



Education and Outreach Report Fiscal 2018





GLENN HEGAR TEXAS COMPTROLLER OF PUBLIC ACCOUNTS

October 15, 2018

The Honorable Greg Abbott, Governor
The Honorable Dan Patrick, Lieutenant Governor
The Honorable Joseph R. Status, III, Speaker

Greetings 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, woman and service disabled veteran-owned businesses about the state's procurement methods that create more opportunities for HUBs.

During the past year, we hosted the Procurement Connection Seminar and HUB Expo events in Austin. We also co-hosted two other economic opportunity forums in Beaumont and 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 about this report, please contact me, by email at Laura.cagle-hinojosa@cpa.texas.gov or by phone at 512-463-4583.

Respectfully,

A handwritten signature in black ink, appearing to read "Laura Cagle-Hinojosa". The signature is fluid and cursive, with a large initial "L" and "C".

Laura Cagle-Hinojosa, Statewide HUB Manager
Statewide Procurement Division

Enclosure

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Introduction

Minority, woman-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 Sept. 1, 2017, through Aug. 31, 2018, of the fiscal year.

By the end of August 2018, nearly 15,667 firms were registered as Texas-certified HUBs.

As noted in our Fiscal 2017 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.

This conclusion is based primarily on the following:

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 565,759 total site page views between Sept. 1, 2017, through Aug. 31, 2018.

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 to 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- and woman-owned, 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- woman 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 contract opportunities for minority-woman-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 on a semi-annual (May 15) and annual (Nov. 15) basis.

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 contract 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 team to deliver presentations on HUB certification and state contracting opportunities.

The Governor's Small Business Forums features private and public resources, practical solutions, best practices and expert assistance on a broad range of business topics and challenges. The forums celebrates small businesses including minority, woman, 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 Forum is also an opportunity to network with other entrepreneurs, business owners, managers and business-oriented non-profits, as well as local, state and federal agencies.

At the Governor's Small Business Forums in Killeen and Odessa, two Procurement Technical Assistance Center staff members have commented that they use our website to assist customers looking for state procurement opportunities and to make them aware of the HUB certification for minority, woman and service disabled veteran-owned businesses.

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.

This includes explaining and detailing the HUB certification process, educating them on HUB subcontracting opportunities, encouragement to update their HUB profile and tracking and researching state agency purchases to identify new opportunities. Attending outreach events to make contacts with the state of Texas HUB Coordinators and key procurement personnel 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 and Information Services (CIS) Division, we remain committed to consistently producing publications and web materials that are clear, concise and useful to a broad and diverse community.

The agency's CIS 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 enables 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 who 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, improving and implementing a more effective HUB Program, resulting in increasing procurement opportunities for 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 leading statewide minority trade organizations assist the Statewide HUB Program to reach their respective memberships to provide education on the procurement process. The MOC relationships continue to be an important aspect of our commitment to increase awareness of HUB certification as well as procurement opportunities available through the state of Texas.

Goals and Objectives of the Statewide HUB Program Outreach

Economic Opportunity Forums, (EOFs) Hosted and Co-hosted During Fiscal 2018

The Statewide HUB Program hosted the Procurement Connection Seminar and HUB Expo (PCSE) in Austin, with over 500 attendees, and provided training for over 300 HUB vendors. The theme for the Procurement Connection Seminar and HUB Expo was “Gear Up for 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 co-hosted two PCSE events in fiscal 2018. We co-hosted a PCSE event in Beaumont with the Golden Triangle Minority Business Council Inc. and another PCSE in Irving in conjunction with the Dallas/Fort Worth Minority Supplier Diversity Council’s Access 2018 and Senator Royce West’s “Doing Business Texas Style Spot Bid Fair.

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

- Contracted and encouraged non-certified minority, women, and service disabled veterans 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 and over 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 training 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 MOC partners, the Texas Association of African American Chamber of Commerce and the Texas Mexican American Chamber of Commerce, to enhance education on how to do business with the Comptroller’s office and the state of Texas.

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

Future Education and Outreach Initiatives

In fiscal 2019, 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 and maximizing their award opportunities

To achieve these goals, our objectives include the following:

- Networking with minority, service disabled veteran and woman owned business trade organizations, small business development centers, and other economic development organizations to increase the awareness of the state's HUB program;
- Refining and updating education and outreach materials;

- Expending 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 education presentations;
- Working closely with state agencies and institutions of higher education to encourage the use of HUBs in state purchasing;
- Provide training videos for HUBs and procurement professionals; and
- Educate 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, as well as prospective 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

Training and Education Sessions

The Statewide HUB Program collaborated with Texas Department of Transportation, (TxDOT) HUB Program and the University of Texas at the Rio Grande Valley Procurement Technical Assistance Center (PTAC) to organize and schedule a pilot program initiative to provide training and education to HUB vendors on the business opportunities available with the state of Texas and governmental agencies. The vendors received training on different procurement methods and business opportunities available with the Texas Department of Transportation, Texas Comptroller of Public Accounts, City of Brownsville and other governmental agencies in attendance.

In this collaborated effort of the Strategic Training Encouraging Partnerships (STEP) events, attending vendors received training on TxDOT's Disadvantaged Business Enterprise (DBE) and the HUB certification programs. These events are aimed at encouraging partnerships between HUBs and business resources in South Texas and West Texas. The Statewide HUB Program also provided training on how to market to the state of Texas and prime contractors, as well as identifying other resources available such as finding opportunities posted on the Electronic State Business Daily and the importance of maintaining the vendor profiles on the Centralized Master Bidders List.

Two STEP training sessions were scheduled on March 28, 2018, in McAllen and another in May 30, 2018, in El Paso, Texas.

The following state agencies participated in this initiative:

- Texas Comptroller of Public Accounts
- Texas Department of Information Resources
- Texas Department of Transportation
- Texas Facilities Commission
- Texas Workforce Commission

Attachment A - Education and Outreach Activities

Statewide HUB Program Fiscal 2018 Education and Outreach Efforts

Date	Host/Sponsor	Event Name	City	Outreach	Audience
9/6/2017	City of Converse	Governor's Small Business Forum Public Workshops	Converse	Panel Discussion and Exhibit Table	HUBs, including Small, Minority-Woman and Service Disabled Veteran-owned Businesses
9/8/2017	HUB Discussion Work Group	HUB Discussion Work group Meeting	Austin	Other	HUB Coordinators, Vendor Presentations
9/20/2017	Tri-County Black Chamber of Commerce	Texas Minority Business Opportunity Success Series (BOSS)	Waco	Presentation and Exhibit Table	HUBs, including Small, Minority-Woman and Service Disabled Veteran-owned Businesses, HUB Coordinators
9/28 & 29	Texas Association of African American Chambers of Commerce (TAAACC)	Annual TAAACC Conference	Austin	Staffed Booth	HUBs, including Small, Minority-Woman and Service Disabled Veteran-owned Businesses, HUB Coordinators
10/4/2017	U.S. India Chamber of Commerce	Governor's Small Business Forum	Coppell	Staffed Booth	HUBs, including Small, Minority-Woman and Service Disabled Veteran-owned Businesses, HUB Coordinators
10/5/2017	Research Valley Partnership	Governor's Small Business Forum	Bryan	Staffed Booth	HUBs, including Small, Minority-Woman and Service Disabled Veteran-owned Businesses, HUB Coordinators
10/19/2017	City of Pharr	Governor's Small Business Forum	Pharr	Staffed Booth	HUBs, including Small, Minority-Woman and Service Disabled Veteran-owned Businesses, HUB Coordinators
10/24/2017	HUB Discussion Work Group, State agencies, Universities and Vendors	HUB Expo Fiscal 2018	Austin	Staffed Booth and Trainings	HUBs, including Small, Minority-Woman and Service Disabled Veteran-owned Businesses, HUB Coordinators
11/10/2017	Memorandum of Cooperation Quarterly Meeting at UT System	MOC Quarterly Meeting	Austin	Other	HUBs, including Small, Minority-Woman and Service Disabled Veteran-owned Businesses, HUB Coordinators
11/29/2017	Greater Austin Asian Chamber of Commerce's Connect Forum for Minority Business	Greater Austin Asian Chamber of Commerce	Austin	Staffed Booth General Overview	HUBs, including Small, Minority-Woman and Service Disabled Veteran-owned Businesses, HUB Coordinators
11/29/2017	Houston Minority Supplier Development Council	Minority Supplier Development Council	Houston	Staffed Booth	HUBs, including Small, Minority-Woman and Service Disabled Veteran-owned Businesses, HUB Coordinators
12/5/2017	Alamo Black Chamber of Commerce	Black Chamber of Commerce-Doing Business with the State of Texas	San Antonio	Training and General Overview	HUBs, including Small, Minority-Woman and Service Disabled Veteran-owned Businesses, HUB Coordinators
12/6/2017	Bexar County Business Conference	City of San Antonio	San Antonio	Training and General Overview	HUBs, including Small, Minority-Woman and Service Disabled Veteran-owned Businesses, HUB Coordinators
12/15/2017	Greater Austin Asian Chamber of Commerce's Connect Forum for Minority Business	Greater Austin Asian Chamber of Commerce's Connect Forum for Minority Business	Austin	Training and General Overview, Exhibit Booth	HUBs, including Small, Minority-Woman and Service Disabled Veteran-owned Businesses, HUB Coordinators
2/15/2018	Golden Triangle Minority Business Council, Inc. HUB Expo	Golden Triangle Minority Business Council, Inc., HUB Expo	Beaumont	Training and General Overview, Exhibit Booth	HUBs, including Small, Minority-Woman and Service Disabled Veteran-owned Businesses, HUB Coordinators
2/22/2018	Texas Association of African American Chambers of Commerce (TAAACC)	Texas Association of African American Chambers of Commerce (TAAACC)	Austin	Presentation and Exhibit Table	HUBs, including Small, Minority-Woman and Service Disabled Veteran-owned Businesses, HUB Coordinators

Statewide HUB Program Fiscal 2018 Education and Outreach Efforts (cont.)

