



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

network

June 2004 • Volume 11 • No. 6



WHAT'S INSIDE

- 2 Event Calendar
Early EXPO 2004 Sponsors
- 3 Committee Update
- 4 Corporate News
- 5 HMBC Welcomes Two New Dynamic Leaders
- 6-7 Recognizing the Helping Hand and Procurement Champion of the Year Award Winners, "AWESOME"...is the Only Way to Describe the April Networking Luncheon
- 8 Ambassador Corner
Shell & Motiva Mentors Meet with Protoges to "Recognize, Communicate and Celebrate"
- 9 IT Trends, Solutions, and Answers
- 10 MBE Successes
- 11 Returning MBEs
New MBEs

Back Page HMBC Committees

"IGNITE YOUR BUSINESS DREAMS" at the July 15th Networking Luncheon and MBE Showcase



Lynn Laverty Elsenhans

Don't even think twice! Register immediately for the July 15th Networking Luncheon! In honor of Houston Minority Business Council's 30 years of serving minority business enterprises, a "first-time ever" event is unfolding. In addition to the "Ignite Your Business Dreams" Luncheon to be held in the Ballroom, there will be an "Ignite Your Business Dreams" MBE Showcase in the Exhibition Center of the J. W. Marriott Hotel, 5150 Westheimer @ Sage.

Lynn Laverty Elsenhans, President and CEO of Shell Oil Products US, President Shell Oil Company and Country Chair for Shell U.S., will discuss a topic very important in today's marketplace, "**Growth Strategies; Meeting Customer Needs.**"

Ms. Elsenhans graduated from Rice University with a BA in Mathematical Science and received an MBA from Harvard before joining Shell Oil Company. She has also held several senior management high-level positions with Shell. She is on the Board of Trustees for Rice University and on the Council of Overseers for the Jones Graduate School of Management at Rice. She also serves on the Boards of the Greater Houston Partnership, American Partnership, American Petroleum Institute, and National Urban League.

Victor Bhatt, President, Lee Office Solutions (LOS), will deliver one of his favorite presentations, "**How to Succeed When at First You Don't Succeed**". Born in Kenya, Victor left his homeland for England to escape the instability in his country. In England, he studied law at the University of London. After graduation, he worked for several years in England. He then moved to Canada; worked with two major department store chains, where he spent years mastering his sales and marketing skills. Seeking a new challenge, Mr. Bhatt moved to America and opened Lee Office Solutions, the second largest independently owned office supply company in Texas. Mr. Bhatt also takes great pride in being a very active member of the community, serving on several non-profit organizations and recently completing his tenure as a member of HMBC's Board of Directors.



Victor Bhatt

YOU are in for quite a treat at this "first-ever" **SPECTACULAR** honoring the Council's 30th year. Register online NOW at www.hmbc.org.

Event calendar, etc.

- June 15**
8:00 a.m. **Greater Houston Business Procurement Forum**
The Power Center, 12401 So. Post Oak Road @ South Main - Houston
12401 South Post Oak Road @ Main
RSVP: sbdctraining@ub.edu or (713) 752-8488
- June 17**
5:30-7:30 p.m. **HMBC Enterchange**
HMBC - 6671 Southwest Freeway, Suite 110 - Register online: www.hmhc.org
- June 19**
2:00-8:00 p.m. **Acres Home Citizens Chamber of Commerce**
12th Annual Juneteenth Business EXPO-ZYDECORhythm & Blues Festival 2004
Under the Big Tent - Malonson Properties
6130 Wheatley Street - Houston
Contacts: Sharon Johnson or Carolyn Parker at (713) 692-7003
- June 20**
HAPPY FATHER'S DAY
- June 29**
10:00 a.m.- Noon **Small Business Administration "CommunityExpress Loan Workshop"**
Small Business Development Center - Second Floor 2302 Fannin, Suite 200
RSVP: cleveland.baker@sba.gov or eapellman@uh.edu or call (713) 752-8488
- June 30**
6:00 p.m. - 7:30 p.m. **Houston Small Business Development Small Business Loan Workshop**
The Palm Center, 5330 Griggs Road
Contact: Roger Harris at (713) 845-2408 or r.harris@hsbdc.org

SAVE THE DATES!

- July 15**
8:00 a.m. - 4:00 p.m. **Houston Minority Business Council "Ignite Your Business Dreams" Networking Luncheon and MBE Showcase** - J. W. Marriott Ballroom and Exhibition Center - 5150 Westheimer @ Sage - Register online www.hmhc.org
- July 24**
"Start, Run and Grow Your Business"
Preregister at www.hbbin.squarespace.com

Early EXPO 2004 SPONSORS

(As of May 26, 2004)

PLATINUM

ChevronTexaco
City of Houston
The Coca Cola Company
ConocoPhillips
Duke Energy
ExxonMobil
Fox 26, KRIV - TV
The Houston Chronicle

GOLD

HP
Marathon Oil Company
Shell

SILVER

IBM
United Space Alliance

BRONZE

Baker Hughes
Continental Airlines
Entergy - Texas
Fluor Corporation
Houston Independent School District
MCA Communications

Note: \$170,000 raised in sponsorships for EXPO 2002. \$180,000 for EXPO 2003. \$97,500 raised for EXPO 2004 to date.

