



Education and Outreach Report

Fiscal 2019

For the Statewide Historically Underutilized Business (HUB) Program





GLENN HEGAR TEXAS COMPTROLLER OF PUBLIC ACCOUNTS

October 10, 2019

The Honorable Greg Abbott, Governor
The Honorable Dan Patrick, Lieutenant Governor
The Honorable Dennis Bonnen, Speaker

Gentlemen:

It is our pleasure to submit to you the Education and Outreach Report for the Statewide Historically Underutilized Business (HUB) Program, as required by Texas Government Code § 2161.126.

This report describes educational and outreach activities conducted in the past year to increase HUB certification and educate minority, women and service-disabled veteran owned businesses about the state's procurement methods to create more opportunities for HUBs.

During the past year, we hosted the Procurement Connection Seminar and HUB Expo event in Austin, and co-hosted another economic opportunity forum in Irving.

We incorporated educational and networking workshops into our events to provide vendors with in-depth information on the state's procurement process; opportunities to interact with state HUB coordinators and purchasers; and information related to HUB resources, including the Centralized Master Bidder List (CMBL), Electronic State Business Daily (ESBD), HUB Subcontracting Plan and HUB Reporting.

We remain committed to increasing awareness of the state's HUB program and expanding contract opportunities for minority, women and service-disabled veteran owned businesses across Texas.

If you have any questions or need additional information on topics covered in this report, please contact Delia Lopez Molina, Marketing Coordinator, by email: Delia.Molina@cpa.texas.gov or by phone at 512/463-3653.

Respectfully,

A handwritten signature in black ink that reads "Tres Lorton". The signature is written in a cursive, flowing style.

Tres Lorton, Director
Statewide Procurement Division

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Introduction

Minority, women-owned, and service-disabled veteran owned businesses continue to be a vital element of Texas' thriving economy. By obtaining Historically Underutilized Business (HUB) certification and increasing their knowledge of the state government's procurement process, these businesses significantly increase their chances of winning state contracts or being considered for a vast number of subcontracting opportunities. The Statewide HUB Program is tasked with ensuring the integrity of the certification and compliance of these companies and providing information on the state's procurement process.

Texas Government Code §2161.126 requires the Statewide HUB Program to report to the governor, lieutenant governor and speaker of the House on its education and outreach efforts by the end of the fiscal year. This report reflects numbers from September 1, 2018 through August 31, 2019 of the fiscal year.

By the end of August 2019, nearly 13,500 firms were registered as Texas-certified HUBs businesses.

The 2009 Texas Disparity Study confirms the need for the continuation of the Statewide HUB Program. This conclusion is based primarily on:

1. statistical disparities by race, ethnicity and gender classification in current HUB utilization, particularly in prime contracting;

2. statistical disparities by race, ethnicity and gender classification in the private marketplace, particularly in the area of utilization of women- and minority-owned firms in commercial construction;
3. statistical disparities in firm earnings by race, ethnicity and gender classification, even after controlling for capacity-related factors; and
4. anecdotal testimony of disparate treatment as presented by business owners in interviews, surveys, public hearings and focus groups.

In conducting the study and preparing recommendations, MGT followed a carefully designed work plan that allowed its study team members to fully analyze availability, utilization, and disparity with regard to HUB participation. MGT's approach has been tested in over 125 jurisdictions and proven reliable in meeting the study's objectives.

The program continues to review and enhance its outreach efforts and materials, ensuring that we meet the needs of our target audience. The program's website continues to serve as a vital repository of information and resources for the vendor community, resulting in more than 98,807 total site page views between September 1, 2018 and August 31, 2019.

Vision, Mission and Philosophy

The Statewide HUB Program works to certify all eligible Texas businesses as HUBs and to increase the share of Texas state government contracts that are awarded HUBs.

The vision is supported by our mission and philosophy: *to encourage and increase the use of HUB vendors in state purchasing and to provide minority, women-owned, and service-disabled veteran owned businesses with useful information on the state's procurement process.*

Education and outreach components of the Statewide HUB Program in support of our vision, mission and philosophy include the following:

- Providing information to minority, women-owned, and service-disabled veteran owned businesses regarding Statewide HUB Program initiatives;
- Educating these companies about opportunities to do business with the state of Texas;
- Assisting state agencies and institutions of higher education with HUB education and outreach efforts;
- Developing and administering HUB rules and statutes to ensure full and equal access to state contracting opportunities for minority, women, and service-disabled veteran owned businesses;
- Administering the program's certification and compliance functions; and
- Compiling the state of Texas expenditure data to prepare HUB utilization reports for benchmarking HUB performance in state contracting. Gathering proposal/bids received and awarded to vendors – including HUBs. The HUB reports are provided to the legislature twice annually (May 15th and November 15th).

As noted in our Fiscal 2019 Education and Outreach Report, the Texas Comptroller of Public Accounts retained MGT of America, an independent consulting firm, to determine if there is a compelling interest to continue a narrowly tailored HUB program, as required by the U. S. Supreme Court. The 2009 Texas Disparity Study confirms the need for the continuation of the Statewide HUB Program.

Policies on Education, Outreach and Information Dissemination

The Statewide HUB Program's education, outreach and information dissemination policy is to promote full and equal opportunities for all businesses involved in state contracting, in accordance with the goals specified in the Texas Disparity Study. The program works closely with Texas HUBS, partner organizations, state agencies and institutions of higher education to increase HUB participation in state contracts and to generate new contracting opportunities.

The Statewide HUB Program employs a variety of marketing strategies and materials designed to provide clear and concise details and instructions based on our targeted audience's needs. We provide this information through general and detailed presentations, electronic materials provided online for a 24-hour access, video training, one-on-one assistance over the phone and in person, through staffed exhibit booths at outreach events and conferences conducted statewide, and on-site compliance visits at the HUBs place of business.

The Statewide HUB Program has collaborated with the Office of the Governor's Texas Economic Development staff to deliver presentations and training workshops on the HUB Certification and State Contracting Opportunities. On March 29, 2019, the Statewide HUB Manager delivered a Marketing to the State presentation at the Governor's Small Business Forum in Harlingen.

The Governor's Small Business Forums feature private and public resources, practical solutions, best practices, and expert assistance on a broad range of business topics and challenges. The forums celebrate small businesses, including minority, women and service-disabled veteran business owners and entrepreneurs. The events aim to provide small business owners and aspiring entrepreneurs with timely, relevant, actionable advice on how to start, grow and sustain their businesses. The Small Business Forums are also an opportunity to network with other entrepreneurs, business owners, managers, and business-oriented non-profits, as well as local, state and federal agencies.

The statewide outreach effort teamed with the El Paso Contracting Opportunities Center Procurement Technical Assistance Center (PTAC) for the El Paso Community College Contracting Opportunities Expo, and participated in with a focus on service-disabled veteran owned HUBs, and in East Texas at Nacogdoches for the Governor's Small Business Forum on August 15, 2019.

The Governor's Small Business Forums in the Panhandle were in Plainview and Alpine at Sul Ross University. The Procurement Technical Assistance Center at Del Mar College in Corpus Christi had their staff members show how to use the CPA web site to assist customers looking for state procurement opportunities on the Electronic State Business Daily (ESBD), and made their customers aware of the HUB Certification for small minority, woman and service-disabled veteran owned businesses. The Statewide HUB Program conducted a presentation at Del Mar College on August 7, 2019 on the HUB Certification and resources available on the Statewide HUB Program's website.

The Comptroller of Public Accounts has made a concerted effort to provide HUBS with the resources they need to understand the state's purchasing processes and to improve their business opportunities to pursue state contracts.

These efforts include: explaining and detailing the HUB Certification process, educating HUBs on subcontracting opportunities, encouraging them to keep their HUB profiles updated, and tracking and researching state agency purchases to identify new opportunities. The Statewide HUB Program's outreach events are also aimed at allowing Texas HUBs to make contacts with the state of Texas HUB Coordinators and key procurement personnel, to assist HUBs to learn of the procurement opportunities available at the different state agencies.

The Statewide HUB Program's goal is to provide HUB vendors with web based video training on different topics to provide the necessary tools to assist them in learning the benefits of the HUB Certification.

Marketing Plan

The Statewide HUB Program's marketing plan promotes certification and the benefits of being HUB certified. With the assistance of the Comptroller of Public Accounts' Communications Division, we remain committed to consistently producing publications and online web materials that are clear, concise and useful to a broad and diverse community.

The agency's Communication Division works in conjunction with the HUB Program to create and produce the marketing collateral used to promote the program's initiatives. Currently, we have expanded our marketing efforts to include utilizing social media, video promotions, and GovDelivery announcements. This enabled us to efficiently reach new vendors and educate them on the criteria, opportunities and benefits of being HUB Certified as well as utilizing HUB vendors in state procurements. We have experienced positive responses by tapping into these resources.

In addition, to these efforts, the Statewide HUB Program works closely with the HUB Discussion Workgroup and the Texas Universities HUB Coordinators Alliance committees.

These committees are informal groups of HUB Coordinators and Procurement Directors that engage in discussion to provide best practices to participating members. Their participation is key to providing feedback to the Statewide HUB Program on assisting with outreach and improving and implementing a more effective HUB Program, with the goal of increasing procurement opportunities for Texas Certified HUB vendors.

We also work with our Memorandum of Cooperation (MOC) partners – the Texas Association of African-Americans Chambers of Commerce (TAAACC) and the Texas Association Mexican-American Chambers of Commerce (TAMACC). The collaborations with the state's leading state-wide minority trade organizations assist the Statewide HUB Program to reach their respective membership to provide education on the procurement process. These MOC relationships continue to be an important aspect of our commitment to increase awareness of HUB certification as well as procurement opportunities available with the State of Texas, and provide outreach services statewide in the major metropolitan cities such as Austin, Dallas, San Antonio, Houston, and El Paso.

Goals and Objectives of the Statewide HUB Program Outreach

Economic Opportunity Forums, (EOFs) Hosted and Co-hosted

During fiscal 2019, the Statewide HUB Program hosted the Procurement Connection Seminar and HUB Expo (PCSE) in Austin (with over 446 attendees) and provided training for over 300 HUB vendors. The theme for the Procurement Connection Seminar and HUB Expo was “Aiming for Success at the HUB Expo”. We encouraged vendors to ensure that their companies were certified and ready to do business with the state of Texas.

The Statewide HUB Program also co-hosted one PCSE’s events in Fiscal year 2019. We co-hosted a PCSE event in Irving, Texas, in conjunction with the Dallas/Fort Worth Minority Supplier Diversity Council’s Access 2019, and Senator Royce West’s “Doing Business Texas Style Spot Bid Fair. Both events increased the enrollment of registered HUBs from the previous year.