Date	Host/Sponsor	Event Name	City	Outreach	Audience
2/27/2018	Greater Houston Business Procurement	Greater Houston Business Procurement	Houston	Training and General Overview Exhibit Booth	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
2/28/2018	Greater Austin Asian Chamber of Commerce's Connect Forum for Minority Business	Greater Austin Asian Chamber of Commerce's Connect Forum for Minority Business	Austin	Exhibit Booth	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
3/12/2018	Department of Public Safety HUB Expo	DPS HUB Expo	Austin	Other	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
3/21/2018	2018 University of Texas at San Antonio (UTSA) Supplier Vendor Network Breakfast	2018 UTSA SBDC Supplier Vendor Network Breakfast	Austin	Other	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
3/28/2018	Strategic Training Encouraging Partnerships, (STEP) TxDOT, CPA, UTRGV-PTAC	Strategic Training Encouraging Partnerships STEP	McAllen	Training	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
4/4/2018	2018 Department of Information Resources Connect Technology	2018 DIR Connect Technology	Austin	Other	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
4/10/2018	University of Houston-How to Get HUB Certified	University of Houston - How to Get HUB Certified	Houston	Training	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
4/18/2018	5th Annual HUB Event, Texas Department of Motor Vehicles, Texas Education Agency	Marketing for Success	Austin	Exhibit Booth	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
4/20/2018	Texas Association of African American Chambers of Commerce (TAAACC)	Texas Association of African American Chambers of Commerce (TAAACC) Black Business at the Capitol	Austin	Other	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
5/3/2018	Department of Public Safety HUB Expo	Speed Networking	Austin	Exhibit Booth	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
5/6-8/18	Senator Royce West's Spot Bid Fair/ACCESS, CPA, DFWMSSDC	Doing Business Texas Style Spot Bid Fair, CPA/State	Irving	Spot Bid Fair	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
5/15/2018	Office of the Governor Association of Entrepreneurship Management	Association of Entrepreneurship Management	Austin	Exhibit Booth	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
5/16/2018	Austin Community College	Austin Community College Business Conference	Austin	Exhibit Booth	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
5/23/2018	Austin Asian Chamber of Commerce	Austin Asian Chamber of Commerce - HUB Certification	Austin	Exhibit Booth, Presentation	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
5/31/2018	El Paso Contracting Center, Texas Department of Transportation, Texas Comptroller of Public Accounts	STEP - Strategic Training Encouraging Partnerships	El Paso	Exhibit Booth, Presentation	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
6/6/2018	Texas Facilities Commission	Legacy in the Making	Austin	Exhibit Booth, Presentation	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators

Statewide HUB Program Fiscal 2018 Education and Outreach Efforts (cont.)

Date	Host/Sponsor	Event Name	City	Outreach	Audience
6/8/2018	Southwest Minority Supplier Diversity Council Face Time Expo	Face Time Expo	San Antonio	Exhibit Booth	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
6/19/2018	UTSA SBDC PTAC, Bexar County Small Business & Entrepreneurship, 2018 Texas Rural Challenge	Southwest Minority Women's Business Expo	San Antonio	Exhibit Booth	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
7/9/2018	Statewide HUB Program HUB Certification	Vantage Point - Ron Cove, One-on-one Consulting	Austin	One-on-one Meeting	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
7/11/2018	Governor's Economic Development	Governor's Small Business Forum - Veterans	Killeen	Exhibit Booth, Presentation	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
7/16/2018	UTSA SBDC PTAC, Bexar County Small Business & Entrepreneurship, 2018 Texas Rural Challenge	Procurement Matchmaking Connecting Opportunities	New Braunfels	Business matchmaking	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
7/18/2018	UTSA SBDC PTAC, Bexar County Small Business & Entrepreneurship	Supplier Vendor Network	Austin	Presentation	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
7/24/2018	Texas Parks & Wildlife Department, Texas Military Department, Health & Human Services Commission	Texas Construction HUB Expo	Austin	Other	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
8/2/2018	Pan Asian Chamber of Commerce	Pan Asian Chamber of Commerce Business Expo	Arlington	Exhibit Booth	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
8/8/2018	Del Mar College- Procurement Technical Assistance Center, City of Corpus Christi	BIG Event	Corpus Christi	Exhibit Booth	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
8/14/2018	San Antonio Business Opportunity Center, University of Texas Procurement Technical Assistance Center	San Antonio Business Opportunity Conference	San Antonio	Exhibit Booth, Presentation	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
8/20/2018	Governor's Economic Development, Port Aransas Chamber of Commerce, TWC	Governor's Small Business Forum	Port Aransas	Exhibit Booth, Presentation	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
8/23/2018	Governor's Economic Development, Odessa Chamber of Commerce, TWC	Governor's Small Business Forum	Odessa	Exhibit Booth, Presentation	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
8/28/2018	Regional Government Procurement Conference- Cross Timbers Procurement Center	Regional Government Procurement Conference - Cross Timbers Procurement Center	Arlington	Exhibit Booth	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators
8/30/2018	Governor's Economic Development Wichita Falls Chamber of Commerce, TWC	Governor's Small Business Forum	Wichita Falls	Exhibit Booth, Presentation	HUBs, including Small, Minority-Woman- and Service Disabled Veteran-owned Businesses, HUB Coordinators

Attachment B - FY 2018 Marketing Materials

HUB Expo Flyer and Agenda | Austin Event | October 24, 2017

HUB Expo Flyer and Agenda | Beaumont Event | February 15, 2018

HUB Expo Flyer and Agenda | Irving Event | May 7-8, 2018



Gear up for the HUB Expo!

Learn how to contract with the State of Texas and its vendors
and grow your historically underutilized business.

HUBEXPO

Statewide Historically Underutilized Business Program
FY2018 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



/txcomptroller and search #TxHUB

Tuesday, Oct. 24, 2017

Time

Registration: 7:00-8:15 a.m.

Opening session: 8:30 a.m.

Conclusion: 4:00 p.m.

Location

The Renaissance Hotel
9721 Arboretum Blvd.
Austin, Texas 78759

Registration is \$75

Space still available. Register at Texas4HUBS.org

Contact

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



Gear Up HUB Expo

FY 2018 Procurement Connection Seminar and Expo

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

#TxHUB

Tuesday, Oct. 24, 2017

 **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 2017-18.
- 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 2016, Texas awarded more than \$2.1 billion in contracts – including more than \$789 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.

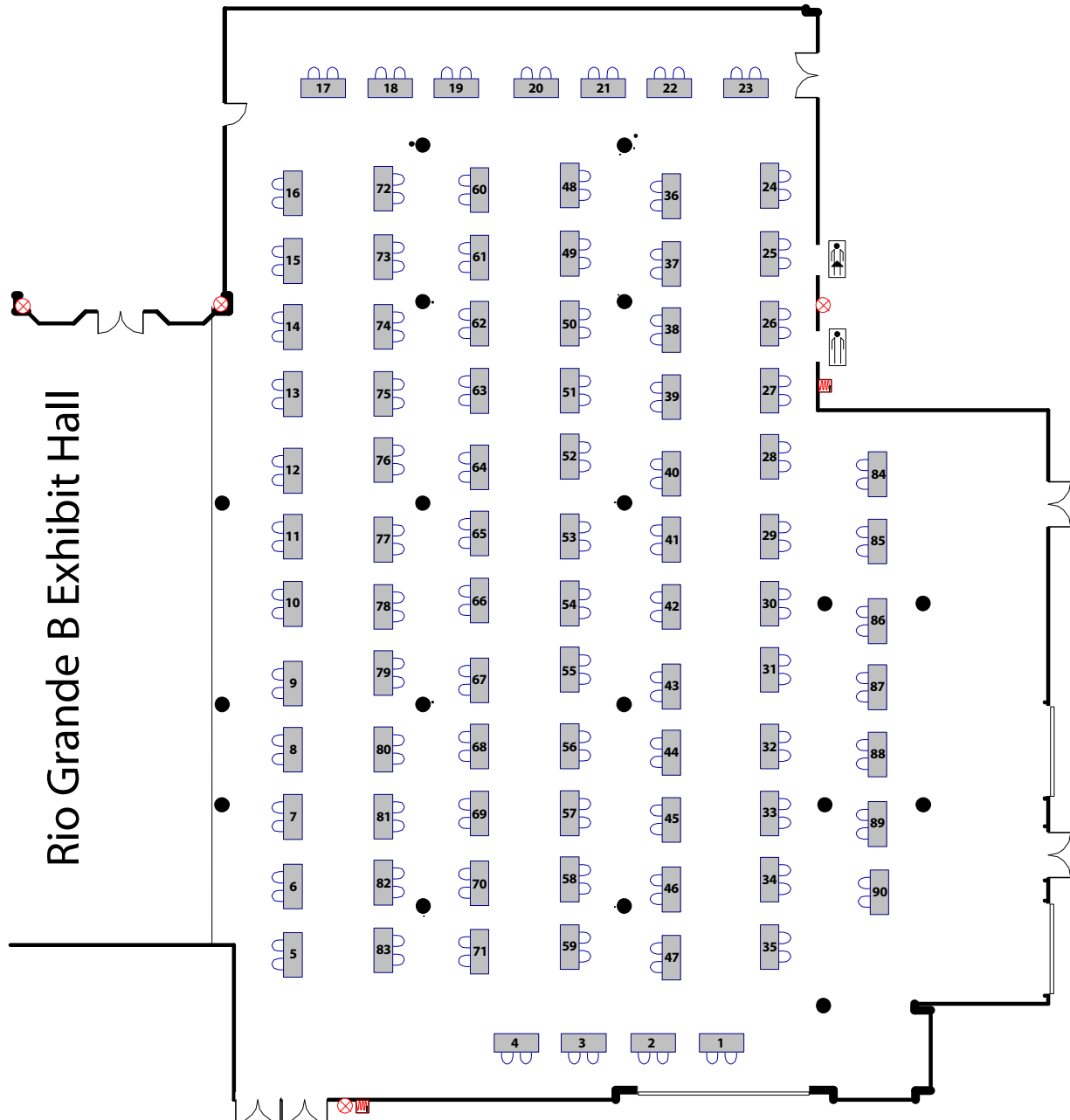
Your business will be listed in the Comptroller’s online HUB Directory. State agencies use the HUB Directory in conjunction with the Comptroller’s Centralized Master Bidders List to solicit bids from certified HUBs for state purchasing and public works contracts. Prime contractors also use the HUB Directory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



Floor Plan – Exhibit Hall



**Welcome to the FY 2018 Procurement
Connection Seminar & EXPO**

Opening Remarks



Statewide Historically Underutilized Business Program



Laura Cagle-Hinojosa

*Statewide HUB Manager**Texas Comptroller of Public Accounts*

Laura Cagle-Hinojosa started her career with the State of Texas in 1991 as a contracts analyst for the Texas Department of Mental Health and Mental Retardation's Construction Program. Hinojosa was assigned to implement the Historically Underutilized Business (HUB) Program (HUB) at the agency, and in 2000 was recognized by Gov. George W. Bush's Commission for Women with an "Outstanding Women in Texas Government for Outstanding Leadership" award.

In 2004, Laura was recruited by private industry and served as the Multicultural Business Development Manager for the Southwest United States for ICI. During her 2.5 years in this position, she helped small minority and women-owned businesses obtain more than \$10 million in government contracts.

Laura returned to state government in 2007 as a procurement policy writer for the Department of Aging and Disabilities Services. In 2009, she became HUB Program Coordinator for Texas Commission on Environmental Quality (TCEQ) and oversaw the HUB and Environmental Protection Agency's (EPA) Disadvantage Business Enterprise (DBE) program for the agency. Under Laura's management, TCEQ received a national award from the EPA in Washington D.C. for the agency's small business program.

