



## Put a Texas HUB Certificate to Work for Your Business!

In fiscal 2021, Texas spent more than \$3.3 billion in purchases related to heavy construction, building construction, special trade, professional services, other services, and commodities, of which an average of 11 percent went to Texas certified HUBs. Give your business the advantage by getting registered on the state's CMBL at:

[comptroller.texas.gov/purchasing/vendor/registration/modify.php](https://comptroller.texas.gov/purchasing/vendor/registration/modify.php) and apply for Texas certified HUB certification at: [texashub.gob2g.com](https://texashub.gob2g.com).

For all the details, go to [comptroller.texas.gov/purchasing/vendor/hub](https://comptroller.texas.gov/purchasing/vendor/hub)

 Sign up to receive email updates on the Comptroller topics of your choice at [comptroller.texas.gov/subscribe](https://comptroller.texas.gov/subscribe).

 **At Your Fingertips** – Get the latest news and updates from the Statewide HUB Program and other CPA initiatives by following us on Twitter @TxComptroller.

## More Links to Success

The Statewide HUB Program offers many valuable resources to help you build relationships with contacts and find answers to your questions.

### Find the Resources for Success:

[comptroller.texas.gov/purchasing/vendor/hub](https://comptroller.texas.gov/purchasing/vendor/hub)

**HUB Coordinator List** – HUB coordinators are your individual contacts at state entities. They offer valuable guided assistance on their agency's purchasing requirements and processes.

**HUB Report** – Twice a year, state entities report their expenditures in specific categories. Use the report to determine which entities might match up best with what your business has to offer.

**CMBL** – Centralized Master Bidders List provides purchasers and vendors a list of businesses large and small that want to do business with Texas. Annual fee is \$70.

**ESBD** – Electronic State Business Daily provides open solicitation postings valued at \$25,000+, contract awards and more.

**HUB Calendar of Events** – Find small-business events and forums that provide networking and training opportunities from agencies, universities, chambers, minority and trade organizations and other SBA centers and Procurement Technical Assistance Centers (PTAC).



Statewide Historically Underutilized Business (HUB) Program

[www.Texas4HUBs.org](http://www.Texas4HUBs.org)

888-863-5881 or 512-463-5872

[statewideHUBprogram@cpa.texas.gov](mailto:statewideHUBprogram@cpa.texas.gov)



**Glenn Hegar**  
Texas Comptroller of Public Accounts

# Texas is your business.



## Statewide HUB Program boosts opportunities for growth and fuels success!



Texas has awarded billions of dollars in contracts to companies certified as a Historically Underutilized Business (HUB). Be ready when opportunity knocks by certifying your minority-, woman- or service-disabled, veteran-owned business (with a 20% service disability status) through the Statewide HUB Program at the Texas Comptroller of Public Accounts.

State agencies and universities are constantly looking to work with businesses certified as HUBs. The good-faith effort goal is to actively involve HUBs in the Texas procurement process and ensure they receive a fair share of state's purchasing needs.

## Stand Out in a Crowd

A HUB certification is free and good for up to four years. Only certified HUBs are listed in the online Texas HUB Directory. For purchases of \$10,000 or less, state entities can contact a business directly to buy goods and services. Vendors also search the Texas HUB Directory for certified HUBs to include in their subcontracting plans for projects of \$100,000 or more (other requirements may apply). State entities search Certified HUBs registered with the state's Centralized Master Bidders List (CMBL) when looking for potential bidders. State entities are required to search the CMBL for most purchases, and HUB certification is an important search criterion because of HUB goals established by an agency or university.

## HUB Eligibility - A Respected Standard

A strong eligibility and application standard ensures the integrity of the Statewide HUB Program.

### A Historically Underutilized Business:

- is a for-profit entity with the principal place of business in Texas that has not exceeded the size standard prescribed by 34 TAC §20.23; and
- is at least 51 percent owned by an Asian Pacific American, Black American, Hispanic American, Native American, American woman and/or Service- Disabled Veteran (with a 20% service disability status) whose owner(s) are residents of Texas and actively participate in the control and management of the business' day-to-day operations.

## Competitive Tools for Your Business

HUB certification is a powerful advantage and a vital step. In addition to applying for HUB certification, explore the many other tools available for creating new opportunities to do business with the state:

### 1 Register With the Centralized Master Bidders List (CMBL) to Receive Bid Invitations.

When state entities search the CMBL for potential vendors, they may contact vendors directly by mail, fax, email or phone with invitations for bids. The CMBL is an online vendor registration system that requires a \$70 annual fee, which covers the cost of the program. It's a worthwhile investment, averaging \$5.83 per month. The CMBL profiles also reflects a vendor's HUB status for state entities looking for potential HUB bidders.

**Sign up for the CMBL:**  
[comptroller.texas.gov/purchasing/vendor/cmb/](http://comptroller.texas.gov/purchasing/vendor/cmb/)

**Or call:** 512-463-3459

### 2 Search the Electronic State Business Daily (ESBD).

When state entities have contract opportunities over \$25,000, they must advertise them on the Electronic State Business Daily. This online search engine is available to anyone and allows you to find bid opportunities by type, entity, vendor award or National Institute of Governmental Purchasing Codes (NIGP codes).

**Search the ESBD:**  
[txsmartbuy.com](http://txsmartbuy.com)

### 3 Explore HUB Subcontracting Plan Opportunities.

Subcontracting is another excellent opportunity for HUB businesses to participate in state contracts with an expected value is \$100,000 or more. State entities carefully examine subcontracting opportunities and require a HUB subcontracting plan showing potential use of certified HUBs. Become familiar with the subcontracting process. Once certified, your listing in the online Texas HUB Directory will make your business known as a potential subcontracting partner.

**Get details:**  
[comptroller.texas.gov/purchasing/vendor/hub/forms.php](http://comptroller.texas.gov/purchasing/vendor/hub/forms.php)

### 4 Network.

You are the best voice for your business, and you have several ways to make your business known.

Networking provides an opportunity to introduce you and your HUB to HUB Coordinators and the agencies and universities. Attend pre-bid conferences for an opportunity to meet primes and more experienced vendors you can partner with for subcontracting opportunities, and attend Economic Opportunity Forums (EOFs) allow you to network with individual state agencies and state purchasers and attend free trainings to expand your knowledge and opportunities.

**View the EOF calendar:**  
[txsmartbuy.com/eof/index.html](http://txsmartbuy.com/eof/index.html)