

# HUB EDUCATION AND OUTREACH



## FISCAL YEAR 2022 REPORT



STATEWIDE HISTORICALLY UNDERUTILIZED  
BUSINESS PROGRAM



**GLENN HEGAR** TEXAS COMPTROLLER OF PUBLIC ACCOUNTS

---

Statewide HUB Program

October 14, 2022

The Honorable Greg Abbott, Governor  
The Honorable Dan Patrick, Lieutenant Governor  
The Honorable Dade Phelan, Speaker of the House

Gentlemen,

The Comptroller of Public Accounts' Statewide Historically Underutilized Business (HUB) Program is pleased to submit the Statewide HUB Program's Fiscal 2022 Education and Outreach Report as required by Texas Government Code Section 2161.126. This report summarizes the program's education and outreach activities.

In fiscal 2022, the Statewide HUB Program participated in 61 education and outreach events, categorized in this report in three groups: in-person, virtual and one-on-one trainings. There was one hybrid event that included one day of in-person and another day of virtual programming.

- At 22 in-person events, program staff provided marketing, education and participation with booths when available.
- At 30 virtual events, program staff provided planning, marketing, training and participation in virtual booths when available. One of these events was a HUB Coordinator training on the HUB reporting requirements and processes.
- At 9 one-on-one trainings, program staff provided education on the new HUB certification system and compliance processes, Centralized Master Bidders List (CMBL), Electronic State Business Daily (ESBD), National Institute of Governmental Purchasing (NIGP) Commodity Codes, Mentor Protégé Program and additional customer service website tools.

Our education and networking trainings focused on the new HUB certification processes and how vendors can build a successful HUB profile that includes accurate commodity code description and contact information. The trainings provided detailed information on the state's procurement process; best practices for interacting with HUB coordinators and purchasers; HUB resources including Electronic State Business Daily (ESBD), Centralized Master Bidders List (CMBL) and HUB reporting; HUB certification requirements; and tips for successful competitive bid responses.

The Statewide HUB Program remains committed to expanding the awareness of the state's program by working daily to prepare HUBs for bid solicitation responses and strengthening their ability to use the online system. The participation of certified HUBs in the state procurement process is designed to increase the number of HUB awards.

For questions about this Education and Outreach Report, please contact Maya Ingram, manager of the Statewide HUB Program, by email at [maya.ingram@cpa.texas.gov](mailto:maya.ingram@cpa.texas.gov) or at 512-305-9849.

Respectfully,

A handwritten signature in black ink, appearing to read "Bobby Pounds".

Bobby Pounds, Director  
Statewide Procurement Division



## TABLE OF CONTENTS

Introduction . . . . .	1
Vision, Mission and Philosophy . . . . .	1
Policies on Education Outreach and Information Dissemination . . . . .	2
• Memorandum of Agreement (MOA) Education and Outreach . . . . .	2
Education and Outreach Goals and Strategies . . . . .	2
Fiscal 2022 Education and Outreach Goals Attained . . . . .	3
Future Education and Outreach Goals for Fiscal 2023 . . . . .	4
Marketing Efforts . . . . .	5
Attachment A – Fiscal 2022 Education and Outreach Detailed Training Lists . . . . .	5
• Education and Outreach Events . . . . .	6
Attachment B – Mentor Protégé List . . . . .	11
Attachment C – Marketing Materials . . . . .	19



## INTRODUCTION

As administrator of the State's Historically Underutilized Business (HUB) Program, the Texas Comptroller of Public Accounts (CPA) is responsible for facilitating the statewide use of HUBs by effectively promoting business opportunities and ensuring the integrity of the HUB Program through certification, compliance, education and outreach efforts, and reporting functions.

The Texas economy is growing, and we see that reflected in the 16,258 actively certified HUBs in fiscal 2022. HUBs continue to turn to the state as a trusted source for ongoing procurement opportunities. Virtual meeting platforms created a convenient option for the Statewide HUB Program to meet the education and outreach needs. The Statewide HUB Program offered both in-person and virtual training options based on vendor preference. These options also expanded and created new training opportunities with other state agencies, new local government entities, active and potential HUB vendors, and our Memorandum of Agreement (MOA) partner organizations.

From July 2020 through fiscal 2021, the HUB Program transitioned to the new online certification system. This platform has presented benefits and challenges in its evolution to replace the all-manual processes of the past. The online certification system offers a much easier application process for vendors by eliminating the need to manually present documentation; however, Statewide HUB staff has encountered an increased need for one-on-one training with vendors who need help successfully uploading and completing application submissions. Another obstacle encountered was the integration of the MOA with the HUB certification process to meet the platform requirements for HUB certification documentation. HUB staff continue to work closely with the platform host to identify areas for growth and create processes that streamline the accuracy of compliance and certification reporting.

In fiscal 2022, training topics included navigating the new online HUB certification system, accessing HUB resources that increase a HUB's opportunity for success, encouraging HUBs to register on the Centralized Master Bidders List (CMBL) and building successful HUB profiles with accurate commodity code descriptions. The statewide HUB program continuously evaluates the outreach and training initiatives against the needs of agency and university HUB programs, certified and potential new HUBs, and our MOA organizations.

The Statewide HUB program is responsible for the oversight of the state's Mentor Protégé Program and for helping agencies and universities interested in sponsoring the mentors and protégés in these agreements. In fiscal 2022, the state agencies and universities sponsored 139 approved HUB Mentor Protégé Agreements.

The Statewide HUB program's website continues to serve as an important source of information and resources for vendors seeking to do business with the state entities. More than 93,000 visitors viewed the HUB website in fiscal 2022.

The Statewide HUB program is required to report the education and outreach efforts each fiscal year to the Governor, Lieutenant Governor, Speaker of the House of Representatives and other key legislative members as stated in Texas Government Code 2161.126. This report provides an overview of the efforts the program has made to assist agencies, universities and HUB vendors to understand the HUB good faith effort in procurement and increase the ability of HUBs to do business with the state of Texas.

## VISION, MISSION AND PHILOSOPHY

Our **vision** is to certify qualified minority-, woman- and service-disabled veteran-owned small businesses in Texas as HUBs and increase their award opportunities.

Our **mission** is to encourage agencies to increase the use of HUB vendors in state purchasing and provide HUBs with useful information on the state's procurement process.

Our **philosophy** is educating HUBs in the procurement process to improve their ability to respond to solicitations and be ready, capable and able to do business with the state of Texas.

Through education and outreach efforts in fiscal 2022, the HUB program:

- Administered the program's online certification and compliance functions.
- Developed and administers the HUB rules based on the statutes to ensure full and equal access to state contracting opportunities for qualified businesses.
- Provided educational trainings on resources to HUBs to increase their ability to participate in the state's procurement and competitive bid processes, including:
  - Centralized Master Bidders List (CMBL)
  - Electronic State Business Daily (ESBD)
  - National Institute of Governmental Purchasing (NIGP)
  - HUB Coordinator Contact List
- Encouraged state agencies and universities to establish a compliant internal HUB program.
- Assisted state agencies and universities in education and outreach efforts to increase their good faith efforts with HUB vendors.
- Educated HUBs to use the Semi-Annual and Annual Expenditure Reports as a business development tool. These reports provide a picture of the good faith efforts the entities provided individually and as aggregated on a statewide basis.

## **POLICIES ON EDUCATION, OUTREACH AND INFORMATION DISSEMINATION**

The Statewide HUB Program's education and outreach activities are designed to provide full and equal learning opportunities for all qualified HUB businesses involved in state contracting, based on the goals specified in the 2009 Texas Disparity Study. The program works closely with certified HUBs, established MOA organizations, other minority- and women-owned business organizations, trade and professional organizations, chambers of commerce, state agencies, and institutions of higher education that can help HUBs competitively participate in state procurement opportunities.

The Statewide HUB Program disseminated information using the Economic Opportunity Forums (EOF) calendar of events and marketing email campaigns to notify HUBs of potential training opportunities.

### **MEMORANDUM OF AGREEMENT EDUCATION AND OUTREACH**

The Statewide HUB Program holds 12 MOAs aimed at increasing HUB certifications and collaborates with each of the organizations throughout the year.

- Dallas/Fort Worth Minority Supplier Development Council (DFWMSDC)
- El Paso Hispanic Chamber of Commerce
- Golden Triangle Minority Business Council (GTMBC)
- Houston Minority Supplier Development Council (HMSDC)
- Southwest Minority Supplier Development Council (SMSDC)
- Tri-County Regional Black Chamber of Commerce
- City of Austin
- City of Houston
- South Central Texas Regional Certification Agency (SCTRCA)
- Texas Department of Transportation (TxDOT)
- Women's Business Council Southwest (WBCS)
- Women's Business Enterprise Alliance (WBEA)

DFWMSDC and HMSDC each host annual conferences with a Senate-sponsored Spot Bid Fair. Senator West sponsors a Dallas-area Spot Bid Fair, and Senators Alvarado and Miles sponsor a Houston-area Spot Bid Fair. Both allow the Statewide HUB program to participate in planning, education and marketing, while state agencies participate by presenting procurement opportunities.

The Statewide HUB Program co-hosted the GTMBC's Annual "Building Your Dream" HUB Expo and created new localized programming

that brought in record-breaking attendance from agencies, universities and vendors.

At MOA-hosted small business forums, the Statewide HUB Program provided small business owners and aspiring entrepreneurs with timely and relevant advice on how to grow and sustain their business relationships with the state. These forums also provided networking opportunities with other entrepreneurs, business owners and state agency procurement professionals.

## **EDUCATION AND OUTREACH GOAL AND STRATEGIES**

The Statewide HUB Program will prioritize efforts to provide education and outreach to small business vendors, HUB vendors, agency and university HUB and procurement staff, and HUB certification partnership organizations (MOAs) with the goal of increasing HUB participation in the state's procurement process.

### **STATEWIDE HUB PROGRAM GOAL:**

Promote full and equal business opportunity access for all HUB-qualified small businesses in state contracting.

### **STRATEGIES TO MEET FISCAL 2023 GOAL:**

**Strategy 1:** Help agencies and universities interpret and implement HUB rules related to the good faith effort, HUB subcontracting requirements, HUB reporting, HUB forums, Mentor Protégé Program and the role of the HUB Coordinators.