Hinojosa recently became Statewide HUB Program Manager at the Texas Comptroller of Public Accounts, Statewide Procurement Division. She is responsible for HUB certification, promulgation of HUB administrative rules, outreach and educating vendors on the HUB Program. She has been involved in the HUB program in one capacity or another from the program's inception, and continues to be an advocate for small businesses.

Gold Sponsor Remarks



Statewide Historically Underutilized Business Program



Hershel Becker

Chief Procurement Officer

Texas Department of Information Resources (DIR)

Hershel Becker joined the Texas Department of Information Resources (DIR) in July 2016 as chief procurement officer, overseeing and directing purchasing and contracting functions for DIR's Enterprise and Cooperative Contracts Division.

Hershel has nearly 30 years of professional experience in the public and private sectors. Prior to his current role, Hershel served as deputy director for Contract Operations at the Texas Office of the Attorney General (OAG), where he directed all major outsourcing initiatives for the Child Support Division and provided oversight for outsourced services. He represented OAG on the state's Contract Advisory Team for eight years.

Before his state service, Hershel worked for management consulting, technology services and outsourcing companies, where he spent the majority of his 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 (TCEQ)

Stephanie Bergeron Perdue became deputy executive director of the Texas Commission on Environmental Quality (TCEQ) on Jan. 16, 2014. In this role, she helps develop and implement agency strategies and operating procedures. She oversees and helps create the agency's biennial Legislative Appropriations Request and an annual operating budget of more than \$350 million, as well as personnel matters, contract procurement procedures and the implementation of federal and state legislation.

Perdue began her career in public service in 1997, working for the Texas Senate. In 1999, she joined TCEQ as an executive assistant to then-Chair Bob Houston. From there, she was selected to serve as director of the Environmental Law Division, and then became deputy director of the Office of Legal Services, overseeing the Environmental Law, Litigation and General Law divisions.

Perdue earned a bachelor's degree from the University of Texas at Austin in 1990 and her law degree from South Texas College of Law in 1995. She and her husband Rick have one son.

Agenda



Tuesday, October 24, 2017

7:00 a.m. – 1:00 p.m. Registration – Exhibitors, Conference Participants

8:30 a.m. – 8:55 a.m. Opening Remarks
 Welcoming Remarks, Tips for Effective Networking in the Exhibit Hall, Conference Overview
Laura Cagle-Hinojosa, Statewide HUB Manager, CPA
Gold Sponsor Remarks
 Department of Information Resources
Hershel Becker, Chief Procurement Officer
 Texas Commission on Environmental Quality
Stephanie Bergeron Perdue, Deputy Executive Director

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 IT contracting process. Gain additional information on doing business with state agencies, universities, cities, counties, and local municipalities. Advance your knowledge to assist you in becoming 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: Jessica Fleming, Program Coordinator, Texas Clean School Bus Program & TERP Outreach Coordinator, TCEQ

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

(Meeting Room Sabine)

- What each partner does
- How we work together
- Resource partners we work with
- Stress the wealth of resources and expertise available

Speakers: Joe Harper, Director, Texas State SBDC, Moderator

Susannah (Sue) Munro, CPP, Business Development Specialist, South-West Texas Border SBDC Network, UTSA, Institute for Economic Development
Carleton L. Smith, Vice President of Worldwide Sales and Marketing for a Fortune 500 company with global operations.

 **Writing a Winning Proposal**

(Meeting Room San Antonio)

This course will highlight key tips to make your proposal a stronger candidate for winning a contract and explains what the procurement staff are seeking in the review process. A great proposal can be decisive in winning a contract, but a poor one can cost you the contract.

Speaker: Norma Barrera, CTCM, CTPM, Procurement Director & HUB Coordinator, Texas Education Agency

Second Track Workshops

10:00 a.m. – 10:45 a.m.

 **Access to Capital**

(Meeting Room Trinity B)

Understand requirements and options for traditional and non-traditional business funding.

Speaker: Lionel “Leo” Davila, Lender Relations Specialist, Veterans Business Development Officer, U.S. Small Business Administration

 **Forecasting State of Texas Agencies and Universities Construction Upcoming Opportunities**

(Meeting Room Sabine)

Join us and take advantage of this educational and networking platform for insights of the latest construction opportunities. Meet with key stakeholders from government agencies, universities, and the general contractor that will provide a perspective of essential requirements on doing business with the State of Texas.

Speakers: Yolanda Strey, CTPM, CTCM, HUB Director, TFC

José A. Villarreal, Project Manager, Vaughn Construction

Sharon Schultz, HUB Director, TDCJ

Muriel Kruse, HUB Staff Associate, UT, PMCS

Janie Ramirez, Contract Manager, TPWD

 **How to Successfully Do Business with State Universities**

(Meeting Room San Antonio)

State of Texas Universities purchase goods and services to support academic, research and public service programs. They also purchase goods and services to support activities such as operations and maintenance, student housing, food services, bookstore and computer store operations. Our goal is to help the vendor understand the processes and uniqueness of state universities to help increase your opportunities in doing business with us.

Speakers: Annette Smith, HUB Staff Associate, UT - Austin

HUB EXPO

Statewide Historically Underutilized Business Program

Cindy Gillar, HUB Administrator, Texas A&M University
Maya P. Thornton, HUB Operations Director, University of Houston
Greg Obar, Associate Director, HUB Program, University of North Texas (UNT) System



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) and the Texas Department of Transportation will provide information on DBE certification and business opportunities.

Speakers: **Ricardo Perez**, HUB Certification Team Lead, Statewide Procurement Division, Texas Comptroller of Public Accounts

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

Lloyd Decker, CTCM, Centralized Master Bidders List Marketing Specialist

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

Noon – 1:30 p.m. Luncheon Program

Rio Grande Exhibit Hall A

Welcoming Remarks

Moderator: **Jette Withers**, Chief Procurement Officer, CPA Statewide Procurement

Color Guard

Hendrickson HS Color Guard Team

National Anthem

Invocation

Platinum Sponsor Remarks

Texas Department of Transportation
 Health and Human Services

Tribute to John Trevino, Jr.

Speaker: **Gonzalo Barrientos**, Former State Senator

Interactive Panel Discussion

“Successful HUB Businesses – Success Tips and Lessons Learned”

For more information on the Luncheon Program continue to the next page.

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

Third Track Workshops

3:00 p.m. – 3:45 p.m.



Data Mining Tools for Successfully Marketing to the State of Texas

(Meeting Room Trinity A)

Use data mining tools and procurement data to learn how the State of Texas spends its money.

Speaker: **Laura Cagle-Hinojosa**, Manager, Statewide HUB Program, Statewide Procurement Division, CPA



Local Resources Available to Build Business Capacity: City of Austin Small Business Program

(Meeting Room Trinity B)

The mission of the Small Business Program is to foster job creation and support the growth of new and existing businesses by providing capacity building information, tools, and resources. We provide coaching and assistance to small businesses. Our focus is to develop and empower small businesses to strengthen their business capability and survivability.

Speaker: **Cindy Garcia**, Business Development Specialist, Small Business Program, COA



Doing Business with the Texas Department of Transportation

(Meeting Room Sabine)

The Texas Department of Transportation has many resources and opportunities available for Disadvantaged Business Enterprises (DBE) and Historically Underutilized Businesses (HUB). Learn how to navigate the website and gain valuable understanding on what resources are available to your business.

Speaker: **Carlton Cooper**, Business Development Specialist for 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 has a number of services available to support your workforce training needs.

Speakers: **Kim L. Hunziker**, Program Manager, Office of Employers Initiatives, TWC

Thomas W. Walker Jr., CTCM, Outreach & Project Development, TWC

Luncheon Program



Statewide Historically Underutilized Business Program

Welcoming Remarks

Moderator: Jette Withers

Chief Procurement Officer

Color Guard

Hendrickson HS Color Guard Team

National Anthem

Robert “Bobby” Pounds, CPA, SPD Assistant Director

Invocation

Platinum Sponsors Remarks

Texas Department of Transportation

Health and Human Services

Tribute to John Trevino, Jr.

Speaker: Gonzalo Barrientos, Former State Senator

Interactive Panel Discussion

“Successful HUB Businesses –
Success Tips and Lessons Learned”

Speakers: Paula Mendoza, President & Chief Executive Officer Possible Missions, Inc.

Dustin Gadberry, President/Chief Executive Officer of Gadberry Construction Company, Inc.

P.D. Morrison, CEO/Owner PDME

Helen Callier, President of Bradlink LLC



Jette Withers

Chief Procurement Officer for the State of Texas, Luncheon Moderator

Jette Withers is director of the Texas Comptroller’s Statewide Procurement Division and was recently named chief procurement officer for the state of Texas, a position created by the Texas Legislature in 2017.

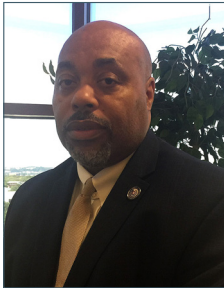
Withers oversees the award and management of more than \$3 billion in statewide contracts each year. The Statewide Procurement Division develops these contracts on behalf of more than 200 state agencies and institutions of higher education as well as more than 1,600 local governments. She has overseen the reorganization of the division’s contracting processes to improve its customer service.

Her team trains and certifies Texas’ public procurement professionals and develops best practices, guidelines and procedures for state agency purchasing. The division also oversees the Statewide Historically Underutilized Business (HUB) Program and Statewide travel, fleet and mail operations.

Prior to her appointment as director, Jette served as deputy general counsel for contracts, overseeing the Comptroller’s internal procurements. Before joining the Comptroller’s office, she was a finance attorney with Haynes and Boone LLP, one of the nation’s largest law firms.

Luncheon Program

Platinum Sponsor Remarks



Michael Parks

*Associate Commissioner for Procurement Operations
Health and Human Services*

Michael Parks is associate commissioner for Procurement and Contracting Services for the Texas Health and Human Services Commission. He has a wealth of procurement and contract management experience as well as extensive experience as a certified public accountant in the public and private sectors.

Parks began his career in state government in 2009 with the Texas Health and Human Services Commission, becoming associate commissioner in June 2016. He leads efforts for business systems development, procurement and contracting activity and various other agency activities.



Carlton Cooper

*Business Development Specialist for
Disadvantaged Business Enterprise (DBE), Civil Rights,
Texas Department of Transportation*

Carlton Cooper is a business development specialist for disadvantaged business enterprises (DBEs) at the Texas Department of Transportation (TxDOT).

Cooper is deeply committed to increasing DBE certification and participation for business contracting opportunities with TxDOT. He has been instrumental in promoting TxDOT's statewide outreach, training, technical assistance and business development programs throughout its 25-district territory.

Cooper serves as liaison between the Texas Association of African American Chambers of Commerce and Texas Association of Mexican American Chambers of Commerce. He's also program administrator for the Texas Business Opportunity Development training program in partnership with Texas Southern University, Prairie View A&M, Delmar College and the University of Texas at San Antonio.

