



Sam Houston State University

A Member of The Texas State University System

OFFICE OF BUSINESS SERVICES

Supplemental Letter for FY 2017 Annual HUB Report for Agency Number 753

Sam Houston State University (SHSU) continues in its “Good Faith Effort” to accelerate the University’s Historically Underutilized Business (HUB) participation. The University has developed and maintains several initiatives to promote HUB participation.

- *HUB Coordinator* – The University maintains a HUB Coordinator dedicated to assisting HUB vendors in marketing their products to our University and other area universities. The HUB Coordinator also works with University departments in refining the University’s good faith HUB participation efforts.
- *Outreach* – The University is committed to purchasing goods and services from certified HUBs and participates in various events and outreach measures throughout the year which generate HUB awareness for the University’s departmental needs. The following is a sampling of these activities for the full year of FY 2017.

September, collaborated with the University’s Small Business Development Center to provide guidance to Ms. Sue Hughes on becoming HUB certified and marketing her business to Higher Ed as well state agencies.

October, attended and cohosted the Stephen F. Austin University Annual HUB Show in Nacogdoches. The event had over 50 vendors in attendance and we met with many to discuss opportunities at our University.

December, met with NIPA/TCPN Cooperative to discuss new and upcoming contracts for Higher Ed. The Cooperative was reminded about the importance of having HUB vendors for our University as direct sellers or indirect resellers as part of their cooperative contracts.

March, held the 21st Annual HUB/Vendor Show was held at the Walker County Storm Shelter. The event was held in collaboration with SHSU’s Small Business Development Center, Texas Department of Criminal Justice, Walker County, the City of Huntsville and Huntsville ISD. Over 50 vendors participated and as always we received many positive comments about the number of attendees and the potential for future opportunities with our organizations.

May, attended the two day Access 2017 Spot Bid Fair hosted by the Dallas/Fort Worth Minority Supplier Development Council and sponsored by Senator Royce West. Met with statewide HUB vendors and discussed sales opportunities at our University.

- *Mentor/Protégé Program* – The University sponsored the six following mentor/protégé relationships in FY 2017:
 1. E&C Engineers & Consultants and Team Hoke
 2. Grainger, Inc. and The Burgoon Company
 3. ImageNet Consulting and LyncVerse Technologies
 4. NWN Corporation and LyncVerse Technologies
 5. Office Depot BSD and PDME/Hurricane Office Supply & Printing
 6. Steelcase, Inc. and HBI Office Solutions

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HUB Coordinator

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