



Sam Houston State University

A Member of The Texas State University System

OFFICE OF BUSINESS SERVICES

Supplemental Letter for FY 2017 Semi-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 first half of fiscal year 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.

November, assisted Angela White with SpawGlass Construction on the preparation of HUB documentation and providing our HUB goal for the Thomason Repurpose project.

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.

January, met with Office Depot and Summus Industries, an African American HUB vendor, to discuss an expansion of their product line. Currently we purchase much of our VWR supplies and Dell equipment from Summus Industries; they presented their Maintenance, Repair & Operation (MRO) product line.

February, sent a mass email to over 1,500 HUB vendors inviting them participate in the upcoming HUB show on March 21st. Our University along with the Small Business Development Center, Texas Department of Criminal Justice, Walker County, City of Huntsville and Huntsville ISD sponsored the event.

- *Mentor/Protégé Program* – The University continues to sponsor the six following mentor/protégé relationships:
 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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Sam Houston State University is an Equal Opportunity/Affirmative Action Institution

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