



ANGELO STATE UNIVERSITY
Office of HUB & Logo Licensing

Re: Supplemental Letter for FY 2020 Semi-Annual HUB Report for Agency Number 737

Angelo State University (“ASU”) is providing this information to supplement the semi-annual Historically Underutilized Business (“HUB”) report to demonstrate our good-faith efforts to engage and contract with HUB vendors in procurement of goods and services. Our geographical location presents some challenges to contracting with HUB vendors, however ASU has developed several initiatives to increase HUB utilization and continues to participate in events to engage HUB vendors:

- *HUB & Logo Licensing Coordinator:* In October 2019, ASU added a new position to support our HUB program. The coordinator provides assistance to HUB vendors and vendors interested in becoming HUB certified, while promoting our HUB and collegiate licensing programs with internal departments.
- *Hear-A-HUB Program:* Throughout each fiscal year, HUB vendors are invited to give an on-campus or virtual presentation to internal departments to showcase their offerings. Several HUB vendors that participated in this program had an immediate increase in purchases from ASU departments.
- *Community Outreach:* The HUB & Logo Licensing Coordinator is a member of the Concho Cadres, the San Angelo Chamber of Commerce’s volunteer host welcoming group, serving the Chamber at various functions, including ribbon cuttings and business celebrations. Additionally, the coordinator partners with the ASU Small Business Development Center to encourage eligible businesses to become HUB certified.
- *HUB & Small Business Events:* ASU promotes its commitment to the TX HUB Program by attending state-wide events to network with HUB vendors:

9/10/19 - Houston Minority Supplier Development Council Business Expo;
10/3/19 - TX State NAACP Convention - HUB fair in San Angelo;
11/20/19 - TX Comptroller of Public Accounts HUB Program Expo, “Better Together;”
2/11/20 - Teacher Retirement System HUB Expo;
2/27/20 - San Angelo Regional Airport Disadvantaged Business Enterprise Open House;
*Participates in the HUB Development Work Group meetings via conference calls

- *HUB Mentor/Protégé Program:* ASU sponsors the following mentor/protégé agreements and continues to seek new vendors to participate in this program:

Taurus Technologies, Inc./Hawkins Group, LLC;
Howard Technology Solutions/Tekgration, LLC;
Blackhawk Security & Integrations, LLC/ S'VILLE Services, LLC;
OneVision Solutions/VTS Group, LLC

If you have questions, please contact me at (325) 486-6844 or Jennifer.lennon@angelo.edu. I welcome the opportunity to learn how Angelo State University can strengthen our participation in the TX HUB Program.

Regards,

Jennifer Lennon

Jennifer Lennon
HUB & Logo Licensing Coordinator