



Sam Houston State University

A Member of The Texas State University System

OFFICE OF BUSINESS SERVICES

753 – Fiscal 2021 Semi-Annual HUB Report Supplemental Letter

Sam Houston State University (SHSU) continues in its “Good Faith Effort” to accelerate the University’s Historically Underutilized Business (HUB) participation. The University has developed and maintains several initiatives to promote HUB participation.

- *HUB Coordinator* – The University maintains a HUB Coordinator 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 the first half of fiscal year 2021.

September – SHSU increased outreach and business opportunities to HUB Vendors Summus and Possible Missions to acquire supplies to support University guidelines for COVID procedures. The university also served as a presenter at the Greater Houston Business Procurement Forum (GHBPF) to discuss with the membership SHSU’s continued need for vendors eligible for HUB certification and the need for subcontractors to team with our construction prime contractors. The membership consists primarily of minority, women-owned and small business that may qualify to get HUB certified.

October - SHSU updated and reorganized the website to include more information showcasing the HUB program, the university’s advocacy plan and program objectives. Departments and vendors are highly encouraged to contact the HUB Coordinator and to view the website for further insight into the program.

November - SHSU participated in the Houston Minority Supplier Development Council’s (HMSDC) virtual Procurement Spot Bid Fair and Expo sponsored by Senator Borris Miles and presented 10 bid opportunities with SHSU to vendors. In collaboration with the Small Business Development Center, we were also able to provide tools and direction, to Advantage Specialties, certified HUB vendor, on how to market their products and services to University departments.

February - SHSU met with two certified HUB vendors, The Urban Circle and Advantage Specialties and provided departmental contact information and guidance to increase involvement and business efforts with SHSU. Based on the direction given, The Urban Circle has been successful in increasing business among SHSU departments.

- *Mentor/Protégé Program* – The University continues to sponsor the 2 following mentor/protégé relationships and continues to look at establishing new relationships:
 1. WW Grainger and The Burgoon Company/Evco
 2. Office Depot BSD and PDME/Hurricane Office Supply & Printing

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