Before assuming his current position at TxDOT, Cooper served as director of Athletics at Texas A&M University-Commerce from 2007 to 2012. During his tenure there, Cooper made history with athletic facility improvements that included the football stadium's visitors-side seating, a new state-of-the-art scoreboard and the football locker room. Cooper also raised funds for a new academic center for athletes.

Cooper's administrative management skills have afforded him opportunities to manage other noteworthy projects, which include the 2000 NCAA Women's Soccer Final Four and 2001 NCAA Men's Soccer Final Four in Dallas. Cooper completed his master's degree at Southern Methodist University and bachelor's degree at the University of Texas at Austin. He remains active in both universities' academic and athletic programs.

Luncheon Program

Tribute to John Trevino, Jr.



Speaker: Gonzalo Barrientos, Former State Senator

Senator Gonzalo Barrientos represented Senatorial District 14, mostly composed of Travis and Hays counties. During his tenure in the Texas State Senate, he served on the following committees: Chair of the Committee of the Whole on Legislative; Congressional Redistricting;

Vice-Chair of Senate Natural Resources Committee; and appointed to the Education, Finance and Nominations Committees. In addition, he served as a member of the Texas Legislative Council, and chaired the Austin Transportation Study Policy Advisory Committee. Senator Barrientos' accomplishments include successful passage of more than two dozen pieces of legislation designed to decrease the school dropout rate, which resulted in the reduction of student dropouts across the

state. He also sponsored significant legislation to eliminate abuse of the elderly and protect the rights and benefits of state employees.

The senator is the recipient of many awards including Texas Public Employees Association Outstanding Legislator of the Year for two consecutive years; the Outstanding Public Servants Award; the Texas Rehabilitation Association's Legislative Excellence Award; and the Austin Groups for the Elderly 1995 Achievement Award; the Matt Garcia Public Service Award by the Mexican American Legal Defense and Educational fund. Prior to his election to the Texas Senate in 1984, Barrientos served five terms in the Texas House of Representative. Gonzalo Barrientos honorably served the State of Texas for over 31 years as a public servant and continues to support community initiatives for the betterment of his community and for the State of Texas. He was born in Galveston, Texas and was raised in Bastrop, Texas.



John Trevino, Jr. Community Leader

He had his first taste of public service at the age of eight, as an altar boy in the Catholic Diocese of Austin. At 17, he volunteered for the military and served in the Army's 82nd Airborne Division for three years. Upon returning to Austin, he

took an active role in the St. Vincent de Paul Society, a nonprofit charity dedicated to helping the poor and needy.

In 1965, Trevino was chosen to be the first director of the Community Action Program in Austin, a federal anti-poverty initiative. His accomplishments included persuading the director of the Internal Revenue Service to send staff to help citizens from poor neighborhoods prepare their tax returns. Later, he supervised volunteers from the federal VISTA program who developed the city's Meals on Wheels program and the Austin Tenants' Council. In 1966 and 1967, Trevino began a bulk-trash collection program in East Austin. Years later, the city adopted his model for the entire city.

In 1968, the University of Texas School of Social Work nominated Trevino to attend an international conference on social welfare held in Helsinki, Finland; he was one of only 13 Americans attending.

In 1975, Trevino was elected to the Austin City Council, where he served for more than 13 years, eventually becoming mayor pro tem and acting mayor. As a council member, Trevino helped create what ultimately became the city's Department of Small and Minority Business Resources. He led efforts to establish health clinics for Austin's needy, and persuaded the city to review its hiring practices to ensure that women and minorities had fair access to city jobs. He also helped establish a Social Policy Advisory Committee to ensure equitable distribution of funding to social service agencies.

In 1988, Trevino left the city council but continued his commitment to public service. At the University of Texas, he has helped develop programs for Historically Underutilized Businesses. He served on the board of directors of the Greater Austin Hispanic Chamber of Commerce and the international board of the U.S./Mexico Sister Cities Association. He was also a founder of the Austin-Salttillo Sister City initiative. In 2006, the city of Austin named a park at Morrison Ranch after him.

Luncheon Program

Panel Speaker



Statewide Historically Underutilized Business Program



Paula M. Mendoza

President & Chief Executive Officer

Possible Missions, Inc.

Native Houstonian Paula Mendoza is an entrepreneur, innovator, advocate and tireless volunteer, recognized for the quality of her work and the passion she brings to every endeavor.

Possible Missions, Inc. (PM), a company Mendoza established in 2001, specializes in project management solutions for all industries. Under her leadership, the company has experienced exponential growth, ultimately generating more than \$20 million in revenue. PM also has achieved significant accolades, including the Houston Minority Business Council's 2012 Supplier of the Year Award and a Minority Business Enterprise Accountability Award. In 2012, PM won the U.S. Small Business Administration's Award of Excellence for its success as a subcontractor to prime federal contractors.

Possible Missions has maintained the prestigious ISO 9001:2008 Certification for Safety since 2011. PM has been certified by the National Minority Supplier Development Council and acts as a certified minority- and woman-owned firm at the federal level and in Texas, New York, New Jersey, Delaware and Pennsylvania.

Mendoza is a past chair of the State of Texas Ethics Commission, board member of the Texas Board of Public Accountants and chair of the Texas Association of Mexican American Chambers of Commerce. In October 2013, she was appointed to the University of Houston System Board of Regents for a six-year term. Mendoza has offered her time and talent as a speaker, event organizer and community leader to countless organizations including Escape Family Resource Center, M.D. Anderson YMCA, Alief ISD Partners in Education and the Harris County juvenile municipal courts.

Mendoza earned a bachelor's degree in criminal justice from the University of Houston Downtown and completed continuing studies with the Community Minority Business Advancement Program and the Rules of Engagement Leadership Institute at the University of Texas at Austin. She and her husband of 28 years, Robert, have one adult son, a daughter in law and three grandkids as well as 14-year-old goddaughter Natalie.

Luncheon Program

Panel Speaker



Statewide Historically Underutilized Business Program



Paul-David "P.D." Morrison

CEO/Owner, PDME

P.D. Morrison has built his enterprises through his focus on the fundamentals of business. Morrison has created several businesses and formed strong strategic alliances with other national and international business entities.

At 20, Morrison bought his first company, an auto detailing franchise he operated on nights and weekends while working full-time. In the early 1990s, he founded a marketing company which eventually evolved into PD Morrison Enterprises, Inc. (PDME). In 1994, PDME became a Texas-certified HUB; in the same year, it purchased Hurricane Office Supply in Cedar Park, Texas. At the time, Hurricane Office Supply was generating \$400,000 annually in revenues, primarily through business with other small businesses. Most of Morrison's business ventures and strategic alliances involve the office supply industry; PDME and its joint ventures currently have combined sales of more than \$60 million annually.

In the late 1990s, Morrison developed a unique business model that requires the HUB to perform the majority of the service tasks required in a product distribution supply chain, limiting non-diverse companies primarily to the roles of wholesaler and logistical support provider. In 2002, PDME formed a strategic alliance with Office Depot employing this unique and government-approved business model. Employing this now widely copied business model, PDME and its joint ventures have formed similar strategic alliances with other Fortune 500 companies.

In 2010, PDME formed a national strategic alliance with Fastenal, a \$3 billion construction, industrial supply and maintenance, repair and operations company. PDME partners with Fastenal to supply product lines to Fortune 500 companies, governmental agencies and institutions of higher education. PDME recently expanded its Fastenal strategic alliance internationally to support the automotive industry.

While cultivating other successful businesses in real estate investment and management, PDME has established a joint venture with a service-disabled veteran to form a paper brokerage and medical supply company, DME, LLC. He also offers mentoring to select women-, minority- and service-disabled veteran-owned companies.

Before founding PDME, Morrison spent 12 years in the semiconductor industry, in various positions at Digital Equipment, Raytheon and Motorola. His primary focus was on microelectronic process engineering and hermetic microchip packaging. He also holds two U.S. patents.

Luncheon Program

Panel Speaker



Statewide Historically Underutilized Business Program



Hellen L. Callier

President, Brandlink, LLC

Helen Callier, bestselling author of *Your Money is in the Follow-up*, is president of Bradlink LLC, a technical services firm providing program management, building design and facilities support services, primarily serving government agencies and Fortune 500 firms. Bradlink, headquartered in Kingwood, Texas, with offices in Austin, Dallas and San Antonio, has served clients including the city of Houston, Houston Airport System, AECOM, Jacobs Engineering Group Inc. and Lackland Air Force Base.

Callier has led Bradlink in several high-profile projects such as the Houston Hobby Airport International Terminal, Houston METRO's light rail expansion, a DFW Airport terminal improvement and other infrastructure projects. She has served on the Houston Airport program management team as a joint-venture partner with AECOM.

Callier has received many awards including the 2015 MWDBE (Minority, Women, Disadvantaged Business Enterprise) of the Year award from Government Procurement Connections; the 2016 SBA Houston District Women Business Champion Award; and the 2017 Women in Transportation Rosa Parks Diversity Award. In 2016, Texas Gov. Greg Abbott appointed her to a five-year term as a commissioner of the Texas State Commission of Licensing and Regulation. She was keynote speaker at the 2015 State of Texas HUB Expo and was highlighted as a small-business success story by U.S. Small Business Administration administrator Linda McMahon on the first-ever SBDC Day, held on March 22, 2017.

Callier is a contributing small-business blogger on Huffington Post and Subcontractors USA. She's a graduate of the SBA Emerging Leaders Program and the Goldman Sachs 10,000 Small Businesses Program. She is also a member of the Houston Mayor's International Trade and Development Council, covering Central America, Cuba, South America and the Caribbean, and serves in an advisory capacity to the Tri-County Regional Black Chamber of Commerce.

Luncheon Program

Panel Speaker



Statewide Historically Underutilized Business Program



Dustin Gadberry

President/Chief Executive Officer

Gadberry Construction Company, Inc.

Dustin Gadberry, president and chief executive officer of Gadberry Construction, has more than 17 years of experience in the construction field. He's a high-performing professional with experience in leading and growing all sectors of a business organization. As a manager, he's proven his ability to cultivate and support teams in their efforts to maximize efficiency and profitability. He maintains excellent relationships with clients, vendors and the community.