REGISTER NOW
FOR EXPO 2004!

WWW.HMBC.ORG

Committee update

Ambassador

is actively seeking a few good men and women who would like to give back to the Council in the form of becoming an Ambassador. If you would like to be part of a very rewarding experience, come and be an Ambassador. Please contact constance@hmbc.org.

Board of Directors

The financial and management audit has been completed and HMBC is in good financial order. HMBC has over 1,025 MBEs as of last month representing a 10% increase from last year at this time. The Board is redefining the role of the Executive Advisory Board. HMBC topped the nation in customer service ratings from our corporate members and MBEs in the national survey conducted by NMSDC. The Board is focusing on areas that are not quite at the excellent level, with ambitious attention being given to improving corporate contracting with HMBC MBEs.

Certification Compliance

would like to welcome 23 newly certified minority business enterprises (MBEs) to the Houston Minority Business Council. We encourage you to take advantage of all the programs and services that the Council has to offer and become INVOLVED!

Education

has planned several seminars for the third quarter. Make certain you inform the committee of any educational needs you have. Visit the HMBC website at www.hmbc.org for more details and information.

EXPO 2004 Steering Committee

Clarence Cazalot, president and CEO, Marathon Oil Company and Roland Rodriguez, partner, Mir Fox & Rodriguez, P.C. have agreed to serve as EXPO 2004 General Chairmen. Mayor Bill White has been invited to address the luncheon. Booth sales are running right on target under the leadership of Czarena Siebert, GHG Corporation. With the food tasting over, Terri Hornsby's (president, TLC Adcentives) team has finalized arrangements for the sponsor recognition breakfast and the awards luncheon. Ruby Reynolds, GHG Corporation, and her team are taking their time (deliberately, I think) considering options for the EXPO Reception. RFPs for all arrangements will be mailed by June 4 with contracts awarded in June. Al Pro Marketing has proposed the theme, "My Vision" for EXPO 2004 - be looking for the billboards this summer. They'll be looking for you! The One-to-One Subcommittee is in the process of setting up online registration for EXPO 2004. They are also planning on giving training classes to corporate members and their staffs on the importance of the One-to-One Sessions.

MBE Advisory Committee (MAC)

Special focus at recent MAC meetings has been on the following: (1) Doing Business with Homeland Security; (2) filling the service gap of SBA restructuring; (3) MBE investment opportunities; (4) corporate straight talk sessions; (5) quality management system training and certification; (76) results of the MBE issues survey and development of MBE position statements; and, (7) MBE coalition with related organizations. If you are interested in tackling the tough issues, JOIN the MAC.

Membership

mixer was a huge success at Americas' Restaurant. Don't miss the next mixer scheduled in July. The committee would like to thank Fred Espinoza with Cordua Restaurants for volunteering the space. The committee is now finalizing the details for the MBE Showcase that will be held on July 15, 2004. If you are an MBE and would like to exhibit, this is your chance. Register online at www.hmbc.org to reserve your booth today! Calling all MBEs! If you are currently doing business with other MBEs, please make sure that you count those expenditures through the Minority Business Exchange. Not sure on how to report your figures?...contact Constance Y. Jones at constance@hmbc.org or call her at (713) 271-7805.

Professional Services Task Force

is finalizing its calendar for its PSTF Forums. If you are an MBE and have not registered on the professional services website, please do so at once www.hmbcpstf.org. If you are a corporate member and have yet to sign up to host a Forum, please contact Paula Mendoza. She will gladly assist you with your needs. The Total Business Development Program is in full effect. If you have a developmental need and one of our professional services MBEs can assist you, please contact Constance Y. Jones regarding the program.

Program

has met with the MBE Showcase Subcommittee in order to coordinate activities to ensure that the July 15th "Ignite Your Business Dreams" Luncheon and MBE Showcase will be an unforgettable event! You cannot afford to miss this "first-ever" combined luncheon and MBE Showcase, celebrating HMBC's 30 years of service to minority business enterprises.

Supplier Diversity Advisory

Mike Smith of Marathon Oil Company gave an excellent presentation on educating companies on the importance of supplier diversity at the last SDAC meeting. The committee is planning a supply chain management conference for September 22nd and is supporting the PS Forums of the professional services task force. The HMBC mentoring program will soon kick into gear. Other SDAC initiations include accountability, awards, scholarships and second tier.

Technology

held their May 20th committee meeting at 1500 Old Spanish Trail. Those present were given an overview by Karen Becerra, Business Consultant entitled, "Real World Tips and Best Practices in Doing Business with the City of Houston and other Government Entities."

Sports Classic

held their 26th Annual Sports Classic on May 16-17, 2004 at the South Shore Harbour Country Club, with Shell as the Title Sponsor. Over \$50,000 was raised for the MBE Business Executive Scholarship Fund. THANK YOU ALL! Mark your calendars now for next year's Sport Classic, May 15-16, 2005.