**Execution:** Maintain and review the HUB program by establishing rules and providing forms.

**Strategy 2:** Provide training to agency and university HUB programs that can assist in implementing good faith effort procurement practices to increase HUB participation.

**Execution:** Communicate regularly with HUB Coordinators to guide and equip them with the tools to effectively establish a compliant HUB program. This is achieved by providing trainings at HUB Discussion Work Groups and one-on-one meetings with purchasing staff.

**Strategy 3:** Assist agencies in identifying and certifying HUBs.

**Execution:** Through the Statewide HUB Program education and outreach efforts, prospective HUBs are identified, certified and listed in the HUB Directory.

**Strategy 4:** Provide agencies and universities guidance on accurate and efficient HUB reporting procedures.

**Execution:** Effectively communicate and distribute HUB reporting requirements, deadlines and portal instructions.

## FISCAL 2022 GOALS ATTAINED

The Statewide HUB Program has four primary responsibilities in administering the program:

- Certification of minority-, women-, and service-disabled veteran-owned small businesses.
- Compliance of HUB certification.
- Education and outreach:
  - Vendors – provide education in the state procurement process and business resources to assist in business development and competitive bid contract opportunities.
  - Agencies/Universities – HUB programs assist with training, planning and implementing their internal HUB programs; and increase education and outreach efforts to HUB-certified businesses that could participate in state agency and university opportunities.
- Preparation of the Semi-Annual and Annual Statewide HUB Expenditure Reports.

The Statewide HUB Program participated in 61 education and outreach events in fiscal 2022. Events provided training on the HUB Certification system and requirements, HUB Resources (CMBL), ESBD, NIGP Commodity Code Profiles, HUB Coordinator List, HUB reporting for business development, and understanding the state procurement process, including how to prepare a compliant HSP form and creating networking opportunities for HSP participation. Events and trainings were virtual and in-person, using two types of education and outreach formats:

- Education and networking events (outside organizations and agency or university HUB Forums).
- Vendor one-on-ones.

Fiscal 2022 included participation in two HUB Expos in cooperation with the DFWSMDC Annual Conference and Senator West’s Doing Business Texas Style Spot Bid Fair and with the HMSDC Spot Bid Fair and Annual Business Expo. Education seminars included agency and university HUB procurement schedules and upcoming projects, HUB certification, HUB resources, navigating the CMBL and ESBD, and other business development tools.

The Statewide HUB Program co-hosted GTMBC’s annual HUB Expo and incorporated new programming to give the event a fresh feel by announcing new area focused state procurement opportunities for current and prospective HUB vendors. The more than 200 attendees included representatives from 80 agencies and vendors from around the greater Beaumont area.

The Statewide HUB Program was also successful in its endeavor to increase the number of MOA-hosted events – from six MOA organizations in fiscal 2021 to eight in fiscal 2022.

The implementation of new marketing and outreach materials, such as updating Statewide HUB brochures, creating new HUB event materials and making shareable online resources easier to access, created more opportunities to educate current and prospective HUB vendors. The new online HUB Certification system has also created the opportunity to author outreach campaigns and directly inform HUB vendors in the database about all HUB-related events.

### FISCAL YEAR HUB CERTIFICATION COMPARISONS

	FY22	FY21
Totals HUBs certified	16,258	16,373
Total CPA-certified HUBs	9,320	8,945
Total MOA-certified HUBs	6,938	6,335
Total expired HUBs	4,253	1,842
Total applications	5,432	1,839
New certifications	2,609	1,103
Recertifications	2,795	736

Note: The new certification system provides more accurate reporting of the total number of active HUBs and applications submitted and expired per fiscal year. The total number of HUBs certified did not change significantly from fiscal 2021 to fiscal 2022; however, new and recertified applications reflect expired HUBs that are returning for certification and applying directly with Statewide HUB’s online system. Note that an applicant whose previous HUB certification had lapsed for more than six months is categorized as a new application. The program’s education and outreach has focused on attracting applications through the new certification system, promoting CMBL registration among HUBs and establishing accurate NIGP codes in HUB/CMBL profiles to increase the HUB procurement opportunity notices. Both CPA HUB and MOA HUB certifications have each increased with higher-than-average totals.

## OUTCOMES OF GOALS SET FOR FISCAL 2022

- 1) Update a brochure describing the HUB certification requirements and eligibility, HUB business resources and program contact information for dissemination at virtual and future in-person events.
  - a) This goal was achieved. The Statewide HUB Program brochure was not only updated but also translated into Spanish. These brochures are now used as a resource at events by the Statewide HUB Program, agencies/universities, Procurement Technical Assistance Centers (PTACs) and Small Business Development Centers (SBDCs).
2. Prepare a marketing postcard or flyer to use in online marketing campaigns to notify vendors of upcoming HUB-related events for which the Statewide HUB Program is providing marketing assistance.



- a) This goal was achieved. The Statewide HUB Program created an events page on the Comptroller's website. Anyone can visit and see the events in which the Statewide HUB Program is directly involved, as well as events hosted by certification partners and support organizations. Using the HUB Certification portal outreach campaign tool, we created 27 total campaigns that were viewed more than 81,000 times.
3. Update the vendor business structure checklist used with the online HUB certification application process to assist vendors with document upload requirements when completing an online application.
  - a) This goal was achieved. The creation of a shareable business structure HUB certification checklist has been made available to HUB vendors who request it.
4. Evaluate the quality and attendance of education and outreach events to determine if the event should be repeated.
  - a) This goal was achieved. A formula is being used to determine event success based on outreach campaigns.
5. Increase the number of educational trainings to MOA members.
  - a) This goal was achieved. In fiscal 2021, we partnered with six out of 12 MOAs; in fiscal 2022, we partnered with eight out of 12 MOAs.
6. Prepare and implement a HUB Subcontracting Plan (HSP) Compliance Trainings Schedule to provide trainings to agencies, universities and vendors.
  - a) This goal was not achieved. Rule review was not completed due to the backlog of other rules that took precedence.
7. Prepare a Mentor Protégé Program presentation to be delivered to the HUB Discussion Work Group and the HUB Alliance Group this fiscal year.
  - a) This goal was not achieved. Rule review was not completed due to the backlog of other rules that took precedence.
2. Rebrand the HUB program logo for first time in 10 years and create a certified vendor logo for HUBs to use in their marketing efforts.
3. Complete the review and update 34 TAC 20 rules and create trainings to educate and empower HUB vendors, certification partner organizations (MOAs), HUB Coordinators and purchasers.
  - a. New HSP Form and Process Training
  - b. Mentor Protégé Program Training
  - c. Vendor HUB Certification Application Portal Training
  - d. Vendor and MOA NIGP Code Training
  - e. HUB Procurement Process Best Practice Manual for HUB Coordinators
4. Revive the Statewide HUB Expo as an in-person event.
5. Review and evaluate the need for a Spot Bid Fair policy and request requirements.
6. Attend at least one MOA-hosted event for each of the 12 MOAs in fiscal 2023.
7. Expand outreach efforts to regional cities throughout the state that were not targeted in fiscal 2022.
8. Complete the release of the new HSP method forms.
9. Prepare new HSP form trainings to HUB and purchasing staff and the vendor community.
10. Complete the HUB Coordinator Best Practice Manual.
11. Prepare and deliver HUB Coordinator Best Practice Manual training.
12. Prepare a HUB Best Practice Manual presentation for state procurement staff.

## **FUTURE EDUCATION AND OUTREACH GOALS FOR FISCAL 2023**

The following initiatives will allow us to increase event marketing and training to agency and university HUB programs and vendors in supporting the mission of the Statewide HUB Program in fiscal 2023.

1. Create better access to HUB vendor resources through the redesign of the Statewide HUB Program website.

## **MARKETING EFFORTS**

### **ATTACHMENT A – FISCAL 2022 EDUCATION AND OUTREACH DETAILED TRAINING LISTS**

**EDUCATION AND OUTREACH EVENTS**

EVENT DATE	HOST/SPONSOR/ AGENCY NAME	EVENT NAME	EVENT CITY	STATEWIDE HUB INVOLVEMENT	EDUCATION TYPE	OUTREACH TYPE (B2G MARKETING CAMPAIGN (# OF CAMPAIGNS (STATE/ COUNTY/CITY))
8/31/22	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual - Round Rock	Education	Procurement Resources and Business Development	HUB Website Training
8/30/22	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual - Houston	Education	Procurement Resources and Business Development	HUB Website Training
8/23/22	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual - San Antonio	Education	Procurement Resources and Business Development	HUB Website Training
8/18/22	HUB (Coordinator) Discussion Workgroup Meeting	Quarterly Meeting	Virtual - Statewide	Education	HUB Reporting Review and Statewide Event Announcements	N/A
8/18/22	El Paso Procurement Technical Assistance Center (PTAC)	HUB Certification Seminar	Virtual - El Paso	Education, Marketing	HUB Certification and Procurement Resources	Marketing Campaign and EOF Calendar
8/17/22	Health and Human Services Commission (HHSC)	Annual HUB Forum	Virtual - Statewide	Education, Marketing	HUB Certification and Procurement Resources	Marketing Campaign
8/16/22	San Antonio Business Opportunity Council (SABOC)	2022 Small Business is Big Business in Government Procurement/ Training Workshop	San Antonio	Booth/Networking	Audience Address and HUB FAQs	N/A
8/10/22	Houston Minority Supplier Development Council (HMSDC)	Houston Minority Supplier Development Council (HMSDC) Planning Meeting	Virtual - Houston	Planning, Marketing	Collaboration Discussion	N/A
8/9/22	Statewide HUB Staff Training	Certification System Training	Austin	Education	Process and Program Updates	N/A
8/3/22	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual - Austin	Education	Procurement Resources and Business Development	HUB Website Training
8/2/22	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual - Houston	Education	Procurement Resources and Business Development	HUB Website Training
8/2/22	American Council of Engineering Companies (ACEC)	Small Firm Committee Meeting and Training	Virtual - Conroe	Education	HUB Certification and Procurement Resources	N/A
7/28/22	Senator West and Eckhardt - Bid Academy Session 2	Texas Education x Advocacy Series	Austin	Education	HUB Certification and Procurement Resources Presentation and networking	Marketing Campaign and EOF Calendar
7/25/22	University of Houston Clear Lake - Pearland and Regional Hispanic Chamber of Commerce	HUB Certification Event	Pearland	Education	HUB Certification and Procurement Resource Presentation	EOF Calendar
7/14/22	Women's Business Council - Southwest (WBCS)	Austin Insights	Austin	Networking	HUB FAQs	EOF Calendar Posting

