



TEXAS GENERAL LAND OFFICE
GEORGE P. BUSH, COMMISSIONER

Agency 305 Fiscal 2020 Annual HUB Report Supplemental Letter

The GLO made the following good faith efforts towards increasing economic opportunities for Historically Underutilized Businesses (HUBs) during FY20:

Outreach

- The GLO participated in 1 Economic Opportunity Forum, 7 Semi-Annual meetings, 7 Advocacy Group meetings, 144 HUB activity events (HUB Discussion Work Group meetings, internal HUB forums, pre-proposal conferences), promoting GLO's HUB program and subcontracting opportunities.
- HUB staff actively participate in HUB Discussion Workgroup meetings composed of state purchasers and HUB Coordinators to gain knowledge of HUB rules, network and provide proactive feed-back.
- The GLO hosted its first annual HUB award ceremony.
- HUB staff facilitates potential vendor presentations to introduce and showcase their products and services to GLO staff.

HUB Subcontracting

- GLOs' state agency rankings improved to number 17, among the top 25 agencies spending more than \$5 million with largest percentage spent with HUBs.
- Total direct HUB expenditures for the first six months of FY 2020 was \$47 million of the agency's \$209 million in overall expenditures.
- HUB Subcontracting Plan compliance has increased as a result of 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 (HSP) presentations at pre-proposal conferences to provide potential prime contractors an overview of HUB policies and HSP compliance.
- HUB staff attends solicitation kick-off meetings to review solicitations with an expected value of \$100,000, or more to identify HUB subcontracting opportunities.
- Second Tier HUB subcontracting expenditures reported to the agency in FY 2020 totaled \$2,296,293.

In-Reach

- In July 2020, the GLO added a second full time Assistant HUB Coordinators to the HUB team. The team now consist of 2 Assistant HUB Coordinators and the Director of Disaster Recovery Procurement and HUB who are dedicated to the fulfillment of all HUB responsibilities. The GLO will continue to solicit business and contracting opportunities in an open and complete environment to further promote the HUB program.

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.

Vonda White, HUB Coordinator *Vonda White 10/15/2020*