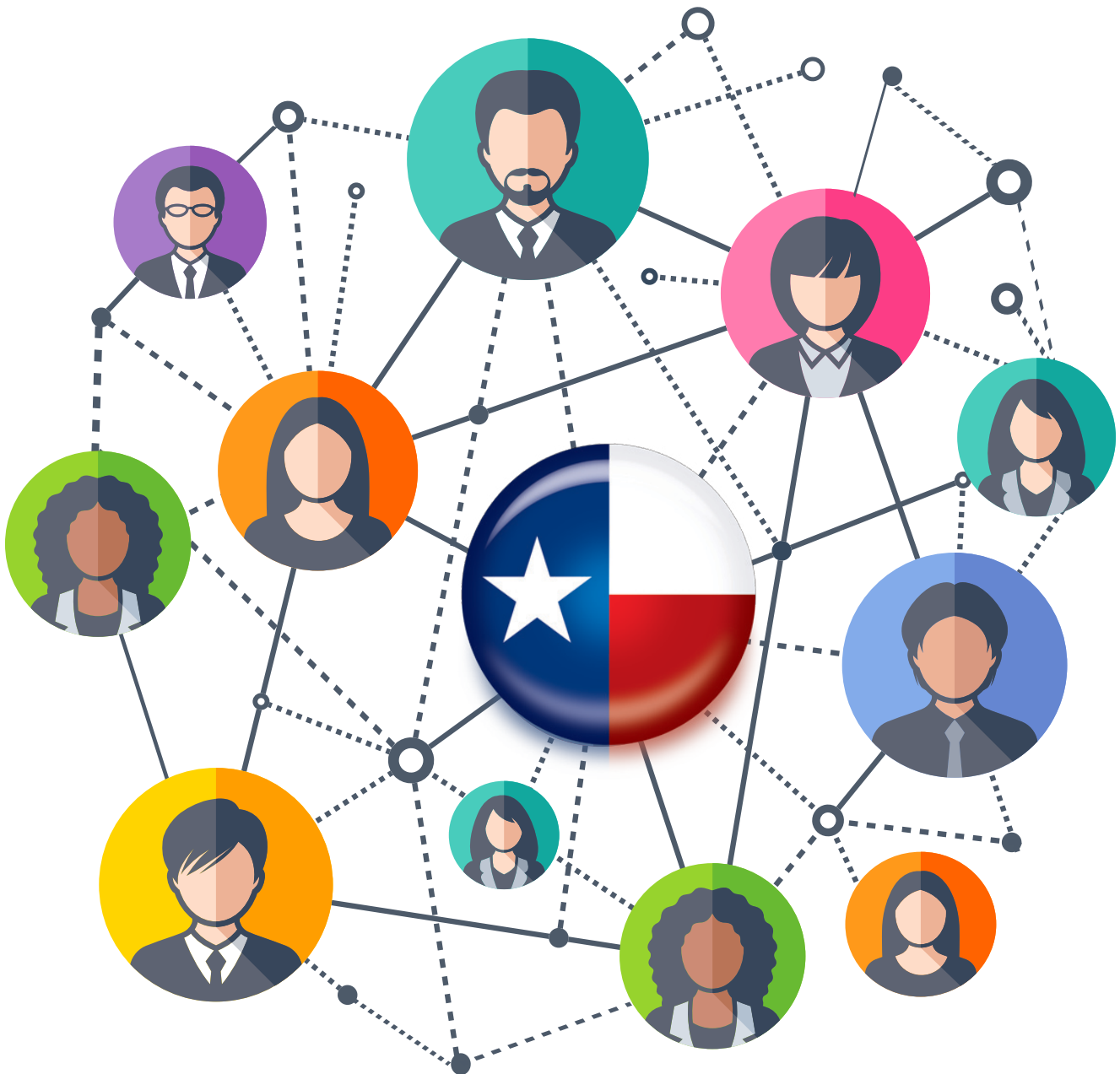




Education and Outreach Report

Fiscal 2021

For the Statewide Historically Underutilized Business (HUB) Program





GLENN HEGAR TEXAS COMPTROLLER OF PUBLIC ACCOUNTS

Statewide HUB Program

October 14, 2021

The Honorable Greg Abbott, Governor
The Honorable Dan Patrick, Lieutenant Governor
The Honorable Dade Phelan, Speaker of the House

Gentlemen,

The Comptroller of Public Accounts, Statewide Historically Underutilized Business (HUB) Program is pleased to submit the Statewide HUB Program's Fiscal 2021 Education and Outreach Report as required by Texas Government Code Section 2161.126. This report summarizes the program's education and training activities.

In Fiscal 2021, the Statewide HUB Program participated in 136 education and outreach events, categorized in this report as three groups: HUB Talk Series, Education and Outreach Events, and One-on-One Training.

- The HUB Talk Series held six events, including two successful networking events for HUBs to meet a prime contractor undertaking publicly funded projects in Fort Worth and San Angelo.
- The Education and Outreach events totaled 63 virtual events with program staff providing planning, marketing, training, and participation in virtual booths where possible. The education and outreach events also provided HUB Subcontracting Plan (HSP) training for compliant HSP responses in pre-bid meetings hosted by the Comptroller's Statewide and Internal Procurement Divisions.
- With in-person events paused due to the COVID-19 pandemic, the statewide HUB Program increased virtual educational meetings with single vendors and agency HUB staff and classified these virtual meetings as one-on-one training assisting HUBs and agency/university staff with their training needs.

Our education and networking workshops provide detailed information on the state's procurement process; best practices for interacting with HUB coordinators and purchasers; HUB resources including Electronic State Business Daily (ESBD), Centralized Master Bidders List (CMBL), HUB reporting; HUB certification requirements; and tips for successful competitive bid responses.

The Statewide HUB Program remains committed to increasing awareness of the state's program by expanding the participation of certified HUBs in the state procurement process. We work daily to prepare HUBs for bid solicitation responses and to increase the number of HUB awards.

For questions about this Education and Outreach Report, please contact Maya Ingram, Manager of the Statewide HUB Program by email at maya.ingram@cpa.texas.gov or at 512-305-9849.

Respectfully,

A handwritten signature in black ink, appearing to read "Bobby Pounds".

Bobby Pounds, Director
Statewide HUB Procurement Division

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Introduction

As administrator of the State's Historically Underutilized Business (HUB) Program, the Comptroller of Public Accounts (CPA) is responsible for facilitating the statewide use of HUBs through effective promotion of business opportunities and ensuring the integrity of the HUB Program through certification, compliance, education and outreach efforts, and reporting functions.

Since March of 2020, HUB staff like many others began teleworking practices and as part of the "new normal" for everyday activities work was remote and virtual became a common need. While small businesses struggled to survive, some reinvented themselves, some restructured, some searched for grants, loans and donations, and others closed their businesses.

Many certified HUBs turned to the state procurement opportunities as a trusted source of new business. Construction continued and large emergency purchases related to PPE and related services becoming a common and popular purchase.

Virtual meeting platforms were the only option for the Statewide HUB Program to meet the education and outreach requirements. The virtual HUB Talk Series that began the previous fiscal year continued this fiscal year with six events that provided an avenue for important information to be shared with the HUB vendors and HUB Coordinators. Two events were networking for prime contractor and HUBs, two included training for HUB Coordinators related to the Spot Bid Fair Portal and awards, one training was for statewide purchasing and HUB staff introducing and navigating through the new online vendor certification system, and the final HUB Talk Series event introduced a new regional minority business development agency to HUB vendors in the San Antonio area.

In step with the new virtual needs, plans to eliminate the manual certification review process to a new online certification system completed the procurement in FY20 and the fiscal year 21 began the planning and implementation of the new Online HUB Certification System. The first 10 months of the fiscal year included the planning and testing

phase and on June 28, 2021 the system was implemented. During the months of May and June, HUB vendor records were transitioned from the paper files to the online records. Vendors and our 12 certification Memorandums of Agreements (MOAs) can now enter all application and supporting certification documents into the system. HUB applications are completed and documented with date and time for every action in the process. The compliance review period for new and re-certification applications went from the manual six to eight-week process down to a three to four-week compliance review process. Communications are by email and response time required uploaded documents be entered into the HUB vendor file that allows for streamlined processed and application decisions. All HUBs certified receive their HUB packet information by email. The total HUBs certified in FY21 were 16,237 (9,101 certified through Statewide HUB and 6,335 certified through our MOAs).

The popularity of virtual events and meetings have allowed the Statewide HUB program staff to provide virtual one-on-one meetings that include training in resources and procurement process that are targeted at the individual HUB business needs. In FY21, the HUB staff documented 67 individual virtual meetings with HUB vendors. Training topics included Navigating the New Online HUB Certification System, HUB Marketing Tips, Using HUB Reports for Research and Business Development, and Learning How to Use the HUB Resources (i.e. CMBL, ESBD, HUB Coordinator List, HUB Reports and NIGP Codes) to increase a HUB's opportunity for success. The Centralized Master Bidders registration is always encouraged and a popular topic for review.

