Year Anniversary Reception.

July 31- Aug 1
The Skirvin Hotel
Oklahoma City, OK

September 11-12
The Doubletree Hotel
El Paso, TX



NEW FRONTIER CHAMPIONS:

Corporation of the Year - Energy
OG&E Energy

Supplier of the Year
Class II - Fusion Industries

Advocate of the Year
Dusty Nimmo - OG&E

DIVERSITY AT THE BORDER CHAMPIONS:

Corporation of the Year - Automotive
TOYOTA

Corporation of the Year -
Multi-Industry Manufacturer
Johnson Controls Inc

Corporation of the Year - Electric
El Paso Electric

Corporation of the Year - Mobility Technology
Aptiv

MBE “IDOL”

MBE “Idol” introduced in 2017, is a new platform created by corporate member Dell, to develop and assist MBEs in presenting their “sales pitch” to Corporate America. The annual competition features corporate buyers who will mentor MBEs through three rounds; TRAINING, SEMI-FINALS & FINALS. The winner of MBE “Idol” is awarded a ONE on ONE exclusive meeting with a corporate executive in addition to a newsletter feature, keynote speaking opportunities and serving as an honorary judge in the following annual competition.



“Being named MBE Idol of the Year was a great and fulfilling achievement, but the real value came throughout the process of the competition. Not only has it given me various opportunities to introduce myself and Universal to the community, but it has been the perfect platform to develop relationships with the SMSDC team, its mentors, and fellow MBEs.” - Juan Pablo Pimienta

CONGRATULATIONS!!!

MBE “Idol” Texas Winner
Juan-Pablo Pimienta
Vice President, Universal

MBE “Idol” Oklahoma Winner
Kara Maxwell
Director of New Business Development
Global Scaffolding & Insulation



Being named Oklahoma MBE Idol of the Year really elevated our presence and brand. It provided a platform to help expand our portfolio and create relationships with new business prospects. Companies who didn't understand our services walked away understanding what we do and why we should be their best choice.” - Kara Maxwell

MBEs AT THE CAPITOL DAY

TEXAS

2019 MBE Public Policy Day
February 12th in Austin, TX

Minority Business Enterprises (MBEs) gathered in Austin to meet with elected and appointed officials, state agency and department professionals to address public policy issues and their impact to minority business enterprises in the State of Texas.



OKLAHOMA

2019 MBE Public Policy Day
October 8th in Oklahoma City, OK

Oklahoma City area MBEs, community leaders and elected official representatives gathered at the State Capital for Public Policy Day. Featured speaker State Senator Rev. Dr. George E. Young Sr, Senate District 48, State of Oklahoma addressed "Public Policy Issues & their Impact upon MBE's."



EXCELLENCE IN LEADERSHIP



WINNER!

SMSDC is proud to announce Karen Box, President & CEO, received the Excellence in Leadership Award at the 2019 Greater Austin Business Awards.

The awards, presented by the Austin Chamber of Commerce, recognize businesses and organizations for achievements, community contributions and milestones. It is the largest business event in Central Texas, bringing together 1,000 business leaders, entrepreneurs, organizations, government officials and regional chambers.





**2019 PREMIER
SPONSORS**

VISTA EQUITY PARTNERS CONGRATULATES THE

SOUTHWEST MINORITY SUPPLIER DEVELOPMENT COUNCIL

ON 20 YEARS

To learn more about
Vista Equity Partners,
including our community
engagement, please visit
www.vistaequitypartners.com



For more information, visit VistaEquityPartners.com

Suppliers as diverse as our solutions



Powering the Possible is Dell's commitment to put technology and expertise to work, where it can do the most good for people and the planet. Our supplier diversity team is a prime example of this commitment — *it's good for our business, our supply chain, our customers and our communities.*

Learn More at
dell.com/supplierdiversity





Committed to Supplier Diversity

We work with local diverse firms to implement solutions and address customer needs, driving innovation in technology to support buildings, campuses and cities of the future.

- Since 1993, we have spend more than \$21.6 billion with certified women- and minority-owned suppliers.
- Globally, we have included diverse and historically underutilized companies into more than 50 product and service categories to support our customer solutions.

We are Johnson Controls. This is our story.

Learn more at johnsoncontrols.com/supplierdiversity





Focused on Excellence

ConocoPhillips is excited to be involved with every aspect of the communities where we operate. Providing minority-owned and women-owned businesses access to business opportunities is just one way we demonstrate our commitment to the community. We celebrate the differences in our cultures and backgrounds and by seeing opportunities from a diverse perspective, we share in success. If your eligible minority-owned, women-owned, veteran-owned, LGBT-owned or small business is focused on excellence, visit www.supplierdiversity.conocophillips.com and fill out your supplier profile today.





Dream in a
mobility mindset.



TOYOTA



OneToyotaSupplierDiversity.com



WE AGREE.

Companies should reflect the communities they're a part of. At Chevron, we support small, minority-, women- and LGBT-owned businesses where we operate. Working with qualified, knowledgeable local suppliers creates value for our business. And helps strengthen the local economy.

