



TEXAS GENERAL LAND OFFICE
GEORGE P. BUSH, COMMISSIONER

305 - Fiscal 2022 Annual HUB Report Supplemental Letter

The GLO made the following good faith efforts towards increasing economic opportunities for Historically Underutilized Businesses (HUBs) during FY22:

Outreach

- The GLO attended five Annual and Advocacy Group Meetings, hosted 62 and attended 69 HUB events (HUB Discussion Work Group meetings, internal HUB forums, pre-proposal conferences and solicitation kick-off meetings), promoting GLO's HUB program and subcontracting opportunities.
- HUB staff actively participates in HUB Discussing Workgroup meetings composed of state purchasers and HUB Coordinators to gain knowledge of HUB rules, networking and provide proactive feed-back.
- HUB staff facilitates potential vendor presentations to introduce and showcase their products and services to GLO staff.
- HUB team notifies major Texas Chambers once a new solicitation is posted to the Electronic State Business Daily (ESBD) in effort to increase HUB participation.

HUB Subcontracting

- HUB Subcontracting Plan compliance has increased in combination with 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 presentations at pre-proposal conferences to provide potential prime contractors an overview of HUB policies and HUB subcontracting compliance requirements.
- The HUB staff conducts Post Award meetings to outline the contractor's HUB requirements throughout the term of the contact.
- HUB staff attends GLO's Procurement kick-off meetings to review solicitations with an expected value of \$100,000, or more to identify HUB subcontracting opportunities.
- GLO's HUB Prime Contractor's HUB utilization was \$4,257,085, payments not included in the agency's HUB report.

Additional Information

- The HUB program launched the "Doing Business with GLO" webpage in December 2021. The webpage provides vendors with resources, calendars of upcoming events and helpful HUB related documents as well as helpful procurement information.
- The HUB team implemented virtual Pre-Solicitation trainings targeting specific solicitations. Vendors are provided information on the Mentor Protégé Program, tips for writing a winning proposal, how to complete a HUB Subcontracting Plan and searching for HUBs on the Centralized Master Bidders List.

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