



TEXAS GENERAL LAND OFFICE
GEORGE P. BUSH, COMMISSIONER

Agency 305 FY 2017 Annual HUB Report Supplemental Letter

The General Land Office (GLO) is committed to making good faith efforts towards increasing economic opportunities for Historically Underutilized Businesses (HUBs). The GLO made the following efforts during FY17.

Outreach and In-Reach Activities

- Attended 11 advocacy group events, 11 annual meetings, 10 economic opportunity forums, 3 HUB Discussion Workgroup meetings, and 8 internal HUB forums. Hosted 37 pre-bid conferences, and attended 8. There were 3 quarterly meetings with Executive Management.
- One Mentor Protégé team has received a Notice of Award for maritime construction, demolition and other related coastal services from the GLO. They have several bids in the works. They are in regular contact, meet monthly. Their working relationship has been productive for both parties.

HUB Subcontracting

HUB Subcontracting Plan (HSP) compliance has increased in combination with pre-proposal conference presentations and courtesy HSP reviews. A tutorial power point is provided at these meetings and posted on the ESBD with the sign-in sheet and attendee vendor business cards to increase the potential for HUB subcontractor participation.

- During FY17 \$1,100,016.89 in HUB subcontracting was reported to the agency.
- During FY17 \$1,653,177.78 in second tier HUB subcontracting was reported to the agency.
- During FY17 the agency made \$2.7m in payments to local governments, universities, and political subdivisions of the state reducing the agency's overall HUB percentage by .7%.

Additional Good Faith Effort

- HSP trainings were given to both veteran home operators and the pharmaceutical company used for the state veteran skilled nursing home residents in preparation for the re-bidding of these contracts.
- Although the Alamo is exempt from all state purchasing laws, \$1.5m was spent with HUBs.
- FY16 direct HUB expenditures were \$19,607,296 compared to FY17 HUB expenditures of \$21,647,743.17, an increase of 10.41%
- FY16 annual HUB subcontracting was \$1,073,666 compared to FY17 \$1,100,016, an increase of 2.45%

Unique missions of the agency

97.14 % of all agency commodities expenditures are comprised of natural gas pipeline distribution, and pharmaceutical expenditures for all 8 state veterans skilled nursing homes. Operators for the 8 skilled veteran nursing homes, 4 state veteran cemeteries, land and mortgage loan processing, coastal beach re-nourishment, and marine construction are some areas where HUB participation provides challenging, especially in specific geographic locations. Agency HUB goals are adjusted accordingly to these unique agency purchases.

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