**EDUCATION AND OUTREACH EVENTS (CONTINUED)**

EVENT DATE	HOST/SPONSOR/ AGENCY NAME	EVENT NAME	EVENT CITY	STATEWIDE HUB INVOLVEMENT	EDUCATION TYPE	OUTREACH TYPE (B2G MARKETING CAMPAIGN (# OF CAMPAIGNS (STATE/ COUNTY/CITY))
7/13/22	Women's Business Enterprise Alliance (WBEA)	Certification Workshop	Virtual - Houston	Education	HUB Certification Presentation	Marketing and EOF Calendar Posting
7/11/22	Houston Minority Supplier Development Council (HMSDC) Planning Meeting	2022 HMSDC Hybrid Business Expo Planning Meeting	Houston	Education	HUB Certification Presentation	Marketing and EOF Calendar Posting
7/11-7/14/22	Texas Public Purchasing Association (TxPPA) Conference	2022 Summer Conference	Galveston	Education, Booth	HUB Certification and State Procurement Division presentation	Education, Booth, Networking, EOF Calendar Posting
7/1/22	Texas Department of Transportation (TxDOT)	Doing Business with TxDOT	Lufkin	Marketing	N/A	Marketing Campaign and EOF Calendar
6/28/22	Greater Houston Business Procurement Forum (GHBPFF)	Doing Business with our State Agencies and Institutions Breakfast Forum	Houston	Marketing, Booth, Networking	HUB resources and upcoming events	B2G marketing campaigns / Houston area highway districts and EOF Calendar
6/13/22	Houston Minority Supplier Development Council (HMSDC)	Houston Minority Supplier Development Council (HMSDC) Planning Meeting	Virtual - Houston	Planning, Marketing	Collaboration Discussion	N/A
6/9/22	Golden Triangle Minority Business Council (GTMBC)	Building your Dream Annual HUB Expo	Beaumont	Education, Marketing, Booth	HUB Certification Presentation and University Procurement Panel Discussion Moderator	Marketing Campaign and HUB Event Table and EOF Calendar posting
6/8/22	University of Houston and University of Houston at Clear Lake	HUB Forum and Workshop	Virtual - Houston	Education, Marketing, Booth	HUB Certification Presentation	Marketing Campaign, HUB Event Table and EOF Calendar posting
6/7/22	Teacher Retirement Systems	20th Annual Purchasing and HUB Connection	Austin	Education, Marketing, Booth	HUB Certification Presentation	Marketing Campaign, HUB Event Table and EOF Calendar posting
6/6/22	Golden Triangle Minority Business Council (GTMBC) Planning Meeting	Building your Dream Annual HUB Expo	Beaumont	Planning, Marketing	HUB Certification Presentation	Marketing Campaign, HUB Event Table and EOF Calendar posting
5/24/22	Bid Academy and Friendship West	Friendship West HUB Class	Virtual/Beaumont	Education	HUB Certification Presentation	N/A
5/20/22	Sam Houston State University/ Small Business Development Center Texas Gulf Coast Network	HUB & Small Business Annual Vendor Trade Show	Huntsville	Education, Marketing	HUB Certification Presentation	EOF Calendar
5/5/22	Golden Triangle Minority Business Council (GTMBC) Planning Meeting	Building your Dream Annual HUB Expo	Beaumont	Planning, Marketing	HUB Certification Presentation and University Procurement Panel Discussion Moderator	Marketing Campaign
5/1-2/2022	Dallas Forth Worth Minority Supplier Development Council (DFWMSDC)	Doing Business Texas Style Spot Bid Fair & HUB Expo	Irving	Education, Marketing, Booth	HUB Certification and Resources Training/ HUB training for agency and vendor use	Marketing Campaign, HUB Event Table and EOF Calendar posting OF Calendar

**EDUCATION AND OUTREACH EVENTS (CONTINUED)**

EVENT DATE	HOST/SPONSOR/ AGENCY NAME	EVENT NAME	EVENT CITY	STATEWIDE HUB INVOLVEMENT	EDUCATION TYPE	OUTREACH TYPE (B2G MARKETING CAMPAIGN (# OF CAMPAIGNS (STATE/ COUNTY/CITY))
4/21/22	Tri-County Regional Black Chamber of Commerce	Succeeding as a Texas Certified HUB Regional Opportunity Forum	Houston/Spring	Education, Marketing	HUB Certification/ HUB Resources	Marketing Campaign, HUB Event Table and EOF Calendar posting
4/7/22	Port of Houston	Engineering Opportunity and Networking Event	Virtual - Houston	Education, Marketing	HUB Certification Presentation	Marketing Campaign, HUB Event Table and EOF Calendar posting
4/6/22	Texas Department of Motor Vehicle (DMV)	8th Annual HUB Vendor Fair	Austin	Panel, Booth	8th Annual HUB Vendor Fair	Marketing Campaign, HUB Event Table and EOF Calendar posting
3/22/22	Greater Houston Minority Business Procurement Forum (GHBPFF)	Guiding HUBs Toward Success Breakfast Forum	Houston	Education, Marketing	HUB Certification Presentation	EOF Calendar Posting
3/23/22	Women's Business Council - Southwest (WBCS)	Women Owned Wednesday	Virtual - Austin	Education	HUB Certification Presentation	EOF Calendar Posting
3/14/22	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual	Education	Mentor/Protégé Agreement Information	N/A
3/4/22	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual	Education	Mentor Protégé Program Protégé Requirements	N/A
2/8/22	Sam Houston State University Small Business Development Center	Guiding HUBs Toward Success, Series I	Virtual - Huntsville	Education	HUB Certification Presentation	N/A
1/27/22	Sen. West, Sen. Lucio, Sen. Hinojosa	HUB Program - Texas Education X Advocacy Series	Hybrid - UT Rio Grande Valley	Education	HUB Certification Presentation	Marketing Campaign
1/18/22	Angelo State University, Texas Department of Licensing and Registration, Texas Workforce Commission	Mentor Protégé Virtual Forum	Virtual - San Angelo	Education	Mentor/Protégé Agreement Information	N/A
1/14/22	HUB (Coordinator) Discussion Workgroup Meeting	Quarterly Meeting	Virtual - Statewide	Education	Collaboration Discussion	N/A
1/12/22	Huntsville Walker County Chamber of Commerce & SBDC	What is HUB?	Virtual - Huntsville	Education	HUB Certification Presentation	N/A
12/14/21	NYC MWBE Virtual Small Business Certification Org Discussion	11th Annual New York State MWBE Forum	Virtual - National	Education, Panel	Texas HUB Program History and Overview	N/A
12/8/21	Bexar County Small Business and Entrepreneurship Department	Annual Business Conference 2021	Virtual - San Antonio	Education	HUB Certification Presentation	HUB Coordinator List Email Invite
11/17/21	University of North Texas	HUB Vendor Fair	Denton	Education, Booth	HUB Certification Presentation	N/A
11/9/21	Small Business Administration (SBA) - San Antonio	Emerging Leaders: Assessing New Markets - Doing Business with State as HUB - Part B	Virtual - San Antonio	Education	HUB Certification Presentation	N/A
11/8/21	Texas Department of Transportation (TxDOT) - Houston District Office/SBA	Federal & State Small Business Resources	Virtual - Houston	Education	HUB Certification Presentation	Marketing Campaign

**EDUCATION AND OUTREACH EVENTS (CONCLUDED)**

EVENT DATE	HOST/SPONSOR/ AGENCY NAME	EVENT NAME	EVENT CITY	STATEWIDE HUB INVOLVEMENT	EDUCATION TYPE	OUTREACH TYPE (B2G MARKETING CAMPAIGN (# OF CAMPAIGNS (STATE/ COUNTY/CITY))
10/8/21	Department of Small Business and Entrepreneurship	Bexar County Business Conference 2021 - Planning Meeting	Virtual - San Antonio	Marketing	Collaboration Discussion	N/A
10/28/21	Prairie View A&M University	Guiding HUBs Toward Success	Prairie View	Education	HUB Certification Presentation	N/A
10/26/21	El Paso Community College/ Procurement Technical Assistance Center (PTAC)	HUB Certification and Procurement Resources	Virtual - El Paso	Education	HUB Certification Presentation	Marketing Campaign
10/25/21	Small Business Administration (SBA) - San Antonio	Emerging Leaders: Assessing New Markets - Doing Business w/Staten as HUB Part A	Virtual - San Antonio	Education	HUB Certification Presentation	N/A
10/21/21	U.S. Pan Asian American Chamber of Commerce SW	20th Annual Asian Business Expo	Virtual	Booth, Networking	Networking	N/A
10/19/21	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual	Education	Mentor Protégé Program Protégé Requirements	N/A
10/8/21	Sam Houston State University - Small Business Development Center (SBDC)	Guiding HUBs Toward Success, Series I	Virtual - Huntsville	Education	HUB Certification Presentation	N/A
10/1/21	City of Missouri City	The Success in Business Forum	Missouri City	Booth, Networking, Marketing	Networking and Marketing	Marketing Campaign
9/29/21	Tri-County Regional Black Chamber of Commerce	How to Identify the Right NIGP Codes	Virtual - Houston	Education	HUB Certification Presentation	N/A
9/24/21	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual	Education	HUB Certification Presentation	N/A
9/21/21	Tyler Metro Chamber of Commerce	Small Business Expo @ The Metro	Virtual - Tyler	Education	HUB Certification Presentation	Marketing Campaign
9/15-16/21	Houston Minority Supplier Development Council (HMSDC)	2021 HMSDC Virtual Business Expo	Virtual - Houston	Education, Marketing, Booth	Agency Panel Procurement Discussion	Marketing Campaign
9/15/21	Texas Association of Private and Parochial Schools (TAPPS)	General Meeting	Virtual - Statewide	Education	HUB Certification Presentation	N/A
9/10/21	Greater Houston Black Chamber of Commerce	2nd Annual Procurement Expo - The Future is Now	Virtual - Houston	Education, Marketing, Panel	HUB FAQs	Marketing Campaign
9/2/21	Comptroller of Public Accounts (CPA), Statewide HUB Program, Department of Information Resources (DIR)	HUB TALK: HDWG HUB Reporting 101 Training	Virtual - Statewide	Education	HUB Discussion Workgroup HUB Reporting 101 Presentation	HUB Coordinator List Email Invite