The Statewide HUB program is responsible for the oversight of the State's mentor protégé program, and assistance to the agencies and universities interested in sponsoring the Mentors and Protégés in these agreements. In FY21, the state agencies and universities sponsored 84 approved Mentor Protégé Agreements.

The Statewide HUB program is required to report the education and outreach efforts in each fiscal year to the Governor, Lt. Governor, and Speaker of the House

of Representatives as stated in Texas Government Code 2161.126. This report provides an overview of the efforts the program has made to assist agencies, universities, and HUB vendors to understand the HUB good faith effort in procurement and increase the ability of HUBs to do business with the state entities.

The Statewide HUB program's website continues to serve as an important source of information and resources for vendors seeking to do business with the state entities. An average of 2000 visitors per day visited the HUB website.

The statewide HUB program continuously evaluates the outreach and training initiatives against the needs of agencies, universities and certified HUBs. The pandemic continues to challenge the requirements of the program staff, but our initiatives will continue to assist HUB programs in agencies and universities and focus the ethnic, woman, to service-disabled small business owners interested in doing business with the state entities. Travel to in person events and on-sites have not begun but we will continue to provide virtual assistance in any way we find productive.

Vision, Mission and Philosophy

Our **vision** is to certify all qualified small businesses in Texas as HUBs and increasing their award opportunities.

Our **mission** is to encourage and increase the use of HUB vendors in state purchasing and provide them with useful information on the state's procurement process.

Our **philosophy** is educating HUBs in the procurement process improves their ability to respond to solicitations and perform the work.

Through education and outreach efforts in FY21, the HUB program:

- Administers the program's certification and compliance functions,
- Develops and administers the HUB rules based on the statutes to ensure full and equal access to state contracting opportunities for qualified businesses,
- Assists HUBs in the education and knowledge of resources available to increase their ability to participate in the state's procurement and competitive bid processes,
- Encourage state agencies and universities to establish a compliant internal HUB program,

- Assist state agencies and universities in education and outreach efforts to increase their good faith effort with HUB vendors. The Semi-Annual and Annual Expenditure Reports provide a picture of the good faith efforts the entities provided individually and aggregated on a statewide basis. These reports are statutorily required and provided to the Legislature and general public twice a year, on May 15 for the first half of each fiscal year and on November 15 for the report of expenditures for the full fiscal year.

The Comptroller's Statewide HUB program is responsible for compiling agency and university expenditure data for treasury and non-treasury funds on a semi-annual and annual basis. The Semi-Annual and Annual expenditure reports include HUB and non-HUB expenditure data. The reports further detail the total dollar amount awarded to HUBs, the number of businesses that participated in the issuance of bonds, the number of contracts awarded to businesses, and the number of bids and proposals received by agencies. The report includes a statewide analysis of the total expenditures submitted by each agency and university.

Policies on Education, Outreach and Information Dissemination

The Statewide HUB Program's education and outreach activities are designed to educate and promote full and equal opportunities for all businesses involved in state contracting, based on the goals specified in the 2009 Texas Disparity Study. The program works closely with small businesses certified as Texas HUBs, minority and women business organizations, chambers of commerce, state agencies, institutions of higher education, and other trade and professional organizations that can provide small businesses to competitively participate in state procurement opportunities as HUBs and generate new contracting opportunities.

Fiscal 2021 continued to be a challenging environment for conducting in-person educational events and onsite compliance visits. The Statewide HUB Program, in identifying diverse marketing strategies, increased the focus on virtual meeting platforms to provide clear and concise educational based needs to the target audiences. General and detailed virtual presentations provided online materials, video training, one-on-one assistance via conference call or virtual meetings, and networking participation in virtual exhibit booths. While onsite compliance audits were suspended, random HUB compliance desk audits were completed.

The Statewide HUB Program holds 12 Memorandums of Agreements (MOA) to increase HUB Certifications and collaborates with all throughout the year. The Dallas Fort-Worth (DFWMSDC), and Houston (HMSDC) Minority Supplier Development Councils each host their annual conferences with a Spot Bid Fair. Senator West sponsors a Spot Bid Fair in conjunction DFWMSDC, and Senators Alvarado and Miles sponsor their Spot Bid Fair with the HMSDC conference. Both allow the Statewide HUB program to participate in planning, educational presentations, and marketing. Other education and networking collaborations target the different ethnic, minority, and service-disabled veteran organizations and chambers of commerce statewide and in different regions throughout the state as well as minority trade and professional organizations.

Our small business forums provide small business owners and aspiring entrepreneurs with timely and relevant advice on how to grow and sustain their business with the state. They also provide networking opportunities with other entrepreneurs, business owners, managers, and business-oriented nonprofits as well as local, state, and federal agencies. The Statewide HUB Program has made concerted efforts to pursue and offer online events and to continue the commitment of providing HUBs with the resources necessary to pursue state business opportunities.

Shortly after the pandemic began in fiscal 2020, we partnered with the DIR HUB Program to cohost "HUB TALK" a webinar series of educational presentations and discussions. This fiscal year provided another six series of educational "HUB TALK" trainings to small businesses, state agency HUB programs, and networking events.

While transitions are sometimes difficult, at the height of the pandemic, the manual certification paper process was eliminated, and the new online HUB certification system was launched. The system allows certification application submissions through the Statewide HUB Program website, desk compliance reviews to be performed online, and marketing/outreach campaigns to be delivered by email. All certification-related communications are now expected through the online system. Certification packets providing congratulations, business development tools, and HUB contact information are delivered by a single click of the online button.

Program education and outreach initiatives will continue to focus on HUB needs during these challenging times. Our current goal is to promote HUBs with the web-based video training on different topics and continue to increase our HUB certifications.

Goals Attained

The Statewide HUB Program has four primary responsibilities in administering the program:

- Certification of minority-, women-, and service-disabled veteran-owned small businesses,
- Compliance of HUB certification,
- Education and outreach:
 - to vendors – provide education in the state procurement process and business resources to assist in business development and competitive bid contract opportunities
 - to agency/university HUB programs assist with training, planning, and implementing their internal HUB programs, increase education and outreach efforts to HUB-certified businesses that could participate in state agency and university opportunities, and
- Preparation of the Semi-Annual and Annual Statewide HUB Expenditure Reports.

The Statewide HUB Program participated in 136 education and outreach events. Events provided training on the HUB Certification system and requirements, HUB Resources (Centralized Master Bidders List (CMBL), Electronic State Business Daily (ESBD), NIGP Commodity Code Profiles, HUB Coordinator List, HUB Reporting for business development, and understanding the state procurement process), and HUB Subcontracting Plans (HSP), including how to prepare a compliant HSP, and Networking for HSP participation. All events and trainings were virtual and there are three categories of education and outreach formats (see Attachment A) the statewide HUB program uses:

- Education and networking events – outside organizations and agency or university HUB Forums,
- HUB Talk Series, and
- Vendor One-on-Ones.

Fiscal 2021 included a HUB Expo in conjunction with the DFWSMDC Annual Conference and Senator West’s *Doing*

Business Texas Style Spot Bid Fair. Education seminars included agency and university HUB procurement schedules and upcoming projects; HUB Certification, HUB Resources, Navigating the CMBL and ESBD, and other business development tools.

The Statewide HUB Program delivered training for certified procurement professionals statewide with a live *HUB Reporting 101* presentation recorded and posted to meet future training requirements through the online [Statewide Procurement Education System](#), and assisted purchasers with a HUB Subcontracting Plan training at four different pre-bid meetings.

The *HUB TALK Series* provided six trainings, with two assisting a prime vendor to network with HUBs for subcontracting opportunities, ultimately allowing the prime to meet or exceed its 30 percent HUB subcontracting goal in two construction-related projects.

The implementation of a new cloud-based HUB Certification and registration system to streamline the application process for new and recertification of HUB vendors has been completed. This system will reduce the paper documentation and streamline the manual application review process of the HUB Team and identify existing certified vendors for audit. Review timeline has been decreased from 6-8 weeks to 3-5 weeks

MEASURE NAME	FY2020	FY2021	FY2022 TARGET
Number of HUBs certified	16,067	16,237	850 new HUBs*
Number of HUB seminars and outreach efforts conducted	27	137	90

*While the total number of HUBs increased by 170 certified HUBs from fiscal 2020 to fiscal 2021, this is a net increase composed of the number of new HUB businesses certified minus HUBs that chose not to recertify, graduated, or were removed through compliance audit. The new Statewide HUB System will allow reporting of the new, recertified, denied, and removal of HUBs beginning in fiscal 2022. The number of HUBs certified by our MOAs in fiscal 2021 was 6,335.

Goals and Objectives in Educational Outreach

The Statewide HUB Program will continue its efforts to provide education and outreach to the small business vendors, the HUB vendors, the agencies and university HUB programs, and our Memorandum of Agreement (MOA) partners who provide certifications to their small business members that meet the state HUB requirements. The online Statewide HUB System allows the MOAs to enter the HUB vendor records into the system and immediately release the certification packet by clicking on the approve button online.

