

711 – Fiscal 2019 Semi-Annual HUB Report Supplemental Letter

Texas A&M University continues its commitment to good faith efforts in HUB participation of the university's procurement opportunities. This commitment extends from the leadership by virtue of the Texas A&M University System establishing System Policy 25.06 and 25.06.01 regarding HUB participation by all System members. In the implementation of this commitment, by mid-year for FY19, Texas A&M University has carried out the following:

- September – attended annual HUB expo events hosted by both TAMACC (9/6-7) and TAAACC (9/27-28)
- October – hosted an on-campus construction expo connecting prime and HUB subcontractors and the annual on-campus TAMU System wide HUB Expo
- November – Procurement Connection Seminar & HUB Expo – Austin
- February – hosted on campus HUB vendor event for MRO
- March – Golden Triangle Minority Business Council Expo - Beaumont
- April – hosting on campus HUB vendor event at TAMU-Galveston. Panel discussion on HUB for TAMU School of Law – Ft Worth.

As follows is bid data for Texas A&M University – College Station (711) for the period of 9/1/18-2/28/19: 3,970 total bids sent with 1,515 sent to HUBs (38.2%); of the 1,515 sent to HUB's, TAMU received 59 responses give a yield rate of 3.9%.

As follows is bid data for Texas A&M University – Galveston (718) for the period of 9/1/18-2/28/19: 119 total bids sent with 35 sent to HUBs (29.4%); of the 35 sent to HUBs, TAMUG received 0 responses.

Additionally, TAMU and TAMUG utilize a HUB in support of their travel programs with mid-year spend of \$14,784 not captured in the mid-year report.

Additionally, a local HUB construction company reached a revenue milestone in FY18 and graduated from the HUB program. As TAMU continues to utilize this company, the company recognizes the value of the state's HUB initiative to its success and now utilizes HUB subcontractors when bidding on university projects. While spend with this company is no longer considered as HUB spend and would have positively impacted the university's overall percentage by a full 1% or more, this is a success story for the state's HUB initiative.

Sincerely,

A handwritten signature in red ink, appearing to read 'Dean Endler'.

Dean Endler
Assistant VP for Business Services