## **MARKETING EFFORTS**

### **ATTACHMENT B – MENTOR PROTÉGÉ LIST**



**MENTOR PROTÉGÉ LIST**

AGENCY	MENTOR NAME	MENTOR VID	PROTEGE NAME	PROTEGE VID	EFFECTIVE DATE	TERMINATION DATE	MODIFIED DATE
303	FLINTCO LLC	1273321079800	MECHANICAL & PROCESS SYSTEMS	1043760724400	12/1/21	12/1/23	12/13/21
305	CGI TECHNOLOGIES AND SOLUTIONS, INC.	1540856778000	ALIS SOFTWARE LLC	1464411948000	8/17/22	8/17/24	9/1/22
313	UNISYS CORPORATION	1380387840705	ALINEDS LLC	1831146076200	9/16/22	6/15/24	9/16/22
320	GRAINGER, INC.	1361150280100	BULLCHASE, INC.	1263718834800	1/20/21	1/19/24	1/21/21
320	TAURUS TECHNOLOGIES INC.	1300143183500	TEKGRATION LLC	1832002617400	9/20/21	9/21/24	9/29/21
332	BARRACUDA NETWORKS	1830380411800	SOLID BORDER, INC.	1331009121300	5/13/21	5/13/24	6/1/21
405	PROGRESSIVE SERVICES	1860345657700	C.F. ROOFING & CONSTRUCTION, LLC	1862828744500	1/31/22	2/1/24	2/23/22
452	ESOLVIT INC.	1205835431200	3RD I PROCUREMENT, LLC	1472102502200	8/3/22	8/4/24	8/4/22
452	TAURUS TECHNOLOGIES INC	1300143183500	TEKGRATION LLC	1832002617400	1/27/21	1/27/23	1/27/21
455	SENSE CORP	1752713409600	VENTAS CONSULTING, LLC	1274612087700	11/9/20	11/9/22	1/5/21
506	J.T. VAUGHN CONSTRUCTION, LLC	1263561928600	S&J ELECTRIC, LLC	1823118263700	2/1/22	1/31/23	4/4/22
529	DXC TECHNOLOGY SERVICES LLC DBA GAINWELL TECHNOLOGIES	1822287119800	VFUSION LLC	1823418284000	1/10/22	11/12/24	1/14/22
529	NORTHGATEARINSO	1651205969800	ELEVATIONHR, LLC	1824151304500	2/18/20	2/17/24	2/24/20

**MENTOR PROTÉGÉ LIST (CONTINUED)**

AGENCY	MENTOR NAME	MENTOR VID	PROTEGE NAME	PROTEGE VID	EFFECTIVE DATE	TERMINATION DATE	MODIFIED DATE
529	STEEL DIGITAL STUDIOS, INC.	1742965436500	THE URBAN CIRCLE LLC	1264261129200	2/1/20	1/31/24	2/24/20
529	MAXIMUS INC.	1541000588600	FACILITIES RESOURCE, INC.	1742839905300	2/1/21	2/1/23	3/2/21
529	WEDGE SUPPLY, LLC	1454122845900	DENT ENTERPRISES LLC	1371871158600	9/8/22	2/18/26	9/13/22
529	MAXIMUS INC.	1541000588600	CHASESOURCE REAL ESTATE SERVICES LP	1261713734900	12/21/20	12/21/22	1/15/21
529	MASTERWORD SERVICES INC	1760393601800	DONALD L MOONEY ENTERPRISES, LLC	1421649440200	11/22/19	11/21/23	12/5/19
529	ADVANTAGE GLOBAL LOGISTICS, INC.	1261472811600	MAYA HAWTHORNE INC.	1870852499800	9/8/22	7/28/26	9/13/22
529	STEEL DIGITAL STUDIOS, INC.	1742965436500	LOPEZ PR AND MARKETING GROUP, INC.	1752260462200	6/16/22	9/15/24	6/22/22
530	STEEL DIGITAL STUDIOS, INC. DBA STEEL ADVERTISING	1742965436500	THE URBAN CIRCLE LLC	1264261129200	2/7/20	2/6/24	2/24/20
530	COVENANT KIDS INC. DBA CK FAMILY SERVICES	1752889215500	NEELY COUNSELING CENTER	1814765205300	9/22/20	9/21/24	11/4/20
530	ANCHORING HOPE'S WELLNESS RECOVERY INSTITUTE DBA ANCHORING HOPE'S	1832498504500	P.U.S.H. UP RECOVERY	1462188051800	7/30/20	7/29/24	7/31/20
537	VEXCEL CORPORATION	1840992830800	VERDTEK, INC.	1454745930600	7/29/22	4/26/26	8/4/22
582	NRC GULF ENVIRONMENTAL SERVICES, INC.	1263604581200	NEW DIRECTION ENVIRONMENTAL LLC	1823597671100	1/23/20	1/22/24	1/29/20
582	APTIM ENVIRONMENTAL & INFRASTRUCTURE, LLC	1770589932000	ENVIRONEER, LLC	1830887711900	4/5/22	4/4/26	4/5/22

**MENTOR PROTÉGÉ LIST (CONTINUED)**

AGENCY	MENTOR NAME	MENTOR VID	PROTEGE NAME	PROTEGE VID	EFFECTIVE DATE	TERMINATION DATE	MODIFIED DATE
592	FREESE AND NICHOLS INC.	1751531935200	AUCKLAND CONSULTING, LLC	1472936584200	8/2/22	8/1/23	8/4/22
601	JONES & CARTER INC.	1741848244800	PJB SURVEYING, LLC	1815266143700	10/31/19	10/31/22	12/5/19
608	INDIGO BEAM LLC	1954857390600	MPULSE HEALTHCARE, LLC	1050621436900	7/18/21	7/18/24	7/21/21
608	ESOLVIT INC.	1205835431200	MPULSE HEALTHCARE, LLC	1050621436900	2/24/21	2/24/24	3/2/21
608	NEXTGEN INFORMATION SYSTEMS	1431791848100	BILLY EDWARD CONSULTING INC. DBA SPECIAL	1260414411800	1/25/21	1/25/24	6/1/21
608	AT&T CORP.	1134924710302	GB TECH, INC.	1760163628900	1/30/19	1/27/23	1/30/19
608	VERIZON BUSINESS NETWORK	1132745892000	SKY COMMUNICATIONS, INC.	1752628669900	1/30/19	1/27/23	1/30/19
696	MSC INDUSTRIAL SUPPLY CO	1135526506400	INDUSTRIAL SOLUTIONS	1134315136800	10/25/21	10/24/25	12/13/21
714	VAUGHN CONSTRUCTION	1752477871300	POST L GROUP, LLC	1205845549900	12/29/21	6/7/23	2/23/22
720	PAGE SOUTHERLAND PAGE	4642580460000	CNG ENGINEERING PLLC	1201181359400	12/30/20	12/30/22	10/21/21
720	MANHATTAN CONSTRUCTION	0	F&P CONSTRUCTION, LLC	1465203624600	4/14/22	9/30/22	5/13/22
720	SPAW GLASS CONTRACTORS, INC.	1742667352500	COE CONCEPTS LLC	1824613832700	6/18/21	6/18/23	10/7/21
720	J. T. VAUGHN CONSTRUCTION, LLC	1263561928600	POST L GROUP, LLC.	1205845549900	12/29/21	6/7/23	2/23/22
720	PAGE SOUTHERLAND PAGE	4642580460000	ENCOTECH ENGINEERING CONSULTANTS, INC.	1742567290800	5/15/22	12/11/23	6/13/22

**MENTOR PROTÉGÉ LIST (CONTINUED)**

AGENCY	MENTOR NAME	MENTOR VID	PROTEGE NAME	PROTEGE VID	EFFECTIVE DATE	TERMINATION DATE	MODIFIED DATE
720	LINBECK GROUP, LLC	1741091214500	3I CONTRACTING, LLC	1475117648900	5/13/21	5/13/23	10/21/21
720	VAUGHN CONSTRUCTION	1752477871300	IMPACT STONE DESIGN, INC.	1760446826800	10/1/20	10/1/22	10/21/21
720	EJES, INC.	1752901786900	VICTOR G WINSTON	1264047062600	11/15/21	11/15/23	12/13/21
721	EJES, INC.	1752901786900	VICTOR G WINSTON	1264047062600	11/22/21	11/15/23	1/14/22
721	SPAW GLASS CONTRACTORS, INC.	1742667352500	COE CONCEPTS LLC	1824613832700	6/24/21	6/16/23	12/21/21
721	FASTENAL COMPANY	1410948415500	RA-LOCK SECURITY SYSTEMS INC.	1752492582700	2/24/21	2/21/25	3/2/21
723	FISHER SAFETY/FISHER SCIENTIFIC CO	1232942737303	POSSIBLE MISSIONS, INC.	1454006745200	11/1/21	10/31/23	10/5/21
723	MEDLINE	1362596612000	POS MIS, INC.	1831847551600	10/1/22	9/30/23	9/21/22
729	FISHER SCIENTIFIC COMPANY L.L.C	1232942737600	POSSIBLE MISSIONS, INC.	1454006745200	1/28/21	1/27/25	3/2/21
730	NOBLE TEXAS BUILDERS, LLC	1473035911500	EVOLUTION ALIGNMENT INC.	1475442265800	11/22/21	12/31/24	12/13/21
730	NOBLE TEXAS BUILDERS, LLC	1473035911500	LUCKY 8 CABINETRY CORPORATION	1825369415400	11/29/21	12/31/24	12/13/21
733	HOME DEPOT U.S.A., INC.	1581853319000	LONE STAR OFFICE SUPPLIES, INCORPORATED	1810621213900	1/29/20	1/28/24	1/29/20
733	STAPLES	1043390816600	SUMMUS INDUSTRIES, INC.	1760533392500	1/8/19	1/6/23	2/12/19
733	FASTENAL COMPANY	1410948415500	PDME/HURRICANE OFFICE SUPPLY & PRINTING	1742695260600	2/18/20	2/17/24	2/24/20