Learn more at [chevron.com](https://www.chevron.com)



Human Energy®

Your production advantage starts here

For over twenty years, Aldez has been an award-winning supplier of services to automotive manufacturers and their suppliers. With this extensive experience, and a proud history as a Service Disabled Veteran Owned Business, we specialize

in streamlining non-core operations so our clients can focus on their core objectives.



Packaging Solutions

Service Part
Packaging

Returnable Container
Management

Pack, Ship and
Export Services

Custom Crating, Pallets,
Boxes, and Foams



Inventory Management Services

MRO Crib
Management

Distribution
Center Services

Warehousing

Parts Sorting
& Inspection



Production Line Support

Production Line
Support

Line Side Delivery

Line Side
Sequencing
Repackaging

Subassembly

With existing locations in Michigan, Ohio, Kentucky, Texas, Indiana and North Carolina, we are actively expanding our footprint to meet the needs of our customer base on site or near site locations. Our joint venture with Tri-Wall gives us the global reach to serve our increasingly global customer base.



4260 Van Dyke Suite 108 Almont, MI 48003
(586) 530-5314 | www.aldezna.com





Powering Growth **TOGETHER**®

Growing business is OG&E's business. We're proud to grow relationships with small and large suppliers that share our values and ethics. By partnering with SMSDC, OG&E receives the highest valued products and services, allowing us to always serve our customers with excellence.

OG&E Supply Chain Fact

In 2017, OG&E spent
over \$30 million
with **112 diverse**
suppliers.

If you are a potential partner and share these same commitments, then we would like to hear from you. **Learn more about doing business with OG&E** at **oge.com**.

OG&E®

OGECOM



SEIZE THE MOMENT:

SHOWCASE YOUR PROBLEM-SOLVING SKILLS

Those who succeed take every opportunity to learn from peers, to anticipate changes and to expand knowledge and capabilities. Take advantage of the SMSDC Roundtable and Breakout Sessions, sharpen your skills and develop a fresh approach to uncovering various energy challenges that only you can solve.

Great business partnerships are much more likely when you challenge yourself to learn well in order to develop your own unique and viable set of capabilities.

www.shell.us/getconnected



Millennium

S t e e l o f T e x a s

Millennium Steel of Texas, LP is a forward thinking company that has a commitment to supplier diversity, provides 100% on-time delivery and unequaled quality to our customers.

1 Lone Star Pass, Bldg. 12 San Antonio, Texas 78264
(210) 208-6930

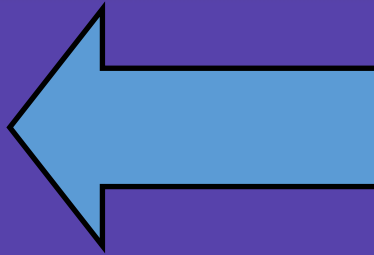


Avanzar Interior Technologies supplies automotive interiors for Toyota Motor Manufacturing Texas, Inc's plant in San Antonio and Toyota Motor Manufacturing de Baja California in Mexico. Located in San Antonio, TX, Avanzar has joint venture companies, its partners including: Adient, Yanfeng and San Antonio Technologies.



www.avanzar.com

TIDE



Technology. Innovation. Design. Experience. News.



DDS★AV

DIGITAL DISPLAY SOLUTIONS, INC.

Audio Visual Solution Experts

Certified NMSDC

Celebrating 20 Years

www.ddsav.com



Achieve your business technology goals!

GENESIS is proud to be part of the SMSDC community.

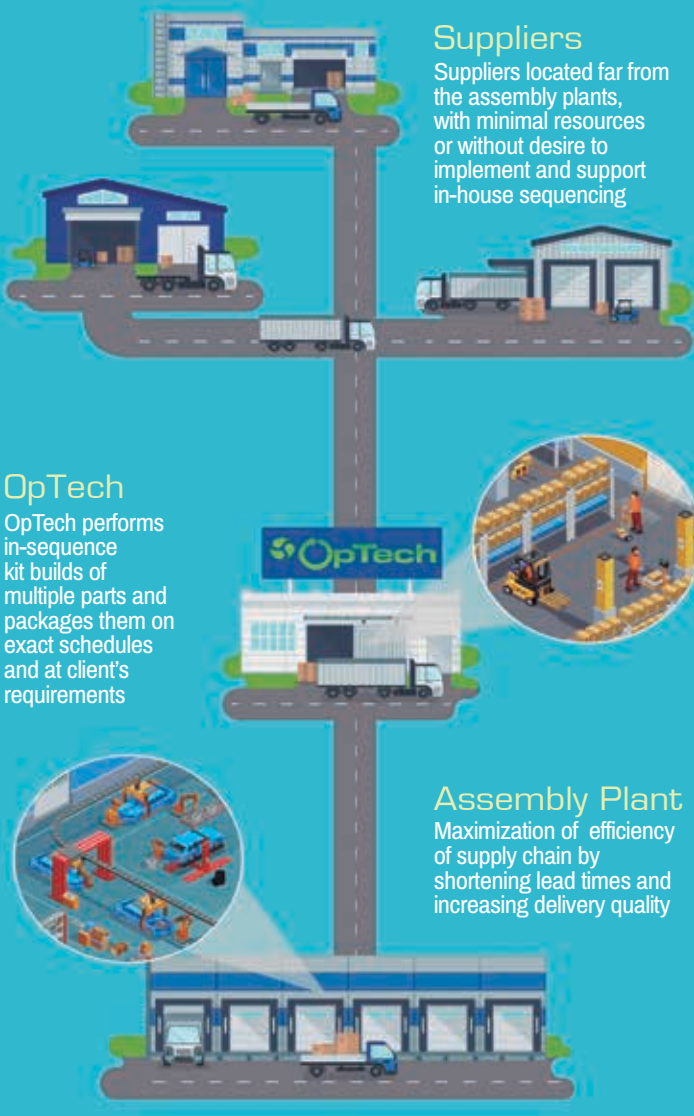
We wish all of our friends and peers a fun and productive week!