HMBC WELCOMES NEW CORPORATE MEMBER

The Houston Minority Business Council (HMBC) is pleased to welcome the following corporate member, dedicated and committed to the Council's mission, to actively involve our members in efforts that will increase and expand business opportunity and business growth for minority business enterprises: **Mack Trucks, Inc. - Primary Contact:** Stephen W. Humphrey, Purchasing Manager, Supplier Diversity, 7900 National Service Road, P. O. Box 26115, Greensboro, North Carolina 27402 Phone: (336) 393-2890 Fax: (336) 393-2203 Email: stephen.humphrey@volvo.com



l-r: Jimmy Upshaw, Purchasing Manager, Gilbane and Perla Lane, Purchasing Agent, Gilbane

Gilbane Building Company

On April 15th, while most businesses prepared tax forms to meet IRS deadlines, Gilbane provided M/WBEs with the best tax relief available: contracting opportunities by conducting a Contracting Opportunity Fair at The Palm Center. The event was designed to provide an opportunity for small, minority, and women-owned trade contractors to engage with general contractors participating in HISD construction projects. "Our original intent was to provide a user-friendly environment for M/WBEs to engage with general contractors for HISD construction projects, but we exceeded this goal by all measurements", according to Perla Lane, purchasing agent with Gilbane. For more information about Gilbane's M/WBE Outreach Initiative, contact Perla Lane at (713) 209-1873. For more information regarding the HISD Rebuild Program, contact Nick Wallace of A.O. Phillips & Associates at (713) 621-8532, Ext. 108.

Houston Business Journal (HBJ)

The Houston Minority Business Council has entered into an annual partnership with the Houston Business Journal, starting with the June 4th issue, to provide advertising placement at a special HMBC banner rate. Each issue is industry specific (although anyone can advertise). MBEs placing ads will immediately be recognized as an HMBC certified supplier, MBEs receive instant credibility for their businesses; MBEs immediately reach a 147,600 readership; and MBEs are automatically linked to HBJ's website. If needed, HBJ will also assist you in formatting your ad. A 3 1/16" (vertical) x 2 3/8" (horizontal) black & white ad - only \$139.00. Call Marti R. Clayton, Classified Advertising Manager at (713) 960-5918 or mclayton@bizjournals.com. Don't be left out. Take advantage of this incredible opportunity!

Shell

Shell Oil Company has been named to DiversityInc Magazine's Top 50 Companies for Diversity list for 2004. Shell also submitted applications to DiversityInc in 2002 and 2003 and made the Top 50 Companies for Diversity lists each time. Last year, Shell also ranked fifth in the survey's Top 10 Companies for Supplier Diversity. "We recognize that there is a business case for diversity and inclusiveness at Shell and we are committed to ensuring that diversity is valued throughout the organization. Expanding on that commitment, we are also dedicated to reaching out to our broad range of stakeholders. "Being recognized once again by DiversityInc is indicative of our continued progress," said John Jefferson, Shell Oil Company's director of diversity.

HMBC WELCOMES TWO NEW DYNAMIC LEADERS

Hispanic Chamber Names New President...

Iris Correa has been selected as the new president of the Houston Hispanic Chamber of Commerce announced Rick Jaramillo, chairman of the board, ending an exhaustive six-month search. Correa replaces Richard Torres, who led the Chamber for 7 years and Carlos Lara, who acted as Interim President. "Ms. Correa is a highly motivated, innovative and results-oriented professional with years of experience in managing Hispanic Chambers," says Jaramillo. "We have many challenges including marketing, coordinating with the media, working within our growing community, leadership development and strategic planning. We are confident that she will be the person who will take our Chamber to a higher level of success."



Iris Correa

Correa is an advocate of supporting small businesses. She has extensive experience in incorporating loan programs, grants and other efforts to assist the development of small businesses. Correa has been recognized by numerous organizations for her contributions and achievements. The impressive list includes the Chairman's Award by the Texas Association of Mexican-American Chambers of Commerce (TAMACC), Permian Basin Girl Scout Council's Women of Distinction Award and the Brillante Award as one of Texas' Most Influential Hispanics. Correa is a native of Roswell, New Mexico and has lived in Odessa for 11 years.

WBEA Names New Executive Director...



Sandy R. Poffinbarger

Sandy R. Poffinbarger has joined the Women's Business Enterprise (WBEA) as its new executive director. A native Houstonian, Ms. Poffinbarger is a former small business owner and public relations and marketing professional. As executive director, Poffinbarger's duties will include managing administrative functions for the WBEA, raising awareness of the organization's many services, and increasing membership to include more corporate sponsors and women business owners in the 94 counties served by the WBEA.

"I am so excited with the opportunity to lead the WBEA, as I am very committed to women's issues and women working together," Poffinbarger said. "One of my goals as executive director is to enhance our membership in terms of both ethnic and corporate diversity, offering even more opportunities for women business owners." Ms. Poffinbarger has long been involved in women's issues, including marketing director of the HCA Woman's Hospital and as a volunteer with groups such as the Houston Area Women's Center. In addition, Poffinbarger has shared her time and expertise with other organizations, such as the Center for Entrepreneurship & Innovation at the University of Houston, the March of Dimes and the American Lung Association.