Good faith efforts to ensure continuing HUB participation include the following:

- Contacted and encouraged Texas non-certified minority, women, and service-disabled veteran owned businesses to obtain Texas HUB Certification;
- Contracted and encouraged HUB vendors to review procurement opportunities on the Electronic State Business Daily;
- Included a HUB Subcontracting Plan in all formal solicitations of \$100,000 or more, to increase subcontracting opportunities with HUB vendors;
- Encouraged prime contractors to reach out and subcontract with Texas Certified HUBs;

- Responded to email and phone inquiries from HUB vendors requesting information on how to do business with state, how to obtain Texas HUB certification and how to register on the Certified Master Bidder List;
- Participated and provided trainings at the HUB Discussion Workgroup meetings to promote and enhance an effective Statewide HUB Program through education, networking, and proactive feedback;
- Participated in Economic Opportunity Forums (EOFs) throughout the state, connecting with different vendors during one-on-one sessions, to actively recruit HUB vendors and provide assistance on “How to Do Business with the State”;
- Connected with vendors around the state during several roundtable matchmaking discussions and conducted presentations to promote their products and services;
- Worked diligently with the agency’s Memorandum of Cooperation (MOC) partners – the Texas Association of African American Chambers of Commerce and Texas Mexican American Chamber of Commerce – to enhance education on how to do business with the Comptroller’s office and the state of Texas to promote their EOFs.

The Comptroller’s office will continue to strengthen the Statewide HUB Program by working to increase opportunities for HUB Participation in all categories.

Future Education and Outreach Initiatives

In Fiscal year 2020, we plan to expand on our efforts to increase the number of certified HUBs, increase state purchasing opportunities for HUBs, provide extensive training to vendors on state purchasing resources, and provide assistance and training to state agencies and institutions of higher education regarding HUB rules and related statutes, policies and procedures.

To accomplish this, we have set the following goals:

- Increasing awareness of the Statewide HUB Program;
- Increasing the number of certified HUBs;
- Increasing the number of HUBs registered on the state Centralized Master Bidder List;
- Implementing an online HUB certification process; and
- Improving HUB understanding of the state's purchasing processes to increase their award opportunities

To achieve these goals, our objectives include the following:

- Networking with minority, women, and service-disabled veteran owned business trade organizations, small business development centers, and other economic development organizations to increase awareness of the Statewide HUB Program;

- Refining and updating education and outreach materials, and expanding efforts to meet HUB needs by obtaining feedback from HUBs;
- Identifying new training opportunities, including events to reach the maximum number of potential HUBs;
- Providing extensive, specialized training and educational presentations;
- Working closely with state agencies and institutions of higher education to encourage the use of HUBs in state purchasing;
- Providing training videos for HUBs and procurement professionals; and
- Educating HUBs on the different procurement methods of state agencies and universities

We will continue to work with state HUB coordinators and procurement professionals to identify their training needs and include agency representatives in our regional seminars.

Our continued success relies on meaningful communications with Statewide HUB Program members and potential members. We will continue to evaluate additional outreach methods that are cost effective for the Statewide HUB Program and strive to reach new audiences.

Outreach Initiatives

The 12th Annual Procurement Connection Seminar and EXPO (PCSE) has grown steadily as a premier event for HUB businesses to learn about procurement opportunities available through the State of Texas. Benefits to attendees include: (i) identifying resources available to help build business capacity to pursue opportunities in the state government, and (ii) providing businesses access to the state procurement personnel to make one-on-one contacts to help build valuable relationships and identify key staff that may provide additional guidance.

For fiscal year 2019, the statewide HUB Expo theme is "Aiming for Success," providing procurement connection seminars involving a collaboration of numerous state agencies. Subject matter experts from state agencies partner with the HUB team to provide conference content, expo meet and greet opportunities and discussion workshops on topics of interest to vendors in a conference setting, including a luncheon program with interactive panel discussion and networking session. These seminars give a great opportunity for HUB vendors to network with state agency contacts, state university HUB representatives, local Austin HUB certification and compliance team members, and business contractors who provide a wealth of knowledge, education and expertise in their fields.

The Statewide Procurement Division had several staff members from various program areas from the Comptroller of Public Accounts attend the HUB Expo, including representatives from the Comptroller's Fiscal Management, Statewide HUB Program, Procurement Policy & Outreach, Texas Smartbuy and the Certified Master Bidder's List teams provided outreach services.

Members of the HUB Discussion Workgroup (consisting of various state agencies) also contributed in promoting the HUB Program throughout Texas, and assisting with the HUB Expo workshops, serving as presenters, and coordinating event activities and tasks.

The Statewide HUB Program has collaborated with the Office of the Governor, Texas Economic Development to deliver presentations and training workshops on the HUB Certification and State Contracting Opportunities statewide in various cities in the State of Texas.

Conclusion

The Statewide HUB Program has attended 56 outreach events and meetings statewide and provided 24 presentations and set up exhibit booths providing outreach services on the HUB Certification, Centralized Master Bidders List and Marketing to the State information for this report, it reflects numbers from September 1, 2018 through August 31, 2019 of the fiscal year. The goal of 80 outreach events was met for this year from the Statewide HUB Program.

Attachment A – Education and Outreach

Detailed list of Education and Outreach Activities

Statewide HUB Program Fiscal 2019 Education and Outreach Efforts

Event Date	Host/Sponsor	Event Name	Event City	Outreach	Audience
9/5/2018	Texas Mexican American Chamber of Commerce Business Conference (TAMACC)	Texas Mexican American Chamber of Commerce Business Conference	San Marcos	Panel Discussion & Exhibit Table	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
9/19/2018	Houston Minority Supplier Diversity Council	Houston Minority Supplier Diversity Council Business Expo	Houston	Exhibit Table	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
9/28/2018	Texas Association of African American Chamber of Commerce (TAAACC)	Texas Association of African American Chamber of Commerce	San Antonio	Exhibit Table/ Presentation	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
10/25/2018	Cen-Tex African American Chamber of Commerce	Texas Minority Business Opportunity Success Series (BOSS Conference)	Waco	Presentation & Exhibit Booth	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
10/25/2018	The Governor's Office of Texas Economic Development, Governor's Small Business Forum	Governor's Small Business Forum	Corpus Christi	Exhibit Table & Presentation	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
11/2/2018	Texas Comptroller of Public Accounts, Statewide Procurement Division Statewide HUB Program	Procurement Connection Seminar and HUB Expo	Austin	Presentations & Exhibit Booth	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
11/9/2018	2018 Executive Women in Texas Government (EWTG)	Executive Women in Government Conference	Austin	Attendee	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
12/4/2018	El Paso Contracting Opportunities Center (PTAC)	13th Annual Veteran's Business Conference	El Paso	Presentation & Exhibit Booth	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
12/5/2018	Bexar County Small Business & Entrepreneurship	Bexar County Business Conference	San Antonio	Presentation & Exhibit Booth	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
12/6/2018	Small Business Expo	Small Business Expo	Austin	Attendee	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
12/13/2018	Governor's Small Business Forum	Governor's Small Business Forum African American Business Focus	San Antonio	Exhibit Table	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
1/8/2019	Texas Facilities Commission/ JE Dunn Construction	Texas Facilities Commission Capitol Complex Trucking Opportunity Workshop	Austin	Exhibit Table	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
1/15/2019	UT Health Sciences and UT Austin co-sponsored	UT Sponsored Odyssey HGP Launch Event	Houston	Presentation	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
2/8/2019	Verna's Help Foundation- Dallas Business Conference	Dallas Business Conference Federal & State Business Workshop	Dallas	Presentation	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
2/19/2019	Dallas Fort Worth Minority Supplier Diversity Council	Texas MBE Public Policy Day in Austin	Austin	Meeting/ Presentation	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
2/22/2019	HUB Discussion Work Group Meeting & Spot Bid Fair Pre-planning MTG	HUB Discussion Work Group Meeting & Spot Bid Fair Pre-planning MTG	Austin	Meeting/ Presentation	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses

Statewide HUB Program Fiscal 2019 Education and Outreach Efforts (cont.)

Event Date	Host/Sponsor	Event Name	Event City	Outreach	Audience
2/13/2019	Greater Austin Asian Chamber of Commerce	Greater Austin Asian Chamber of Commerce	Austin	Exhibit Table	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
3/5/2019	Golden Triangle Minority Supplier Diversity Council-HUB Business Expo	HUB Business Expo	Beaumont	Exhibit Table/Presentation	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
3/7/2019	Governor's Small Business Forum	Governor's Small Business Forum	Weatherford	Exhibit Table/Presentation	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
3/13/2019	Dallas Fort Worth Minority Supplier Diversity Council	Minority Supplier Diversity at the Capitol	Austin	Meeting	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
3/26/2019	Greater Houston Procurement and City of Houston & Milton Thibodeaux	Greater Houston Business Procurement Forum	Houston	Exhibit Table/Presentation	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
3/29/2019	Governor's Small Business Forum	Governor's Small Business Forum	Harlingen	Exhibit Table & Presentation	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
4/4/2019	Governor's Small Business Forum	Governor's Small Business Forum	Alpine	Exhibit Table & Presentation	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
4/11/2019	Governor's Small Business Forum	Governor's Small Business Forum	Plainview	Exhibit Table & Presentation	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
4/17/2019	University of Texas at Austin, HUB Economic Opportunity Forum	University of Texas at Austin, HUB Economic Opportunity Forum	Austin	Attendee	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
4/18/2019	Various state agencies, Texas Department of Motor Vehicles, General Land Office, Texas Education Agency, Health & Human Services, Texas Veterans Commission	Marketing to the State HUB Expo	Austin	Exhibit Table & Presentation	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
4/25/2019	University of North Texas HUB Economic Opportunity Forum	University of North Texas HUB Economic Opportunity Forum	Austin	Attendee	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
4/30/2019	Texas Tech University	Texas Tech University Small Business Expo	Lubbock	Exhibit Table	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
5/6/2019	Dallas Fort Worth Minority Supplier Diversity Council, Doing Business Texas Style Spot bid fair HUB Expo	HUB Expo & Doing Business Texas Style Spot Bid Fair	Dallas	Exhibit Table & Presentations	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
5/7/2019	Dallas Fort Worth Minority Supplier Diversity Council/ ACCESS	HUB Expo & Doing Business Texas Style Spot Bid Fair	Dallas	Exhibit Table/Spot Bid Fair	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
5/8/2019	Dallas Women's Entrepreneurship Association	Marketing to the State	Dallas	Presentation	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
5/14/2019	Texas Commission on Environmental Quality Expo	Texas Commission on Environmental Quality Expo	Austin	Attendee	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses

Statewide HUB Program Fiscal 2019 Education and Outreach Efforts (cont.)

