

***RE: Supplemental Letter for FY2023 Semi-Annual (Sept. 1, 2022-February 28, 2023)
HUB Report for Agency Number 783***

The University of Houston uses the following to help increase HUB participation:

Familiarizing HUBs about the System Procurement Process & Expanding the Number of Suppliers and Contractors UH hosted a virtual HUB Forum where (261) vendors had an opportunity to meet virtually with UH System and (42) state government representatives. In addition, UH partnered with the City of Houston Office of Business Opportunity, Harris County, and U.S. Small Business Administration to host the “Diversifying Your Procurement” event. The event included a panel of HUBs who shared vendor success stories and how they successfully navigated different agency requirements. One hundred & ninety-six (196) HUBs participated along with 25 state agency exhibitors. UH also hosted an in-person UH System Large Construction Projects Informational meeting where 217 HUBs participated.

Creating New Business Opportunities along with Supporting the Growth & Development of HUBs UH HUB Operations, College of Technology-Construction Management (CM) Department and the National Association of Minority Contractors (NAMC) Construction Management Talent Pipeline program hosted its’ third cohort. The primary purpose of the class is to provide HUBs with knowledge to help them to become more competitive as a prime contractor for opportunities with UHS and other entities. During an interview with 2021 class participants the following information was shared: (3) were awarded prime contractor opportunities with other agencies and (8) planned to pursue prime contractor opportunities in 2022 and/or 2023. Interviews with 2020 class participants found: 8 out of 12 responded to solicitations as a prime. Three class participants received contracts with UH (1) Genesis Cabling obtained awards totaling \$541,336 (2) Gutier LLC received a contract \$243,860 and (3) MCA Communications was successful in receiving contracts totaling \$2,558,118.

Heighten Awareness throughout the System of HUB Capabilities UH hosts an annual HUB vendor fair which consists of HUBs that can provide needed goods/services. In FY22, 41 UH Business Administrators and 23 HUB vendors participated of which six vendors received contracts totaling \$289,596.

Improvement of Business Conditions Encountered by HUBs Ready, Willing & Able Matchmaking event seeks to help diversify and increase the pool of qualified HUBs for GCs to consider for subcontracting opportunities. Each participating University invited one GC, each GC invited one HUB vendor that they have worked with, and each HUB vendor invited another HUB vendor to participate.

Conclusion UH continually seeks to improve its internal and external outreach, creating new programs, re-imagining existing programs, and eliminating programs that are not effective. One best practice UH is excited in sharing with the other campuses in FY23 is a more efficient method using Microsoft Power BI to develop state and UH requested HUB reports.