Faster and Cheaper!!!

E-Z Mail Management

- Direct Mail Consulting
- Zip + 4 Coding
- Mailing List
- Barcoding/Carrier Route

- Folding/Tabbing/Labels
- Bulk Mailing
- 1st and 3rd Class Presort

Ron R. Mitchell, President
6420 Richmond Avenue, Suite 100
Houston, TX 77057-5907
Phone: (713) 780-9804 Fax: (713) 789-5133

Can You Afford to Waste Postage?

RECOGNIZING THE HELPING HAND AND PROCUREMENT CHAMPION OF THE YEAR AWARD WINNERS...

The **Helping Hand Award** was presented to **Eduardo Nunez**, General Manager, Procurement Global Operations, **ExxonMobil Global Services Company** for his unprecedented approach to opening doors for minority business enterprises. In the opinion of MBEs, Mr. Nunez has done the most throughout the year to assist MBEs. **Procurement Champions of the Year** were: **Jerry Roberts**, Material Representative, **United Space Alliance**, **Rick Mahon**, Category Manager, **Shell Oil Products US/Motiva Enterprises LLC** and **Scott Forbes**, Manager, Contracting & Procurement, **Shell Oil Products US**. This award is presented annually to those persons who have done the most to promote business opportunities for MBEs. **CONGRATULATIONS** and thank you for your continued support and commitment to MBEs.

HELPING HAND AWARD WINNER



l-r: Eduardo Nunez, ExxonMobil proudly accepts his Helping Hand Award from Brad Holcomb, HMBC President and Ed Ryland, HMBC Treasurer

PROCUREMENT CHAMPIONS OF THE YEAR



l-r: Jerry Roberts, Material Representative, USA accepts his award from HMBC president Brad Holcomb and Hubert Jones, ConocoPhillips



l-r: Rick Mahon, Category Manager, Shell Oil Products US/Motiva Enterprise LLC, Brad Holcomb and Hubert Jones.



l-r: Scott Forbes, Manager Contracting & Procurement, Shell Oil Products US, Brad Holcomb and Hubert Jones.

Janice M. Gibson, APR, president **Three G Communications** enthusiastically bounced onto the stage and **LOUDLY** declared, "The Houston Minority Business Council expects the unusual from their MBEs and they look for those certified suppliers that go the extra mile. So, get involved; follow that spark that ignites your dreams and visions; enhance your entrepreneurial spirit and don't forget to **"Seize the opportunity; Overcome the Obstacles; Accept the challenges; and Reach for more...and you will SOAR!"** That, in a nutshell, set the tone for the April Networking Luncheon and it was all uphill from there. She had captured her audience.

Raymond L. Wilcox, vice president and president **Chevron Texaco** Exploration & Production Company, very honestly stated, "I sure hate to follow a professional public relation's expert." He need not have worried. His presentation was excellent following right along the lines of Ms. Gibson's remarks. Mr. Wilcox who represents the 4th largest integrated oil company in the world, stated, "Attending this Networking Luncheon IS going that extra mile. Remember it is ALL about networking; don't be afraid to ask for help from the Council to tackle the obstacles you come across; just don't ever give up." "As far as I am concerned, he said, it is good business to contract with MBEs. Without an inclusive environment, we will all have the tendency to lose out".

Both speakers received a well-deserved standing ovation. Perhaps the mood was best captured by Eva Pickens, president of Candy Bouquet. She wrote, "The April 14th Networking Luncheon was AWESOME! It set the perfect tone for small businesses. Some of us needed a bit of rejuvenation and excitement. Others of us needed to be uplifted and inspired. And still several of us needed motivation and just a bit of a nudge. After the luncheon, I think everyone received a little of all of the above. And now we all can "SOAR," as Janice Gibson stated. The speakers delivered messages that both invited and encouraged us to "embrace change and manage it and go the extra mile because networking is how businesses are built and maintained," as Mr. Raymond Wilcox stated. We at Candy Bouquet are so happy that HMBC is member-driven and that it nurtures and ignites our dreams as Janice Gibson said. We're proud that Mr. Wilcox supports HMBC and has a strong relationship with us. "You're right, Mr. Wilcox, "a relationship with MBEs is GOOD BUSINESS! Thank all of you for exhibiting what HMBC is all about, NETWORKING, CONTACTS and IGNITING OUR DREAMS. Thanks for the encouragement! (Signed) *Eva Pickens, Candy Bouquet*

...“AWESOME”...IS THE ONLY WAY TO DESCRIBE THE APRIL NETWORKING LUNCHEON SPONSORED BY CHEVRON TEXACO



l-r: Linda Holloway, Manager, Supplier Diversity, Haliburton/KBR (forefront) and Hubert Jones, Director Supplier Diversity, ConocoPhillips (background) are recognized as Helping Hand Award Nominees.



l-r: Debra Brooks, President, Bliss Communications presents Audrey Goins Brichi, Manager, Supplier Diversity Small Business Program, ChevronTexaco, with the Luncheon Sponsor Certificate of Appreciation.



l-r: Marian Nimon, C.P.M., HUB Program Manager, University of Texas M.D. Anderson Cancer Center gives a very warm introduction to Janice Gibson, President, Three G Communications and the MBE Guest Speaker.



l-r: Eva Pickens, President, Candy Bouquet showers Janice Gibson with bouquets of flowers and candy kisses for her AWESOME and “standing-ovation-worthy” presentation - “Partnering and Positioning for Success.”