Event Date	Host/Sponsor	Event Name	Event City	Outreach	Audience
5/15/2019	Texas Commission on Environmental Quality HUB Expo	Texas Commission on Environment Quality HUB Expo	Austin	Attendee	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
5/15/2019	Texas Lottery HUB Forum	Texas Lottery HUB Forum	Austin	Attendee	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
5/17/2019	Austin Independent School District, Travis County HUB Program, Austin Community College Small Business Program	Central Texas HUB Expo	Austin	Exhibit Booth	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
5/21/2019	Teacher's Retirement System	Teacher's Retirement System Pre-planning for TRS HUB Expo	Austin	Attendee	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
5/23/2019	El Paso Contracting Opportunities Center (PTAC) El Paso Community College	El Paso Contracting Opportunities Center (PTAC)	El Paso	Exhibit Booth	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
6/13/2019	Southwest Minority Supplier Diversity Council Inc	Premier Face Time Expo	San Antonio	Exhibit Booth	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
6/13/2019	Teacher's Retirement System	Teacher's Retirement System for TRS HUB Expo	Austin	Presentation/ Exhibit booth	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
6/17/2019	Texas A&M University, Bryan College Station HUB Program	Texas A&M University, HUB Program Lunch N Learn Brazos Chamber of Commerce	Bryan	Presentation	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
6/24/2019	Minority Women's Enterprise Diversity Center/ El Paso Chamber of Commerce	State HUB Week	El Paso	Presentation and One-on-one HUB vendors	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
7/11/2019	Texas Workforce Commission	Texas Workforce Commission- Human Resources Laws Updates	Horseshoe Bay	Exhibit Booth/ Presentation	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
7/12/2019	Texas Workforce Commission	Texas Workforce Commission-Human Resources Law updates	Horseshoe Bay	Exhibit Booth	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
7/24/2019	University of Texas at San Antonio	Match making UTSA	San Antonio	One on One meetings	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
7/30/2019	Edwards Aquifer Authority	Meet the Buyers-Removing Barriers and Bridging the Gap	New Braunfels	Exhibitor/ One on One meetings	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
8/1/2019	Texas State University	Texas State University HUB Forum	San Marcos	Exhibit Booth	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
8/1-2/2019	Texas Mexican American Chamber of Commerce Business Conference (TAMACC)	Texas Mexican American Chamber of Commerce Business Conference (TAMACC) Senator Royce West and HUB Meeting	San Marcos	Meeting & Exhibit Booth	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses

Event Date	Host/Sponsor	Event Name	Event City	Outreach	Audience
8/3/2019	Texas Mexican American Chamber of Commerce Business Conference (TAMACC)	Texas Mexican American Chamber of Commerce Business Conference (TAMACC)	San Marcos	Meeting & Presentation	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
8/6/2019	Texas Facilities Commission Business Conference	Legacy in the Making Building the Future of Texas Together	Austin	Exhibit Booth	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
8/7/2019	Procurement Technical Assistance Center, Del Mar College	The Big Event	Corpus Christi	Exhibit Booth	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
8/8/2019	Governor's Small Business Forum	Governor's Small Business Forum	Houston	Exhibit Booth	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
8/12/2019	Health & Human Services HUB Expo	Annual HUB Forum 2019	Austin	Presentation	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
8/13/2019	Procurement Technical Assistance Center, Del Mar College	HUB Resources of Mentor Protégé & HUB Certification	Corpus Christi	Presentation	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
8/15/2019	Governor's Small Business Forum	Governor's Small Business Forum	Nacodoches	Exhibit Booth	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
8/23/2019	Austin Community College Small Business Program	Austin Community College Small Business Program	Austin	Exhibit Booth/ Presentation	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
8/28/2019	Texas Facilities Commission	HUB and E3 Subcontractors Meet & Greet	Austin	Presentation	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses

Attachment B – FY 2019 Marketing Materials

HUB Expo Flyer and Agenda | November 2, 2018

HUB Expo Flyer and Agenda | May 6-7, 2019

STATEWIDE HUB EXPO

2019

Aiming For Success

FRIDAY • NOV. 2, 2018 • 7 A.M. - 4 P.M.

ACCESS • INFORMATION • NETWORKING • TOOLS

- Network with all major state agencies and universities, as well as key prime contractors
- Learn how Texas agencies and universities procure their goods and services
- Learn how to use your HUB certification to access procurement opportunities in state government

HUB EXPO

Statewide Historically Underutilized Business Program
FY2019 Procurement Connection Seminar and Expo



Texas Comptroller of Public Accounts

The HUB Expo is supported by the Historically Underutilized Business (HUB) Discussion Workgroup.

For the latest updates, follow



/txcomptroller



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and search #TxHUB

Friday, Nov. 2, 2018

Time

Registration: 7 a.m. - 12:30 p.m.

Event: 7 a.m. - 4 p.m.

Location

The Renaissance Hotel
9721 Arboretum Blvd.
Austin, Texas 78759

Registration

Registration is now open. Click here to register:

<https://mycpa.cpa.state.tx.us/hubexporegistration/>

Contact

Delia Lopez Molina, HUB Marketing Coordinator
512-463-3653 or delia.molina@cpa.texas.gov

98-852-4 (09/18)

STATEWIDE **HUB** EXPO

2019



Aiming For Success

ACCESS • INFORMATION • NETWORKING • TOOLS

Friday, Nov. 2, 2018

Renaissance Hotel • 9721 Arboretum Blvd. • Austin, Texas 78759

#TxHUB

**HUBEXPO**

Make This Event Work For You



Statewide Historically Underutilized Business Program

Gain Insight from Workshops

Maximize your time by:

- Attending workshops most relevant to your business goals for 2018-19.
- Attending workshops that potential *clients* may attend. You can demonstrate knowledge by asking questions and offering insights, but be brief. As the EXPO ends, mingle with people. Talk with presenters if you feel the relationship would benefit you.
- Taking notes.
- Ask questions, and listen to others.
- Share your ideas and provide feedback by answering conference surveys.

Network with Exhibitors and Fellow Attendees

Be prepared to deliver a one- to two-minute “elevator pitch” showcasing your business. Be mindful of the exhibitors’ time. Your pitch should include your name, company name, type of business, location and previous clients, as well as a brief statement of your business’s strengths and expertise. Be sure to ask if you may give exhibitors your business card.

Schedule a follow-up appointment or phone call. This will ensure you the one-on-one time your business deserves while freeing up the exhibitor’s time to greet other attendees.

Make notes on business cards as you receive them. This will show you’re both interested and organized, and can jog your memory later on.

This is an excellent opportunity to network, make NEW contacts and build relationships.

Be selective about the literature you take to avoid being overwhelmed by sheer volume.

Touch base with new contacts within a few days to show you have initiative and are interested in further discussion. People working an event see hundreds of individuals in a day — make sure they remember you.

Make it Work After Today!

- Prioritize your list of contacts.
- Develop a list of action items.
- Make sure your online presence is up to date on your HUB/CMBL profile, website and social networks.
- Write yourself a report on “lessons learned” and review it before attending your next event.

Statewide Historically Underutilized Business (HUB) Program

Each state agency shall make a good faith effort to utilize Historically Underutilized Businesses (HUBs) in contracts for construction services (including professional and consulting services) and commodities purchases. (34 TAC §20.284)

In fiscal 2017, Texas awarded more than \$2.4 billion in contracts – including more than \$893 million in subcontracts – to companies certified as HUBs. Be ready when opportunity knocks by certifying your minority-owned, woman-owned or service-disabled veteran-owned business through the Statewide HUB Program at the Texas Comptroller of Public Accounts.

A “Historically Underutilized Business”...

is at least 51% owned by a/an:

- Asian Pacific American,
- Black American,
- Hispanic American,
- Native American,
- American woman or
- Service-disabled veteran,

and is a for-profit entity that has not exceeded the size standards prescribed by 34 TAC §20.294, has its principal place of business in Texas, and has an owner residing in Texas with a proportionate interest who actively participates in the control, operations and management of the entity’s affairs.



Benefits of HUB Certification

HUB certification is free and valid for four years, provided the business continues to meet the eligibility requirements.

Your business will be listed in the Comptroller’s online HUB Directory. State agencies use the HUB Directory in conjunction with the Comptroller’s Centralized Master Bidders List to solicit bids from certified HUBs for state purchasing and public works contracts. Prime contractors also use the HUB Directory to identify HUBs and notify them of subcontracting opportunities.

Your business will gain exposure with the general public as well as entities that have supplier diversity programs and are searching for businesses owned by minorities, women and service-disabled veterans.

Apply for HUB certification today at comptroller.texas.gov/purchasing/vendor/hub/certification-process.php. To see additional information on the HUB Program, go to www.Texas4HUBs.org.

