



A Member of The Texas State University System

OFFICE OF BUSINESS SERVICES

756 – Fiscal 2022 Semi-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 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 2022.

September

- Participated in the *Reimagine. Reinvent. Rebuild* Spot Bid Fair and EXPO on September 15 - 16, sponsored by the Houston Minority Supplier Development Council (HMSDC), Senator Alvarado & Senator Miles posting three bid opportunities for solicitation to HUB vendors.
- Attended the TOAL Annual Meeting and Exposition in College Station, Texas. Met with several HUB vendors to discuss opportunities at SRSU, attended HUB workshop and sessions given by NAEP and E&I.

October

- Participated as a vendor at the Texas State University – Meet the Buyer, Economic Opportunity HUB Event hosted by Texas State University and Texas State University System (TSUS). Met various minority and small business vendors and discussed opportunities at SRSU.

November

- Attended the 2021 University of North Texas HUB Vendor Fair and Government Agency Mixer, visited with each vendor to determine if there was an opportunity to provide the showcased product and/or service to the university.
- Contacted Ginny Moon, Inside Sales Manager II, Summus Industries, Inc. for set-up instructions to begin manual ordering of products and services online.

December

- Participated in the virtual UTSA Matchmaking Event designed to provide all small business owners for all industries the opportunity to connect with prime contractors, co-ops, local, state, and federal buyers end users and PCard holders. Met with several HUB vendors for 15 minute one on one sessions.

January

- Joined Angelo State University for virtual HUB Mentor/Protégé Forum featuring presentation by Taurus Technologies, Inc and Tekgration, LLC followed by a discussion of HUB Coordinator best practices.

February

- Met virtually with the Account Executive and Account Manager for MSC Industrial Supply Co and owners of Industrial Supply to discuss establishing relationship with Sul Ross. Discussed items available specific to SRSU purchase needs under the collaboration.

Mentor/Protégé Program – The University is actively looking to establish and sponsor a Mentor/Protégé relationship in the future.

LaTonya Fletcher
HUB Coordinator