Sherra Aguirre, President, Aztec Facility Management LP, Aztec Facility Services, Inc. and Service Everywhere, LLC proudly introduces Mr. Raymond Wilcox, VP and President, ChevronTexaco, and Corporate Guest Speaker.



Raymond I. Wilcox, not to be outdone by PR pro, definitely rose to the occasion with his OUTSTANDING presentation, “Turning Partnership into Energy”. KUDOS and a well-deserved standing ovation.

THANK YOU

CHEVRON

TEXACO

PHOTOS BY GRADY CARTER



l-r: Raymond Wilcox and Janice Gibson received sincere thanks and Certificates of Appreciation from Brad Holcomb, HMBC President and VP & Chief Procurement Officer, Waste Management.

FOR YOUR

LUNCHEON

SPONSORSHIP

Ambassador



Arnold Stewart

Arnold Stewart, president and general manager of Stewart & Associates has been an Ambassador since the inception of the program in 2000. "It's an honor and a pleasure to meet and work with new MBEs of the Houston Minority Business Council. We, as Ambassadors, are there to assist new members and acquainting them with the various programs that the Council has to offer. It's our way of helping new members to effectively utilize the benefits of their membership," says Stewart.

Stewart & Associates is an investigative firm that specializes in the design and implementation of background screening programs. Over the years, Arnold has worked with some of the countries most prestigious employers. Arnold adds, "We provide real-time information to help clients make intelligent hiring decisions. Our reports are timely, accurate, and easy to understand."

Arnold is a graduate of the University of Southern Mississippi. He has law enforcement experience with military and civilian police forces. In addition to serving as an Ambassador, he is Vice President of the Houston 8(a) Contractors Associations. Arnold is also an active member of the National Association of African Americans in Human Resources, the American Society of Industrial Security, and the National Association of Black Security Executives. Mr. Stewart can be reached at (713) 799-3432 or by email at arnoldstewart@stewart-pi.com.

Shell and Motiva Mentors Meet with Proteges to "Recognize, Communicate and Celebrate"

Shell Oil Products US/Motiva Enterprises LLC and Shell Lubricants held a celebration recently to commemorate the end of a yearlong mentor/protégé relationship between eight M/WBE businesses and their Shell mentors.

Attendees of the celebration included mentors, protégés, community members and several shell employees including Russell Caplan, vice president of retail. Caplan said, "This mentor program distinguishes us from our competitors and more importantly, it is good for our business now and will enhance our reputation in the future."

The mentor program is designed to give protégés an advocate to introduce them to appropriate buyers within Shell by their mentor. An important feature of this relationship is the creation of an action plan for the protégé - with a timeline, specific goals, regular meetings, progress reports and the sharing of best practices - with guidance from the mentor.

Protégés saw great value in being a part of the mentoring program, as they were able to gain access to programs and best practices used by Shell and had the option to incorporate them into their own businesses. Feedback included comments such as, "It was an opportunity to understand and use the operational resources of a multinational organization." (and) "This was invaluable to my growth during the year." (and) "Plan big and allow your mentor to pull in the reins." Executive Director of the Houston Minority Business Council, Richard A. Huebner, said, "Through its mentor-protégé program, Shell has provided MBEs a sounding board for strategies, hands on technical and management assistance, an opportunity to strengthen customer relations, and keen marketplace and customer insight - allowing participating MBEs to accelerate their growth. Each MBE reported how the program has benefited their company and expressed a strong desire to continue in the program."

Guess what

One dozen golf shirts with logo, \$180.00 and up, plus tax

Total stitches 1,000-6,000 S, M, L, XL

Plus Sizes are available.

T-shirts 5 for \$10.00

4821 Griggs Road, Houston, TX

Designer of custom clothing and uniforms.

When you need the best, call us.

Phone 832 545 6299

Fax 281 416 9527

Email guesswhat9@hotmail.com

IT TRENDS, SOLUTIONS AND ANSWERS

HEALTH CARE EDUCATION

It's amazing how we take our health for granted. Do you take better care of your vehicles than your health? Many people rotate their tires and change their oil every 3,000 miles. Others wash and detail their car every 3-7 days. While others keep the latest rims, insert several DVD players in their car and buy high definition stereo systems. But the flip side of this coin is the fact that over 51 million U.S. residents do not have any health insurance. Another 76 million people are under-insured. Fifty percent of all employers offer no health benefits. Many of these people are self-employed or work for small businesses that do not offer health insurance and either cannot afford to purchase it on their own or have pre-existing conditions that exclude them from obtaining coverage.

