



TEXAS GENERAL LAND OFFICE
COMMISSIONER DAWN BUCKINGHAM, M.D.

305 - Fiscal 2023 Annual HUB Report Supplemental Letter

The GLO made the following good faith efforts towards increasing economic opportunities for Historically Underutilized Businesses (HUBs) during FY23:

Outreach

- The GLO attended five Annual and Advocacy Group Meetings, hosted 45 and attended 70 HUB events (HUB Discussion Work Group meetings, internal HUB forums, pre-proposal conferences and solicitation kick-off meetings), promoting GLO's HUB program and subcontracting opportunities.
- HUB staff actively participates in HUB Discussion Workgroup meetings composed of state purchasers and HUB Coordinators to gain knowledge of HUB rules, networking and provide proactive feedback.
- HUB staff facilitates potential vendor presentations to introduce and showcase their products and services to GLO staff.
- HUB team notifies major Texas Chambers once a new solicitation is posted to the Electronic State Business Daily (ESBD) in effort to increase HUB participation.

HUB Subcontracting

- HUB Subcontracting Plan compliance has increased as a result of HUB staff offering HSP "courtesy" reviews.
- HUB staff conducts HUB Subcontracting Plan presentations at pre-proposal conferences to provide potential prime contractors an overview of HUB policies and HUB subcontracting compliance requirements.
- The HUB staff conducts Post Award meetings to outline the contractor's HUB requirements throughout the term of the contract.
- HUB staff attends GLO's Procurement kick-off meetings to review solicitations with an expected value of \$100,000, or more to identify HUB subcontracting opportunities.
- GLO's HUB Prime Contractor's HUB utilization was \$2,968,324 payments not included in the agency's HUB report.

Additional Information

- The HUB program "Doing Business with GLO" webpage, provides vendors with resources, calendars of upcoming events and helpful HUB related documents as well as helpful procurement information.
- The HUB team conducts virtual Pre-Solicitation trainings targeting specific solicitations. Vendors are provided tips for writing a winning proposal, instructions on how to complete a HUB Subcontracting Plan and searching for HUBs on the Centralized Master Bidders List.

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