Exhibitors



Statewide Historically Underutilized Business Program

Agency Name **Booth(s) Assignment**

Actium, Inc. 39

Ad Perantie Structural Engineers 88

Ad-Wear & Specialty of Texas, Inc. 60

Austin Independent School District 54

Balfour Beatty Construction 10

BidNetworks, LLC dba BidScientific 82

Bullchase, Inc. 66

Cancer Prevention & Research Institute of Texas 28

Caprice Productions, Inc. 14

City of Austin, Purchasing Office 33

Classic Forms and Products Inc. 47

Dallas Fort Worth Minority Supplier Development Council 34

Ecoimprint LLC 85

Employees Retirement System 83

EPM Intelligence 70

Esolvit Inc. 32

Evins Personnel Consultants, Inc. 15

Flink CO 63

Flintco, LLC 8

Fort Bend Services, Inc. 40

GovSpend 59

Grainger 1

Griggs Ergonomic Supplies LLC dba CSG Supplies 73

HVCC Floor Care, LLC 89

JE Dunn Construction 90

Johnson Roofing 77

Lamar University 57

LyncVerse Technologies 61

NAO Global Health, LLC 49

Neos Consulting Group 72

Office of the Attorney General. 12

Office of the Governor, Economic Development & Tourism 22

OMNI (Opti-Com Manufacturing Network, LLC) 41

Process Delivery Systems 52

Public Utility Commission of Texas 43

Rogers-O'Brien Construction 86

Ryan Companies US, Inc. 84

Sam's Club 79

Agency Name **Booth(s) Assignment**

SpawGlass Contractors, Inc. 78

Tarleton State University 69

Texas A&M Forest Service 68

Texas A&M International University 37

Texas A&M Transportation Institute 62

Texas A&M University System 50

Texas A&M University - Commerce 56

Texas A&M University - Main Campus 51

Texas A&M University - Engineering Extension Service 38

Texas Alcoholic Beverage Commission 44

Texas Board of Professional Engineers 17

Texas Commission on Environmental Quality 2

Texas Comptroller of Public Accounts 26, 27

Texas Department of Criminal Justice 11

Texas Department of Housing and Community Affairs 46

Texas Department of Information Resources 3

Texas Department of Licensing and Regulation 45

Texas Department of Motor Vehicles 42

Texas Department of Public Safety 4, 5

Texas Department of Transportation 27A, 27B

Texas Education Agency 53

Texas Facilities Commission 9

Texas General Land Office 87

Texas Health and Human Services Commission 6, 7

Texas Higher Education Coordinating Board 35

Texas Historical Commission 81

Texas Lottery Commission 16

Texas Military Department 80

Texas Parks and Wildlife Department 13

Texas Railroad Commission 36

Texas Secretary of State 21

Texas SmartBuy Membership Program,
Texas Comptroller of Public Accounts 25

Texas State University 58

Texas State University Small Business Development Center 23

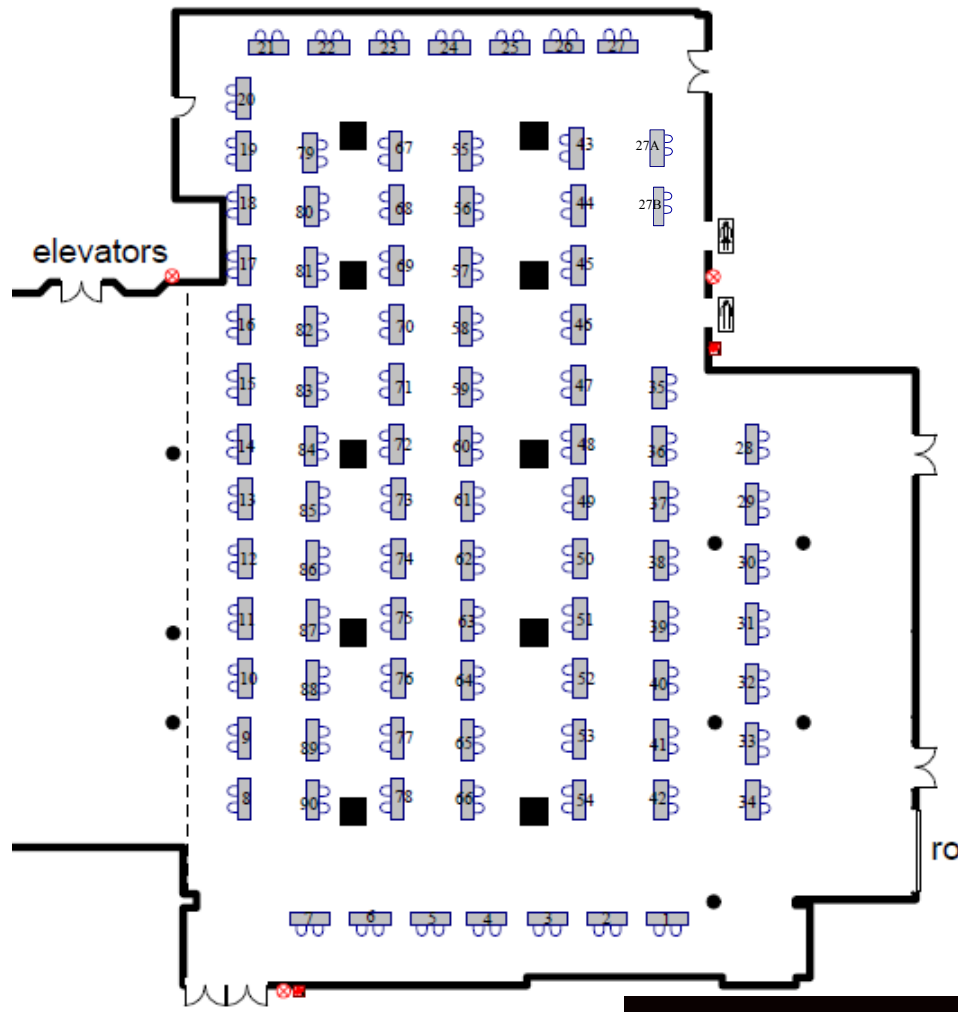
Texas Tech University Health Sciences Center 75

Texas Veterans Commission 30

Texas Workforce Commission 29

Exhibitors Floor Plan – Exhibit Hall

Agency Name	Booth(s) Assignment	Agency Name	Booth(s) Assignment
The Medical Board	71	University of Texas at Arlington	55
U.S. Small Business Administration	24	University of Texas at Austin	64
University of Houston	18	University of Texas at Tyler	67
University of Houston Clear Lake	20	University of Texas Health San Antonio	48
University of Houston Downtown	19	University of Texas Medical Branch-Galveston	74
University of North Texas System	76	University of Texas System-HUB Programs	65



HUB EXPO November 2, 2018 Rio Grande B

Opening Remarks



Laura Cagle-Hinojosa

*Statewide HUB Manager
Texas Comptroller's Office*

Laura has managed the Statewide Historically Underutilized Business (HUB) Program in the Statewide Procurement Division at the Comptroller's Office since March 2017. She is responsible for HUB certification, promulgation of HUB administrative rules, educating vendors about the program and conducting outreach activities. Previously, she coordinated the Texas Commission on Environmental Quality's (TCEQ) HUB program as well as the federal Disadvantaged Business Enterprise Program. Under Laura's leadership, the Environmental Protection Agency recognized TCEQ's Small Business Program with a national award in 2014. Ten years earlier, during a stint with ICI, she helped small minority- and woman-owned businesses obtain more than \$10 million in government contracts. In 1991, while working as a construction contracts analyst, she implemented the HUB program at the Texas Department of Mental Health and Mental Retardation. In 2000, her initiatives there to create more HUB opportunities led to her being recognized for outstanding leadership by the Governor's Commission for Women.

Gold Sponsor Remarks



Statewide Historically Underutilized Business Program



Hershel Becker

Chief Procurement Officer

Texas Department of Information Resources

Hershel joined the Texas Department of Information Resources (DIR) in July 2016 and serves as its chief procurement officer. He is responsible for overseeing and directing procurement and contracting functions for DIR's enterprise and cooperative contracts. Hershel has nearly 30 years' experience in both the public and private sectors. Prior to assuming his current role, Hershel served as deputy director for contract operations at the Texas Attorney General's Office, where he directed all major outsourcing initiatives for the Child Support Division. He also was responsible for outsourced services operations. While there, he represented the Attorney General on the state's Contract Advisory Team for eight years. Prior to his state service, Hershel worked for management consulting, technology services and outsourcing companies. He spent the majority of his private-sector career providing technology-related services to the state of Texas. Hershel holds a bachelor's degree in accounting from Sam Houston State University.



Stephanie Bergeron Perdue

Deputy Executive Director

Texas Commission on Environmental Quality

Stephanie has been deputy executive director of the Texas Commission on Environmental Quality (TCEQ) since 2014. Earlier this year, she served as interim executive director. In 2012, Stephanie was named special counsel to the executive director, previously serving as deputy director of the Office of Legal Services. She joined TCEQ in 1999 as an executive assistant to former Chairman Robert J. Huston. She earned a Bachelor of Science Degree in radio-television-film from the University of Texas at Austin in 1990 and a Doctor of Jurisprudence Degree from South Texas College of Law in 1995. She and her husband, Rick, have one son.



John Raff

Interim Executive Director

Texas Facilities Commission

John is interim executive director of the Texas Facilities Commission (TFC), a position to which he was appointed on Jan. 26. For the past seven and a half years, he has served as deputy executive director of facilities design and construction. He joined TFC in 2005 as a project manager. He entered public service after working in the private sector as a consulting structural engineer for 25 years, 20 of which were with Jaster-Quintanilla & Associates of Austin. John is a native Austinite who graduated from the University of Texas at Austin with a bachelor's degree in civil engineering, emphasizing structures.

Agenda

Friday, November 2, 2018

7:00 a.m. – 12:30 p.m. Registration – Exhibitors, Conference Participants

8:30 a.m. – 8:55 a.m.

Opening Remarks

Laura Cagle-Hinojosa, Statewide HUB Manager, Texas Comptroller's Office

Remarks from Gold Sponsors

Hershel Becker, Chief Procurement Officer, Texas Department of Information Resources

Stephanie Bergeron Perdue, Deputy Executive Director, Texas Commission on Environmental Quality

John Raff, Interim Executive Director, Texas Facilities Commission

"Primes – Looking for HUBs for Subcontracting Opportunities"

9:00 a.m. – 11:45 a.m. Rio Grande Exhibit Hall B - Open

First Track Workshops

9:00 a.m. – 9:45 a.m.



State Government Information Technology Procurement Opportunities

(Meeting Room: Trinity B)

The Department of Information Resources (DIR) will provide vendors insight into the State of Texas information technology (IT) contracting process. Gain additional information on doing business with state agencies, universities, cities, counties and municipalities. Learn how to become competitive with IT procurements throughout the state.

Speaker: Lynn Hodde Sanchez, CTCM, HUB Program Manager, DIR



TERP 101 – Texas Emissions Reduction Plan

(Meeting Room: Trinity A)

TERP 101 provides an overview of how individuals and entities can receive money to upgrade or replace existing vehicles and/or equipment under the Texas Emissions Reduction Plan (TERP).

Speaker: Ron Hieser, Texas Clean School Bus Program & TERP Outreach Coordinator, Texas Commission on Environmental Quality



Business Development Resources Available to Small Businesses: SCORE, Small Business Development Center (SBDC), Procurement Technical Assistance Center (PTAC) Panel Discussion

(Meeting Room: San Marcos)

Attend this panel discussion to learn about what each partner does, how we work together, resource partners we work with and the wealth of resources and expertise available.

Moderator: Joe Harper, Director, Texas State SBDC

Speakers: Carleton Smith, Service Corps of Retired Executives (SCORE), U.S. Small Business Administration

Bob Shaver, SCORE, U.S. Small Business Administration

Eric Spencer, Business Opportunity Specialist, U.S. Small Business Administration



Capitol and North Austin Complexes Overview Construction Contracting Opportunities

(Meeting Room: San Antonio)

The Capitol Complex Project is the first phase of the master plan, which includes two new office buildings and five levels of underground parking. The first phase of the North Austin Complex will consist of a nine-story office building, which includes a mechanical penthouse and an adjacent seven-story parking garage for approximately 1,850 vehicles.