**MENTOR PROTÉGÉ LIST (CONTINUED)**

AGENCY	MENTOR NAME	MENTOR VID	PROTEGE NAME	PROTEGE VID	EFFECTIVE DATE	TERMINATION DATE	MODIFIED DATE
733	GRAINGER, INC.	1361150280100	MAVICH, LLC	1271331598900	2/7/19	2/6/23	2/12/19
733	VWR INTERNATIONAL	1911319190200	SUMMUS INDUSTRIES, INC.	1760533392500	1/21/19	1/6/23	2/12/19
733	DELL MARKETING LP	1742616805400	SUMMUS INDUSTRIES, INC.	1760533392500	1/21/20	1/20/24	1/22/20
733	MSC INDUSTRIAL SUPPLY CO	1135526506400	GUARDIAN INDUSTRIAL SUPPLY, LLC	1113795016500	2/17/20	2/16/24	2/24/20
733	MEDLINE INDUSTRIES INC.	1033625966120	MAVICH, LLC	1271331598900	6/25/20	6/24/24	6/29/20
737	BLACKHAWK SECURITY & INVESTIGATIONS LLC	1454475903900	S'VILLE SERVICES, LLC	1455522576300	1/21/20	1/20/23	9/6/22
737	TAURUS TECHNOLOGIES INC.	1300143183500	TEKGRATION LLC	1832002617400	8/31/20	8/31/23	9/10/20
737	HOME DEPOT U.S.A., INC.	1581853319000	ARETE SERVICES, INC.DBA ARETE PROMOTIONS	1810621213900	9/1/22	8/31/23	9/21/22
737	ONEVISION SOLUTIONS	1201005886000	VTS GROUP LLC	1464536151100	2/27/20	1/31/24	3/28/22
738	J.T. VAUGHN CONSTRUCTION, LLC	1263561928600	POST L GROUP, LLC	1205845549900	6/7/21	6/7/23	7/9/21
743	PAGE SOUTHERLAND PAGE	4642580460000	CNG ENGINEERING PLLC	1201181359400	1/1/22	12/31/23	2/23/22
752	WILSON OFFICE INTERIORS LLC	1203166364900	WILSON PROJECT MANAGEMENT LLC	1262997461400	2/3/22	2/3/24	4/5/22
752	SUNDT CONSTRUCTION	1860366154900	YORK BUILDERS, INC.	1753123296900	12/3/20	12/2/22	1/5/21
753	STAPLES	1043390816600	SUMMUS INDUSTRIES, INC.	1760533392500	8/9/22	2/12/24	8/16/22

**MENTOR PROTÉGÉ LIST (CONTINUED)**

AGENCY	MENTOR NAME	MENTOR VID	PROTEGE NAME	PROTEGE VID	EFFECTIVE DATE	TERMINATION DATE	MODIFIED DATE
753	GRAINGER	1361150280100	BURGOON COMPANY	1202983931800	4/26/19	4/25/23	5/16/19
753	OFFICE DEPOT B S D	1592663954100	PDME	1742695260600	7/15/19	7/14/23	7/22/19
754	CDW GOVERNMENT LLC	1364230110800	MPULSE HEALTHCARE & TECHNOLOGY, LLC	1050621436900	5/4/22	4/30/25	6/14/22
754	W.W. GRAINGER, INCORPORATED	1361150280101	SUMMUS INDUSTRIES, INC.	1760533392500	5/4/22	2/12/24	6/14/22
754	STAPLES	1043390816600	SUMMUS INDUSTRIES, INC.	1760533392500	5/30/22	2/12/24	6/14/22
754	FISHER SCIENTIFIC LLC	1232942737600	POSSIBLE MISSIONS, INC.	1454006745200	7/15/22	7/15/24	8/4/22
754	VWR INTERNATIONAL	1911319190200	SUMMUS INDUSTRIES, INC.	1760533392500	7/1/22	2/11/24	8/4/22
754	FASTENAL COMPANY	1410948415500	RA-LOCK SECURITY SYSTEMS INC.	1752492582700	5/17/21	5/17/23	6/1/21
754	MSC INDUSTRIAL SUPPLY CO	1135526506400	INSTANT DATA TECHNOLOGIES	1223880260200	5/5/22	11/29/22	5/13/22
756	GRAINGER, INC.	1361150280100	BULLCHASE, INC.	1263718834800	8/16/22	8/16/24	9/1/22
756	STAPLES	1043390816600	SUMMUS INDUSTRIES, INC.	1760533392500	8/9/22	2/12/24	8/16/22
757	TLC ENGINEERING SOLUTIONS INC.	1591228645500	RESTL ENGINEERS TX LLC	1473149278200	11/10/21	11/30/23	12/13/21
763	WILSON OFFICE INTERIORS LLC	1203166364900	WILSON PROJECT MANAGEMENT LLC	1262997461400	8/2/21	8/1/23	8/9/21
769	CORE CONSTRUCTION	1752348877700	RAM CONCRETE & ASPHALT, LLC	1262618473800	3/18/21	3/17/24	6/1/21

**MENTOR PROTÉGÉ LIST (CONCLUDED)**

AGENCY	MENTOR NAME	MENTOR VID	PROTEGE NAME	PROTEGE VID	EFFECTIVE DATE	TERMINATION DATE	MODIFIED DATE
769	CORE CONSTRUCTION	1752348877700	MUNOZ FLOORING SOLUTIONS, INC.	1752877702600	3/18/21	3/17/24	6/1/21
769	SMITH SECKMAN REID	1620791037900	B & H ENGINEERS, INC.	1203895305000	9/1/21	8/31/23	9/17/21
769	CORE CONSTRUCTION	1752348877700	3DC SERVICES, LLC	1260376731500	3/18/21	3/17/24	6/1/21
769	CORE CONSTRUCTION	1752348877700	VENTURA CONSTRUCTION INC.	1202367341600	3/18/21	3/17/24	6/1/21
769	CORE CONSTRUCTION	1752348877700	GOLDEN CONSTRUCTION SERVICES, INC.	1331129645600	3/18/21	3/17/24	6/1/21
769	CORE CONSTRUCTION	1752348877700	CROSS ELECTRIC LLC	1471596575300	3/18/21	3/17/24	6/1/21
769	CORE CONSTRUCTION	1752348877700	ATX COMMERCIAL, LLC	18444445643000	3/18/21	3/17/24	6/1/21
773	CORE CONSTRUCTION	1752348877700	F&P CONSTRUCTION, LLC	1465203624600	11/2/20	11/1/22	11/4/20
773	IMAGENET CONSULTING LLC	1453028912402	NAVETECH SOLUTIONS, LLC	1814999164000	12/20/21	12/19/23	12/13/21

## **MARKETING EFFORTS**

### **ATTACHMENT C – MARKETING MATERIALS**





**SAVE THE DATE**

# 2022 HHS Annual HUB Forum

## DOING BUSINESS WITH HHS



Join the Health and Human Services Commission HUB Program Office to learn more about doing business with HHS through the Historically Underutilized Business Program.

**Wednesday, August 17**  
**9:30 a.m. to noon**  
**Online, GoToWebinar**

For more information, go to [texashhs.org/HUB](https://texashhs.org/HUB) or email [hhschuboutreach@hhs.texas.gov](mailto:hhschuboutreach@hhs.texas.gov).

**FREE ADMISSION | REGISTRATION REQUIRED | REGISTER NOW**



2200493

# HUB & Small Business Annual Vendor Trade Show



May 20, 2022 • 11:30 a.m. — 3 p.m.

Region 6 Education Service Center  
3332 Montgomery Road • Huntsville, TX 77340

*Free to the Public • Door Prizes*

### Schedule:

- 9:00 a.m. — Check-In | Booth Set-Up
- 10:00 a.m. — Vendor Training Sessions:
  - HUB Certification Process
  - Access to Capital for Small Business Owners
- 11:00 a.m. — Vendor Lunch (lunch provided)
- 11:30 a.m. — Exhibit Opens
- 3:00 p.m. — Exhibit Closes

**No charge for vendor booths**  
**Table coverings will not be provided**

### Vendor Registration:

vendor register

### For More Information:

Jemelle Spivey or Grace Dominguez  
HUB Coordinators | TDCJ  
hub@tdcj.texas.gov

### Sponsors:



**Sam Houston State University**

MEMBER THE TEXAS STATE UNIVERSITY SYSTEM





**Greater Houston Business Procurement Forum (GHBPF) June Breakfast Meeting**  
*Doing Business with State Agencies & Emergency Preparedness Planning Special Segment*

Tuesday, June 28, 2022 | 7:30 - 11:00 AM  
 Houston Community College - West Loop | 1st Floor Auditorium  
 5601 West Loop South, Houston, TX 77081

Join The Greater Houston Business Procurement Forum for breakfast, networking with state agencies, and learning how local and state government entities work together to prepare for a disaster. **This event is FREE to attend and prior registration is not required. Doors open at 7:30 AM.**

[Learn more](#) about upcoming GHBPF events!