For fiscal 2022, the new system will allow the Statewide HUB program to report on a breakdown of HUBs certified with a breakdown of reports as follows:

- Total Statewide certified HUBs
- Total MOA certified HUBs (by each MOA)
- Total Statewide HUB New Vendor applications received
- Total Statewide Recertified Vendor applications received
- Total Statewide Denied Vendor records
- Total Statewide HUB Vendors Removed by Audit
- Total Statewide HUB Vendors Graduated

GOAL:

Promote full and equal business opportunity access for all businesses in state contracting:

Objective(s):

- Provide training to agency and university HUB programs that can assist in implementing good faith effort procurement practices to increase HUB participation.
- Assist agencies in identifying and certifying HUBs

- Conduct marketing campaigns to increase HUB networking with agencies and universities
- Assist agencies and universities in the interpretation and implementation of HUB rules related to the good faith effort, HUB subcontracting requirements, HUB reporting, HUB Forums, Mentor Protégé Program, and the role of the HUB Coordinators.
- Provide agencies and universities guidance on accurate and efficient HUB Reporting procedures.

Strategies:

- Allocate HUB Certification Program resources to identify, certify, and audit eligible HUBs.
- Provide contract oversight for the online certification and registration system.
- Provide ongoing training on HUB rules to all state agency and state personnel and contractors.
- Coordinate with the State Auditors Office (SAO) to develop auditing criteria for state agencies and university HUB program compliance.
- Coordinate and implement a schedule of education and outreach events to facilitate agency and HUB vendor participation.
- Facilitate certification agreements to increase the HUB vendor pool for agencies and universities to use.
- Participate in education and outreach events to inform the public state's procurement process.

Objective and Outcome Measure

- Implement HUB program rules to assist agencies and vendors in good faith effort to promote full and equal business opportunity.

Outcome Measure – percent of total combined dollar value of contracts and subcontracts awarded

to HUBs reflected in the Semi-Annual and Annual HUB Report.

- Provide guidance to agencies and universities for compiling, timely submission, and accurate reporting of data for the required Semi-Annual and Annual HUB Report.

Outcome Measure – number of agencies and universities receiving instructions/trainings relative to HUB reporting requirements.

- Maintain an online directory of certified HUBs and list Memorandums of Agreements with contact information on the Comptroller’s website.

Outcome Measure – Number of HUBs listed in the Directory.

The Statewide HUB program participated in a total of 136 education and outreach events during fiscal 2021 throughout the state. At each of these events, Statewide HUB participated in planning, marketing, trainings, and dissemination of information in virtual presentations, booth participations, one-on-one meetings and or event sponsorship.

Working closely with host small business organizations and our MOAs, the contacts included vendors meeting each of our certification ethnicities, women, and service disabled-veteran owned businesses in regions throughout the state.

Future Education and Outreach Initiatives

The following initiatives will allow us to increase event marketing and training to agencies, universities, and vendors in supporting the mission of the Statewide HUB program.

- Update a brochure describing the HUB certification requirements and eligibility, HUB Business resources and program contact information for dissemination at virtual and future in-person events.
- Prepare a marketing postcard or flyer to use in online marketing campaigns to notify vendors of upcoming HUB related events that Statewide HUB is providing marketing assistance for.
- Update the business structure checklist used with the online HUB certification application process to assist vendors for upload document requirements when completing an online application.
- Evaluate the quality and attendance of education and outreach events to determine if the event should be repeated.
- Increase the number of educational trainings to MOA members.
- Prepare and implement a HUB Subcontracting Plan Compliance Trainings Schedule to provide trainings to agencies, universities, and vendors.
- Prepare a Mentor Protégé Program presentation to be delivered to the HUB Coordinator Work Group and the HUB Coordinator Alliance Group this fiscal year.

Attachment A – Education and Outreach

Detailed list of Education and Outreach Activities

Education and Outreach Events

Event Date	Host/Sponsor/ Agency Name	Event Name	Event City	Outreach Type
9/28/20	Arlington Black Chamber of Commerce	HUB Certification Training	Virtual/ Arlington	HUB Certification and HUB Resources Presentation
10/5/20	Houston Minority Supplier Development Council and Senators Miles and Alvarado Sponsored Spot Bid Fair	Annual Conference and Spot Bid Fair Meeting	Virtual/ Houston	Planning, Marketing
10/6/20	Senator Alvarado and Senator Miles sponsored Spot Bid Fair @ HMSDC Conference	Spot Bid Fair Subcommittee Planning Meeting	Virtual/ Houston	Planning, Marketing
10/9/20	Veterans Commission - SDV Entrepreneur Program	"Texas Veterans Mean Business "	Virtual	Planning, Marketing
10/29/20	Texas Association of African American Chamber of Commerce	Re-Imagine, Re-Invest, Re-Create Virtual Conference 2020	Virtual/ Statewide	Virtual Booth
11/5/21	Southwest Minority Supplier Development Council	2020 Premier Face Time	Virtual	Virtual Booth
11/10/20	Veterans Commission - Veteran Entrepreneur Program	"Texas Veterans Mean Business "	Virtual, Austin	HUB Certification and HUB Resources Presentation
11/12/20	Pre-Bid HSP Training	Agency	Virtual	HSP Training
11/18/20	Houston Minority Supplier Development Council and Senators Miles and Alvarado Sponsored Spot Bid Fair	HMSDC Business Expo and Spot Bid Fair	Virtual/ Houston	Virtual Booth, Presentation, and Marketing
11/19/20	Houston Minority Supplier Development Council	HMSDC Business Expo and Spot Bid Fair	Virtual/ Houston	Virtual Booth,
11/20/20	Southwest Minority Supplier Development Council	Event Meeting	Virtual	Planning, Marketing
12/2/20	Texas Veteran Commission SDV Entrepreneur Program	HUB Certification and HUB Resources	Virtual	Vendor Web-Training/Meeting
12/4/20	Statewide HUB and Texas Department of Information Resources HUB	HUB Talk Series/Planning	Virtual	Planning
12/9/20	Bexar County -Southwest Minority Women's Business Enterprise Annual Conference	Bexar County Business Virtual Conference	Statewide	Presentation
1/21/21	Greater Houston Business Procurement Forum	Event Planning Meeting	Virtual	Marketing and Email Blasts
1/29/21	University of Houston Bauer College, Small Business Development Center	Virtual HUB Forum	Virtual	Presentation
1/29/21	HUB DISCUSSION WORKGROUP	Quarterly Meeting	Virtual	Meeting and Training
2/5/21	HUB Reporting 101	CEU Training Planning	Virtual	Planning
2/8/21	Houston Minority Supplier Development Council and Senators Miles and Alvarado Sponsored Spot Bid Fair	Planning Meeting	Virtual	Planning, Marketing
2/9/21	Department of Motor Vehicles	HUB Forum Planning Meeting	Virtual	Planning, Marketing
2/10/21	Southwest Minority Supplier Development Council at University of Houston	How to Become a HUB Vendor	Virtual	Presentation
2/22/21	Greater Houston Business Procurement Forum	Doing Business with Our State of Texas Agencies Planning	Virtual	Planning, Marketing
3/2/21	Greater Houston Business Procurement Forum	Doing Business with Our State of Texas Agencies Planning	Virtual	Planning, Marketing
3/5/21	Small Business Development Center San Angelo State University	HUB Forum	Virtual	Presentation, Co-Host
3/17/21	Regional Small Business Chamber of Commerce	Member/Statewide HUB Round Table Planning Meeting	Virtual	Planning

Education and Outreach Events (continued)