Moderator: Yolanda Strey, CTCM, CTPM, HUB Director, Texas Facilities Commission

Prime Contractor Speakers: Page/Balfour Beatty

Jacobs/Vaughn Construction

Second Track Workshops

10:00 a.m. – 10:45 a.m.



Access to Capital

(Meeting Room: Trinity B)

Learn about requirements and options for traditional and non-traditional business funding.

Speaker: Eric Spencer, Business Opportunity Specialist, U.S. Small Business Administration



Forecasting Opportunities in Construction Projects for State of Texas Agencies and Universities

(Meeting Room: San Marcos)

Meet with key stakeholders from government agencies and universities and with a general contractor who will provide a perspective on essential requirements for doing business with the state of Texas. This is an educational and networking opportunity.

Moderator: Shonté Gordon, CTPM, CTCM, HUB Coordinator, Texas Facilities Commission

Speakers: Tammy Dunham, Procurement Director/HUB Coordinator, Texas Parks and Wildlife Department

Tabitha Evans, CTP/CTPM, HUB Coordinator, Lamar University

Muriel Kruse, HUB Specialist, University of Texas at Austin

Sharon Schultz, HUB Director, Texas Department of Criminal Justice

General contractor representative (TBA)


HUBEXPO

Statewide Historically Underutilized Business Program



How to Successfully Do Business with State Universities

(Meeting Room: San Antonio)

State universities purchase goods and services to support academic, research and public service programs. Our goal is to help vendors understand the processes and uniqueness of state universities to help increase opportunities to do business with us.

Moderator: **Greg Obar**, Director of Operations and HUB Coordinator, University of North Texas System

Speakers: **Hopeton Hay**, Director, Office of HUB Programs, University of Texas System

Elaine Chew, Director, Procurement and Contracts, Tarleton State University (Texas A&M University System)

Paula Grabowski, HUB Coordinator, UT-Tyler

Karen Gross, HUB Coordinator, University of Texas Medical Branch – Galveston



Understanding HUB (State) and DBE (TxDOT) Certifications

(Meeting Room: Trinity A)

Learn how to become HUB certified and review the advantages of being registered with the state Centralized Master Bidders List (CMBL). The Texas Department of Transportation will provide information on Disadvantaged Business Enterprises (DBE) certification and business opportunities.

Speakers: **Ricardo Perez**, HUB Certification Team Lead, Statewide Procurement Division, Texas Comptroller's Office

Joe Sanchez, DBE Certification, TxDOT, Office of Civil Rights, Federal Programs

11:00 a.m. – 11:45 a.m. Rio Grande Exhibit Hall B - Networking (Closed - Lunch Program)

Noon – 1:30 p.m. Luncheon Program *Rio Grande Exhibit Hall A*

Welcoming Remarks and Moderator

Bobby Pounds, Assistant Director, Statewide Procurement Division, Texas Comptroller's Office

National Anthem

Invocation

Cassandra Johnson, HUB Specialist, Texas Parks and Wildlife Department

Remarks from Platinum Sponsors

Texas Health and Human Services Commission

Texas Department of Public Safety

Texas Department of Transportation

Interactive Panel Discussion: Successful HUB Businesses – Tips for Success and Lessons Learned

Priscilla Luna-Wood, Today's Business Solutions

Dr. Veronica Muzquiz Edwards, InGenesis

Helen Callier, Bradlink

Rodney Craig, Summus Industries

1:45 p.m. – 2:45 p.m. Rio Grande Exhibit Hall B - Networking

Third Track Workshops

3:00 p.m. – 3:45 p.m.



Marketing to the State of Texas

(Meeting Room: Trinity A)

Use data mining tools and procurement data to identify where opportunities exist for your company. Find out who your competitors are, look at their contracts and use budget information to forecast new opportunities. In addition, learn about the HUB Subcontracting Plan. This will help you understand how opportunities are available through indirect contracting with the state.

Speaker: **Laura Cagle-Hinojosa**, Manager, Statewide HUB Program, Statewide Procurement Division, Texas Comptroller's Office



TXMAS Contract

(Meeting Room: Trinity B)

Learn how to apply for a Texas Multiple Awards Schedule (TXMAS) contract and how new contracts are posted in Texas SmartBuy for government customers. TXMAS contracts are optional contracts that state agencies, institutions of higher education and Texas SmartBuy members (such as municipalities, counties and school districts) may use to buy goods and services. TXMAS contracts are based on currently awarded federal, state or local governmental contracts and adapted for use in Texas.

Speaker: **Jason Ochoa**, Team Lead, TXMAS Contract Development, Texas Comptroller's Office



Doing Business with the Texas Department of Transportation

(Meeting Room: San Marcos)

The Texas Department of Transportation has many DBE and HUB resources and opportunities. Learn how to navigate the agency's website and gain valuable understanding of the resources available to your business.

Speaker: **Carlton Cooper**, Business Development Specialist, Disadvantaged Business Enterprise (DBE), TxDOT



Skills Development Fund – Texas Premier Job-Training Program

(Meeting Room: San Antonio)

The Office of Employers Initiatives, Skills Development Fund at the Texas Workforce Commission has a number of services available to support your workforce training needs. Grants are available to provide training to your employees

Speakers: **Kim L. Hunziker**, Program Manager, Office of Employers Initiatives, TWC
Thomas W. Walker Jr., CTCM, Outreach and Project Development, TWC

Luncheon Program



Welcoming Remarks and Moderator

Bobby Pounds

Assistant Director, Statewide Procurement Division,
Texas Comptroller's Office

National Anthem

Invocation

Cassandra Johnson

HUB Specialist, Texas Parks and Wildlife Department

Remarks from Platinum Sponsors

Texas Health and Human Services Commission

Texas Department of Public Safety

Texas Department of Transportation

Interactive Panel Discussion

Successful HUB Businesses –

Tips for Success and Lessons Learned

Speakers:

Priscilla Luna-Wood

Today's Business Solutions

Dr. Veronica Muzquiz Edwards

InGenesis

Helen Callier

Bradlink

Rodney Craig

Summus Industries



Bobby Pounds

*Assistant Director, Statewide Procurement Division,
Texas Comptroller's Office*

Bobby is the assistant director of the Statewide Procurement Division (SPD) in the Comptroller's Office. He has more than 26 years' experience in state government, including working in compliance at the Texas Education Agency and subsequently as a program administrator in Operations and Contract Management at the Texas Workforce Commission. He came to the Comptroller of Public Accounts in 2008 as manager of the Contract Management Office; in April 2014 he was promoted to assistant director. As such, he oversees the operations of statewide procurement and contract management, including oversight of the Statewide HUB Program, the Texas SmartBuy online purchasing portal, state mail services, the state's training and certification program, the state travel and fleet management program and the Texas SmartBuy membership program, all housed within SPD. Bobby holds a bachelor's degree in economics from the University of Texas at Austin. He also is a Certified Texas Procurement Manager (CTPM) and Certified Texas Contract Manager (CTCM).

Luncheon Program

Interactive Panel Speakers



Priscilla Luna-Wood

Today's Business Solutions

Since 2015, Priscilla has served as president of Today's Business Solutions, a leading supplier of office products and workplace supplies for facility management. Her firm provides products and services to leading companies and institutions across the United States. Today's Business Solutions is one of the largest independently owned office supply providers in the country, with annual sales exceeding \$30 million. Priscilla is continuing the legacy of her late father, founder Robert Jimenez, assisted by her brother, Chris Jimenez, and her mother, Mely Jimenez. Priscilla wears many hats – wife, mother, entrepreneur, volunteer, philanthropist – but her professional focus is on diversity in business. She is passionate about supporting small business and advocates for the importance of customer service. She has spearheaded programs promoting diversity in entrepreneurship, education and civic engagement. She holds degrees from the University of Oklahoma and Stanford University.



Dr. Veronica Muzquiz Edwards

InGenesis

Veronica is the chief executive officer of InGenesis, one of the largest workforce solutions companies in North America. Her firm does business with almost half the companies in the Fortune 100. In 2017, the American National Standards Institute elected her as chair to head the U.S. delegation for the International Organization for Standardization's Technical Advisory Group developing global healthcare management standards. In 2018, Fortune magazine listed her as one of the 50 most powerful Latinas in corporate America. Veronica's focus on organizational excellence led to her selection to the 2017 Baldrige Fellows Program. She is a regent both of the University of the Incarnate Word (UIW) and the Texas State University (TSU) System and a TSU distinguished alumna. She earned master's and doctoral degrees in business administration from UIW, where she also has been recognized as a distinguished alumna.



Helen Callier

Bradlink

Helen is president of Bradlink LLC, a technical services firm headquartered in Kingwood providing program management, buildings design and facilities support services, primarily to government agencies and Fortune 500 firms such as the City of Houston and Jacobs. She has led high-profile Bradlink projects for the Houston Hobby and Dallas-Fort Worth airports and the Houston METRORail expansion. She is a contributing small business blogger for Huffington Post and Subcontractors USA. She graduated from the U.S. Small Business Administration's Emerging Leaders Program and the Goldman Sachs 10,000 Small Businesses Program. In 2016, Gov. Greg Abbott appointed her to the Texas Department of Licensing and Regulation Commission. She is a member of the Mayor's International Trade and Development Council and an advisor to the Tri-County Regional Black Chamber of Commerce. Among her recognitions are the 2017 Women in Transportation Rosa Parks Diversity Award and the 2016 SBA Houston District Women Business Champion Award.