Over the last fourteen years, Genesis has grown steadily thanks to one thing: customer loyalty. Throughout those years, we have added new services, technologies, and personnel in support of the changing demands of our clients. Genesis is more than a technology services provider; we are a technology solutions partner. Time after time, our clients turn to us to help solve their most pressing business challenges. And time after time we answer those challenges through innovation, expertise, and a laser focus on our clients' needs. At Genesis, creating technology solutions is what we do. Let us learn more about the challenges facing your business today, and we'll show you what it means to have a true solutions partner on your side.



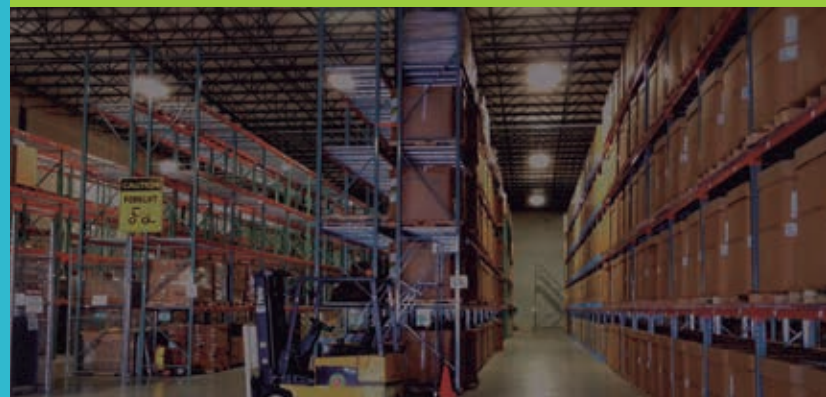
Established in San Antonio, Texas in 1986, Operational Technologies Corporation (OpTech), is a minority owned company committed to providing technologically advanced solutions for our global clients by applying the highest levels of integrity.

Our Foreign Trade Zone (FTZ) allows you to defer, reduce or even eliminate the duties of your imported components.



Our Value-added Solutions:

- Real-Time Warehouse Management System
- Quality Inspections
- Order Fulfillment (Bin/Bulk)
- Sub-assembly
- Sorting/Rework
- Kitting
- Product Consolidation
- Cross Docking
- Service Customization
- Warehousing



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We would like to thank all of our corporate members and certified MBEs for their support of SMSDC's 2019 events!



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Southwest Minority Supplier
Development Council

2020 Calendar of Events

January

February

- 20 **Annual Stakeholders' Meeting**
*Austin, El Paso & San Antonio
RTF MBE "Idol" Kickoff
Toyota Motor Manufacturing TX
San Antonio, TX

March

April

- 2 *San Antonio RTF Event
8 *Austin RTF MBE "Idol" Preliminaries
29 *El Paso RTF Event

May

- 14 *Austin RTF Event & MBE "Idol"
Semi-Finals
21 *San Antonio RTF Event

*Event dates are subject to change

June

- 10-11 **Premier Face Time Expo**
Marriott Rivercenter
San Antonio, TX
12 **Premier Face Time Celebrity
Golf Tournament**
La Cantera Golf Club
San Antonio, TX

July

- 29-30 **New Frontier Buyer's Breakfast
Roundtable**
ONE Gas, Inc. Tulsa, OK

August

- TBD **MBE "Idol" Finals**
Dell Headquarters
Round Rock, TX

September

- 23-24 **Diversity at the Border Buyers
Breakfast Roundtable**
El Paso, TX

October

- 8 *Austin RTF Social

November

December

- 9 *El Paso RTF Holiday Celebration
17 *San Antonio RTF Holiday
Celebration

www.smsdc.org



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Southwest Minority Supplier
Development Council



P.O. Box 151267
Austin, TX
78715



512.386.8766



smsdc@smsdc.org

www.smsdc.org