



TEXAS GENERAL LAND OFFICE
GEORGE P. BUSH, COMMISSIONER

Agency 305 Fiscal 2019 Semi-Annual HUB Report Supplemental Letter

The GLO made the following good faith efforts towards increasing economic opportunities for Historically Underutilized Businesses (HUBs) during the first six months of FY19.

Outreach

- The GLO attended 10 Economic Opportunity Forums, 10 Annual meetings, 7 Advocacy Group meetings Texas Association of African American Chambers of Commerce (TAAACC) and Texas Association of Mexican American Chambers of Commerce (TAMACC), hosted 35 HUB events (HUB Discussion Work Group meetings, internal HUB forums, pre-proposal conferences and 5 other events.

HUB Subcontracting

GLO's HUB Outreach team's attendance at all pre-proposal conferences and offering HUB Subcontracting Plan (HSP) "courtesy" reviews increased HSP compliance.

- Direct HUB expenditures: \$6,205,735
- HUB subcontracting: \$4,342,859
- Total agency HUB expenditures were: \$10,548,594
- 2nd Tier HUB subcontracting: \$369,150

Factors Affecting HUB Goal Attainment

HUB goals, developed from the 2009 Disparity Study, are not applicable to the agency's unique missions and purchases. The GLO's unique missions such as: the State Energy Management Program; operation of 8 skilled veteran nursing homes; 4 state veteran cemeteries; management of 13 million acres of state-owned land on behalf of the Permanent School Fund; and certified land appraisal services in remote areas of the state. In addition, stewardship of the Alamo requires experience in world-class preservation and historical restoration. These unique missions provide great challenges in identifying HUBs.

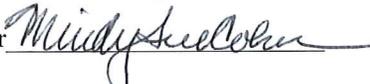
The agency exceeded its HUB goals in 4 out of 5 applicable procurement categories. HUB expenditures increased 52.5% from \$6,916,736 during FY18 Semi-Annual HUB report to \$10,548,594 during FY19 Semi-Annual HUB report due to the "Harvey" Residential Repairs, General Disaster Response, and modular housing maintenance services. Community Development and Revitalization (CDR) program expenditures accounted for 58.8% of all agency HUB expenditures.

The agency's HUB subcontracting increased 442% from Semi-Annual FY18 \$801,172 to \$4,342,859 for FY19 Semi-Annual HUB Report. The agency offers "courtesy reviews" of all HUB Subcontracting Plans (HSPs) prior to the submission date. The GLO HUB Team works with respondents to bring their HSPs into compliance when minor administrative issues are identified. The GLO HUB Team gives a presentation at all pre-solicitation conferences and includes a Power Point presentation with the solicitation posting on the proper completion of the HSPs.

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