Community Service – Boards and Commissions

Owner: City of Dallas
 Appointed By: Pauline Medrano
 Agency: Design District (Reinvestment Zone 8)
 Position: District 2 Tax Incremental Finance (TIF) Board Member

Owner: City of Dallas
 Appointed By: Katherine Seale
 Agency: Landmark Commission Historical Tax Abatement Task Force
 Position: Task Force Member

Owner: Small Business Administration (SBA)
 Appointed By: Mark Langford
 Agency: Small Business Development Center
 Position: Board Member on the North Texas Advisory Board

Owner: 2017 City Council Race
 Appointed By: Omar Narvaez
 Agency: City of Dallas Council
 Position: Campaign Treasurer

Owner: City of Dallas
 Appointed By: Adam Medrano
 Agency: Landmark Commission
 Position: District 2 Landmark Commissioner

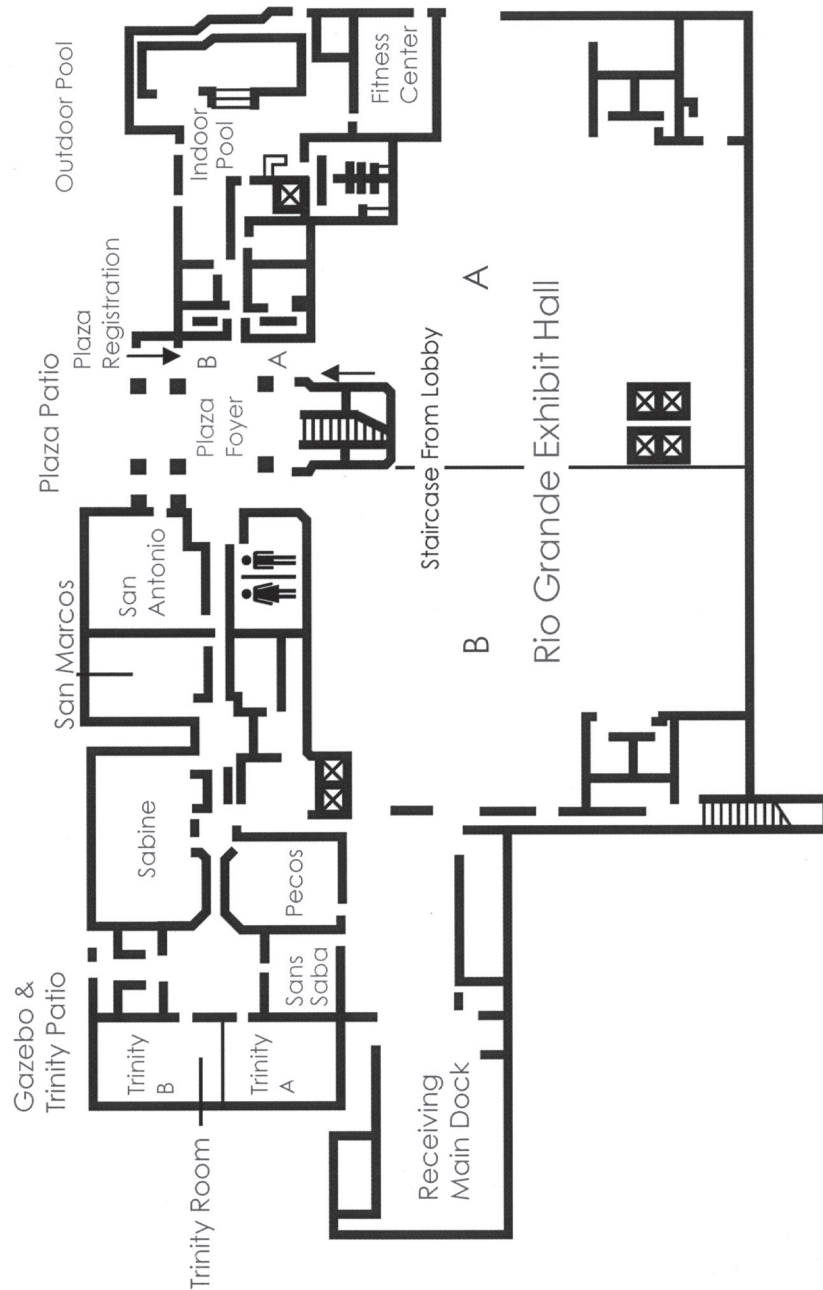
Owner: North Dallas Chamber of Commerce
 Appointed By: Bruce Bradford
 Agency: Young Professional Organization
 Position: President

Owner: Preservation Dallas
 Appointed By: Nicky Defreese
 Position: Board Member

Renaissance Hotel – Plaza Level (Lower Level)



Statewide Historically Underutilized Business Program







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



HUB

**Historically
Underutilized
Businesses**

View current
information technology
bidding or **subcontracting**
opportunities at

WWW.DIR.TEXAS.GOV



Ride and Drive Fleet Expo

810 Co Rd 240 | 810 County Road 240 | Florence, TX

Wednesday, October 25, 2017 from 6:00 AM to 4:00 PM

The Texas Department of Public Safety (DPS) is hosting the “Ride and Drive” Fleet Expo. This is an outdoor event that brings opportunities for law enforcement agencies, business networking for business owners; including Historically Underutilized Business (HUB), entrepreneurs and decision makers, to engage in an open forum.

This event will be focusing on the theme of the “Fleet” industry with special emphasis on the need of law enforcement vehicles. Showcasing a wide range of products and services related to law enforcement, technological advancements and innovative designs from leading exhibitors. Don't miss an opportunity to showcase your driving skills!



Ride and Drive Registration

<https://www.eventbrite.com/e/texas-department-of-public-safety-presenting-ride-and-drive-tickets-37016572565>

Password

405DPS

Phone: 512-424-5255

Fax: 512-424-5419

E-mail: DPSHUB@dps.texas.gov





TEXAS
Health and Human
Services

Charles Smith, Executive Commissioner

*"A Proud Advocate for the HUB Program
and ...*



the inclusion of Certified Minority and Women Owned Business."



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FOR THE ONES WHO GET IT DONE



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	 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.
 UTPB 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



UNT SYSTEM™

Historically Underutilized
Business Program

The University of North Texas
System HUB Program is
committed to building relationships
and increasing opportunity for
minority-owned businesses.
Please contact us at 940.369.5500
for more information.



Building Relationships.



Creating Opportunities.



UNIVERSITY OF NORTH TEXAS
DALLAS



Advancing Diversity.



UNIVERSITY OF NORTH TEXAS



UNIVERSITY OF NORTH TEXAS AT DALLAS



UNIVERSITY OF NORTH TEXAS AT DALLAS

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tdi | Texas Department of Insurance

Find us on

How We Can Help You

Help After Harvey
Your Insurance Claims

Back to School Insurance Tips
COLLEGE EDITION

tdi | Rumor Control:

RUMOR: FEMA must assess your home before you begin clean up.

FACT: Use photos, videos to apply for aid. Make repairs to prevent more damage.

REPRESENTATIVE CLIENTELE

American Airlines - United States Department of Defense
 Texas Department of Transportation - Raytheon
 Jacobs - Atkins - Oregon Department of Transportation
 Public Utility Commission of Texas - Cisco - MD Anderson
 AT&T- Central Texas Regional Mobility Authority - EMC
 FileNet- HNTB - Texas Department of Human Resources



Cintra - HDR - State of Kansas - Lockheed Martin - CH2MHill
 Sears - RS&H- Texas Department of Information Resources
 City of Fort Worth - Texas Department of Public Safety
 Texas Secretary of State - Texas State Library and Archives
 IBM - Texas Department of Health and Human Services
 Texas Department of Criminal Justice- Zachry American
 City of Los Angeles - The University of Texas Austin...

Information Management and Information Technology
 DBE/HUB / tel. 512-720-8542
www.hbmginc.com



TEXAS TECH UNIVERSITY
 HEALTH SCIENCES CENTER™

Finance
 HUB Program

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



Opportunity is knocking.

Looking to do business with UT Austin?
Our door is open.

You don't have to be one of the big boys to sell your goods or services to The University of Texas at Austin. The university is committed to working with owners of small businesses, as well as businesses that are owned by women, veterans, or members of minority or disadvantaged groups.

UT AUSTIN'S HISTORICALLY UNDERUTILIZED BUSINESS/ SMALL BUSINESS (HUB/SB) program can guide you through the process of becoming a university vendor. To learn more, call us at 512-471-2850 or visit our website.

financials.utexas.edu/hub





Texas Department of Motor Vehicles

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Texas Comptroller of Public Accounts
888-863-5881
www.Texas4HUBs.org
StatwideHUBProgram@cpa.texas.gov

Thank You For Your Support



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Texas Commission of Environmental Quality

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University of Texas at Austin

Texas Education Agency

University of North Dallas

University of Texas System

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Texas Employees Retirement System
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Texas Historical Commission
Texas Juvenile Justice Department
Texas Legislative Council
Texas Lottery Commission
Texas Parks and Wildlife Department
Texas Secretary of State
Texas State Technical College
Texas State University
Texas State University Small Business Development Center
Texas Workforce Commission
Turnkey Operations
Texas Commission on Environmental Quality
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University of Houston
University of Houston-Downtown
University of North Texas
University of Texas at Austin
University of Texas Medical Branch
UT System Administration-HUB Program
West Texas A&M University
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Contact Information

www.Texas4HUBs.org

888-863-5881

StatwideHUBProgram@cpa.texas.gov

98-967-4 (10/17)



Gear up for the HUB EXPO!

Learn how to contract with the State of Texas and its vendors
and grow your historically underutilized business.



Statewide Historically Underutilized Business Program
FY2018 Procurement Connection Seminar and EXPO



Texas Comptroller
of Public Accounts

Celebrating 28 Years



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

Thursday, Feb. 15, 2018

Time

7 – 8 a.m.	Exhibitor Set-up
8 a.m.	Registration Opens
8:30 a.m.	Welcome Remarks
9 a.m. – 3 p.m.	EXPO & Workshops

Location

Ford Park Event Center
5115 IH-10 South
Beaumont, Texas 77705

Registration Contact

Beverly L. Hatcher
Golden Triangle Minority Business Council, Inc.
hatcher.beverly@gtmbc.com
For HUB EXPO – Beaumont 2018 Registration Form,
Please click this link:
<http://www.gtmbc.com/media/846dc981977ce66ffff8130ffaf2815.pdf>

General Inquiries Contact

Delia Lopez Molina
Statewide HUB Program
512-463-3653 or email Delia.Molina@cpa.texas.gov
Texas4hubs@cpa.texas.gov

*** See back page for registraton**

98-852-7 (01/18)

2018 Procurement Connection Seminar and EXPO - Beaumont Registration Form

Seminar Workshops and EXPO are open to the public.

Complete and submit this registration form with applicable fee(s) to be an exhibitor, or to be a non-exhibitor who will be participating in the event's networking luncheon.

REGISTRATION OPTIONS

Check the box(es) identifying your registration:

Exhibitor Registration

- *Golden Triangle Minority Business Council Member Exhibitor \$150 (\$200 after Feb. 5)
- *Non-Golden Triangle Minority Business Council Member Exhibitor \$200 (\$250 after Feb. 5)
- *Governmental Entity Exhibitor (i.e., State Agencies/Universities, City, County, Federal) \$225 (\$275 after Feb. 5)
- **Additional Exhibitor Attendee(s), if you checked this box in addition to one of the boxes above, indicate the additional number of attendees _____ x \$25 ea. (\$45 after Feb. 5)

*Registration includes a 6' table with tablecloth and two chairs (exhibit booth space), and two free networking luncheon tickets.
**Registration includes additional seating for exhibit booth space and one free networking luncheon ticket per additional attendee.