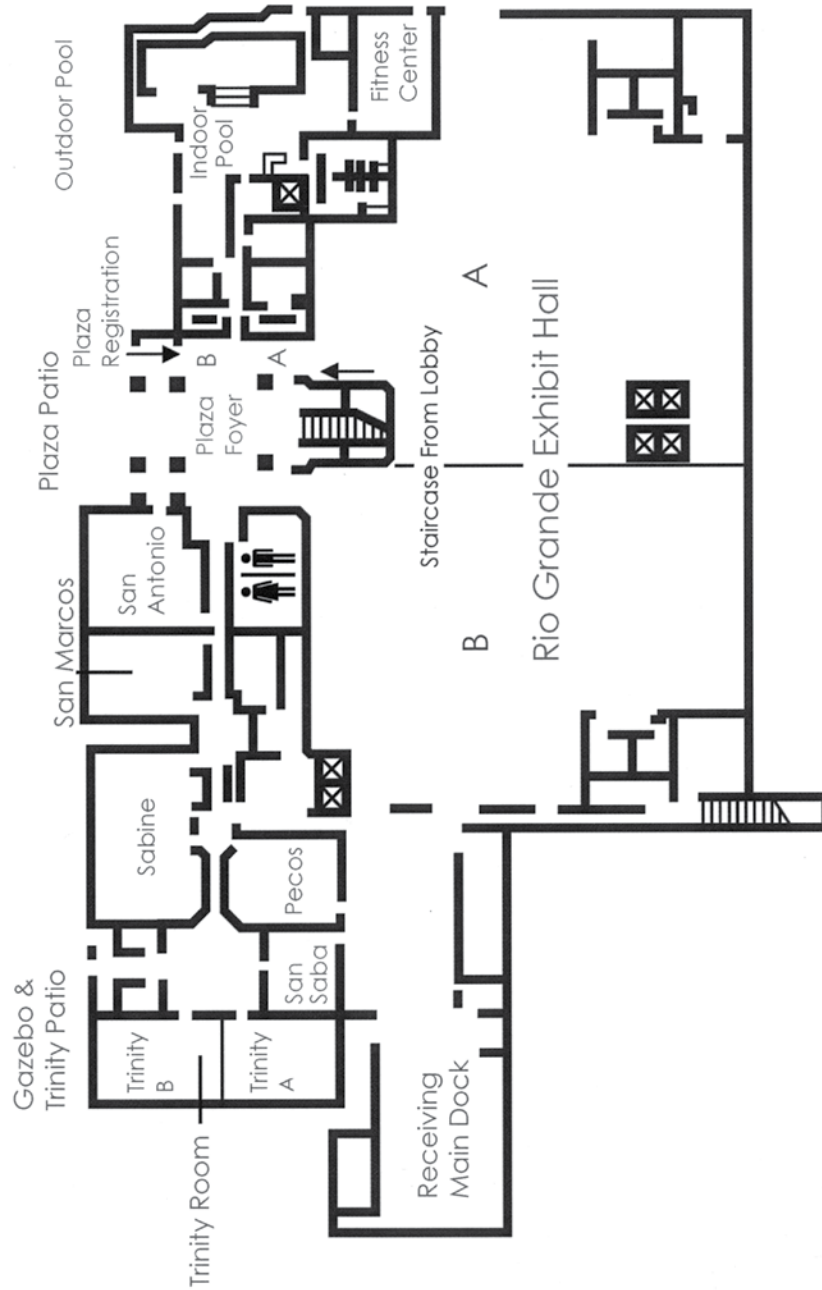


Rodney L. Craig

Summus Industries, Inc.

Mr. Craig is founder and chief executive officer of Summus Industries, Inc., which offers supply chain solutions to higher education, healthcare and governmental institutions in Texas. He managed the evolution of Summus Industries from a medical supply distribution company to an enterprise offering technology products and managed services, laboratory research products, and office products. Under his guidance, Summus Industries has grown annual revenues to nearly \$100 million. The company is one of the largest Dell resellers in Texas under the Department of Information Resources contract, providing e-commerce solutions through its proprietary PartnerLink software and its Shop Summus application. Mr. Craig is a graduate of Louisiana State University and Northwestern University's Kellogg School of Advanced Management Education Program.

Renaissance Hotel – Plaza Level (Lower Level)





HUB Discussion Workgroup

Est. 1999

The HUB Discussion Workgroup is an informal group that provides training and guidance to Texas HUB Coordinators. The purpose of the group is to build successful HUB programs in agencies throughout Texas.

<https://hdwg87.wixsite.com/hdwg>



Texas Universities HUB Coordinators Alliance

Central/Gulf Coast Chapter

Developing relationships and creating opportunities...the relationships you create today are the contract opportunities you may have tomorrow...

Lamar Institute of Technology	Sheryll Plaia	smplaia@lit.edu	409-839-2021
Prairie View A&M University	Jim Nelms	janelms@pvamu.edu	936-261-1932
Sam Houston State University	Bob Chapa	ric001@SHSU.EDU	936-294-4670
Texas A&M University	Cindy Gillar	c-gillar@tamu.edu	979-845-9010
Texas A&M University Health Science Center	Robby Bounds	rbounds@tamu.edu	979-845-4534
Texas A&M University System	Jeff Zimmerman	JZimmermann@tamus.edu	979-458-6410
Texas A&M AgriLife Research	Jaime Vykukal	jaime.vykukal@ag.tamu.edu	979-458-5988
Texas Engineering Experiment Station	Mary Williams	Me-williams@tamu.edu	979-458-7434
Texas A&M Engineering Extension Service	Yvette Tschirhart	Yvette.tschirhart@teex.tamu.edu	979-458-6794
Texas Forest Service	Alan Degelman'	adegelman@tfs.tamu.edu	979-458-7381
Texas A&M Transportation Institute	Donna Harrell	d-harrell@tti.tamu.edu	979-845-2284
University of Houston	Maya Thornton	mpthornton@uh.edu	713-743-8269
University of Houston – Clear Lake	Debbie Carpenter	carpenter@uhcl.edu	281-283-2150
University of Houston - Downtown	Lorena Sanchez	sanchezl@uhd.edu	713-221-8062
University of Texas at Austin	Tiffany Dockery-Gibson	tiffany.dockery@austin.utexas.edu	512-471-2863
University of Texas Medical Branch-Galveston	Karen L. Gross	klgross@utmb.edu	409-266-1094
University of Texas System	Hopeton Hay	HHay@utsystem.edu	512-499-4377



HUB

**Historically
Underutilized
Businesses**

View current
information technology
bidding or subcontracting
opportunities at

WWW.DIR.TEXAS.GOV

Texas Department of Public Safety



Agency Mission

The Texas Department of Public Safety (DPS) was created by the Texas Legislature in 1935 by combining the Texas Rangers and the Texas Highway Patrol and its mission is to protect and serve Texas, which it accomplishes with 3,489 commissioned officers comprised of Troopers, Special Agents and Texas Rangers, and 4,828 non-commissioned professionals.

The **DPS core values** are:

Integrity: We demonstrate through our actions honesty, fairness and respect for others in our professional and personal lives

Excellence: We strive to be outstanding in everything we do, and we never settle for less

Accountability: We seek and accept responsibility for our actions, performance and results

Teamwork: We work closely with other agencies to achieve common objectives



Courtesy - Service - Protection

TX Department of Public Safety
5805 N Lamar Blvd
Austin, TX 78752



www.DPS.TEXAS.gov

Doing Business with DPS
<http://www.dps.texas.gov/administration/hub.htm>
Phone: 512-424-2672
E-mail: DPSHUB@dps.texas.gov

Are you the **HUB** of our success?



About the Texas Department of Motor Vehicles

The success of our agency rests on the quality of our employees and the businesses we choose to purchase and contract with for goods and services.

Each year the agency registers over 22 million vehicles; regulates vehicle dealers; credentials buses and big trucks for intrastate and interstate commerce; issues oversize and overweight permits; and awards grants to law enforcement agencies to reduce vehicle burglaries and thefts.

The Texas Department of Motor Vehicles (TxDMV) is dedicated to working with women and minority-owned businesses and service-disabled veterans to create the top state agency for motor vehicle-related services in the country.

We know we can't do it alone. We are looking for the best of the best to help us maintain our high quality standards and continue our evolution so that we are always the customer-driven state agency Texans can count on and deserve.

Our clientele is diverse and we want to reflect the diversity of Texas in everything we do. If you don't know how to work with us, we'll show you through the Mentor Protégé program.

We're always here to answer any questions you may have, and we are in your corner when it comes to offering assistance. We can't promise your business will do business with us, but we can tell you we are looking for the HUBs of our success, and one of them might just be you.

For more information contact

(512) 465-1257

HUB Coordinator

or

(512) 465-4177

Asst. HUB Coordinator

Email: DMV_HUB@TxDMV.gov

Learn more about working with TxDMV by visiting www.TxDMV.gov/contractors-vendors



Texas Department of Motor Vehicles
HELPING TEXANS GO. HELPING TEXAS GROW.

*Texas Department of Motor Vehicles
Finance & Administrative Services Division
4000 Jackson Avenue
Austin, TX 78731*

Office (888) 863-5881
Fax (512) 465-5641



Thank you for doing business with TxDOT.



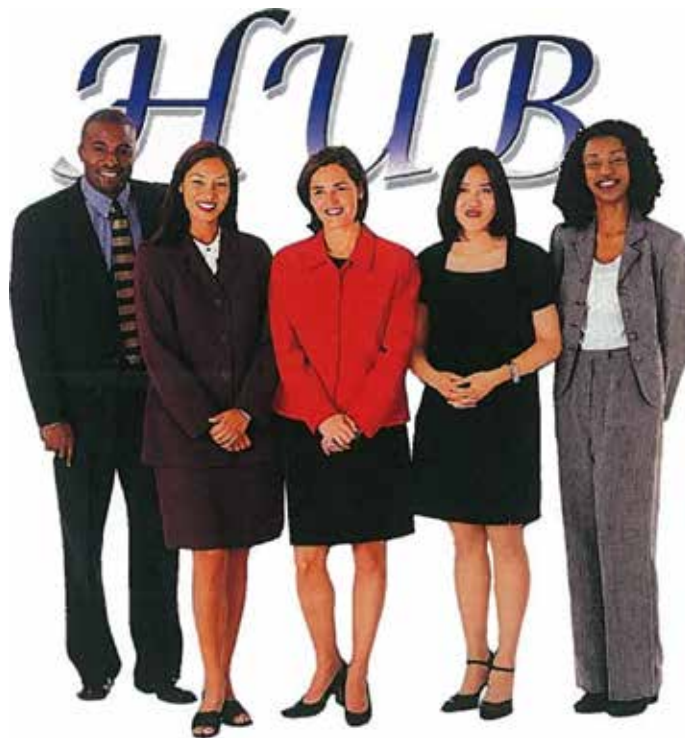
For more information on doing business with TxDOT,
contact the Civil Rights Division at (512) 416-4700
or CivilRights@txdot.gov.



Dr. Courtney N. Phillips, Executive Commissioner

"A Proud Advocate for the HUB Program

and ...



the inclusion of Certified Minority and Women Owned Business."

THE UNIVERSITY of TEXAS SYSTEM
FOURTEEN INSTITUTIONS. UNLIMITED POSSIBILITIES.

