

The University of Houston #783 (UH) System is committed to increasing HUB participation and contracting opportunities. The HUB Operations Department (HOD) is responsible for compliance with state HUB requirements and implementation of strategies to help the University meet state HUB goals. During the reporting period (September 1, 2020-August 31, 2021) UH good faith efforts included a variety of actions such as: serving as an exhibitor and/or panelist at (29) community sponsored HUB outreach events (e.g., East End Chamber of Commerce 2021 Construction & Government Contracting Workshop Series, Asian Chamber of Commerce Business, Tri-County Black Chamber of Commerce, Houston Minority Supplier Development Council, Women's Business Enterprise Alliance, etc.). Internal outreach activities such as: Targeted HUB Vendor Fair where select HUBs providing priority goods/services made presentations to UH Colleges/Division staff; Annual HUB Forum co-hosted with UH Downtown (UHD) and UH Clear Lake (UHCL) and created the UH HOD quarterly newsletter—"Did You Know" which is posted on the UH HUB Operation Department website. The newsletter contains information that HUBs interested in UH contracting opportunities might not be aware of.

**Outcomes:** During FY21 the vast majority of good faith efforts were conducted virtually. The use of a virtual delivery platform provided increased numbers of vendors to become aware of how to do business with the University of Houston. For example, 573 HUBs participated at the East End Chamber Construction EXPO and 110 HUBs participated at The Greater Houston Black Chamber of Commerce Women in Business.

The HOD Targeted HUB virtual Vendor Fair consisted of 32 HUB exhibitors having to make presentations to 35 UH staff members resulting in (15) out of the (32) exhibitors awarded contracts totaling \$530,519 and seven (7) exhibitors contacted for quotes but not awarded a contract. One hundred & ninety-six (196) HUBs participated in the UH, UH Downtown, UH Clear Lake virtual HUB Forum which included 25 exhibitors from higher education, school districts and government. The HUB Forum also included workshops focused on increasing participants' knowledge of how to do business with different entities. The HOD "Did You Know" quarterly newsletter article addressing UH Licensing requirements helped position HUBs be more competitive when seeking contracts with Colleges seeking to purchase items with specific UH logo(s). The outcome of this knowledge sharing was, 18 HUBs selling promotional items completed the required actions to become an approved UH Licensed Vendor.

UH is committed to the HUB program and will continue our good faith efforts to increase HUB contracting.

Respectfully,

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