Non-Exhibitor Networking Luncheon Registration

- ***Non-Exhibitor Networking Luncheon Attendee(s), if you checked this box, indicate the number of attendees _____ x \$25 ea. (\$45 after Feb. 5)

***Registration includes one networking luncheon ticket per attendee.

COMPANY AND POINT OF CONTACT INFORMATION

Company Name: _____

Mailing Address: _____
(Street or P.O. Box) (City) (State) (ZIP Code)

Point of Contact: _____
(First Name) (Last Name) (Business Phone) (Email Address)

ATTENDEE INFORMATION

List all individuals who will be attending the event.

(First Name) (Last Name) (Business Phone, if different than above) (Email Address)

Attendee #1: _____

Attendee #2: _____

Attendee #3: _____

Attendee #4: _____

Attendee #5: _____

METHOD OF PAYMENT

Check the box identifying your method of payment, complete information and remit registration form and payment as indicated below.

- Check Money Order American Express Carte Blanche Diner's Club Master Card Visa

Credit Card Number: _____ Expiration Date: _____ 3-Digit Code: _____

Name of Credit Card Holder: _____
(First Name) (Last Name)

Billing Address: _____
(Street or P.O. Box) (City) (State) (ZIP Code)

Enter total amount to be billed if paying by credit card: \$ _____ Signature: _____

Note: Payment by credit card can be faxed to the number listed below.

Mail-Remit to: Golden Triangle Minority Business Council, Inc. • P.O. Box 5064 • Beaumont, Texas 77726-5064

Point of Contact: Beverly Hatcher at Ph: 409-962-8530 • FAX: 409-892-1787 • Email Address: hatcher.beverly@gtmbc.com

Note: Be sure to wear your company name tag to the event; otherwise, peel and stick name tags will be available.

HUB Expo produced by:



As always, a Special Thanks to the HUB Discussion Work Group.

We appreciate your support of the HUB Program.

Fourth Track Workshops
2:00 p.m. – 3:00 p.m. (Concurrent Workshops)

Skills Development Fund – Texas Premier Job Training Program
Chambers Room (Upstairs)
The Office of Employers Initiatives, Skills Development Fund has a number of services available to support your workforce training needs.
Presenters: Kim L. Hunziker, Program Manager, Office of Employers Initiatives; Thomas W. Walker Jr., CTCM, Outreach and Project Development, Texas Workforce Commission

Ready, Willing and Able
Orange Room (Downstairs)
First impressions may affect how purchasers and prime contractors perceive you as a viable company. Your business communications and online profile are often the first introduction to your company and its mission. Learn 11 keys to business success, as well as how to develop better communications to improve profits.
Presenters: Beverly L. Hatcher, President, Golden Triangle Minority Business Council, Inc.; Manuel Guerrero, Lecturer, Communication and Legal Studies, College of Business, Stephen F. Austin State University

Forecasting Construction Projects
Newton Jasper Room (Upstairs)
Learn about upcoming building construction projects and tips on how to prepare for them. State agency, university and general contractor representatives will serve as panelists, sharing a wide range of knowledge and their perspectives on the construction industry and projects that are on the horizon.
Facilitator: Yolanda Strey, CTCM, CTPM, HUB Director, Texas Facilities Commission

Panelist: Sharon Schultz, HUB Director at TDC; Tabitha Evans, HUB Coordinator at Lamar University; Nathan Rivers, President of Setex Construction Corporation

The Texas Emissions Reduction Plan (TERP) Program
Jefferson Room (Upstairs)
TERP is a Texas Commission on Environmental Quality program that provides financial incentives to eligible individuals, businesses or local governments to reduce emissions from polluting vehicles and equipment. This workshop offers information on rebate grant funding to upgrade or replace on-road heavy duty diesel vehicles and/or select non-road heavy-duty diesel equipment, and non-road replacement. You will learn how to access the TERP program's nine different grant programs. Each has its own specific eligibility requirements and may accept applications at different time periods of the year.
Presenter: Jessica Fleming, TERP Outreach Coordinator, Implementation Grants Section, Air Quality Division, Texas Commission on Environmental Quality



98-907-7 (02-18)



Gear Up HUB Expo

**FY 2018 Procurement
Connection
Seminar and Expo**

Ford Park Event Center • 5115 IH-10 South
Beaumont, Texas 77705

THURSDAY, FEBRUARY 15, 2018



Statewide Historically Underutilized Business Program


HUB EXPO

Statewide Historically Underutilized Business Program





Agenda

Thursday, Feb. 15, 2018

- 7:00 a.m. – 8:00 a.m. **Registration – Exhibitors' Setup**
- 8:00 a.m. **Registration Opens**
- 8:30 a.m. **Opening and Welcoming Remarks**
- 9:00 a.m. – 3:00 p.m. **Expo and Workshops**
- 9:00 a.m. – 10:00 a.m.
 -  **Understanding Disaster Recovery Assistance**
Newton Jasper Room (Upstairs)
 The University of Houston PTAC (Procurement Technical Assistance Center) outlines the process individuals must know to participate in the disaster-recovery effort since the devastation of Hurricane Harvey through government procurement opportunities. Learn how to access procurement opportunities.
Facilitator: Tim Scarborough, CFCEM, Director, UH Procurement Technical Assistance Center



First Track Workshops

- 9:30 a.m. – 10:30 a.m. (Concurrent Workshops)
 -  **Benefits of Being HUB Certified and DBE Certified**
Orange Room (Downstairs)
 This workshop will allow you to gain the knowledge and professional expertise you will need to take your business to the next level. Certification is key to market your business.
 The Texas Comptroller of Public Accounts and Texas Department of Transportation will provide you with information on how to become Disadvantaged Business Enterprise (DBE) and Historically Underutilized Business (HUB) certified.
Presenters: Delia Lopez Molina, HUB Marketing Coordinator, Statewide Procurement Division (SPD), Texas Comptroller of Public Accounts;
Joe Sanchez and **Carlton Cooper**, Civil Rights Program Specialists;
Keisha Gash, HUB Program Specialist, Texas Department of Transportation
-  **Federal and Government Contracting**
Jefferson Room (Upstairs)
 This workshop will provide an overview of the government market, identify resources and help you market your business.
 The federal government is the country's largest customer and buys almost everything. Learn how your small business can successfully sell to the government.
Presenter: Valerie Coleman, Program Manager, Prime Contracts, Office of Government Contracting, U.S. Small Business Administration


Writing a Winning Proposal

Chambers Room (Upstairs)
 This workshop will cover tips for creating a strong proposal and explains what procurement staff are looking for during the review process. A great proposal can be decisive in winning a contract, but a poor one can cost you the contract.
Presenter: Norma Barrera, CTOC, CTPM, Procurement and HUB Director, Texas Education Agency

Second Track Workshops

- 10:45 a.m. – 11:45 a.m. (Concurrent Workshops)
 -  **What is the HUB Mentor Protégé Program?**
Jefferson Room (Upstairs)
 This workshop will provide a general overview of the Mentor Protégé Program. It details how the program operates, and how it helps increase opportunities for contracting and subcontracting with the State of Texas.
Presenter: Claribel Diaz, HUB Coordinator, Texas Commission on Environmental Quality
-  **Grow Your Business Through SBA Programs and Know-How – Surety Bonds**
Chambers Room (Upstairs)
 This workshop will focus on the components of a successful business. Learn how to develop and grow your business through SBA programs and services. Get an understanding of what it takes to get a surety payment and performance bond.
Presenter: Hopeton Hay, Director, Office of HUB Development and Federal Small Business, The University of Texas System; **Ester Wright**, Business Opportunity Specialist, U.S. Small Business Administration

Third Track Workshops

- 1:00 p.m. – 2:00 p.m. (Concurrent Workshops)
 -  **State Government Information Technology Procurement Opportunities**
Orange Room (Downstairs)
 The Department of Information Resources will provide vendors insight into the State of Texas IT contracting process. Gain additional information on doing business with state agencies, universities, cities, counties and local municipalities. Advance your knowledge to help you become competitive with IT procurements throughout the state.
Presenter: Lynn Hodde Sanchez, CTOC, HUB Program Manager, Texas Department of Information Resources
-  **Understanding the Community Banking Industry and What Works for You**
Jefferson Room (Upstairs)
 Woodforest National Bank (WNB) is a community bank that offers competitive products and services. Community economic development is a critical component of its core business strategy. This workshop details WNB services that meet the needs of small businesses and entrepreneurs.
Presenter: Mildred L. Lemell, Assistant Vice President, Woodforest National Bank

11:45 a.m. – 12:45 p.m. **Luncheon – Luncheon Room (Downstairs)**
 Entry to the luncheon is by ticket only. The Exhibit Hall will be closed during lunch, will reopen at 1 p.m., and will remain open until 3 p.m.

Lunch 'n Learn: Focus and Insight – Hurricane Harvey

Hear government and private sector perspectives on recovery and rebuilding critical infrastructure in areas of Texas devastated by Hurricane Harvey.
Facilitator: Beverly L. Hatcher, President, Golden Triangle Minority Business Council, Inc.

Private Sector Presenter: Gregory K. Klima, General Manager, Cleveland SIPS. Greg has 25 years' experience as a real estate and business attorney. He has handled a wide variety of purchase, sale, finance and use matters in both commercial and residential settings. In his current position, Greg oversees administrative, financial and production matters. He holds a J.D. from Harvard Law School and a B.A. from Wittenberg University.

12:45 p.m. – 1:30 p.m.

One-on-One Sessions

Luncheon Room Area (Downstairs)
 Meet face to face and discuss business opportunities with corporate entities, state agencies and institutions of higher education.
Facilitator: Cassandra Johnson, CTPM, CYCM, HUB Program Specialist, Texas Parks and Wildlife Department

Third Track Workshops

- 1:00 p.m. – 2:00 p.m. (Concurrent Workshops)
 -  **State Government Information Technology Procurement Opportunities**
Orange Room (Downstairs)
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Presenter: Lynn Hodde Sanchez, CTOC, HUB Program Manager, Texas Department of Information Resources
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Presenter: Mildred L. Lemell, Assistant Vice President, Woodforest National Bank



Gear up for the HUB EXPO!

Learn how to contract with the State of Texas and its vendors and grow your Historically Underutilized Business.