**Program Schedule**

- 7:30-9:30 AM | Breakfast will be served
- 7:30 AM | Exhibit booths will be open for networking
- 8:00 AM | Opening ceremony
- 8:10 AM | Program introductory remarks, announcements and success stories
- 8:15 AM | Texas State Representative Ron Reynolds
- 8:25 AM | Remarks from small business certifying institutions
- 8:35 AM | Procurement updates from state agencies and emergency preparedness representatives
- 9:35 AM | Q&A session
- 9:45 AM | Strategic Partner sponsor update
- 10:00 AM | Exhibitions booths reopen for networking
- 11:00 AM | Event ends - booths close

**Agencies/Gov't Entities in Attendance**

Comptroller of Public Accounts (CPA) | Texas Commission on Environmental Quality (TCEQ) | Texas Department of Criminal Justice (TDCJ) | Texas Department of Information Resources (DIR) | Texas Facilities Commission (TFC) | Texas Health and Human Services Commission (HHSC) | Texas Department of Transportation (TxDOT) | Texas A&M University System | The University of Texas MD Anderson Cancer Center | The University of Texas Health - Houston | The University of Houston System | Texas Division of Emergency Management (TDEM) | Texas General Land Office (GLO) | Harris County Homeland Security and Emergency Management | City of Houston Office of Emergency Management | American Red Cross - Texas Gulf Coast Region | Small Business Administration (SBA) | Federal Emergency Management Agency (FEMA)



The Statewide Procurement Division at the Comptroller of Public Accounts administers the Statewide HUB Program.

**Learn about the NEW Texas Statewide HUB Certification System and learn how to use the HUB Resources available for business development opportunities.**

This presentation will review the HUB certification qualifications and processes and share the tools available for small businesses to use for preparing business development plans and identifying products and services the agencies and universities generally purchase. Understanding the state procurement process and how HUBs can play a role is key to the success of the HUBs.

**WHAT:** Texas HUB Certification & HUB Resources Webinar  
**WHEN:** October 26, 2021  
 10:00 a.m. to 11:30 a.m. Mountain Time  
**COST:** Free

To register visit <http://www.elpasococ-events.org/bxhub>

The Procurement Technical Assistance Center (PTAC), is funded in part through a cooperative agreement from the Department of Defense (DOD) through a program that is administered by the Defense Logistics Agency (DLA). The content of any written materials or verbal communications of the PTAC does not necessarily reflect the official views of or imply endorsement by DOD or DLA.  
 The El Paso County Community College District does not discriminate on the basis of race, color, national origin, religion, gender, age, disability, veteran status, sexual orientation, or gender identity.



**ASIAN BUSINESS EXPO**

**Celebrating 20th Anniversary**

**PLEASE SAVE THE DATE**

**JOIN US VIRTUALLY**

**Thursday, October 21, 2021 11:30 am- 1:30 pm**

**Presented by  
 US Pan Asian American Chamber of  
 Commerce-SW**

[www.uspaacc-sw.org](http://www.uspaacc-sw.org)

We diligently advocate for supplier diversity and business inclusion so that Asian American suppliers and business owners can continue to thrive. The goals are to help Asian businesses and their corporate partners create prosperity through well thought-out procurement partnership and supply chain program. The EXPO also provides greater access to contract opportunities for Asian and minority businesses as they work to establish lifelong strategic business relationships to achieve growth and success to become a force in building America's economy. The EXPO provides a unique venue for corporations to outreach to Asian American consumers.

~More information to follow~



 **WOMEN'S  
BUSINESS  
COUNCIL  
—  
SOUTHWEST**

# AUSTIN INSIGHTS

**Keynote Speakers:**  
**Danielle Davis, JPMorgan Chase & Shelli Howlett, Summi7**

---

**THURSDAY, JULY 14 FROM 3:30 - 6:00PM**  
**NORRIS CONFERENCE CENTER - AUSTIN, TX**

Join women-owned businesses and advocates for networking, appetizers, cash bar, and a keynote presentation on *Strategies for Scaling*.

All are welcome to attend!

**ACEC Small Firm Committee  
Meeting Presentation**  
August 2, 2022

Presented by:

**Lauryn Ott**  
Marketing & Outreach Coordinator  
Statewide HUB Program



Statewide Historically Underutilized Business Program

**Statewide HUB Program**  
Connecting Small Businesses to  
Texas-Sized Opportunities!

**Tuesday, January 18, 2022**  
**9:30 - 11:30 AM**  
**Free Workshop**

# MENTOR/PROTÉGÉ VIRTUAL FORUM

Hosted by:

- Angelo State University (ASU)
- Texas Dept. of Licensing & Regulation (TDLR)
- Texas Workforce Commission (TWC)

Workshop Topics:

- Presentation by Taurus Technologies, Inc (Mentor) and Tekgration, LLC (Protégé)
- HUB Coordinator best practices, featuring Maya Ingram, Statewide HUB Program Manager



Register online at  
[www.sbdc.angelo.edu](http://www.sbdc.angelo.edu)





# “DOING BUSINESS TEXAS STYLE” SPOT BID FAIR & HUB EXPO

**THE 2021 SPOT BID FAIR AWARDED  
MORE THAN \$10 MILLION IN CONTRACTS  
FOR GOODS AND SERVICES.**

The **“DOING BUSINESS TEXAS STYLE” SPOT BID FAIR** is sponsored by state Sen. Royce West and the Comptroller of Public Account’s Statewide Historically Underutilized Business (**HUB**) PROGRAM.

**FOR MORE INFORMATION, CONTACT:  
STATEWIDE HUB PROGRAM**

**FREE ADMISSION**

**REGISTRATION IS REQUIRED**

**REGISTER NOW**

**[VIEW SPOT BID OPPORTUNITY BOOK](#)**

## JOIN US IN PERSON FOR



### STATE PROCUREMENT TRAININGS

Attend discussions and learn valuable skills and processes from state agency and university procurement leaders.



### CUSTOM TRAINING

Join tailored training sessions to help your business prepare bids for submission



### REAL-TIME BID OPPORTUNITIES

Learn about on-the-spot bid opportunities from state agencies and universities

PRESENTED BY





## Texas Statewide HUB Program/ HUB Certification Webinar



Join the Statewide HUB Program for a HUB Certification training covering how to get certified and best practices to gain the most opportunities from your HUB Certification.

- WHAT:** Texas Statewide HUB Program/HUB Certification Webinar  
**WHEN:** Thursday, August 18, 2022  
**TIME:** 10 a.m. to 11:30 a.m. MDT.  
**WHERE:** Online via Microsoft Teams  
**COST:** FREE

**Visit our Website to Register:**

<https://www.elpasococ-events.org/txhub>

The Contract Opportunities Center is a Procurement Technical Assistance Center (PTAC) that is funded in part through a cooperative agreement with the Department of Defense (DOD). The content of any written materials or verbal communications of the PTAC does not necessarily reflect the official views of or imply endorsement by the DOD.

The El Paso Community College District does not discriminate on the basis of race, color, national origin, religion, gender, age, disability, veteran status, sexual orientation, or gender identity.



# SAVE DATE THE



**April 6th, 2022**  
**8:30 AM – 4:00 PM**



## 2022 Marketing for Success 8<sup>th</sup> Annual **HUB** VENDOR FAIR

**FREE  
Event!**

### State Agencies, Universities, Cities, & Counties Exhibiting!

#### Q & A Sessions:

- ✓ Teaming for Success- Mentor Protégé Program
- ✓ Construction Panel
- ✓ Veteran Session
- ✓ SPD & DIR

#### Activities

- ▶ Speed dating with Prime Contractors
- ▶ Meet the Buyer
- ▶ Networking Opportunities

#### Panels of Topics

- ▶ Tools for marketing
- ▶ Capability statements techniques
- ▶ Tips on writing a business plan
- ▶ Tips on writing a successful proposal
- ▶ Small business funding
- ▶ Government contracting
- ▶ HUB Certification
- ▶ CMBL Listing
- ▶ DIR Contracting
- ▶ Mentor Protégé Program

#### Location & Contact

Millennium Youth Entertainment Center  
1156 Hargrave St, Austin, TX 78702  
Joy Simmons, TxDMV Asst. HUB Coordinator  
(512) 465-4177



*Photo courtesy of Carlos Alfonso, Unsplash*



SAVE THE DATE



# 2nd Annual Procurement Expo

## The Future is Now

September 10, 2021

9:00 a.m. - 12:00 p.m.

This year's event will focus on the future of procurement. Post COVID there are new fields emerging and businesses should understand where the future procurement opportunities will exist.

The information packed, half-day virtual event will provide insight from local governments, Houston's emerging transportation and technology industries and how to take minority businesses global.



VISIT [HTTPS://BIT.LY/3Z8FBFT](https://bit.ly/3Z8FBFT) TO REGISTER

**Save the Date ★ June 9, 2022**



**Join the Golden Triangle Minority Business Council and the Statewide HUB Program for networking, and procurement training sessions, and more at the**

# **“BUILDING YOUR DREAM” HUB EXPO**

**ON THURSDAY, JUNE 9, 2022 ★ 8:00AM – 3:00PM**

**AT THE DOWNTOWN EVENT CENTRE  
700 Crockett Street, Beaumont, Texas 77701**

**FREE ADMISSION ★ REGISTRATION REQUIRED**

**REGISTER NOW**

**FOR MORE INFORMATION, CONTACT:**

**Golden Triangle Minority Business Council, Inc. ★ P.O. Box 5064, Beaumont, Texas 77726-5064  
www.gtmbc.com ★ phone: (409) 962-8530 ★ fax: (409) 892-1787 ★ hatcher.beverly@gtmbc.com**

**PRESENTED BY:**





***The HUB certification application process has gone paperless and the Statewide HUB Program is offering a FREE vendor training on the NEW Texas Statewide HUB Certification System. Learn how to navigate through the new application process and get HUB Certified.***

***Training Dates:***

***November 17, 2021 at 9:00 a.m.***

***RSVP and Register here:***

***December 2, 2021 at 9:00 a.m.***

***RSVP and Register here:***

***December 7, 2021 at 1:00 p.m.***

***RSVP and Register here:***

<https://txcpa.webex.com/txcpa/onstage/g.php?MTID=ec47dd0364b1f5a865c961c94f759cc22>

***After registration is complete, an email with the log in link will be sent to the registration email.***

***For questions, contact Delia Molina at: 1-888-863-5881, or 512-463-3653 or [delia.molina@cpa.texas.gov](mailto:delia.molina@cpa.texas.gov)***