Industry studies show that one of the greatest tragedies of our society today is the fact that millions of hard working people no longer have health insurance for their medical needs. As a concerned business owner, you should always look for benefits to offer your employees. The solution is here - WIZECARE. Wouldn't you agree that it is a wise decision for you to care for your health? Since Americans are living longer, Wizecare is the small business solutions partner and healthcare advocate with value added service. With Wizecare, you and your employees can select affordable healthcare. WIZECARE covers prescription drugs, medical, dental, vision, hospitalization, in home health service, chiropractic, invitro fertilization, cosmetic surgery, mammograms, dermatology, pediatrics, alternative medicine, 24-hour hotline, and more.

With healthcare steady rising, you are going to hear more about the alternative to insurance. WIZECARE is not insurance, so all pre-existing conditions are accepted, there are no annual or lifetime maximums, no claim forms, no deductibles and no one is denied. WIZECARE is a PPO discount program with over 350,000 doctors that small businesses can offer. It is affordable healthcare that benefits employees.

The future of healthcare is WIZECARE! As a business owner, offer WIZECARE as your source for medical needs.

Sign up online at www.wizecare.com/4300739

Scharlene Brooks, President & CEO

Scoopgrades (281) 489-2220.

INFORMATION TECHNOLOGY PERSPECTIVE FOR ALL...

Taking Care of Security - Security in today's businesses is a way of digital life, not an after thought.

In today's internet centric environment network security has become the focal point of all business. The internet has opened new frontiers for business, but it has also given unlawful individuals or organizations to exploit this medium. They can disclose corporate data for personal gain or to damage organizations image.

Today's Organization has to make sure security is part of doing business and not an after thought. Hence, the lack of preparation could damage the business and its customers. The best practice is to plan, educate and prepare your staff to better handle incidents. Furthermore, have deterrence in place such as Firewall Appliances, Intrusion Detection Systems (IDS), Encryption and Anti-Virus Solution.

- Technology Trend: Securing your wired, wireless or ecommerce infrastructure.
- Solution: Security Audit helps you identify internal or external security issues that need to be identified and addressed.
- Answer: Security Audit provides you with a detailed report that can be used to plan your company's security strategy for securing your wired, wireless and ecommerce infrastructure. We help you assess, plan, design and implement security solution.

Valuable Benefits

There are many benefits of secure computing practice in today's digital economy. For one, you may not know Michael Angelo, My doom or Snow White. Furthermore, it may deter someone in an organization to take advantage intentionally, unintentionally or to stop hackers from penetrating your environment.

Fortune Systems is an Information Technology (IT) Consulting Services firm offering a range of innovative technology solutions in network infrastructure services. We can help your organization, regardless of size, manage IT investments, reduce risk and capitalize on business opportunities.

For more information, to discuss on network infrastructure or security services, call or email Ahmed M. Syed

Phone: (281) 894-0877

E-mail ahmed.syed@fortune-systems.us.

Website: www.fortune-systems.us

MBE SUCCESSES

Bradlink Web Design

Bradlink Web Design, founded by Helen Callier, was presented with the Emerging Business Award from METRO during the 2004 Government Procurement Connections at the George R. Brown Convention Center. The award is given annually to a METRO-certified company that has shown continuous growth and dedication to excellence. Callier an experienced mechanical engineer, Six Sigma Black Belt, and technology specialist, accepted the award from METRO President Shirley DiLibero at the Awards Luncheon before more than 1,500 guests. "Bradlink worked with us to help other companies establish their web presence and improve their utilization of technology," noted Paralee Shivers, Business Development Representative. "We are delighted to work hand-in-hand with METRO in its support of small businesses," Callier said. "Receiving this award is truly a significant honor in the life of our company."

The Editor offers sincere apologies to Casas Catering, Inc. and Ford's Fine Foods for the error in attaching Ford's Fine Foods name to the story about Casas Catering, Inc. in the MBE Successes section of the May 2004 ♦ Volume 11 ♦ No. 5 Edition of the HMBC Network Newsletter. The correct story is as follows:

Casas Catering, Inc.

The Houston Business Journal's 2004 Meeting Planners Guide has ranked Casas Catering, Inc. among the top twenty-five Houston-area catering companies. Theresa G. Casas, president, gives a small sample of services provided by Casas including specialties: full-service catering with event and menu planning, theme design, corporate, social, and black-tie events with cuisine of America, Mexico and Italy.

Cordua Restaurants

Eight hundred readers of the Houston Business Journal (HBJ) recently took part in HBJ's Executive Dining Survey. The results proved that one of HMBC's MBE Certified Suppliers is considered "among the best of the best". Artista was recognized as one of the top four "best new restaurants" as well as having the "best décor/atmosphere". Artista is located in the Hobby Center for the Performing Arts with a million-dollar, stunning view of downtown Houston. The Amazon Grill rated tops for the "best business lunch" location. And, for the third year in a row Americas has won the readers' choice for "best appetizers". The Houston Minority Business Council CONGRATULATES Mr. Michael Cordua, Chairman, Cordua Restaurants for this outstanding showing.