11th Annual Doing Business Texas Style Spot Bid Fair and HUB EXPO

To view current bids, check the Bid Portal, click here:
<https://data.texas.gov/Government-and-Taxes/Bid-Book-Spreadsheet-2018/9apk-jjpi/data>



Statewide Historically Underutilized Business Program
 2018 HUB EXPO and Doing Business Texas Style Spot Bid Fair



Texas Comptroller of Public Accounts



Dallas/Fort Worth Minority Supplier Development Council, Inc.
OUR BUSINESS IS CONNECTING YOUR BUSINESS

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

Monday, May 7-8, 2018

Time

8:00 - 8:30 a.m.	Registration – Exhibitors, Conference Participants
8:35 - 8:50 a.m.	Opening & Welcoming Remarks
9:00 - 9:45 a.m.	Workshops Begin

Spot Bid Fair Hours:

Monday	Tuesday
1:30 - 5:00 p.m.	9:15 - 11:30 a.m. & 1:30 - 2:30 p.m.

Location

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

Registration

To register, click here: <http://events.constantcontact.com/register/event?llr=zfp4zdab&oeidk=a07ef9ny1fb01fc5463>

Contact

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

98-852-9 (04/18)

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 on what should be your first steps in doing business with the Private Sector companies.

Background: Corporations spend Billions of Dollars with MBE Companies. Come out and learn how to take advantage of this opportunity.

Moderator: Joe James, CEO, L-Sync Logistics

Panelists: Latisha Brandon, Supplier Diversity Manager, JCPenney; Shenna Morgan, Small Business Program Coordinator, Atmos Energy; Kim Suber, Business Diversity, North Texas Toll Authority (NTTA)

Business Development Resources Available to Small Businesses- MBDA Center Dallas, Lift Fund, Cross Timbers Procurement Center

Meeting Room on the 3rd floor
Gain an understanding on what services these entities provide, and how they work together to assist small businesses gain knowledge, access to capital, and business development to move your company forward.

Moderator: Ray Cervantes, Program Director, MBDA Business Center - Dallas

Panelists: Greg James, Director, Cross Timbers Procurement Center, UTA; Isaac Elizondo, VP of Lending, Lift Fund

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" Spot Bid Fair

Exhibit Hall/Arena (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 on-site 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 for view at: <https://data.texas.gov/Government-and-Taxes/Bid-Book-Spreadsheet-2018/9apk-jjpi/data>

Tuesday, May 8, 2018

9:15 a.m. – 11:30 a.m. and 1:30 p.m. – 2:30 p.m. **Spot Bid Fair Continues**

(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.

HUB EXPO produced by:



As always, a Special Thanks to the HUB Discussion Work Group and Planning Committee.



We appreciate your support of the HUB Program.



98-867-9105-181



Gear Up for the HUB EXPO
Doing Business Texas Style Spot Bid Fair and HUB EXPO

Irving Convention Center • 5500 W. Las Colinas Blvd.
Irving, Texas 75039
MAY 7-8, 2018





Agenda

Monday, May 7, 2018

- 8:00 a.m. – 8:30 a.m. Registration – Exhibitors, Conference Participants
- 8:35 a.m. – 8:50 a.m. Opening and Welcoming Remarks - Tips for Spot Bid Fair
- 9:00 a.m. – 9:45 a.m. Workshops Begin

First Track Workshops

- 9:00 a.m. – 9:45 a.m. (Concurrent Workshops)
 - State Government Information Technology Procurement Opportunities**

Meeting Room on the 3rd Floor
 The Department of Information Resources (DIR) will provide vendors insight into the State of Texas IT contracting process. Gain additional information on doing business with state agencies, universities, cities, counties, and local municipalities. Advance your knowledge to assist you in becoming competitive with IT procurements throughout the state.

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

TERP 101 – Texas Emissions Reduction Plan

Meeting Room on the 3rd Floor
 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:** Jessica Fleming, Program Coordinator, Texas Clean School Business Program & TERP Outreach Coordinator, Texas Commission on Environmental Quality

Forecasting State of Texas Agencies and Universities Construction Upcoming Opportunities

Meeting Room on the 3rd Floor
 Join us and take advantage of this educational and networking platform for insights of the latest construction opportunities. Meet with key stakeholders from government agencies, universities, and the general contractor that will provide a perspective of essential requirements on doing business with the State of Texas.

- Moderator:** Yolanda Strey, CTCM, CTCM, HUB Director, Texas Facilities Commission
- Panelists:** Stephanie Park, HUB Coordinator, The University of Texas System; Shonté Gordon, CTCM, CTCM, Assistant Director of Procurement & Strategic Sourcing/HUB Specialist, Texas State University; Nicole Chupka, Contract Manager, Texas Parks and Wildlife; Mindi Johnson, Contract Manager, Texas Parks and Wildlife; Trevon Heath, Project Engineer | Interim Diversity Coordinator, Skanska

How to Successfully Do Business with State Universities

Meeting Room on the 3rd Floor
 State of Texas Universities purchase goods and services to support academic, research and public service programs. They also purchase goods and services to support activities such as operations and maintenance, student housing, food services, bookstore and computer store operations. Our goal is to help the vendor understand the processes and uniqueness of state universities to help increase your opportunities in doing business with us.

- Moderator:** Greg Obar, MA, Director of Operations and HUB Coordinator, University of North Texas System
- Panel:** Michael Abornethy, Senior Director of Procurement Services, UNT System; Elaine Chew, Director of Vendor Management, Tarleton State University; Hopteton Hay, Director, Office of HUB Programs, University of Texas System; Paula Grabowski, HUB Coordinator, University of Texas at Tyler

Second Track Workshops

- 10:00 a.m. – 10:45 a.m. (Concurrent Workshops)

Understanding HUB (State) and DBE (TXDOT) Certifications

Meeting Room on the 3rd Floor
 Learn how to become HUB certified, and review the advantages of being registered with the state Centralized Master Bidders List (CMBL) and the Texas Department of Transportation will provide information on DBE certification and business opportunities.

- Speakers:** Ricardo Perez, HUB Certification Team Lead, Statewide Procurement Division, Texas Comptroller of Public Accounts; Joe Sanchez, DBE Certification, TXDOT Office of Civil Rights

Texas SmartBuy Navigation and Search

Meeting Room on the 3rd Floor
 The Statewide Procurement Division of the Comptroller's Office will provide the vendor community insight into the navigation of the Texas SmartBuy online ordering system. Topics include searching for awarded contracts, finding pricing information, and how to interpret available information.

- Speaker:** Cody Hays, SPD Outreach Program, Team Lead

Leveraging the Electronic State Business Daily (ESBD) and the Centralized Master Bidders List (CMBL)

Meeting Room on the 3rd Floor
 The Statewide Procurement Division of the Comptroller's Office will provide the vendor community insight into accessing and searching the ESBD and CMBL. Vendors will learn the registration process, benefits of registration and how state governments utilize these tools.

- Speaker:** Tim Lake, SPD Outreach Program, CMBL Coordinator, Texas Comptroller of Public Accounts

State Agencies and Universities Purchasing Methods

Meeting Room on the 3rd Floor
 State Agencies and Universities share some of the same purchasing methods, however, there are some variables that may differ. This workshop will review and discuss the differences.

- Moderator:** Mindy Sue Cohen, HUB Coordinator, General Land Office
- Panelists:** Norma Barrera, CTCM, CTCM, HUB Director, Purchasing, Contracts, & Agency Services, Texas Education Agency; Hopteton Hay, Director, Office of HUB Programs, University of Texas System; Chris Gobert, HUB Coordinator, Procurements & Contracts, Texas Commission on Environmental Quality; Lisa Maldonado, CTCM, CTCM, HUB Director, Texas Department of Public Safety; Greg Obar, MA, Director of Operations and HUB Coordinator, University of North Texas System; Dee Ann Schneider, CTCM, Director, Procurement and HUB Coordinator, Texas A&M University; LaTresa Stroud, CTCM, CTCM, Director of Procurement and Contracts/HUB Coordinator, Teacher Retirement System

Third Track Workshops

- 11:00 a.m. – 11:45 a.m. (Concurrent Workshops)

TXMAS Contract Developments

Meeting Room on the 3rd Floor
 Learn how to apply for a TXMAS contract and how a new contract is posted in Texas SmartBuy for government customers to use. Texas Multiple Awards Schedule (TXMAS) contracts are optional contracts that state agencies, institutions of higher education, and Texas SmartBuy Members (such as municipalities, counties, school districts) may utilize to buy needed goods and services. TXMAS contracts are based on currently awarded federal, state, or local governmental contracts and adopted for Texas use.

- Speaker:** Cassie Minikus, Contract Specialist, TXMAS Contract Development, Texas Comptroller of Public Accounts

Skills Development Fund – Texas Premier Job-Training Program

Meeting Room on the 3rd Floor
 The Office of Employers Initiatives, Skills Development Fund has a number of services available to support your workforce training needs.

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

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 2018

Agency	Mentor Name	Protege Name	Effective Date	Termination Date
302	FIRST DATA GOVERNMENT SOLUTIONS, LP	NEOS CONSULTING GROUP, LLC	6/15/2015	6/15/2019
302	CMA CONSULTING SERVICES	OAG CONSULTING LLC	2/16/2018	2/16/2019
305	ECO INDUCTION LIGHTING LLC (DBA EIS LIGHTING)	8A ELECTRIC, INC.	3/31/2016	3/31/2020
305	ADVANTAGE GLOBAL LOGISTICS, INC.	3RD I PROCUREMENT, LLC.	9/28/2017	9/28/2021
305	COAST & HARBOR ENGINEERING, INC.	BELAIRE ENVIRONMENTAL, INC.	3/25/2010	1/31/2020
305	ESOLVIT INC.	PM CONNECTIONS, LLC	7/25/2018	8/25/2020
313	AT&T CORP.	DATAEXPORT NET LLC	9/5/2017	9/5/2019
332	PALO ALTO NETWORKS, INC.	SOLID BORDER, INC.	1/7/2018	1/6/2021
332	BARRACUDA NETWORKS	SOLID BORDER, INC.	1/12/2018	1/11/2021
332	DELL MARKETING LP	SUMMUS INDUSTRIES, INC.	8/1/2018	7/31/2022
332	HEWLETT-PACKARD COMPANY	V-QUEST OFFICE MACHINES & SUPPLIES, LTD.	11/1/2013	12/21/2018
362	IGT SOLUTIONS CORPORATION	HIGH TOP TALENT AND EVENT STAFFING	7/16/2018	7/15/2022
405	GRAINGER, INC	MAVICH, LLC	11/29/2017	1/31/2019
451	LONGHORN TROPHIES, INC.	SRI MONOGRAMMING INC	6/15/2017	5/14/2020
506	MMI AGENCY	ADPRINT INTERNATIONAL, INC.	3/1/2018	2/28/2019
529	FORACARE, INC.(DBA: FORACARE, INC.)	ONE SOURCE MEDICAL SOLUTIONS, INC.	5/4/2017	5/4/2019
529	GRAINGER, INC	BULLCHASE, INC.	5/4/2017	5/4/2019
555	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/2017	1/26/2022
556	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/2017	1/26/2022
557	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/2017	1/26/2022
576	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/2017	1/26/2022
582	ENVIRONMENTAL INDUSTRIAL SERVICES GROUP,	FIVE WOODS LLC	3/20/2015	3/20/2019
582	APTIM ENVIRONMENTAL INFRASTRUCTURE INC.	G. L. MORRIS ENTERPRISES, INC.	10/1/2017	10/1/2021
601	H.A. KUEHLEM SURVEY COMPANY	DALLAS AERIAL SURVEYS, INC.	1/9/2017	1/8/2019
601	H.A. KUEHLEM SURVEY COMPANY	SHINE & ASSOCIATES, INC.	1/9/2017	1/8/2019
601	PDME/HURRICANE OFFICE SUPPLY & PRINTING	EAGLE PRIDE SUPPLY LLC	11/2/2017	11/1/2019
601	NTT DATA, INC.	GTS TECHNOLOGY SOLUTIONS, INC.	12/21/2017	12/20/2019
601	NTT DATA, INC.	COOPER CONSULTING COMPANY	12/21/2017	12/20/2019
601	H.A. KUEHLEM SURVEY COMPANY	DOUCET & ASSOCIATES, INC.	8/9/2018	9/3/2020
601	CP&Y, INC.	SANCHEZ-SALAZAR & ASSOCIATES, LLC	12/1/2017	12/2/2019
601	CP&Y, INC.	CAS CONSULTING AND SERVICES, INC.	12/1/2017	12/2/2019
608	LEARNING TREE INTERNATIONAL USA, INC.	SYNERGY CREATIONS GROUP, LLC	12/16/2016	12/15/2018
608	AT&T CORP.	GB TECH, INC.	12/5/2016	12/4/2018
608	WHITAKER CONSULTING, LLC DBA WHITAKER IT	3RD I BUSINESS SOLUTIONS	10/19/2016	10/18/2018