***Thank you***

***Statewide HUB Program***



***The HUB certification application process has gone paperless and the Statewide HUB Program is offering a FREE vendor training on the NEW Texas Statewide HUB Certification System. Learn how to navigate through the new application process and get HUB Certified.***

***Training Dates:***

***October 1, 2021 at 1:00 p.m.***

***RSVP and Register here:***

<https://txcpa.webex.com/txcpa/onstage/g.php?MTID=e09ae27baebe34815f3d40bb85e6f43bd>

***October 5, 2021 at 9:00 a.m.***

***RSVP and Register here:***

***October 8, 2021 at 1:00 p.m.***

***RSVP and Register here:***

<https://txcpa.webex.com/txcpa/onstage/g.php?MTID=ec47dd0364b1f5a865c961c94f759cc22>

***After registration is complete, an email with the log in link will be sent to the registration email.***

***For questions, contact Delia Molina at: 1-888-863-5881, or 512-463-3653 or [delia.molina@cpa.texas.gov](mailto:delia.molina@cpa.texas.gov)***

***Thank you***

***Statewide HUB Program***



Statewide Historically Underutilized Business Program

***The HUB certification application process has gone paperless and we are offering a vendor training on the NEW Texas Statewide HUB System to help you learn the new application system and get HUB Certified on ENTER DATE HERE at 1:00 p.m.***

***Please RSVP:  
Deadline is***

*For questions, contact Delia Molina at: 1-888-863-5881, or 512-463-3653 or [StatewideHUBProgram@cpa.texas.gov](mailto:StatewideHUBProgram@cpa.texas.gov)*

*Thank you  
Statewide HUB Program*



University  
of Houston  
Clear Lake

## Historically Underutilized Business (HUB) Virtual Forum & Workshop

UNIVERSITY of  
**HOUSTON**



**Date—June 8, 2022**

**Time: 9:00 a.m.-2:00 p.m.**

### **Schedule of Events**

Welcome: 9:00 a.m.  
Exhibitor Breakout Rooms: 9:05 a.m.-10:00 a.m.  
Workshop Presentations: 10:00 a.m.-11:00 a.m.  
Exhibitor Breakout Rooms: 11:00 a.m.-12:30 p.m.  
Workshop Presentations: 1:00 p.m.-2:00 p.m.

Gather with us virtually to obtain detailed information about universities, state agencies, school districts, and governmental entities' procurement practices; as well as current bid opportunities.

### **Workshop Presentation Topics Include:**

- How to Do Business with UH System
- How to Write a Compliant Solicitation Response
- HUB Certification Process
- Bid or Not To Bid-Get Started on the Right Track

[\*\*Register here to receive Zoom link\*\*](#)

After registering, you will receive a confirmation email containing information about joining the meeting.

For more information about this event contact HUB Operations  
Dept. staff at [flclark@uh.edu](mailto:flclark@uh.edu)

**2022**  
**“Small Business is BIG Business  
 in Government Procurement”  
 Training Workshop**



**WE ARE BACK and EXCITED to see everyone in person at our 37<sup>th</sup> annual Small Business Training Workshop hosted by the San Antonio Business Opportunity Council!**

**August 16, 2022  
 7:00 a.m. to 3:30 p.m.  
 Norris Conference Center  
 618 NW Loop 410, Ste. 207  
 San Antonio, TX 78216**

As we return to in-person activities after the COVID shutdown, join us for a day full of workshops and learning:

- **State and Local Panel**    - **Federal Contracting Officials Panel**
- **Network in Exhibit Hall**    - **General Sessions on Relevant Topics**

**Featured Luncheon Keynote Speaker:**

*Mr. Wade (Clay) Cole, Deputy Commanding General  
 U.S. Army Mission & Installation Contracting Command  
 Joint Base San Antonio-Fort Sam Houston*

**Attendee Registration:** \$75 per person from June 21<sup>st</sup> -July 20<sup>th</sup>; \$100 per person after July 20<sup>th</sup> (breakfast and lunch included)

**REGISTER HERE**

**For more information, please send an email to:**

**[sabocsa@gmail.com](mailto:sabocsa@gmail.com)**

or

**visit us at <https://www.saboc.org>**

*The San Antonio Business Opportunity Council (SABOC) is a non-profit organization that promotes the utilization of Small Business (SB), Small Disadvantaged Business (SDB), Veteran Owned Small Business (VOSB), Service-Disabled Veteran Owned Small Business (SDVOSB), Historically Underutilized Business Zone (HUBZone) and Women-Owned Small Business (WOSB) concerns throughout San Antonio and South Texas.*



## The Success In Business® Forum

**FRIDAY, OCTOBER 1, 2021**

A business development event designed to provide educational conference sessions and dynamic exhibitor showcases to small, minority and women business owners.



*Hosted by the  
City of Missouri City, TX*

*In partnership  
with Goodwill Pierre LLC/  
The Pierre Firm PLLC*



Small, Women and Minority Business owners are invited to a business development, relationship building, and educational initiative.



Participating firms will have the benefit of marketing their products/services to representatives and small business specialists.

**8:30 AM TO CHECK IN AND ATTEND OUR PRE-FORUM NETWORKING SESSION**

### Community Center

Use the main entrance located past the Visitors Center on Missouri City Drive.  
Start Time: 9:30 AM

Space is limited.  
Only two representatives per company.  
Parking is Free  
Business Attire.

 1522 Texas Parkway  
Missouri City, TX 77489

 281.403.8500  
[2021mctxsucessinbusiness.eventbrite.com](https://2021mctxsucessinbusiness.eventbrite.com)

# HUB CERTIFICATION EVENT

## LEARN HOW YOU CAN GET YOUR BUSINESS STATE HUB CERTIFIED!

Texas has awarded billions of dollars in contracts to companies certified as Historically Underutilized Businesses (HUBs). If you operate your business in Texas, reside in Texas and are a minority, a woman, or a Veteran we encourage you to register for this event to increase your exposure to state purchasers and to obtain your state HUB certification.

# July 25, 2022 11 AM - 2 PM

### Registration Fee:

**\$40 // Member**

**\$55 // Prospective Member**

RSVP at: [www.BCHispanicChamber.net](http://www.BCHispanicChamber.net)  
(979) 233-2223

[www.PearlandChamber.org](http://www.PearlandChamber.org)  
(281) 485-3634

### KEYNOTE SPEAKERS:

#### Maya Ingram

Statewide HUB Program, Manager  
Statewide Procurement Division (SPD)  
Comptroller of Public Accounts

#### Terri Reed

El Paso Hispanic Chamber of Commerce  
MBDA Business Center  
Project Director

Along with the keynote speakers, the event will also include:

- **2 WEBINARS PRIOR TO THE LUNCHEON**

- Terri Reed, *El Paso Hispanic Chamber of Commerce*, will provide webinars
- These are for participants to walk them through the certification online packet
- Webinar Dates and Times (CST):

**July 8<sup>th</sup> at 11:00 AM**

**July 15<sup>th</sup> at 3:00 PM**

- **HUB CERTIFICATION PRESENTATION**

- **IN-PERSON MARKETING TRAINING**

- Capability Statement and Website Development

- **LUNCH TO BE SERVED**

UNIVERSITY OF HOUSTON CLEAR LAKE - PEARLAND

1200 Pearland Pkwy, Pearland, TX 77581







**PORT HOUSTON™**



# Port Houston Engineering Opportunities for S/MWBE

**PLUS**

Introduction to Facility Inspection & Condition Assessment Program (FICAP) Training Initiative

Thursday, April 7, 2022  
10:00 AM - 11:00 AM CT (virtual)

**REGISTER HERE**

## Event Objectives

- Overview of the Port Houston Business Equity Program, enrollment process, and training opportunities
- Hear from Project and Construction Management Team about the Facility Inspection and Condition Assessment Program (FICAP), FICAP among the Port's Professional Engineering projects, and Ports FICAP Certification Initiatives targeting S/MWBEs.
- Q&A

## Port Houston's Upcoming Infrastructure Projects

If your company provides construction services or supports the construction industry as a supplier of products and/or services, we encourage you to view the Port's Design and Construction Projects Report. This report prepared by the Project and Construction Management Team provides an overview on the scope of work for each upcoming project, aerial photos, S/MWBE opportunities, and project manager contact information. **LEARN MORE** ▶



### Questions?

Contact Pedro Garcia at:

**[pgarcia@porthouston.com](mailto:pgarcia@porthouston.com)**

Office: 713-670-2588

Cell: 713-269-2425 (call/text)

Learn more about how we can help support your business efforts.

**[www.porthouston.com/businessequity](http://www.porthouston.com/businessequity)**



## **REGIONAL OPPORTUNITY FORUMS™**

"Succeeding in Business as a State of Texas HUB Certified Vendor  
& Other Pertinent Certifications"

**JOIN US**

**In North Harris County / Region 1**

**Lone Star College**

**Thursday, April 21, 2022**

**9:30 am to 2:30 pm**

**College Conference Center**

**5000 Research Forest Drive**

**Spring Texas 77386**

**WHAT YOU CAN EXPECT FROM ATTENDING  
TCRBCC REGIONAL OPPORTUNITY FORUM**

HUB VENDOR TRAINING / STATEWIDE HUB PROGRAM MANAGER

HUB OUTREACH / BUSINESS OPPORTUNITIES

TRUFUND FINANCIAL SERVICES / CONTRACT FINANCING OPPORTUNITY

SBA / THE COMMUNITY ADVANTAGE PROGRAM

SBA / FEDERAL CONTRACTING OPPORTUNITIES

TCRBCC ALLIANCE PROGRAM

AND MUCH MORE!

**COMPLIMENTARY TRAINING LUNCH**  
**Sponsored by AMOCO Federal Credit Union**

**[MUST REGISTER HERE TO PARTICIPATE](#)**



## Federal & State Small Business Resources to Help your Business Grow!

### A Webinar Presented By:

U.S. Small Business Administration District Offices throughout Texas, Statewide Procurement Division (SPD), and Texas Department of Transportation (TxDOT)



**Houston District Office**  
8701 S. Gessner, #1200  
Houston, TX 77074  
713-773-6500  
houston@sba.gov  
www.sba.gov/tx/houston

**San Antonio District Office**  
615 E. Houston St., #298  
San Antonio, TX 78205  
210-403-5900  
sado.email@sba.gov  
www.sba.gov/tx/sanantonio

**SBA offers help in the following areas:**

- Starting a Business
- Financing a Business
- Growing a Business
- Government Contracting
- Disaster Assistance
- Advocacy – Your Voice in Washington

Working with SBA’s resource partners **SCORE, SBDC, and WBC**, we can help you start, grow, and achieve business success.

