



## STATE PRESERVATION BOARD

The Honorable Greg Abbott, Governor, Chairman  
The Honorable Dan Patrick, Lieutenant Governor, Co-Vice Chairman  
The Honorable Dade Phelan, Speaker of the House, Co-Vice Chairman  
The Honorable Charles Schwertner, Texas Senate  
The Honorable Will Metcalf, Texas House of Representatives  
Alethea Swann Bugg, Citizen Board Member  
Rod Welsh, Executive Director

### 809 - Fiscal Year 2021 Annual HUB Report Supplemental Letter

The State Preservation Board continues to be fully committed to making a good faith effort to conduct business with HUB certified businesses to achieve the goals of the HUB program while sustaining a fair, open and competitive procurement process. Our ongoing "good faith efforts" to promote HUB participation include:

- Facilitate vendor presentations providing HUBs the opportunity to introduce their products and services to agency staff and conduct one-on-one specialized forums with HUBs and procurement staff to provide vendors with a better understanding of how to do business with the agency;
- Post HUB program and bid opportunity information on the Agency's web site and maximize the use of certified HUB vendor lists when soliciting bids/proposals;
- Attend all agency pre-bid meetings and give instruction on successful completion of the HUB Subcontracting Plan.

As a result of our good faith efforts, the agency awarded eighty-six (86) contracts to certified HUB vendors in FY 21. Notable FY 21 HUB contracts include security traffic barrier maintenance services, museum exhibit graphics production and installation, interior painting services, HVAC maintenance projects, as well as significant HUB subcontractor participation on several large construction projects.

The majority of HUB reportable agency funds are spent on either competitively bid projects or for the purchase of specialized goods and services. The agency continues to see a low HUB bidder response rate on competitively bid projects. As a result of the unique mission of the State Preservation Board, the agency contracts directly with vendors for many highly specialized goods and services where the HUB vendor base is very limited or non-existent. One example is the leasing and ongoing maintenance of the IMAX® projection system at the Bullock Texas State History Museum. Another example from the Museum operation is the leasing of traveling exhibits for display in the temporary exhibit area. An additional challenge for the agency HUB program is the purchase of products for resale in the Capitol and Museum Gift Shops and in the agency ecommerce operation. In FY 21 the purchase of products for this auxiliary enterprise accounted for 49% of the agency's HUB reportable commodities contracts and 17% of agency HUB reportable expenditures overall. Typically, these items are unique products available from only one vendor or are products that are mass-produced and available at the best price from large, national suppliers. The agency must choose resale products that satisfy the needs of our visitors, while providing the most profitable return for this self-funding enterprise that provides a vital source of revenue for the agency.

Linda Gaby, CTPM, CTCM  
Director of Administration/Purchasing Manager/HUB Coordinator