EDH Plumbing Contractors, LLC

Mr. Eugene Herrera, president, EDH Plumbing Contractors, LLC is gushing with pride. After years and years of waiting for a family and almost giving up hope, he and his wife are the proud parents of two baby boys (one 20 months; the other 4 months). When they found the right formula, they didn't waste any time! Needless to say, this makes his NEWLY acquired contracts with TSU, the City of Houston's Aviation Department, Clear Lake, Ft. Bend and Webster Independent School Districts very, very handy just about now! "Without the assistance of the Houston Minority Business Council, says Mr. Herrera, I would not have been able to point myself in the right direction." He continued, "I know that my piece of the pie is out there; I just have to go get it and the networking opportunities, seminars, workshops and special events that the Council offers gave me the tools to do the job I needed to do." CONGRATULATIONS DAD and Happy Father's Day!

Ford's Fine Foods

Ford's Fine Foods was cited by the Port of Houston as its "Supplier of the Year." Port Commissioner Cheryl Thompson-Draper presented the Award to Chef Felix Ford, owner of the company, during the Awards Luncheon at the 2004 Government Procurement Connections at the George R. Brown Convention Center. This annual citation recognizes companies that have demonstrated a commitment to excellence and quality throughout the year in providing services or products to the Port of Houston Authority. "We are extremely proud to have been given this recognition for our company's service to the Port of Houston," explained Chef Ford, "We realize that providing great tasting food and exceptional service are essential for business success in this industry."

Liberty Power Corporation

David Hernandez, Chairman & CEO, is extremely proud to announce that Liberty Power Corporation will be the new electricity provider for Pasadena's city-owned buildings. Kerry Doucette, the city's purchasing manager stated that the city is not required to get bids from electricity providers but wanted to get a good deal. "We could have chosen anybody, but we were trying to invoke competition," Doucette said. Liberty Power was strongest in three areas: (1) Lowest over-all rate; (2) they will pay 100% of the Gross Receipt Tax (GRT) to the State of Texas, which goes directly into the Permanent School Fund; and (3) it was extremely important to do business with a minority business enterprise. Although rate was important, the deciding factor was Liberty Power's willingness to work with the City of Pasadena and go the extra mile to provide the best customer service possible.

RETURNING

MBEs

A.M.C. Film Wrap, Inc.
Accel Printing
Americana Business Consultants
Arias & Associates, Inc.
Articulate Professional (The)
Blast Industrial Cleaning Service, Inc.
Bless Oilfield Services, Inc.
C & E Specialties
Carballo Contract Machining
Castilian Imports, Inc.
De La Rouche Personnel Services
Dinky Drum Company
Energy Flow Systems, Inc.
Energy Tubulars, Inc.
ESP Enterprises,
Energy Tubulars, Inc.

ESP Enterprises, Inc. dba ESP Services
eXtyr
E-Z Mail Management
Fifth Avenue Cakes & Catering
Fitzgerald Healthcare Consulting Services, Inc.
Ford's Fine Food's
Gomez Floor Covering, Inc.
Greene Consulting Group, Inc.
Grupo Villa, Inc.
Guadalupe Natural Gas
Heat & Power Boiler Service, Inc.
Houston Supply & Manufacturing, Co., Inc.
Hurricane Office Supply
Industrial Environmental Waste Management
Inter-Active Health Care, Inc.
Jemari Group, Inc.
K & M Publishing, Inc.
KADCOM, LLC
Lazer Construction Co., Inc.
Material Products, Inc.
Maverick Engineering
MEC Engineers, Inc.

Mega Mania Interactive
Mike's Auto & Diesel
Mountain Dog Design, Inc.
Natural Gas Trading Corporation
Pension Network Company
Primis Corporation
Quality Welding & Boiler Works, Inc.
Quesco Turbomachinery Services
R.C. Technical Welding & Fabrication, Inc.
Schill Electric Co. of Houston, Inc.
South Coast Technology, Inc.
Southern Pacific Logistics Company
SuperBag USA, Corp
Triple T Medical Supply
UNOTEC Construction
Valls International, Inc.
Virtual Intelligence Providers
White Insurance & Associates

NEW MBEs

Agito Consulting, Inc. (GMSDC)

Brian Hilliard
404-434-2826
Motivational speaking in the areas of leadership, sales, and networking.

Avalos Graphic & Web Design

Mark Avalos
713-459-5967
Graphic Design; Web Design & Development

Bilingual Case Management Services

Carmen Lucy Torres Arrington
281-332-1129
Case management service, record retrieval, record review

Cadeco Industries, Inc.

Carlos De Aldecoa
713-670-0702
Coffee processing and food products warehousing

Concerto Office Products (TMBDC)

Ashoke Mukherji
615-221-0301
Distributor of office and tech supplies, paper & paper products, furniture.

Customer Synergy Solutions

Florence M. Bolden
281-494-4177
Management consulting company specializing in customer service, contact center management, process redesign, learning solutions, and project management. CSS delivers value everyday by providing imaginative, proven solutions to sustain customer growth.

Desert Sky Software, Inc. (GMSDC)

Luke Holton
602-279-4600
Web enabled applications, database design, custom business software, commercial hosting action track system, action track system.

Dos Logistics (CSTMBC)

Eric Chin
956-968-5763
Professional support services including but not limited to construction management, project inspection and business development.