To contact a HUB Coordinator at a specific institution visit
WWW.UTSYSTEM.EDU/HUB-INSTITUTIONS

 UNIVERSITY OF TEXAS ARLINGTON	 TEXAS The University of Texas at Austin	 UT DALLAS THE UNIVERSITY OF TEXAS AT DALLAS	 UTEP THE UNIVERSITY OF TEXAS AT EL PASO	 UTHealth The University of Texas Health Science Center at Houston
 WE MAKE LIVES BETTER UT HEALTH SCIENCE CENTER SAN ANTONIO	 UTHEALTH NORTHEAST The University of Texas Health Science Center at Tyler		 THE UNIVERSITY OF TEXAS MD Anderson Cancer Center Making Cancer History®	 utmb Health Working together to work wonders.
 UT PB THE UNIVERSITY OF TEXAS OF THE PERMIAN BASIN	 The University of Texas Rio Grande Valley	 UTSA The University of Texas at San Antonio™	 UT Southwestern Medical Center	 UT TYLER

The Texas Education Agency (TEA) supports the Historically Underutilized Business (HUB) Program and is committed to maximizing the inclusion of HUB businesses as direct and indirect suppliers of goods and services to the agency. By maximizing opportunities to identify, educate, develop and utilize HUBs, TEA will advance both economic inclusion and demonstrate good fiscal stewardship.

Contact our HUB office at : HUBOffice@tea.texas.gov

www.tea.texas.gov

**Proud supporter of the
2018 Statewide HUB EXPO**



(512) 414-3120
www.austinisd.org/hub

TEXAS COMMISSION ON ENVIRONMENTAL QUALITY

**SELLING GOODS AND
SERVICES TO THE TCEQ**

A Guide for HUBs and Other Vendors



TCEQ'S HUB PROGRAM

The TCEQ's Historically Underutilized Business (HUB) program promotes full and equal business opportunities for all businesses in the state.

Through the HUB program, we seek to:

- **Assist eligible businesses** in obtaining HUB certification and recertification.
- **Educate vendors** on HUB requirements, procurement policies, and procedures.
- **Notify HUBs** of TCEQ procurement opportunities.
- **Identify and recruit HUBs** for subcontracting opportunities.
- **Monitor and encourage** prime contractors to meet their contractual goals in their HUB Subcontracting Plans.

Historically Underutilized Business Program Contact Information

Phone: 512-239-1273

Fax: 512-239-0823

E-mail: HUB@tceq.texas.gov



For more information on how to become a certified HUB, go to: www.cpa.state.tx.us



ACTIUM, INC.

Professional and IT Staffing

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512-789-6550

Skilled Resources available in the following areas:

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- Programmer/Analysts
- Developers
- Testing Professionals
- Technical Writers
- Business Analysts
- System Analysts
- Database Administrators

Other Professional and Technology:

- Enterprise Architecture
- Network Engineering
- Program/Project Management
- Contract Management
- Independent Verification and Validation
- Change Management
- Training Development and Delivery

Health Care/EMR

- Multiple Functional Areas
- Ambulatory, Acute,
- Pharma, Behavioral Health
- HIX, Patient Reg/Sched
- Key Implementation skills
- Consulting and Technology
- Development, training
- Conversion, M&O



<http://dir.texas.gov/View-Search/Contracts-Detail.aspx?contractnumber=DIR-TSO-3584&keyword=dir-tso-3584>



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REDUCING CONFUSION FROM PROCESS COMPLEXITY

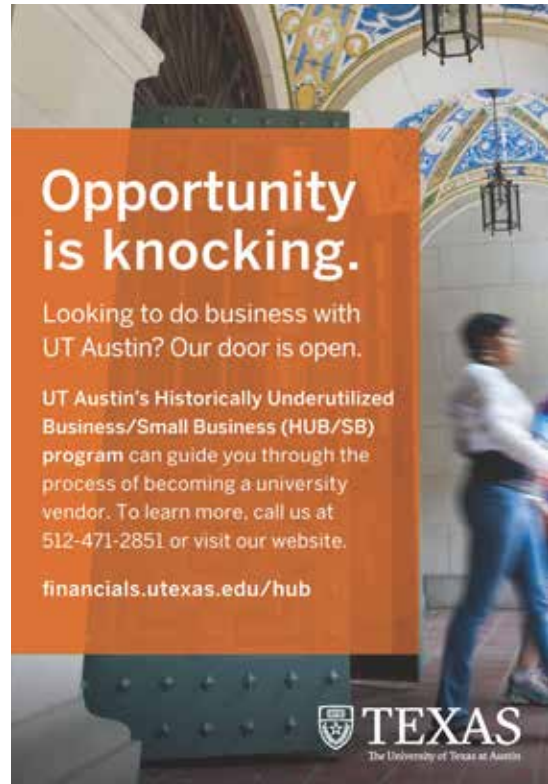
Process Resource Centers	E-Documents
 <ul style="list-style-type: none"> • Visually intuitive web frameworks that deliver processes linked to related resources in a manner that makes sense • Quickly gets all team members on the same page 	 <ul style="list-style-type: none"> • Hyperlink tables on every page eliminates time wasted scrolling through documents for desired content • Recapture and redirect time wasted scrolling through documents to more productive activities

BUSINESS CERTIFICATIONS

- Historically Underutilized Business
- Disadvantaged Business Enterprise (DBE)
- Minority Business Enterprise (MBE)
- Small Business Enterprise (SBE)



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Texas Tech University Health Sciences Center

Texas General Land Office

University of Houston

Employees Retirement System

Texas Secretary of State

Texas Department of Criminal Justice

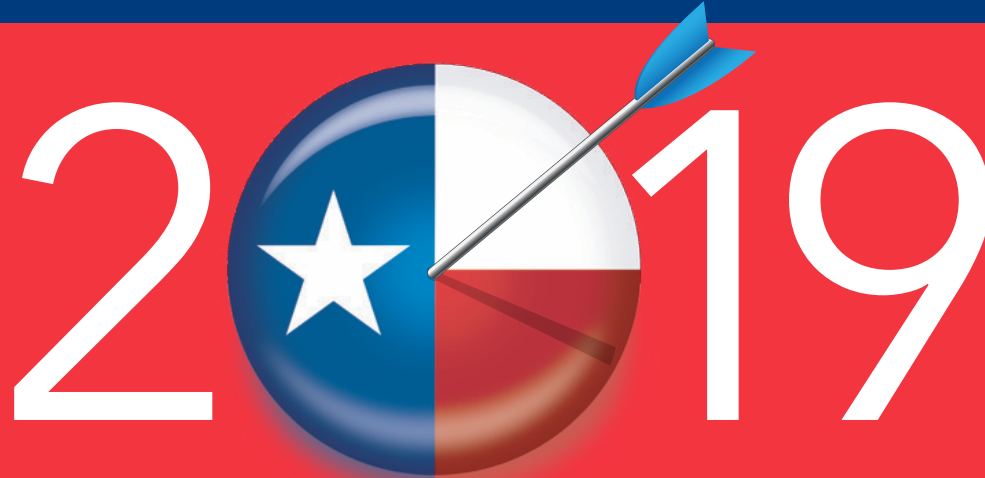


Contact Information
www.Texas4HUBs.org

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12th Annual Doing Business Texas Style Spot Bid Fair and HUB EXPO



Statewide Historically Underutilized Business Program
FY2019 Procurement Connection Seminar and Expo



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of Public Accounts**



The HUB Expo is supported by the Historically Underutilized Business (HUB) Discussion Workgroup.

For the latest updates, follow



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and search #TxHUB

Time

8:00 a.m. – 8:30 a.m. Registration – Exhibitors,
Conference Participants

8:35 a.m. – 8:50 a.m. Opening &
Welcoming Remarks

9:00 a.m. – 9:45 a.m. Workshops Begin

Spot Bid Fair Hours:

Monday 1:35 p.m. – 5:00 p.m.

Tuesday 9:15 a.m. – 11:30 a.m. &
1:30 p.m. – 2:30 p.m.

Location

Irving Convention Center
500 W. Las Colinas Blvd.
Irving, Texas 75039

Contact

Delia Lopez Molina, HUB Marketing Coordinator
delia.molina@cpa.texas.gov



2019

Aiming For Success

Doing Business Texas Style Spot Bid Fair and HUB EXPO

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MAY 6 & 7, 2019



Statewide Historically Underutilized Business Program

HUB EXPO produced by:



Special Thanks to the HUB Discussion Work Group and Planning Committee.



We appreciate your support of the HUB Program.



Contact Information
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98-967-9 (4-19)

How to Do Business with Corporations and the Private Sector
Meeting Room on the 3rd Floor

Learn from a panel of Supplier Diversity Professionals from Fortune 1000 Corporations your first steps in doing business with private sector companies.

Moderator: Andrew Nash, Director of Operations, Dallas/Fort Worth Minority Supplier Development Council, Inc.

Panel: ONCOR Electric, Southwest Airlines, Texas Instruments

Is Your HUB Business Profile Page Working For You?
Meeting Room on the 3rd Floor

This workshop will explain how to increase your visibility for state contracting opportunities, maintain and update your business profile page and make sure your business profile description is accurate.

Speaker: Cassandra Johnson, CTPM, CTCM, TPWD HUB Program Specialist

The Mentor Protégé Program
Meeting Room on the 3rd Floor

This workshop will provide a general overview of the Mentor Protégé Program, details how the program operates, and opportunities for contracting and subcontracting with the State of Texas.

Speaker: Claribel Diaz, CTCM, TCEQ/FAD/HUB Coordinator, Texas Commission on Environmental Quality

11:45 a.m. – 1:30 p.m. Lunch on Your Own — Concessions Available
1:30 p.m. – 5:00 p.m.

Senator Royce West's "Doing Business Texas Style"
Exhibit Hall Area (First Floor)

Small and Historically Underutilized Businesses will have a unique opportunity to compete for bid awards and network with state agencies and institutions of higher education. Bid proposals must be submitted onsite at the **Spot Bid Fair**. Attendees are encouraged to prepare their bid proposals prior to attending the event. Bid opportunities for the Spot Bid Fair are available at: <https://data.texas.gov/government-and-taxes/bid-book-spreadsheet/2019/4q15-bv17/data>

Tuesday, May 7, 2019
9:00 a.m. – 11:30 a.m. and 1:30 p.m. – 2:30 p.m.

Senator Royce West's "Doing Business Texas Style"
Spot Bid Fair

(Note: the Spot Bid Fair will break for lunch at 11:30 a.m. and resume at 1:30 p.m.)

Bid proposals must be submitted on-site at the Spot Bid Fair. Bids are due no later than 2:30 p.m., or the time specified on the bid packet.

Attachment C – Mentor Protégé List

The purpose of the Mentor-Protégé Program is to foster long-term relationships between prime contractors and Historically Underutilized Businesses (HUB) and provide professional guidance and support to the protégé to facilitate their development and business capacity with the intent to increase the ability of the HUBs to contract directly or indirectly through subcontracting with the state of Texas.