Event Date	Host/Sponsor/ Agency Name	Event Name	Event City	Outreach Type
3/25/21	University of Texas Rio Grande Valley , Procurement Technical Assistance Center	State of Texas HUB Certification	Virtual	HUB Certification & HUB Resources Presentation
3/30/21	Angelo State University	HUB Certification and Doing Business with the State	Virtual	Presentation
4/5/21	Statewide HUB and Texas Department of Information Resources HUB	Networking Event Planning Meeting	Virtual	Networking for Prime Subcontracting Needs
4/12/21	Dallas Fort Worth Minority Supplier Diversity Council	Spot Bid Fair and Expo Planning	Virtual	Education & Training Outreach Meetings
4/22/21	Southwest Minority Supplier Development Council	Regional Task Force Annual Event	Virtual	Networking Event
4/28/21	April Women Owned Wednesday Training Series	HUB Certification and HUB RESOURCES	Virtual	HUB Certification and HUB Resources Presentation
5/5/21	Houston Minority Supplier Development Council	Annual Conference and Spot Bid Fair Meeting	Virtual	Planning and Marketing
5/10/21	Senator Alvarado and Senator Miles sponsored Spot Bid Fair @ HMSDC Conference	Event Planning Meeting	Virtual	Planning and Marketing
5/13/21	University of Houston	HUB Forum	Virtual	HUB Certification
5/24/21	Dallas Fort Worth Minority Supplier Diversity Council	ACCESS and HUB EXPO Doing Business Texas Style Spot Bid Fair	Virtual	Collaboration with Spot Bid Fair and Presentation
5/25/21	Dallas Fort Worth Minority Supplier Diversity Council	ACCESS and HUB EXPO Doing Business Texas Style Spot Bid Fair	Virtual	Collaboration with Spot Bid Fair and Presentation
5/26/21	NASPO Event	Small Business Event		
6/2/21	Cross Timbers University of Texas at Arlington	How Texas HUB Vendors Can Obtain City Contracts Under \$50,000	Virtual	HUB Certification Presentation
6/2/21	Procurement Technical Assistance Center (PTAC) El Paso Contracting Opportunity Center	Statewide HUB Program -Guiding HUBs Toward Success Planning	Virtual	Presentation
6/3/21	Governor's Economic Development and Cross Timbers Procurement Technical Assistance Center	How to Obtain Contracts	Virtual	Marketing, Presentation
6/8/21	University of Houston	HUB Forum	Virtual	Presentation
6/8/21	Procurement Technical Assistance Center (PTAC) EL Paso	HUB Certification	Virtual	Presentation and Marketing
6/9/21	Southwest Minority Supplier Development Council	Premier FaceTime	Virtual	Booth
6/15/21	Angelo State University, Department of Public Safety, and Health & Human Services	HUB Forum Planning	Virtual	HUB Certification Presentation; Marketing
6/22/21	Statewide HUB and Texas Department of Information Resources HUB	Holder Construction Networking with HUBs for Upcoming Projects Planning	Virtual	Planning and Marketing
6/24/21	Teachers Retirement System	HUB Forum	Virtual	HUB Certification & Resources Presentation; Marketing
6/30/21	HUB DISCUSSION WORKGROUP	Introduction to new Online HUB Certification System	Virtual	Presentation
7/6/21	MPULSE Podcast	HUB Program Overview, Certification, and Resources	Virtual	Podcast HUB Discussion
7/7/21	Agency Pre-bid Meeting	HSP Training	Virtual	HSP Requirements
7/12/21	Houston Minority Supplier Development Council	Annual Conference and Spot Bid Fair Meeting	Virtual	Event Planning

Education and Outreach Events (concluded)

Event Date	Host/Sponsor/ Agency Name	Event Name	Event City	Outreach Type
7/14/21	Statewide HUB and Texas Department of Information Resources HUB	Holder Construction Networking with HUBs for Upcoming Projects	Virtual	Co-Host and Marketing
7/15/21	Minority Business Development Agency - Covid-19 Resilience Center	Planning Meeting	Virtual	Marketing and Presentation
7/16/21	Tyler Metro Chamber of Commerce	Panelist Discussion	Virtual	Training
7/20/21	Southwest Minority Supplier Diversity Council	HUB Certification Collaboration	Virtual	Presentation
7/20/21	El Paso Chamber of Commerce	HUB Certification and Resources Webinar	Virtual	Presentation
7/21/21	Agency Pre-bid Meeting	HSP Training	Virtual	HSP Requirements
7/23/21	Minority Business Development Agency - Covid-19 Resilience Center	Intorduction to the State of Texas HUB Program	Virtual	Presentation
7/28/21	Health & Human Services Commission/Dept. of Family & Protective Services	HUB Forum	Virtual	Training and Marketing
7/30/21	Angelo State University, Department of Public Safety, and Health & Human Services	HUB Forum	Virtual	HUB Certification Presentation; Marketing
8/6/21	Tyler Chamber of Commerce	Event Planning Meeting	Virtual	Planning and Marketing
8/11/21	Cross Timbers Procurement Technical Assistance Center	How HUB Vendors can obtain contracts under \$50,000	Virtual	Presentation
8/9/21	Houston Minority Supplier Development Council	Annual Conference and Spot Bid Fair Meeting	Virtual	Planning and Marketing
8/10/21	Houston Minority Supplier Development Council	HUB Spot Bid Fair Planning	Virtual	Planning and Marketing

New Online Certification System Training

Event Date	Host/Sponsor/ Agency Name	Event Name	Event City	Outreach Type
9/11/20	Agency Training	One-on-One	Virtual	HUB Reporting
9/22/20	Vednor Training	One-on-One	Virtual	HUB Resources & Business Development
11/6/21	Vendor Training	One-on-One	Virtual	HUB Resources & Business Development
11/11/21	Agency Training	One-on-One	Virtual	Mentor Protégé Requirements and Reporting
11/12/20	Vendor Training	One-on-One	Virtual	HUB Certification, HUB Resources; Business Development
11/14/21	Vendor Training	One-on-One	Virtual	HUB Resources & IT Business Development
12/2/20	Vendor Training	One-on-One	Virtual	HUB Resources; Business Development
12/3/20	Vendor Training	One-on-One	Virtual	HUB Certification, HUB Resources; Business Development
12/7/20	Vendor Training	One-on-One	Virtual	New HUB Staff Training
12/8/20	Agency Training	One-on-One	Virtual	New Purchaser HUB Training
12/10/20	HUB Staff Training	Statewide HUB Staff	Office	Overview HUB Program Requirement and Customer Service Responses
12/10/20	Vendor Training	One-on-One	Virtual	HUB Resources and Business Development
12/10/20	Vendor Training	One-on-One	Virtual	HUB Resources and Business Development
12/21/20	Vendor Training	One-on-One	Virtual	DIR HUB Contracts, IT Business Development
1/4/21	Vendor Training	One-on-One	Virtual	HUB Resources and Business Development
1/5/21	Vendor Training	One-on-One	Virtual	HUB Certification, HUB Resources; Business Development
1/6/21	Vendor Training	One-on-One	Virtual	HUB Certification, HUB Resources; Business Development
1/12/21	Vendor Training	One-on-One	Virtual	HUB Resources and Business Development
1/14/21	Vendor Training	One-on-One	Virtual	HUB Resources and Business Development
1/21/21	Vendor Training	One-on-One	Virtual	HUB Resources and Business Development
1/22/21	Vendor Training	One-on-One	Virtual	HUB Resources and Business Development
1/25/21	Vendor Training	One-on-One	Virtual	HUB Resources and Business Development
1/29/21	Agency Training	One-on-One	Virtual	HUB Certification
1/29/21	Vendor Training	One-on-One	Virtual	New HUB Business & Resources
2/2/21	Vendor Training	One-on-One	Virtual	HUB Resources; Business Development
2/2/21	Vendor Training	One-on-One	Virtual	HUB Resources and Business Development
2/3/21	Agency Training	One-on-One	Virtual	HUB Reporting Requirements
2/10/21	Vendor Training	One-on-One	Virtual	HUB Certification, HUB Resources; Business Development
2/12/21	Vendor Training	One-on-One	Virtual	Business Development
2/25/21	Vendor Training	One-on-One	Virtual	HUB Certification and Resources
3/2/21	Vendor Training	One-on-One	Virtual	HUB Overview and Reporting Requirements
3/2/21	Agency Training	One-on-one	Virtual	HUB Reporting
3/3/21	Vendor Training	One-on-One	Virtual	HUB Certification and Resources
3/4/21	Vendor Training	One-on-One	Virtual	HUB Certification and Resources
3/5/21	Agency Training	HUB Program Overview and Reporting	Statewide	Education & Training Outreach Meetings
3/10/21	Vendor Training	One-on-One	Virtual	HUB Certification and Resources
3/15/21	Vendor Training	One-on-One	Virtual	HSP Training

New Online Certification System Training (concluded)

