



Sam Houston State University

A Member of The Texas State University System

OFFICE OF BUSINESS SERVICES

753 – Fiscal 2021 Annual HUB Report Supplemental Letter

Sam Houston State University (SHSU) continues in its “Good Faith Effort” to accelerate the University’s Historically Underutilized Business (HUB) participation. The University has developed and maintains several initiatives to promote HUB participation.

- *HUB Coordinator* – The University maintains a HUB Coordinator dedicated to assisting HUB vendors in marketing their products to our University and other area universities. The HUB Coordinator also works with University departments in refining the University’s good faith HUB participation efforts.
- *Outreach* – The University is committed to purchasing goods and services from certified HUBs and participates in various events and outreach measures throughout the year which generate HUB awareness for the University’s departmental needs. The following is a sampling of these activities for fiscal year 2021.
 - **September** – SHSU increased outreach and business opportunities to HUB Vendors Summus and Possible Missions to acquire supplies to support University guidelines for COVID procedures. The university also served as a presenter at the Greater Houston Business Procurement Forum (GHBPFF) to discuss with the membership SHSU’s continued need for vendors eligible for HUB certification and the need for subcontractors to team with our construction prime contractors.
 - **October** - SHSU updated and reorganized the website to include more information showcasing the HUB program, the university’s advocacy plan and program objectives. Departments and vendors are highly encouraged to contact the HUB Coordinator and to view the website for further insight into the program.
 - **November** - SHSU participated in the Houston Minority Supplier Development Council’s (HMSDC) virtual Procurement Spot Bid Fair and Expo sponsored by Senator Boris Miles and presented 10 bid opportunities with SHSU to vendors. In collaboration with the Small Business Development Center, we were also able to provide tools and direction, to Advantage Specialties, certified HUB vendor, on how to market their products and services to University departments.
 - **February** - SHSU met with two certified HUB vendors, The Urban Circle and Advantage Specialties and provided departmental contact information and guidance to increase involvement and business efforts with SHSU.
 - **April** - provided guidance on completing the HUB Subcontracting Plan (HSP) to prime contractors interested in submitting proposals for the Recreational Sports Renovation and Expansion projects. Also met virtually with Bragail Bryant, Account Executive with Summus for a discussion concerning SHSU semi-Annual Business review and future opportunities with Summus as part of the HUB Program.
 - **May** - participated in the 2021 "Doing Business Texas Style" Spot Bid Fair Virtual Expo on May 24-26, 2021 sponsored by Senator West. 10 bid opportunities presented; bid awarded to HUB Vendor Pacific Star Corporation. Begin planning of the 24th Annual HUB Show held virtually August 2021 with the SHSU, Small Business Development Center (SBDC), Texas Department of Criminal Justice, Walker County, the City of Huntsville and Huntsville ISD.
 - **June** - SHSU participated as an exhibitor at the University of Houston Virtual HUB Forum & Workshop; spoke with over 30 potential HUBs/vendors about opportunities to do business with the university.
 - **August** - presented information on How to do Business with SHSU at the 24th Annual Virtual HUB/Vendor Show hosted in conjunction with the SHSU Small Business Development Center (SBDC) and Texas Dept of Criminal Justice (TDCJ). Over 40 HUB/Non HUB vendors attended to listen to presentations given by each sponsoring agency. Spoke with Tyrone Dixon, owner of HUB Mpulse Healthcare, LLC, & a punchout vendor in our e-procurement system BearKatBuy. Discussed ways to market medical & other products.
- *Mentor/Protégé Program* – The University sponsored the following mentor/protégé relationships & continues to pursue new relationships:
 1. WW Grainger and The Burgoon Company/Evco
 2. Office Depot BSD and PDME/Hurricane Office Supply & Printing

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