



STATE PRESERVATION BOARD

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Supplemental Summary for Fiscal Year 2017 Annual HUB Report - Agency #809

The State Preservation Board continues to be fully committed to making a good faith effort to conduct business with HUB certified businesses to achieve the goals of the HUB program while sustaining a fair, open and competitive procurement process. Our ongoing "good faith efforts" to promote HUB participation include:

- Conduct one-on-one specialized forums with HUBs and procurement staff to provide vendors with a better understanding of how to do business with the agency.
- Post HUB program and bid opportunity information on the Agency's web site.
- Attend all agency pre-bid meetings and give instruction on successful completion of the HUB Subcontracting Plan.
- Provide monthly HUB reports to agency management regarding HUB participation.

As a result of our good faith efforts, the agency awarded one hundred thirty-six (136) contracts to certified HUB vendors in FY 17. Notable FY 17 HUB contracts include interior painting services, irrigation system repairs, and fire sprinkler system maintenance.

The majority of HUB reportable agency funds are spent on either competitively bid projects or for the purchase of specialized goods and services. The agency requested competitive bids on thirty-two (32) projects in FY 17. Of the over nine hundred sixty (960) HUBs solicited for competitive bids, only 1.6% of these businesses responded with a bid. As a result of the unique mission of the State Preservation Board, the agency contracts directly with vendors for many highly specialized goods and services where the HUB vendor base is very limited or non-existent. One example is the leasing and ongoing maintenance of the IMAX® projection system at the Bullock Texas State History Museum. Another example from the Museum operation is the leasing of traveling exhibits for display in the temporary exhibit area. An additional challenge for the agency HUB program is the purchase of products for resale in the Capitol and Museum Gift Shops and in the agency ecommerce operation. The purchase of products for this auxiliary enterprise typically accounts for over one third of the agency's HUB reportable commodities expenditures and over 16% of agency expenditures overall. Typically, these items are unique products available from only one vendor or are products that are mass-produced and available at the best price from large, national suppliers. The agency must choose resale products that satisfy the needs of our visitors, while providing the most profitable return for this self-funding enterprise.

The State Preservation Board supports the State of Texas HUB Program and will continue to pursue HUB participation in the agency's procurement process.

Linda Gaby, CTPM, CTCM
Director of Administration/HUB Coordinator