



TEXAS GENERAL LAND OFFICE  
GEORGE P. BUSH, COMMISSIONER

Agency 305 Fiscal 2018 Semi Annual HUB Report Supplemental Letter

The General Land Office (GLO) is committed to making a good faith effort towards increasing economic opportunities for Historically Underutilized Businesses (HUBs). The GLO made the following efforts during the first six months of FY18.

**Outreach**

Hosted or attended 9 HUB economic opportunity forums, 3 in-reach meetings, 4 Memorandum of Cooperation group meetings, 4 pre-bid conferences, 2 quarterly meetings with Executive Management and 6 HUB Discussion Group and HUB Advisory group meetings. One Mentor-Protégé team was added during this reporting period.

**HUB Subcontracting**

- Although Governor Abbott's disaster declaration for Hurricane "Harvey" exempted the agency from all purchasing and HUB requirements, all GLO's emergency solicitations included HUB Subcontracting Plans, providing opportunities for Texas HUBs in the recovery work.

**Additional Good Faith Effort**

- Rehabilitation Services were solicited for the Amarillo and El Paso state veteran's nursing homes with the hope that responses would be received from HUBs to perform the work. Although additional outreach was conducted, no HUBs responded.
- The operation of two veteran skilled nursing homes was solicited. One respondent identified a subcontracting opportunity for payroll and HR services with a HUB. However, the cost of including this service would have increased costs to the skilled veteran home by \$250,000 per month. Therefore the agency could not pass this additional cost to the residents.
- The GLO attended 4 meetings with our Memorandums of Cooperation partners, TAAACC and TAMACC. As a subcommittee member of the MOC partners group, a "One Page Informational" reference guide was created which clarifies how state agencies and universities purchase differently. This was distributed to both advocacy groups.

**Factors affecting HUB goal attainment**

- Expenditures with local governmental entities, in the amount of \$2,643,526 if deleted from the agency's total expenditures would have increase the overall HUB percentage by 1%.
- The agency has exceeded its HUB goals in two of five procurement categories.
- Total HUB expenditure during the first six month of FY18 were \$ 6,116,070
- Commodities- The GLO expended \$1,694,037 in pharmaceuticals, for the residents of the state's skilled veteran nursing homes, natural gas pipeline distribution costs in the amount of \$35,773,635 and \$2,227,749 expended for Modular Housing Units to meet the immediate housing needs of Hurricane Harvey victims. These expenditures account for 94.42% of all agency commodity purchases. Other Services- The GLO expended \$40.5m for the operation of 8 skilled veteran nursing homes and 4 state veteran cemeteries which accounts for over 45.9% of all expenditures in this procurement category.

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