Event Date	Host/Sponsor/ Agency Name	Event Name	Event City	Outreach Type
3/17/21	Vendor Training	One-on-One	Virtual	HUB Resources and NIGP
3/24/21	Vendor Training	One-on-One	Virtual	HUB Certification
3/30/21	Vendor Training	One-on-One	Virtual	HUB Resources and NIGP
4/1/21	Vendor Training	One-on-One	Virtual	HUB Resources
4/5/21	Vendor Training	One-on-One	Virtual	HUB Subcontracting
4/16/21	Vendor Training	One-on-One	Virtual	HUB Certification
4/16/21	Vendor Training	One-on-One	Virtual	HUB Certification and Resources
4/20/21	Vendor Training	One-on-One	Virtual	HUB Resources
4/27/21	Vendor Training	One-on-One	Virtual	NIGP and HUB Resources Training
4/28/21	Vendor Training	One-on-One	Virtual	HUB Resources
5/3/21	Vendor Training	One-on-One	Virtual	HUB Certification & NIGP
5/3/21	Vendor Training	One-on-One	Virtual	HUB Certification & NIGP
5/5/21	Vendor Training	One-on-One	Virtual	HUB Certification and Resources
5/13/21	Agency Training	One-on-One	Virtual	Training
5/14/21	Vendor Training	One-on-One	Virtual	Business Development & NIGP
5/18/21	Vendor Training	One-on-One	Virtual	Business Development & NIGP
5/21/21	HUB Staff Training	One-on-One	Virtual	Training
5/27/21	Agency Training	One-on-One	Virtual	HUB Certification and Resources
6/15/21	Agency Assistance	HUB Reporting	Virtual	Training
6/15/21	Agency Assistance	HUB Reporting	Virtual	Training
6/23/21	Agency Training	One-on-One	Virtual	Mentor Protégé Requirements and Reporting
6/25/21	Agency Training	One-on-One	Virtual	HSP Training
6/25/21	Agency Training	One-on-One	Virtual	HUB Reporting Training
6/29/21	Vendor Training	One-on-One	Virtual	HSP Courtesy Review
7/6/21	Agency Training	One-on-One	Virtual	HSP Training
7/7/21	Agency Training	One-on-One	Virtual	HSP Training
7/19/21	Vendor Training	One-on-One	Virtual	HUB Certification and Resources
8/5/21	Vendor Training	One-on-One	Virtual	Business Development
8/16/21	Vendor Training	One-on-One	Virtual	HUB Certification Requirements
8/26/21	Vendor Training	One-on-One	Virtual	HUB Program Overview and Resources

HUB Talk Serise

Event Date	Host/Sponsor/ Agency Name	Event Name	Event City	Outreach Type
4/7/21	DFWMSDC & Senator West's DOING BUSINESS TEXAS STYLE - SPOT BID FAIR -	HUB Coordinator BID Portal Training - Questions and Answers	Training	HUB Staff
4/22/21	DFWMSDC & Senator West's DOING BUSINESS TEXAS STYLE - SPOT BID FAIR -	HUB Coordinator BID Portal Training - Questions and Answers	Training	HUB Staff
4/23/21	Holder Construction - Prime University Vendor	Networking in Search of HUB Subcontractors for Texas Projects	Networking and Training	HUB Staff
5/24/21	Holder Construction - Prime University Vendor	Networking in Search of Subcontractors for Fort Worth Building #2 Project	Networking and Training	HUB Staff
6/3/21	TXCPA HUB - Staff Training	Navigating the Online Certification Application (Vendor View) and Certification Management -	Training	HUB Staff
8/23/21	Minority Business Development Agency San Antonio, Texas	Introducing the Covid 19 Business Resilience Center	Training	HUB Staff

Attachment B – FY 2020 Marketing Materials

ARLINGTON BLACK CHAMBER PRESENTS



Statewide Historically Underutilized Business Program

Free Minority Certification Training

Learn how to certify and prepare your business to contact agencies and universities to find out how their procurement plans & policies have changed to include YOU.

The Historically Underutilized Business (HUB) Program was created to promote full and equal procurement opportunities for small, minority- and women-owned businesses. Companies interested in doing business with the state are encouraged to become HUB certified.



MAYA INGRAM

Statewide HUB Program Manager
Texas Comptroller of Public Accounts

WE'RE GOING LIVE!! ZOOM ONLINE HUB MINORITY CERTIFICATION TRAINING



Moderated By:
Montez Jones, CEO
Tez Jones Training Solutions

SEPTEMBER 28, 2020

START TIME - 6:00PM

Registration link is: bit.ly/HUBTRAINING



WWW.ARLINGTONBLACKCHAMBER.ORG



Arlington Black Chamber of Commerce

9-28-2020

Maya Ingram
Manager
Statewide HUB
Program

Marketing Tips for Success in the HUB Program



R3 RE-IMAGINE
RE-INVEST
RE-CREATE

TEXAS ASSOCIATION OF AFRICAN AMERICAN CHAMBERS OF COMMERCE
VIRTUAL ANNUAL CONFERENCE 2020
//OCTOBER 29-30, 2020
REGISTER ONLINE TODAY AT TAAACC.ORG

TAAACC



 **HMSDC**
Virtual Business EXPO 2020
&
Senators Alvarado and Miles
sponsored
HUB SPOT BID FAIR

Reimagine. Reconnect. Rise Stronger.

The EXPO Business Opportunity Marketplace (EXPO) is Texas' largest minority business trade-fair. The two-day virtual conference consists of different avenues to access, develop and connect with business owners. The intent of EXPO is to assist exhibitors in identifying MBEs, HUBs and Small Businesses capable of meeting the product and service needs of corporations and governmental entities. From the MBE perspective, the conference provides a forum whereby minority-owned businesses can identify current business opportunities and processes among major corporations and key governmental agencies, and where they can be exposed to resources and people available to assist them. MBEs/HUBs and Small Businesses should come prepared to provide the information and assistance necessary to help spur increased business interest for minority and small business firms. Register Today for Texas' Largest Minority Business Trade Fair

EVENT REGISTRATION:
www.smsdc.org

EMAIL - smsdc@smsdc.org

TEL - 512.386.8766



Welcome to 2020 Premier Face Time Virtual Expo

TITLE SPONSOR:



“A Spotlight on Innovation for the New Normal” November 5th 9 a.m. to 5 p.m.

Join us for SMSDC's 2020 Premier Face Time Expo, “*A Spotlight on Innovation for the New Normal*”, in an all new virtual platform, transitioning from a three-day in person event to a one-day premier virtual conference.

FEATURING:

- **Buyers' Breakfast Roundtable** - live roundtable discussion rooms led by SMSDC's corporate members
- **MBE Idol Semi-Finals** - round 2 of the pitch competition
- **Virtual Trade Show** - connecting MBEs, corporate members, state agencies and community partners who are looking to take their business to the next level
- **Awards Ceremony** - recognizing Corporations, Suppliers and the Advocate who have demonstrated unparalleled leadership and accomplishments
- **Chat with the SMSDC President**
- **Educational workshops:**
 - Benchmarking Plus for corporate members
 - Capacity Plus for certified MBEs

www.smsdc.org

11/5/20 Premier Face Time Virtual Expo

Navigation Menu: Lobby, Exhibitor Hall, Resource Center, My Business, Auctions, Networking, Lounge, Information Desk, Leaderboard, Survey

Exhibitors Index:

Also
Aptekans HOLDINGS, INC
BINDA
Chatham, Creative & Media LLC
CAN 444 Business, LLC

How It Works

1. Scroll the exhibitor society above from left to right, or top to bottom in the Exhibitor's Index to the left.
2. Click on the pictures to learn more about each exhibitor.
3. Click "Chat" to join a group discussion and click on a user name for individual chat or to schedule a video meeting.

Virtual Environment Content: HUB, DIR, HUB Program, Contact DIR, Information by Region, HUB Awards

System Information: 3:41 PM, 11/5/2020



“Texas Veterans Mean Business”

*Texas Veterans Commission Veteran Entrepreneur Program
and
Texas State Comptroller’s Office
Statewide Historically Underutilized Business Program
present*

HUB Certification and Procurement Webinar

**Tuesday, November 10th
9:30am - 11:30am**

Maya Ingram
Director,
Statewide HUB Program



To register, please visit:
<https://attendee.gotowebinar.com/register/3004031104319772684>
Webinar ID: 368-489-051

www.tvc.texas.gov • 800-252-VETS (8387)



BEXAR★COUNTY

BUSINESS VIRTUAL

CONFERENCE

COMMODITIES★SERVICES★CONSTRUCTION

VIRTUAL SESSIONS | DEC 9-11 | 8:00 AM - 5:00 PM |
WWW.BEXAR.ORG/SMWBE  Microsoft



SENATOR JOSÉ MENÉNDEZ
DISTRICT 26

Join Us for a Session on:

SMWBE / HUB / DBE Certification

Wednesday, December 9, 2020

11:00 AM - 11:45 AM

Provided By:





March 2, 2021

GREATER HOUSTON BUSINESS PROCUREMENT FORUM "Where Business Takes Place"



Glenn Hegar

Texas Comptroller of Public Accounts

CPA STATEWIDE PROCUREMENT DIVISION – Continuing Educational Training

HUB Reporting 101

Statewide Historically Underutilized
Business Program

Statewide Procurement Division
Texas Comptroller of Public Accounts



**STATE OF TEXAS
HUB CERTIFICATION AND
MARKETING TIPS - WEBINAR**



3-25-21



**Procurement Technical
Assistance Center**

How to Become a HUB Vendor



Business Advising Services - 713-752-8444
Workshops and Seminars - 713-752-8488

**VISIT SBDC.UH.EDU
FOR MORE INFORMATION**

2-10-21

HELPING SMALL BUSINESSES START, GROW, AND SUCCEED



2-10-21

**University of Houston Small
Business Development Center**

**Maya Ingram
Manager
Statewide HUB
Program**



HUB Certification and Marketing Tips for Success in the HUB Program

HUB CERTIFICATIONS & DOING BUSINESS WITH THE STATE OF TEXAS



BECOME HUB CERTIFIED TO DO BUSINESS WITH THE STATE

LIVE WEBINAR:
MARCH 30 | 10:30 AM - 12 PM

GUEST SPEAKER:

- MAYA INGRAM, STATEWIDE HUB PROGRAM, MANAGER WITH THE COMPTROLLER OF PUBLIC ACCOUNTS
- JENNIFER LENNON, HUB & LOGO LICENSING COORDINATOR WITH ANGELO STATE UNIVERSITY

South-West Texas Border Small Business Development Center Network
 Angelo State University SBDC

ASU
 Angelo State University

POWERED BY
SBA
 U.S. Department of Commerce





HUB CERTIFICATIONS AND DOING BUSINESS WITH THE STATE OF TEXAS



APRIL 28, 2021
11:00 a.m.