**Visit SBA online:**

www.sba.gov for 24/7 access to small business news, information, and entrepreneurs training.

**Attend this virtual event to learn more about:**

- ❖ the basics of doing business with the federal government and how to get started,
- ❖ the lending process and how to pursue SBA funding,
- ❖ the State of Texas Historically Underutilized Business (HUB) Program resources available to assist HUB’s participation in the state’s procurement process including certification requirements, benefits, and resources (i.e., Centralized Master Bidder’s List (CMBL), Electronic State Business Daily (ESBD), and HUB Reports) that can assist in determining how to do business with the state, and
- ❖ TxDOT program updates and current opportunities!

Session will include Q&A.

**Monday, November 8, 2021**

**10:00am-11:30pm CDT**

**REGISTER**

*SBA’s participation is not an endorsement of the views, opinions, products or services of any other person or entity. All SBA programs are extended to the public on a nondiscriminatory basis. For questions contact Valerie.maher@sba.gov or 713-773-6541.*

Tyler Metro Chamber of Commerce



Get your slice  
of the pie!



Luncheon Keynote Speaker



**Kenya Rashard**

On Track Trucking Driving School  
5-Week CDL Certification Program  
Arlington, TX



FOR TICKETS, SPONSORSHIP AND BOOTH RENTALS GO ONLINE:

**TheMetroChamber.org**

**EXPO AGENDA - 3 EVENTS IN 1 DAY!**

- Small Biz Procurement Seminar - 8:30 am - \$100 (\$50 - Metro Members)  
Network with purchasers seeking small businesses for contracts.
- HUB Awards Luncheon Ticket - 12 pm - \$30
- Vendor Showcase/Networking Mixer - 2 pm to 7 (Open to Public)

**21st September | 8:30AM-7PM |**

**The Rose Garden Center**

**420 Rose Park Dr. - Tyler, TX 75702**



**SEMINAR PANELISTS**

- City of Tyler
- TX State Comptroller - HUB
- TX Dept. of Criminal Justice
- UT Tyler
- TX A&M
- Smith County Purchasing Office
- TX Health & Human Services (HHS)
- TX State Technical College

**LEARN HOW TO  
BID ON OVER  
\$320 MILLION  
IN TEXAS  
CONTRACTS!**

**WHO SHOULD ATTEND?**

- Small Business Owners
- HUB Coordinators
- Purchasing Agents
- Government Officials
- Women
- Minorities
- Disabled Veterans

**TX CONTRACTS  
AWARDED IN 2021**

- Storage & Transportation - \$900,000
- Feminine Hygiene Products - \$29,502
- Security Guard Services- \$133,536
- Real Estate Mgmt Services - \$2,375,000
- Pepper Spray - \$44,400
- Security Fencing - \$297,000
- Event Center Marketing Designer - \$59,500
- Food & Drinks - \$134,582.16

# Learn about the State-wide HUB Program, the Benefits and Certification!



## What is a HUB?

### **HISTORICALLY UNDERUTILIZED BUSINESS (HUB) PROGRAM**

*The HUB program is a state of Texas initiative to increase the opportunities available to businesses owned by minorities, women and service disabled veterans in the area of state procurement and contracting.*

#### Benefits Of HUB Certification

- FREE application process includes qualifications
- FREE 4-year certification
- FREE HUB Directory listing with NIGP codes
- FREE Assistance
- FREE Recertification begins 4 months prior to certification expiration

#### Program Eligible Groups

- Asian American
- African American
- Hispanic American
- American Women
- Native American
- Service Disabled Veterans as defined by U.S.C. §101(2)

**Wednesday, January 12, 2022**

**8a.m. - 10a.m.**



1327 11th St, Huntsville, TX 77340

CLICK ON LINK TO REGISTER: <https://www.sbdc.uh.edu/assnfe/ev.asp?ID=13498>  
or call 936-294-3737





YOU ARE INVITED TO THE

# 20<sup>th</sup> Annual Purchasing and HUB Connection

HOSTED BY:  
TEACHER RETIREMENT SYSTEM of TEXAS



**TUESDAY, JUNE 7, 2022**  
1:00 – 4:00 p.m.

TRS Cafeteria, 1000 Red River Street, ATX

**TO REGISTER or get more information,**  
email us at [HUB@trs.texas.gov](mailto:HUB@trs.texas.gov).

**FREE EVENT**

Open to all Historically  
Underutilized Businesses and the  
agencies who partner with them.





## StreetWise MBA™

### Module 4: Resources - Session 12

Accessing New Markets: Doing Business with Government & Anchors

#### Learning Objectives for Session 12

- Describe a range of contracting options from both government and anchor institutions.
- Determine what types of contracting and pathways are appropriate for your business now and what may be appropriate for you in the future.
- Ascertain your readiness to successfully secure contracts with both anchors and government at the local, state, and federal levels, and what resources, agencies, and programs exist to help you be successful.
- Understand the steps and costs associated with successfully securing contracts with government and anchor institutions.
- Understand what opportunity zones are, if you qualify, and how to pursue.

#### Session Prep

##### Due by Session 12

- All session prep can be found in your binder or online on Interise Connect
- Complete the Contracting Readiness Worksheets (p. 91-92).
  - CEO Mentoring Group Report - p.96-97
  - Read "Leveraging Anchor Institutions to Grow Inner City Businesses" (on Interise Connect).
  - Complete reading questionnaire (p. 93).
  - Begin working on final Growth Plan draft.
  - Prepare questions for government and anchor contracting panelists.
  - Two Live Case Presenters:**  
[869060/8696](#)

#### Agenda

5:00 - 5:05 - Welcome and check-in, review learning objectives and activities, welcome guests  
 5:05 - 5:10 - Elevator pitches  
 5:10 - 6:10 - Contracting Panel, Reference the "Contracting Readiness Assessment" worksheets  
 6:10 - 6:30 - Reading review: "Leveraging Anchor Institutions to Grow Inner City Businesses"  
 6:30 - 7:20 - Live Cases  
 7:20 - 7:35 - Q & A Session  
 7:35 - 7:40 - Break - Guest Panelist Leave  
 7:40 - 8:00 - Prepare for next session, final presentation guidelines, session evaluation



Don't forget to complete an 'AHA!' Worksheet for this session!

**REMINDER:**  
 FINAL GROWTH PLANS ARE DUE  
 THURSDAY NOVEMBER 4, 2021

# HUB PROGRAM

## Texas Education X Advocacy Series

**Session 1** Sessions will be in Person and Virtual  
**JANUARY 27th 2022 / 9:00am- 3:00pm**  
**UT-RIO GRANDE VALLEY**  
 CESS BUILDING- UTRGV / 1407 E. Freddy Gonzalez Dr, Edinburg, TX 78539

Hosted by  
 Senator Royce West, Senator Eddie Lucio and Senator Chuy Hinojosa

State Senator  
 Royce West

State Senator  
 Eddie Lucio

State Senator  
 Chuy Hinojosa

Sponsored by UT System Office of HUB Programs

For more information contact [hub@utrgv.edu](mailto:hub@utrgv.edu) or call (956) 665-2161



**VIRTUAL**

# CERTIFICATIONS FOR WOMEN-OWNED BUSINESSES

presented in partnership with



**July 13, 2022**  
**1:00 pm - 3:00 pm**



Register at [wbea-texas.org/core-trainings](http://wbea-texas.org/core-trainings)





# HUB PROGRAM

## Texas Education X Advocacy Series

**Session 2**

Sessions will be in person and registration starts at 8:30 am

**JULY 28th 2022 / 9:00am- 4:00pm**

**UT AUSTIN**  
THOMPSON CONFERENCE CENTER

**[CLICK LINK TO JOIN!](#)**

Hosted by **Senator Royce West** and **Senator Sarah Eckhart**



State Senator  
Royce West



State Senator  
Sarah Eckhardt

### Sponsored by



Texas Department of  
Public Safety



Texas Facilities  
Commission



**TEXAS**  
The University of Texas at Austin

### Co-Hosts



THE TEXAS A&M  
UNIVERSITY SYSTEM



THE UNIVERSITY of TEXAS SYSTEM  
THIRTEEN INSTITUTIONS. UNLIMITED POSSIBILITIES.

UNIVERSITY of  
**HOUSTON**



UNI SYSTEM  
Historically Underutilized  
Business Program



For more information contact [hub@austin.utexas.edu](mailto:hub@austin.utexas.edu)





Reimagine. Reinvent. Rebuild.  
(713) 271-7805 | [events@hmsdc.org](mailto:events@hmsdc.org)

# 2021 EX HMSDC VIRTUAL BUSINESS PO



September 15 - 16, 2021

Register at [expo.hmsdc.org](https://expo.hmsdc.org)

- Major Corporations and Government Agency Trade Show
- State Contracts Spot Bid Fair
- One-to-One Business Meetings with Buyers and Decision Makers
- Prestigious Rigel Awards
- Biz Talk with Houston Business Journal & Federal Reserve
- Power Hour Luncheon with Harris County Commissioner Pct 2 Adrian Garcia



**ExxonMobil**



**ConocoPhillips**

**CVS pharmacy**



**FLUOR**



**ICON**



**MOTIVA**



**BUTLER WISEMAN**



**STATEWIDE HUB PROGRAM**  
**STATEWIDEHUBPROGRAM@CPA.TEXAS.GOV**  
**888-863-5881**  
**WWW.COMPTROLLER.TEXAS.GOV**



Texas Comptroller of Public Accounts  
Statewide Procurement Division  
P.O. Box 13186, Austin, Texas 78711

[WWW.COMPTROLLER.TEXAS.GOV](http://WWW.COMPTROLLER.TEXAS.GOV)

Publication #96-1324. Revised October 2022