



# Sam Houston State University

*A Member of The Texas State University System*

## OFFICE OF BUSINESS SERVICES

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### 756 – Fiscal 2021 Annual HUB Report Supplemental Letter

Sul Ross State University (SrSU) continues in its “Good Faith Effort” to accelerate the University’s Historically Underutilized Business (HUB) participation. The University has developed several initiatives to promote HUB participation.

- **HUB Coordinator** – The University maintains a HUB Coordinator at Sam Houston State University dedicated to assisting HUB vendors in marketing their products to our University and other area universities. The HUB Coordinator also works with University departments in refining the University’s good faith HUB participation efforts.
- **Outreach** – The University is committed to purchasing goods and services from certified HUBs and participates in various events and outreach measures throughout the year which generate HUB awareness for the University’s departmental needs. The following is a sampling of these activities for fiscal year 2021.
  - **September** – Sul Ross State University was added to BearkatBuy system affiliated with Sam Houston State University to assist with HUB Utilization with the following vendors:
    - a. HBI
    - b. Grainger/Burgoon
    - c. Office Depot/PDME
    - d. VWR/Dell/Summus
    - e. CDW/Mpulse
  - **October** - meet with Purchasing/Accounting staff to discuss ongoing challenges in the acquisition of goods & services and opportunities to do business with HUB vendors.
  - **March**- completed semi annual reporting to report and increase in HUB Participation by atleast 5% for the university.
  - **May – sent flyer to finance areas to promote and solicit more participation in spot bid fair.** Presented a total of 4 bids in the 2021 "Doing Business Texas Style" Spot Bid Fair Virtual Expo on May 24-26, 2021 sponsored by Senator West. bid awarded to HUB Vendor Dream Ranch.
  - **June** – Sul Ross was represented as an exhibitor at the University of Houston Virtual HUB Forum & Workshop; spoke with over 30 potential HUBs/vendors about opportunities to do business with the university.
  - **August** – emailed department administrators and directors concerning HUB Program and included a list of HUB Vendors in the region. Spoke ti the Small Business Development Center about providing more advertisement and information to the community concerning the HUB Program and How to become a certified HUB vendor.
- **Mentor/Protégé Program** – The University sponsored the following mentor/protégé relationship & continues to pursue new relationships:
  1. WW Grainger and BullChase

*LaTonya Fletcher*

LaTonya Fletcher-HUB Coordinator

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