**Presented by: Maya Ingram,
Manager, Statewide HUB
Program Manager**

14th Annual Doing Business Texas Style Spot Bid and

HUBEXPO

FREE ADMISSION • SAVE THE DATE: May 24-26, 2021



The 2020 Spot Bid Fair awarded more than \$3.7 million in contracts for goods and services.



Texas Comptroller of Public Accounts

The HUB Expo is supported by State Agency and State University HUB Coordinators as members of the HUB Discussion Workgroup.

<https://comptroller.texas.gov/purchasing/vendor/hub/>

For the latest updates, follow



/txcomptroller



/txcomptroller

and search #TxHUB

Contact

Maya Ingram, Statewide HUB Program Manager
maya.ingram@cpa.texas.gov

Texas Style Spot Bid Fair:

GET REGISTERED

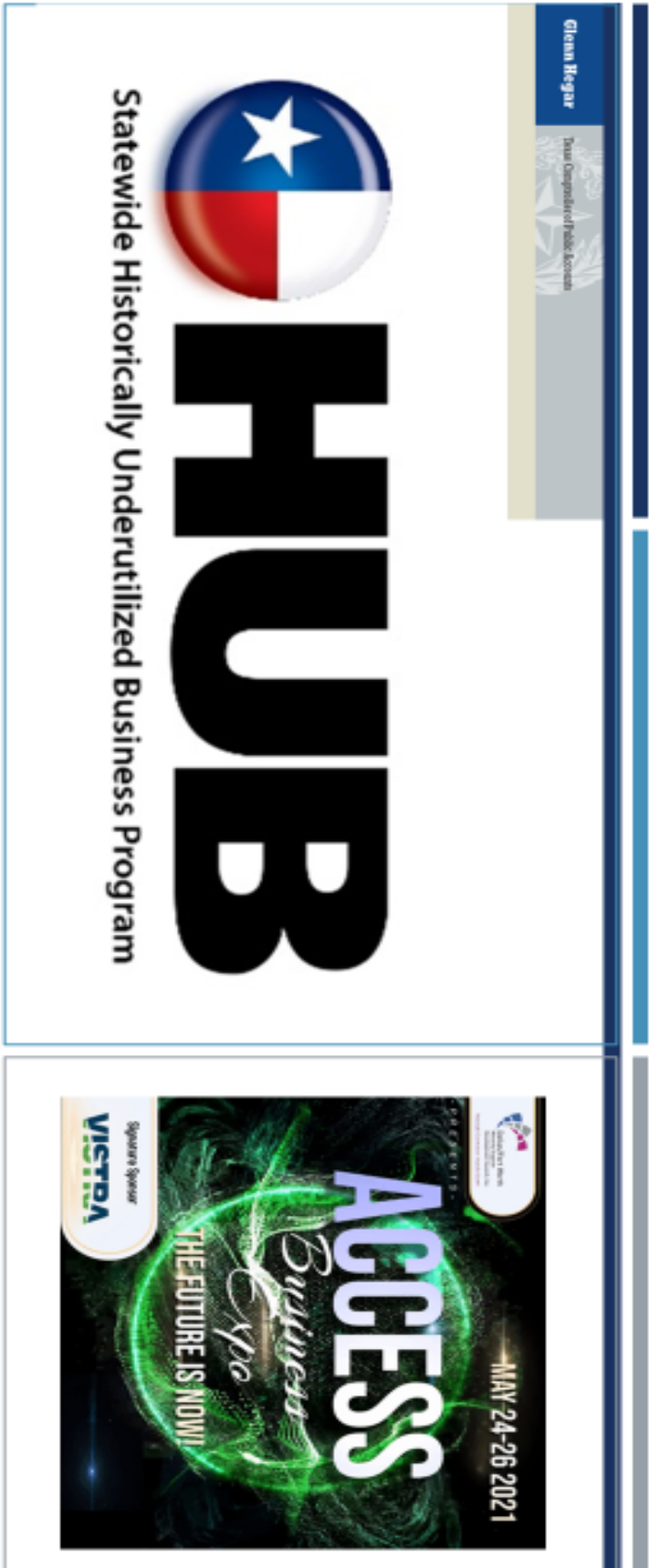
Doing Business Texas Style Spot Bid Fair Bid opportunities available at:

<https://data.texas.gov/dataset/Bid-Book-Spreadsheet-2021/nutf-4rvq/data>

HUB Expo: Virtual Training Rooms and Presentations

- **May 24, 2021:** <https://dir.texas.gov/View-About-DIR/Calendar-Detail.aspx?id=906&month=5&year=2021&type=list>
- **May 25, 2021:** <https://dir.texas.gov/View-About-DIR/Calendar-Detail.aspx?id=907&month=5&year=2021&type=list>





CPA STATEWIDE HUB PROGRAM CERTIFICATION

Virtual HUB Expo and Spot Bid Fair Agenda

May 24-25, 2021

- Intros and Welcome Remarks
- Senator Royce West
- Comptroller Glenn Hegar
- Margo Posey & Andrew Nash
- Presentations to include:
 - Mastering the CMBL
 - How to Do Business with State Agencies
 - Skills for Small Businesses
 - Procuring IT
- Construction Panels with Universities and State Agencies



BETTER TOGETHER
More Connections - Stronger Business



[Event Details and Registration Links](#)

<https://site.eventmatches.com/pcespotbid2021>



Glenn Hegar

Texas Comptroller of Public Accounts



Maya Ingram
Statewide HUB Program Manager
Maya.ingram@cpa.texas.gov

HUB Mailbox: StatewideHubProgram@cpa.texas.gov

HUB Toll free at 888-863-5881


SPOT BID FAIR SLIDE SHOW

STATEWIDE HUB PROGRAM

COMPTROLLER of PUBLIC ACCOUNTS, Statewide Procurement Division

Statewide Historically Underutilized Business Program





Statewide Historically Underutilized Business Program

**El Paso Community College
hosting PTAC**

June 8, 2021

**Maya Ingram
Manager
Statewide HUB
Program**

Statewide HUB Program

Guiding HUBs Toward Success

STATEWIDE HUB PROGRAM

<https://comptroller.texas.gov/purchasing/vendor/hub/>

← → 🔍 comptroller.texas.gov/purchasing/vendor/hub/

Purchasing

HISTORICALLY UNDERUTILIZED BUSINESS (HUB) PROGRAM

The Statewide Procurement Division, Historically Underutilized Business (HUB) Program administers the HUB program in accordance with Texas Government Code §2161 and Texas Administrative Code, Title 34, Chapter 20, Subchapter 3, Division 1, Sections 320.001 to 320.284.

[View a list of HUB status codes and ethnicity codes.](#)

New Online System Launches; Certification Applications on Hold Starting April 28

The Hub certification decision process is going ahead with a new online system this summer. As we work to get the new system ready, we're going to put a hold on new applications from April 28 to June 27. That means we won't process any paper applications and receive after April 28 at 6 p.m. More details on the new system coming soon.

HUB Goals

The statewide HUB Annual Utilization Goals are often referred to as "HUB Goals" and are based on expenditures by environment categories for the state agencies and state universities. Statewide HUB has set the following goals for total statewide expenditures with HUBs:

- 11.2% for heavy construction other than building contracts;
- 21.1% for all building construction, including general contractors and operative builders' contracts;
- 32.5% for all special trade construction contracts;
- 23.7% for professional services contracts;
- 26.0% for all other services contracts; and
- 21.1% for commodities contracts.

Disparity Study


In September 2008, the Comptroller's office retained an independent vendor, MOST of America, to determine if there is a compelling interest to continue a narrowly tailored HUB program, as required by the U.S. Supreme Court. The purpose of the study was twofold: to comprehensively review the state's utilization of HUBs and to evaluate various options for program development.

HUB Certification

Texas Government Code §2161.001 authorizes the Comptroller of Public Accounts Statewide HUB

Translation:

Select Language



HUB certification application blackout: April 28 to June 27

Related Links

- HUB Events
- Calendar of Events
- How to Apply for CMBS or HUB
- History Update Account
- Certification Process
- Certification Agreements
- Bid Opportunities
- HUB and Business Resources
- HUB Reports and Forms
- HUB Commodity Bank
- Delivery Zones and Districts
- HUB Mentor Protege Program
- Texas Government Code, Chapter 2164
- Texas Administrative Code, Chapter 20, Subchapter 3-7

How Texas HUB Vendors Can Obtain City Contracts under \$50,000

June 2, 2021



How to Become HUB Certified

The **HISTORICALLY UNDERUTILIZED BUSINESS** website will provide information on the certification process and requirements.

