



TEXAS GENERAL LAND OFFICE
GEORGE P. BUSH, COMMISSIONER

305 - Fiscal 2019 Annual HUB Report Supplemental Letter

The total GLO direct HUB spend in Fiscal 2019 is estimated to be \$23.2m. The GLO made the following good faith efforts towards increasing economic opportunities for Historically Underutilized Businesses (HUBs) during FY19:

Outreach

- The GLO attended 10 Economic Opportunity Forums, 13 Annual meetings, 9 Advocacy Group meetings (TAAAC and TAMACC), hosted 42 HUB events (HUB Discussion Work Group meetings, internal HUB forums, pre-proposal conferences) and attended 17 other events, promoting GLO's HUB program and subcontracting opportunities.
- HUB staff emails agency active solicitations to TAACC, TAMACC and other minority/women trade organization development centers.
- HUB staff actively participates in HUB Discussing Workgroup meetings composed of state purchasers and HUB Coordinators to gain knowledge of HUB rules, networking and provide proactive feed-back.
- Maintain sponsorship of (2) on-going Mentor-Protégé agreements, that are actively communicating on a regular basis, pursuing business with the state and federal governments.
- HUB staff facilitates potential vendor presentations to introduce and showcase their products and services to GLO staff.

HUB Subcontracting

- HUB Subcontracting Plan compliance has increased in combination with HUB staff emailing prime contractor's a list of responsibilities for reporting monthly HUB expenditures and offering HSP "courtesy" reviews.
- HUB staff conducts HUB Subcontracting Plan presentations at pre-proposal conferences to provide potential prime contractors an overview of HUB policies and HUB subcontracting compliance.
- HUB staff attends GLO's Contract Management kick-off meetings to review solicitations with an expected value of \$100,000, or more to identify HUB subcontracting opportunities.
- HUB subcontracting reported to the agency were \$10,553,813.
- Second tier HUB subcontracting reported to the agency totaled \$774,953.

Constraints Affecting HUB Goal Attainment

HUB goals set forth in the 2009 Disparity Study are not applicable to the agency due to specialized program requirements such as geographic locations of the work, unique missions of the agency such costs to operate the State Energy Management Program and distribution of natural pipelines, operation of the 9 skilled veteran nursing homes, pharmaceuticals for the veterans nursing homes, certified land appraisers in remote areas of the state, and architects experienced in world-class historical museum design.

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