Statewide HUB Program

Mentor Protege Agreements 2019

Agency	Mentor Name	Protege Name	Effective Date	Termination Date
305	ADVANTAGE GLOBAL LOGISTICS, INC.	3RD I PROCUREMENT, LLC.	9/28/2017	9/28/2021
713	ALPHA BUILDING CORPORATION	MSU INDUSTRIES, LLC	12/15/2018	1/18/2022
713	ALPHA BUILDING CORPORATION	S'VILLE SERVICES, LLC	7/23/2018	7/22/2022
582	APTIM ENVIRONMENTAL INFRASTRUCTURE INC.	G. L. MORRIS ENTERPRISES, INC.	10/1/2017	10/1/2021
608	AT&T CORP.	GB TECH, INC.	1/30/2019	1/27/2023
332	BARRACUDA NETWORKS	SOLID BORDER, INC.	1/12/2018	1/11/2021
696	CDW GOVERNMENT LLC	MPULSE HEALTHCARE, LLC	4/28/2016	4/28/2020
733, 768	CDW GOVERNMENT LLC	MPULSE HEALTHCARE, LLC	2/14/2017	2/14/2021
739	CDW GOVERNMENT LLC	MPULSE HEALTHCARE, LLC	1/22/2018	2/14/2021
701	CERTIPORT, A BUSINESS OF NCS PEARSON, IN	FRISHCO LIMITED	4/25/2018	4/30/2020
709, 711	CLEARY ZIMMERMANN ENGINEERS, LLC	MOOSE ENGINEERS, LLC	9/1/2018	7/1/2022
305	COAST & HARBOR ENGINEERING, INC.	BELAIRE ENVIRONMENTAL, INC.	3/25/2010	1/31/2020
608	COOPER CONSULTING COMPANY	MICROASSIST INC	3/15/2019	3/15/2021
769	CORE CONSTRUCTION	F&P CONSTRUCTION, LLC	10/27/2016	10/26/2020
601	CP&Y, INC.	CAS CONSULTING AND SERVICES, INC.	12/1/2017	12/2/2019
601	CP&Y, INC.	SANCHEZ-SALAZAR & ASSOCIATES, LLC	12/1/2017	12/2/2019
332	DELL MARKETING LP	SUMMUS INDUSTRIES, INC.	8/1/2018	7/31/2022
701	EDUCATIONAL TESTING SERVICES	RESOURCES FOR LEARNING, LLC	3/7/2018	3/7/2021
555, 556, 557, 576, 709, 711, 712, 713, 716, 732, 749, 751, 760, 761, 764, 770	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/2017	1/26/2022
727	EPMA CORP. DBA, JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/2017	2/26/2022
716	FASTENAL COMPANY	PDME	6/12/2019	6/12/2021
723	FISHER SCIENTIFIC LLC	POSSIBLE MISSIONS	7/10/2019	7/1/2021
753	GRAINGER	BURGOON COMPANY	4/26/2019	4/25/2023
405	GRAINGER, INC	MAVICH, LLC	11/29/2018	11/29/2019
733	GRAINGER, INC	MAVICH, LLC	2/7/2019	2/6/2023
601	H.A. KUEHLEM SURVEY COMPANY	DOUCET & ASSOCIATES, INC.	8/9/2018	9/3/2020
737	HOWARD TECHNOLOGY SOLUTIONS	TEKGRATION LLC	7/31/2019	7/30/2021
362	IGT SOLUTIONS COPORATION	HIGH TOP TALENT AND EVENT STAFFING	7/16/2018	7/15/2022
773	IMAGENET CONSULTING LLC	NAVETECH SOLUTIONS, LLC	12/1/2017	12/2/2019
738	IMAGENET CONSULTING, LLC	NAVETECH SOLUTIONS, LLC	12/1/2017	12/2/2019
721	INGENESIS ALLIANCE, LLC	MILLENNIAL FINANCIAL SOLUTIONS, LLC	1/15/2019	1/15/2021

Statewide HUB Program Mentor Protege Agreements 2019 (cont.)

Agency	Mentor Name	Protege Name	Effective Date	Termination Date
721	INGENESIS ALLIANCE, LLC	NAO GLOBAL HEALTH LLC	1/15/2019	1/15/2021
608	INSIGHT PUBLIC SECTOR	SPECTRUM IMAGING TECHNOLOGIES, INC.	8/20/2018	8/13/2020
733, 768	INTERLINE BRANDS, INC. DBA SEXAUER	ARETE SERVICES, INC. DBA ARETE	8/3/2017	8/3/2021
303	J. T. VAUGHN CONSTRUCTION, LLC	ATX ENVIRONMENTAL SOLUTIONS, LLC	8/5/2019	8/5/2021
720	JACOBS ENGINEERING	MAYA ENGINEERING, LLC	8/2/2018	9/7/2020
752	L.A. FUESS PARTNERS	PONCE-FUESS ENGINEERING, LLC	10/19/2018	10/18/2020
769	L.A. FUESS PARTNERS INC	PONCE-FUESS ENGINEERING, LLC	10/19/2018	10/18/2020
738	LEE CONSTRUCTION AND MAINTENANCE COMPANY	KAMDEN CONTRACTING, INC.	3/20/2018	3/20/2020
738	LEE CONSTRUCTION AND MAINTENANCE COMPANY	MAHUYA INDUSTRIES, LLC	1/17/2019	1/16/2021
720	LINBECK GROUP, LLC	3I CONTRACTING, LLC	5/13/2019	5/13/2021
451	LONGHORN TROPHIES, INC.	SRI MONOGRAMMING INC	6/15/2017	5/14/2020
733	MAYFIELD PAPER COMPANY, INC.	SMITH AND ASSOCIATES LLC.	7/24/2017	7/23/2021
763	MCGOUGH CONSTRUCTION CO., LLC	POST L GROUP, LLC.	9/24/2019	9/23/2021
709, 711	MEDLINE INDUSTRIES, INC	MAVICH, LLC	9/1/2017	8/31/2022
733, 768	MSC INDUSTRIAL SUPPLY CO	GUARDIAN INDUSTRIAL SUPPLY, LLC	1/1/2017	1/1/2020
696	MSC INDUSTRIAL SUPPLY CO	INDUSTRIAL SOLUTIONS	3/26/2010	4/29/2020
696	MSC INDUSTRIAL SUPPLY CO	LIBER HOLDINGS LLC	8/22/2017	5/1/2021
601	NTT DATA, INC.	COOPER CONSULTING COMPANY	12/21/2017	12/20/2019
601	NTT DATA, INC.	GTS TECHNOLOGY SOLUTIONS, INC.	12/21/2017	12/20/2019
529	NORTHROP GRUMMAN CORPORATION, TECHNOLOGY SERVICES, SYSTEMS MODERNIZATION	CASTILLO INFORMATION TECHNOLOGY SERVICES	6/8/2019	8/5/2021
753	OFFICE DEPOT B S D	PDME	7/15/2019	7/14/2023
721	OFFICE DEPOT B S D	RICOCHET PROMOTIONS LLC	4/24/2018	4/25/2020
734	OLMSTED-KIRK PAPER COMPANY	DENT ENTERPRISES LLC	10/25/2017	10/25/2019
458	OPENSKY TECHNOLOGY SOLUTIONS, LLC.	GUARDIAN ZONE, LLC	2/21/2019	2/20/2021
720	PAGE SOUTHERLAND PAGE	CNG ENGINEERING PLLC	12/31/2018	12/31/2020
332	PALO ALTO NETWORKS, INC.	SOLID BORDER, INC.	1/7/2018	1/6/2021
601	PDME/HURRICAN OFFICE SUPPLY & PRINTING	EAGLE PRIDE SUPPLY LLC	11/2/2017	11/1/2019
313	SENSE CORP	VENTAS CONSULTING, LLC	10/19/2018	10/19/2020
769	SMITH SECKMAN REID	B & H ENGINEERS, INC.	8/12/2018	8/30/2021
720	SPAW GLASS CONTRACTORS, INC.	COE CONCEPTS LLC	6/17/2019	6/17/2021
733	STAPLES	SUMMUS INDUSTRIES, INC.	1/8/2019	1/6/2023
608	STEEL DIGITAL STUDIOS, INC.	THE URBAN CIRCLE LLC	1/8/2018	1/7/2020
710	STEEL DIGITAL STUDIOS, INC.	THE URBAN CIRCLE LLC	1/24/2018	1/24/2020
733	TASCOSA OFFICE MACHINES	ALLSTAR BUSINESS CONCEPTS, LLC	9/1/2018	8/31/2022

Statewide HUB Program Mentor Protege Agreements 2019 (cont.)

Agency	Mentor Name	Protege Name	Effective Date	Termination Date
737	TAURUS TECHNOLOGIES INC	HAWKINS GROUP LLC	4/9/2019	5/7/2021
752, 763, 769, 773	TURNER CONSTRUCTION COMPANY	TM SOURCE BUILDING GROUP, INCORPORATED	3/19/2019	3/20/2022
709, 711	VAI + ARCHITECTS INCORPORATED	GOERO INTERNATIONAL, LLC	6/18/2018	6/18/2020
720	VAUGHN CONSTRUCTION	IMPACT STONE DESIGN, INC.	10/1/2018	10/1/2020
730	VAUGHN CONSTRUCTION	MILLENNIUM GLASS & MIRRORS, INC.	10/19/2017	10/19/2019
608	VERIZON BUSINESS NETWORK	SKY COMMUNICATIONS, INC.	1/30/2019	1/27/2023
720	VWR INTERNATIONAL	SUMMUS INDUSTRIES, INC.	8/2/2018	9/3/2020
733	VWR INTERNATIONAL	SUMMUS INDUSTRIES, INC.	1/21/2019	1/6/2023
529	W.W. GRAINGER, INCORPORATED	BULLCHASE, INC.	9/19/2019	9/20/2021
754	W.W. GRAINGER, INCORPORATED	SUMMUS INDUSTRIES, INC.	4/30/2018	4/30/2020
733, 768	WESTAIR GAS & EQUIPMENT	SUMMUS INDUSTRIES, INC.	5/25/2017	5/25/2021
773	WILSON OFFICE INTERIORS LLC	WILSON PROJECT MANAGEMENT LLC	2/24/2018	2/25/2020
752, 763, 769	WILSON OFFICE INTERIORS LLC	WILSON PROJECT MANAGEMENT LLC	7/30/2018	7/30/2021
750	WEDGE SUPPLY, LLC	DENT ENTERPRISES LLC	3/14/2019	3/14/2021

Texas Comptroller of Public Accounts
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