Gina's Sports & Apparel

Gina Williams
281-208-0997
T-shirt & caps, jersey, uniforms for soccer, basketball, baseball, football

GM Mortgage

Monica Mayor
281-530-2221
We provide financing for homebuyers and we provide home equity loans and refinancing

HiFi Graphic

Tommi Bui
713-266-8648
Website design, graphic design, photography, printing

Integra Show Services (DFWMBDC)

Bobby Flewellen
214-354-4516
Provide general contractor services for tradeshow and events

JS Technologies

Josephus Sadler Jr.
281-438-0231
Network IT Services, PBX Phone System support, Computer Hardware/Software Support, Server and Workstation Configurations

Lam, Lyn, Robinson & Philip, A.P.

Marchris G. Robinson
713-981-0900
Law firm - creditor's rights (collection), commercial litigation and bankruptcy

Madden General Construction, LLC

Anthony N. Madden
281-465-8540
General construction - demolition, commercial & residential renovation, plus new construction full key operation

Northshore Engineering, Inc.

John E. Webb
909-396-0833
Engineering (Environmental) - consulting - construction

Pressure Equipment Engineering Services, Inc.

Bharat Batra
281-261-4628
Engineering services design, analysis, re-rating and fitness-for-service evaluations of pressure vessels, heat exchangers, storage tanks, piping, mechanical integrity evaluation, finite element analysis.

Quality Security Systems

Pate Muse
281-820-9650
Sale, service & installations of intrusion (burglar) alarm fire, cctv & access, system to include 24 hour monitoring & system integration.

Sri Ana Tech, Inc.

Aparna Jasti
832-788-4859
Construction, general contractor, sitework, utilities, paving,

The Phillips Law Group

Gregory L. Phillips
713-776-3344
Legal Services

Variety Transport (LMBC)

Vernon Rogers
225-761-8219
Freight hauling - transportation service

WCW International, Inc.

Chris K. Wilmont
713-777-3700
Electric Power Distribution Systems and sales/gas distribution systems and sales (natural) computer programming services/engineering services/construction of building (commercial & institutional)

WIN Solutions

George J. Watkins, Jr.
832-515-9154
Telecom consulting, program management, engineering services, telecommunication reseller



6671 Southwest Freeway
Suite 110
Houston, Texas 77074

*The Houston Minority Business Council
is an affiliate of the National Minority
Supplier Development Council (NMSDC)*

Non-Profit Org
U.S. Postage
PAID
Houston, Texas
Permit No. 1719

Are you Looking to Make your Money Count?

Advertise in the HMBC Network

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

- One-eighth page, \$50 (3.5 x 2.5)
- One-fourth page, \$125 (4.5 x 5.5)
- One-half page, \$200 (4.5 x10.5)
- Full-page, \$300 (7.5 x 19.5)

All ads should be camera ready, and received on or before the 10th of each month, for inclusion in next month's newsletter issue. Ads may be altered, depending on space availability.

HMBC NetWork

A Publication of the
Houston Minority Business Council

President Bradley J. Holcomb
Executive Director Richard A. Huebner

NetWork Team

Editor M. Evelyn Flores
Layout & Design M. Evelyn Flores
Printing **All Printing**
Underwritten by ChevronTexaco
Website Angela Freeman

All correspondence should be mailed
before the 10th of each month to:

Editor, HMBC Network
6671 Southwest Freeway, Suite 110
Houston, Texas 77074

Phone 713.271.7805 • Fax 713.271.9770

URL <http://www.hmbc.org>

E-Mail info@hmbc.org

HMBC Committees, Contacts, and Meeting Days

COMMITTEE	CHAIR	CONTACT NO.	MEETING DAY/TIME
CAC	Janice Gibson <i>Three G Communications</i>	(713) 686-6106	On-Call
Education	Ruby Reynolds <i>GHG Corporation</i>	(281) 488-8806	3 rd Tuesday, 1:30 p.m.
EXPO	Tony Samper <i>American Air Conditioning</i>	(713) 271-7805	2 nd Monday, 2:00 p.m.
MBE Advisory <i>(MBEs Only)</i>	Ed Ryland <i>Ryland Enterprise, Inc.</i>	(713) 952-5066	3 rd Wednesday, 4:00 p.m.
Membership	Nate Perkins <i>DLSG Resource, Inc.</i>	(281) 277-5017	2 nd Thursday, 9:00 a.m.
Professional Services	Eduardo R. Nunez <i>ExxonMobil</i>	(713) 656-7425	Last Thursday, 2:30 p.m.
Program	Czarena Siebert <i>GHG Corporation</i>	(281) 488-8806	4 th Tuesday, 11:30 a.m.
Sports Classic	Angela Senegal A. S. Physiques	(713) 952-7071	2 nd Friday, 11:00 a.m.
SDAC <i>(Corporate Members Only)</i>	Hubert Jones <i>ConocoPhillips</i>	(832) 379-6087	3 rd Wednesday, 2:00 p.m.
STAC	Michael Smith <i>Marathon Oil Company</i>	(713) 296-3617	2 nd Wednesday, 3:00 p.m.
Technology	Helen Callier <i>Bradlink Web Design</i>	(281) 361-5809	3 rd Thursday, 1:00 p.m.