Our certification process is in transition and will be live on June 28, 2021.

Stay informed at:

<https://comptroller.texas.gov/purchasing/vendor/hub/>

STATEWIDE HUB PROGRAM CONTACT:

StatewideHUBProgram@cpa.texas.gov

HUB Toll Free Line: 1-888-863-5881

HUB Local Line: [512-463-5872](tel:512-463-5872)



HUB DISCUSSION WORKGROUP

New Texas Statewide HUB System

June 30, 2021

Statewide HUB Program



The Statewide HUB Program is please to announce the new Texas Statewide HUB System (TSHS).

Statewide HUB program:

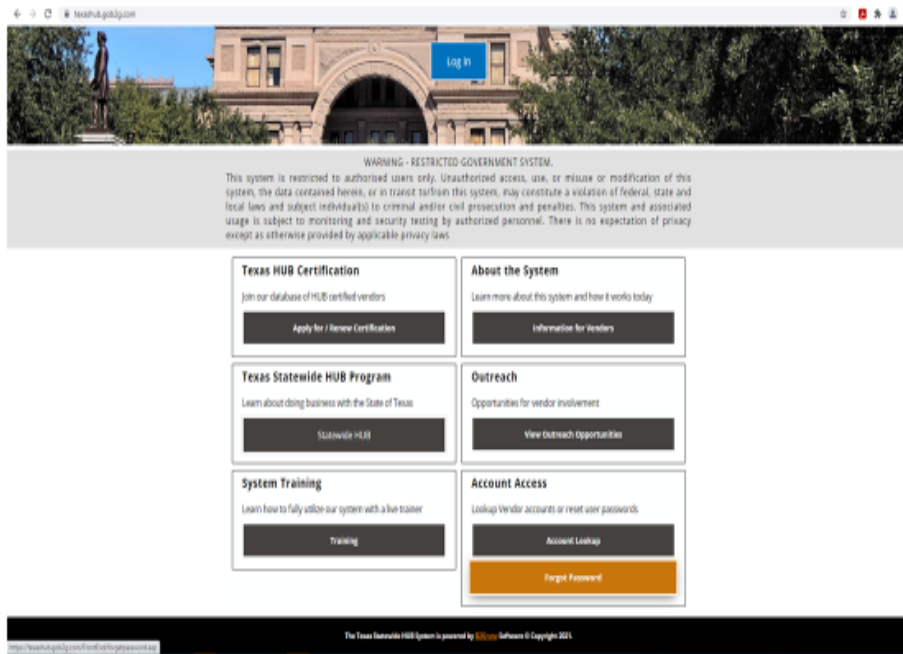
<https://comptroller.texas.gov/purchasing/vendor/hub/>

TSHS: <https://texashub.gob2g.com/>

Statewide HUB Program



Statewide HUB Program



Statewide HUB Program



HUB Contact Information

HUB Toll Free Line: 1-888-863-5881

HUB Local Line: [512-463-5872](tel:5124635872)

Email StatewideHUBProgram@cpa.texas.gov

TSHS online HELP DESK: <https://texashub.gob2g.com/>



YOU ARE INVITED TO A ZOOM MEETING


19th Annual Purchasing and HUB Connection

HOSTED BY:
TEACHER RETIREMENT SYSTEM of TEXAS

TO REGISTER, CLICK HERE

After registering, you will receive a confirmation email containing information about joining the meeting.

SAVE the DATE → **JUNE 24, 2021**
1:00 – 4:00pm
(Central Time US and Canada)

Statewide Historically Underutilized Business Program

**Teacher Retirement System
Connection HUB Forum**

June 24, 2021

**Delia Lopez Molina
Statewide HUB
Program**

Statewide HUB Program

Guiding HUBs Toward Success



Historically Underutilized Business (HUB) Virtual Forum & Workshop

UNIVERSITY OF HOUSTON



June 8, 2021

Gather with us virtually to obtain detailed information about universities, state agencies, school districts, and governmental entities' procurement practices; as well as current bid opportunities.

Schedule of Events

Welcome: 9am
Morning Exhibitor Hall: 9:05 am – 10am
Morning Breakout Sessions: 10am – 11am
Afternoon Exhibitor Hall: 11am – 12:30pm
Afternoon Breakout Sessions: 1pm – 2pm

Breakout Session Topics Include:

- How to Do Business With UH System
- How to Write a Compliant Solicitation Response
- HUB Certification Process
- How to Market Your Business During a Pandemic

[Register here to receive Zoom link](#)

For more information about this event contact HOD staff at hubevent@uh.edu.

Glenn Hegar

Texas Comptroller of Public Accounts

PREPARING A HUB SUBCONTRACTING PLAN

Statewide Historically Underutilized Business Program

Statewide Procurement Division
Texas Comptroller of Public Accounts

**304T-21-975M4 Pre-Proposal Meeting
July 7, 2021**



FREE Virtual Event

DOING BUSINESS WITH HHS & DFPS

28 JULY 2021
8:30 – 11:30 a.m.

Annual 2021 HUB Forum

Join us for an engaging educational event on the historically underutilized business program, state procurement processes, contract and HUB Subcontracting Plan requirements.

Attendees can network and learn about doing business with Texas Health and Human Services and the Texas Department of Family and Protective Services through the HUB program.

Click to register: <https://attendee.gotowebinar.com/register/3042122589134037007>

Presentations by:

-  **TEXAS** Health and Human Services
-  **TEXAS** Department of Family and Protective Services

Special remarks by:



Friday, July 30, 2021
9:30 - 11:30 AM
Free Workshop

HUB VIRTUAL FORUM

Hosted by:

Angelo State University (ASU)

Texas Department of Motor Vehicles (DMV)

Texas Department of Public Safety (DPS)



Workshop Topics:

- New Online Statewide HUB Certification System
- HUB Resources
- Learn what purchasing and contract needs are available
- How to do business with ASU, DMV, and DPS.

Register online at
www.sbdc.angelo.edu

ASU SBDC—A partnership with the U.S. Small Business Administration. Funded in part through the State of Texas and a Cooperative Agreement with the U.S. Small Business Administration. Reasonable accommodations for persons with disabilities or limited English proficiency will be made if requested at least two weeks in advance. Contact ASU-SBDC at ASU Station #10910, San Angelo, Texas, 76909-0910, (325) 942-2098.





HUB TALK is hosted by:

**Maya Ingram, Manager of Statewide HUB Program
Comptroller of Public Accounts (CPA)**

and

**Lynn Hodde, Director of HUB, Outreach and Training
Department of Information Resources (DIR)**

Join us August 23, 2021 from 1:00 PM to 3:00 PM

- **COVID-19 Business Resilience Center Mission and assistance to minority businesses.**
- **Apply for Texas HUB Certification through the new Texas Statewide HUB Certification System.**
- **Learn to navigate through the HUB Resources to identify new businesses with state agencies and universities and increase bid opportunities with state entities.**
- **Doing IT Business with Department of Information Resources (DIR).**

Register to attend: https://www.zoomgov.com/webinar/register/WN_ke0WFs1BQEmi6rLX3B2CUg **Once your RSVP has been received, you will find an email with a link to attend this information full virtual event.**

Contact information for the Statewide HUB Program:

StatewideHUBProgram@cpa.texas.gov

Contact information for DIR HUB Program:

dir.hub@dir.texas.gov

Attachment C – Mentor Protégé List

Mentor Protégé List

Agency	Mentor Name	Protege Name	Effective Date	Termination Date
305	ADVANTAGE GLOBAL LOGISTICS, INC.	3RD I PROCUREMENT, LLC.	9/28/17	9/28/21
713	ALPHA BUILDING CORPORATION	MSU INDUSTRIES, LLC	12/15/18	1/18/22
713	ALPHA BUILDING CORPORATION	S'VILLE SERVICES, LLC	7/23/18	7/22/22
530	ANCHORING HOPES WELLNESS RECOVERY Institute DBA Anchoring Hopes	P.U.S.H. UP RECOVERY	7/30/20	7/29/24
582	APTIM ENVIRONMENTAL INFRASTRUCTURE INC.	G. L. MORRIS ENTERPRISES, INC.	10/1/17	10/1/21
608	AT&T CORP.	GB TECH, INC.	1/30/19	1/27/23
332	BARRACUDA NETWORKS	SOLID BORDER, INC.	5/13/21	5/13/24
601	BASELINE CORPORATION	DALLAS AERIAL SURVEYS, INC.	2/6/20	2/5/22
601	BASELINE CORPORATION	SHINE & ASSOCIATES, INC.	2/6/20	2/5/22
737	BLACKHAWK SECURITY & INVESTIGATIONS LLC	S'VILLE SERVICES, LLC	1/21/20	1/20/23
709711	CLEARY ZIMMERMANN ENGINEERS, LLC	MOOSE ENGINEERS, LLC	9/1/18	7/1/22
769	CORE CONSTRUCTION	3DC SERVICES, LLC	3/18/21	3/17/24
769	CORE CONSTRUCTION	ATX COMMERCIAL, LLC	3/18/21	3/17/24
769	CORE CONSTRUCTION	CROSS ELECTRIC LLC	3/18/21	3/17/24
773	CORE CONSTRUCTION	F&P CONSTRUCTION, LLC	11/2/20	11/1/22
769	CORE CONSTRUCTION	GOLDEN CONSTRUCTION SERVICES, INC.	3/18/21	3/17/24
769	CORE CONSTRUCTION	MUNOZ FLOORING SOLUTIONS, INC.	3/18/21	3/17/24
769	CORE CONSTRUCTION	RAM CONCRETE & ASPHALT, LLC	3/18/21	3/17/24
769	CORE CONSTRUCTION	VENTURA CONSTRUCTION INC.	3/18/21	3/17/24
530	COVENANT KIDS INC. dba CK Family Services	NEELY COUNSELING CENTER	9/22/20	9/21/24
332	DELL MARKETING LP	SUMMUS INDUSTRIES, INC.	8/1/18	7/31/22
733	DELL MARKETING LP	SUMMUS INDUSTRIES, INC.	1/21/20	1/20/24
555, 556, 557, 576, 709, 711, 712, 713, 716, 732, 749, 751, 760, 761, 764, 770	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/17	1/26/22
727	EPMA CORP. DBA, JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/17	2/26/22
452	ESOLVIT INC.	3RD I PROCUREMENT, LLC.	5/29/20	5/29/22
608	ESOLVIT INC.	MPULSE HEALTHCARE, LLC	2/24/21	2/24/24
733	FASTENAL COMPANY	PDME/HURRICANE OFFICE SUPPLY & PRINTING	2/18/20	2/17/24
721	FASTENAL COMPANY	RA-LOCK SECURITY SYSTEMS INC.	2/24/21	2/21/25
754	FASTENAL COMPANY	RA-LOCK SECURITY SYSTEMS INC.	5/17/21	5/17/23
730	FISHER SCIENTIFIC LLC	POSSIBLE MISSIONS, INC.	3/17/20	3/31/22

Mentor Protégé List (continued)

Agency	Mentor Name	Protege Name	Effective Date	Termination Date
754	FISHER SCIENTIFIC LLC	POSSIBLE MISSIONS, INC.	7/15/20	7/15/22
592	FREESE AND NICHOLS INC	TREVINO WATER ENGINEERING, LLC	4/7/21	4/7/22
729	Fisher Scientific Company L.L.C	POSSIBLE MISSIONS, INC.	1/28/21	1/27/25
753	GRAINGER	BURGOON COMPANY	4/26/19	4/25/23
320	GRAINGER, INC	BULLCHASE, INC.	1/20/21	1/19/24
733	GRAINGER, INC	MAVICH, LLC	2/7/19	2/6/23
754	GRAINGER, INC	SUMMUS INDUSTRIES, INC.	5/27/20	5/27/22
733	HOME DEPOT U.S.A., INC.	LONE STAR OFFICE SUPPLIES, INCORPORATED	1/29/20	1/28/24
362	IGT SOLUTIONS COPORATION	HIGH TOP TALENT AND EVENT STAFFING	7/16/18	7/15/22
773	IMAGENET CONSULTING LLC	NAVETECH SOLUTIONS, LLC	12/1/19	12/13/21
608	INDIGO BEAM LLC	MPULSE HEALTHCARE, LLC	7/18/21	7/18/24
738	J. T. VAUGHN CONSTRUCTION, LLC	POST L GROUP, LLC.	6/7/21	6/7/23
730	J. T. VAUGHN CONSTRUCTION, LLC	PRECISION POWER SOLUTIONS	3/5/20	3/5/22
720	JACOBS ENGINEERING GROUP, INC.	W&D ENTERPRISES, L.L.C.	9/7/20	9/7/22
303	JE Dunn Construction	GCC ENTERPRISES, INC.	8/1/21	5/31/22
601	Jones & Carter Inc	PJB SURVEYING, LLC	10/31/19	10/31/22
303	Kitchell Contractors Inc.	WAYPOINT LIGHTING, LLC	1/1/21	6/21/22
529	MAXIMUS INC	CHASESOURCE REAL ESTATE SERVICES LP	12/21/20	12/21/22
529	MAXIMUS INC	FACILITIES RESOURCE, INC.	2/1/21	2/1/23
763	MCGOUGH CONSTRUCTION CO., LLC	POST L GROUP, LLC.	9/24/19	9/23/21
723	MEDLINE	POS MIS, INC.	9/1/20	8/31/22
709711	MEDLINE INDUSTRIES, INC	MAVICH, LLC	9/1/17	8/31/22
754	MSC INDUSTRIAL SUPPLY CO	CASADA INDUSTRIAL	4/22/20	4/22/22
733	MSC INDUSTRIAL SUPPLY CO	GUARDIAN INDUSTRIAL SUPPLY, LLC	2/17/20	2/16/24
720	Manhattan Construction	F&P CONSTRUCTION, LLC	4/15/20	4/15/22
733	Medline Industries Inc	MAVICH, LLC	6/25/20	6/24/24
608	NEXTGEN INFORMATION SYSTEMS	BILLY EDWARD CONSULTING INC. DBA SPECIAL	1/25/21	1/25/24
529	NORTHGATEARINSO	ELEVATIONHR, LLC	2/18/20	2/17/24
582	NRC GULF ENVIRONMENTAL SERVICES, INC.	NEW DIRECTION ENVIRONMENTAL LLC	1/23/20	1/22/24
753	OFFICE DEPOT B S D	PDME	7/15/19	7/14/23
737	ONEVISION SOLUTIONS	VTS GROUP LLC	2/27/20	2/27/23
720	PAGE SOUTHERLAND PAGE	CNG ENGINEERING PLLC	12/30/20	12/30/22
720721	Page Southerland Page	ENCOTECH ENGINEERING CONSULTANTS, INC.	5/15/20	5/15/22
601	RODRIGUEZ TRANSPORTATION GROUP, INC.	TEXAS TRANSPORTATION SOLUTIONS, INC.	12/18/19	12/17/21
455	SENSE CORP	VENTAS CONSULTING, LLC	11/9/20	11/9/22

Mentor Protégé List (concluded)

Agency	Mentor Name	Protege Name	Effective Date	Termination Date
733	STAPLES	SUMMUS INDUSTRIES, INC.	1/8/19	1/6/23
754	STAPLES	SUMMUS INDUSTRIES, INC.	5/22/20	5/22/22
710	STEEL DIGITAL STUDIOS, INC.	THE URBAN CIRCLE LLC	1/27/20	2/1/22
529	STEEL DIGITAL STUDIOS, INC.	THE URBAN CIRCLE LLC	2/1/20	1/31/24
530	STEEL DIGITAL STUDIOS, INC. DBA STEEL ADVERTISING	THE URBAN CIRCLE LLC	2/7/20	2/6/24
752	SUNDT CONSTRUCTION	YORK BUILDERS, INC.	12/3/20	12/2/22
733	TASCOSA OFFICE MACHINES	ALLSTAR BUSINESS CONCEPTS, LLC	9/1/18	8/31/22
737	TAURUS TECHNOLOGIES INC	TEKGRATION LLC	8/31/20	8/31/23
452	TAURUS TECHNOLOGIES INC	TEKGRATION LLC	1/27/21	1/27/23
773	TURNER CONSTRUCTION COMPANY	TM SOURCE BUILDING GROUP, INCORPORATED	3/19/19	3/20/22
720	VAUGHN CONSTRUCTION	IMPACT STONE DESIGN, INC.	10/1/20	10/1/22
608	VERIZON BUSINESS NETWORK	SKY COMMUNICATIONS, INC.	1/30/19	1/27/23
733	VWR INTERNATIONAL	SUMMUS INDUSTRIES, INC.	1/21/19	1/6/23
754	VWR INTERNATIONAL	SUMMUS INDUSTRIES, INC.	7/17/20	7/17/22
720	VWR INTERNATIONAL	SUMMUS INDUSTRIES, INC.	9/4/20	9/4/22
360	VERIZON BUSINESS SERVICES	SKY COMMUNICATIONS, INC.	10/26/20	11/30/21
529	W.W. GRAINGER, INCORPORATED	BULLCHASE, INC.	9/19/19	9/20/21
763	WILSON OFFICE INTERIORS LLC	WILSON PROJECT MANAGEMENT LLC	8/2/21	8/1/23
770	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/17	1/26/22

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Statewide Procurement Division
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