Mentor Protege Agreements 2018 (cont.)

Agency	Mentor Name	Protege Name	Effective Date	Termination Date
608	STEEL DIGITAL STUDIOS, INC.	THE URBAN CIRCLE LLC	1/8/2018	1/7/2020
608	ARROW SYSTEMS INTEGRATION	SKY COMMUNICATIONS INC	8/1/2017	7/31/2019
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
696	CDW GOVERNMENT LLC	MPULSE HEALTHCARE, LLC	4/28/2016	4/28/2020
701	CERTIPORT, A BUSINESS OF NCS PEARSON, IN	FRISHCO LIMITED	4/25/2018	4/30/2020
701	EDUCATIONAL TESTING SERVICES	RESOURCES FOR LEARNING, LLC	3/7/2018	3/7/2021
709	MEDLINE INDUSTRIES, INC	MAVICH, LLC	9/1/2017	8/31/2022
709	CLEARY ZIMMERMANN ENGINEERS, LLC	MOOSE ENGINEERS, LLC	9/1/2018	7/1/2022
709	VAI + ARCHITECTS INCORPORATED	GOERO INTERNATIONAL, LLC	6/18/2018	6/18/2020
709	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/2017	1/26/2022
710	STEEL DIGITAL STUDIOS, INC.	THE URBAN CIRCLE LLC	1/24/2018	1/24/2020
711	VAI + ARCHITECTS INCORPORATED	GOERO INTERNATIONAL, LLC	6/18/2018	6/18/2020
711	MEDLINE INDUSTRIES, INC	MAVICH, LLC	9/1/2017	8/31/2022
711	CLEARY ZIMMERMANN ENGINEERS, LLC	MOOSE ENGINEERS, LLC	9/1/2018	7/1/2022
711	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/2017	1/26/2022
712	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/2017	1/26/2022
713	ALPHA BUILDING CORPORATION	MSU INDUSTRIES, LLC	12/15/2017	1/14/2019
713	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/2017	1/26/2022
716	ARPIN AMERICAN MOVING SYSTEMS	ADVANTAGE GLOBAL LOGISTICS, INC.	4/27/2017	4/27/2019
716	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/2017	1/26/2022
720	VWR INTERNATIONAL	SUMMUS INDUSTRIES, INC.	8/2/2018	9/3/2020
720	PAGE SOUTHERLAND PAGE	CNG ENGINEERING PLLC	12/31/2016	12/31/2018
720	JACOBS ENGINEERING	MAYA ENGINEERING, LLC	8/2/2018	9/7/2020
720	VAUGHN CONSTRUCTION	IMPACT STONE DESIGN, INC.	10/1/2018	10/1/2020
721	SOUTHERN COMPUTER WAREHOUSE INC	RICOCHET PROMOTIONS LLC	2/7/2017	2/7/2022
721	OFFICE DEPOT B S D	RICOCHET PROMOTIONS LLC	4/24/2018	4/25/2020
723	FISHER SCIENTIFIC LLC	POSSIBLE MISSIONS	7/5/2017	7/4/2019
727	EPMA CORP. DBA, JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/2017	2/26/2022
729	SHI GOVERNMENT SOLUTIONS, INC	MPULSE HEALTHCARE, LLC	7/29/2016	9/1/2019
730	VAUGHN CONSTRUCTION	MILLENNIUM GLASS & MIRRORS, INC.	10/19/2017	10/19/2019
732	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/2017	1/26/2022
733	MAYFIELD PAPER COMPANY, INC.	SMITH AND ASSOCIATES LLC.	7/24/2017	7/23/2021
733	INTERLINE BRANDS, INC. DBA SEXAUER	ARETE SERVICES, INC. DBA ARETE	8/3/2017	8/3/2021
733	TASCOSA OFFICE MACHINES	ALLSTAR BUSINESS CONCEPTS, LLC	9/1/2018	8/31/2022
733	MSC INDUSTRIAL SUPPLY CO	GUARDIAN INDUSTRIAL SUPPLY, LLC	1/1/2017	1/1/2020
733	CDW GOVERNMENT LLC	MPULSE HEALTHCARE, LLC	2/14/2017	2/14/2021
733	WESTAIR GAS & EQUIPMENT	SUMMUS INDUSTRIES, INC.	5/25/2017	5/25/2021

Mentor Protege Agreements 2018 (cont.)

Agency	Mentor Name	Protege Name	Effective Date	Termination Date
734	OLMSTED-KIRK PAPER COMPANY	DENT ENTERPRISES LLC	10/25/2017	10/25/2019
738	LEE CONSTRUCTION AND MAINTENANCE COMPANY	KAMDEN CONTRACTING, INC.	3/20/2018	3/20/2020
738	LEE CONSTRUCTION AND MAINTENANCE COMPANY	VENTURA CONSTRUCTION INC.	11/2/2017	11/2/2021
738	IMAGENET CONSULTING, LLC	NAVETECH SOLUTIONS, LLC	12/1/2017	12/2/2019
739	CDW GOVERNMENT LLC	MPULSE HEALTHCARE, LLC	1/22/2018	2/14/2021
749	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/2017	1/26/2022
750	BARHAM ARCHITECTS, LLC	DIETZ ENGINEERS, LLC	8/20/2013	11/6/2018
751	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/2017	1/26/2022
752	WILSON OFFICE INTERIORS LLC	WILSON PROJECT MANAGEMENT LLC	7/30/2018	7/30/2021
752	TURNER CONSTRUCTION COMPANY	TM SOURCE BUILDING GROUP, INCORPORATED	3/18/2016	3/18/2019
752	SCHWOB BUILDING COMPANY	GCC ENTERPRISES INC.	3/18/2016	3/18/2019
752	MIDWEST SCIENTIFIC	ROTHE INTERESTS	10/8/2018	10/7/2022
752	HUNT CONSTRUCTION GROUP	TMV LLC DBA TRIUNE	4/11/2016	4/11/2019
753	OFFICE DEPOT B S D	PDME/HURRICANE OFFICE SUPPLY & PRINTING	6/15/2015	6/14/2019
753	E&C ENGINEERS & CONSULTANTS, INC.	TEAM HOKE, LLC	7/7/2015	5/29/2019
754	W.W. GRAINGER, INCORPORATED	SUMMUS INDUSTRIES, INC.	4/30/2018	4/30/2020
755	SKYCOM	3RD I PROCUREMENT, LLC.	10/20/2016	10/20/2018
760	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/2017	1/26/2022
761	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/2017	1/26/2022
763	TURNER CONSTRUCTION COMPANY	TM SOURCE BUILDING GROUP, INCORPORATED	3/18/2016	3/18/2019
763	HUNT CONSTRUCTION GROUP	TMV LLC DBA TRIUNE	4/11/2016	4/11/2019
763	WILSON OFFICE INTERIORS LLC	WILSON PROJECT MANAGEMENT LLC	7/30/2018	7/30/2021
763	MIDWEST SCIENTIFIC	ROTHE INTERESTS	10/8/2018	10/7/2022
763	SCHWOB BUILDING COMPANY	GCC ENTERPRISES INC.	3/18/2016	3/18/2019
764	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/2017	1/26/2022
768	CDW GOVERNMENT LLC	MPULSE HEALTHCARE, LLC	2/14/2017	2/14/2021
768	INTERLINE BRANDS, INC. DBA SEXAUER	ARETE SERVICES, INC. DBA ARETE	8/3/2017	8/3/2021
768	WESTAIR GAS & EQUIPMENT	SUMMUS INDUSTRIES, INC.	5/25/2017	5/25/2021
768	MSC INDUSTRIAL SUPPLY CO	GUARDIAN INDUSTRIAL SUPPLY, LLC	1/1/2017	1/1/2020
769	SCHWOB BUILDING COMPANY	GCC ENTERPRISES INC.	3/18/2016	3/18/2019
769	TURNER CONSTRUCTION COMPANY	TM SOURCE BUILDING GROUP, INCORPORATED	3/18/2016	3/18/2019
769	THE ROBINS & MORTON GROUP	TMV LLC DBA TRIUNE	3/14/2018	3/13/2020
769	SMITH SECKMAN REID	B & H ENGINEERS, INC.	8/12/2018	8/30/2021
769	HUNT CONSTRUCTION GROUP	TMV LLC DBA TRIUNE	4/11/2016	4/11/2019

Mentor Protege Agreements 2018 (cont.)

Agency	Mentor Name	Protege Name	Effective Date	Termination Date
769	WILSON OFFICE INTERIORS LLC	WILSON PROJECT MANAGEMENT LLC	7/30/2018	7/30/2021
770	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/2017	1/26/2022
773	IMAGENET CONSULTING LLC	NAVETECH SOLUTIONS, LLC	12/1/2017	12/2/2019
773	TURNER CONSTRUCTION COMPANY	TM SOURCE BUILDING GROUP, INCORPORATED	3/18/2016	3/18/2019
773	SCHWOB BUILDING COMPANY	GCC ENTERPRISES INC.	3/18/2016	3/18/2019
773	WILSON OFFICE INTERIORS LLC	WILSON PROJECT MANAGEMENT LLC	2/24/2018	2/25/2020
773	HUNT CONSTRUCTION GROUP	TMV LLC DBA TRIUNE	4/11/2016	4/11/2019

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Publication #96-1343, Revised November 2018