

# HUB FY 2024

## EDUCATION + OUTREACH

*Learn • Connect • Grow*



STATEWIDE HISTORICALLY  
UNDERUTILIZED  
BUSINESS PROGRAM







GLENN HEGAR, TEXAS COMPTROLLER OF PUBLIC ACCOUNTS

P.O. BOX 13528 • AUSTIN, TEXAS 78711-3528

Statewide HUB Program

October 15, 2024

The Honorable Greg Abbott, Governor  
The Honorable Dan Patrick, Lieutenant Governor  
The Honorable Dade Phelan, Speaker of the House of Representatives

Gentlemen,

The Comptroller of Public Accounts' Statewide Historically Underutilized Business (HUB) Program is pleased to submit the Statewide HUB Program's Fiscal 2024 Education and Outreach Report as required by Texas Government Code Section 2161.126. This report summarizes the program's education and outreach activities during fiscal 2024.

The Statewide HUB Program participated in 117 education and outreach events, 23 more than in fiscal 2023. These events in this report are categorized as in-person events and virtual events. Additionally, there are one-on-one trainings where specific HUB related information has been requested by a single individual or entity." Below is a break-down of these HUB educational and outreach events:

- 30 in-person events: Program staff provided marketing, education and participation with booths when available.
- 51 virtual events: Program staff provided planning, marketing, training and participation in virtual booths when available. Three events were either HUB Coordinator trainings about reporting requirements and/or processes. This category increased the most, with 17 more than in the prior fiscal year.
- 36 one-on-one trainings: Program staff provided education on the HUB certification system, compliance processes and procurement resources business development needs. This category had 10 more trainings than the previous year.

Education and networking trainings focused on the HUB certification system and how to build a successful HUB profile with accurate commodity code descriptions and contact information. The trainings provided detailed information on these topics:

- The state's procurement processes.
- Best practices for interacting with HUB coordinators and purchasers.
- HUB resources including:
  - Electronic State Business Daily.
  - Centralized Master Bidders List and the HUB Directory.
  - National Institute of Governmental Purchasing codes.
  - HUB reporting.
  - HUB certification requirements.
- Tips for successful competitive bid responses.

The Statewide HUB Program remains committed to expanding the awareness of the state's program to prepare HUBs for bid solicitation responses and strengthening their ability to use the online system certification applications.

Educating the good faith effort in the state procurement process to certified HUBs should lead to an increase in the number of HUB awards. For questions about this Education and Outreach Report, please contact Linda Rogers, Manager of the Statewide HUB Program, by email at [Linda.Rogers@cpa.texas.gov](mailto:Linda.Rogers@cpa.texas.gov) or at (512) 936-4115.

Respectfully,

A handwritten signature in black ink, appearing to read "Bobby Pounds", is located below the "Respectfully," text.

Bobby Pounds, Director  
Statewide Procurement Division (SPD)  
Comptroller of Public Accounts (CPA)



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## INTRODUCTION

As administrator of Texas' Statewide Historically Underutilized Business (HUB) Program, the Texas Comptroller of Public Accounts is responsible for facilitating the statewide use of HUBs by effectively promoting business opportunities and ensuring the integrity of the program through certification, compliance, education, outreach efforts and reporting functions.

The Texas economy continues to grow and remain strong, and we see that reflected in the **16,988** actively certified HUBs in fiscal 2024, an increase of more than 100 HUBs than the previous year, that continue to turn to the state as a trusted source for ongoing procurement opportunities. Virtual meeting platforms continue to be a viable option for the Statewide HUB Program to provide education and outreach to potential new HUBs. This option also allowed the expansion of new training opportunities with other state agencies, new local government entities, active and potential HUB vendors and our Memorandum of Agreement (MOA) partner organizations. The Statewide HUB Program is able to extend the reach of various education and outreach efforts to all stakeholders, whether they are in a major metropolitan area or rural locations across the vast state of Texas!

The online certification system continues to offer a simplified application process for vendors by eliminating the need to manually present documentation. However, the Statewide HUB Program continues to encounter an increased need for one-on-one trainings with vendors who need help accessing the online system, uploading requested documentation and completing applications. Other challenges include difficulty integrating the MOA partner organizations with the HUB certification process and compliance audits to access certification documentation. We now have determined special permission must be granted to do this efficiently, and HUB staff continue to work closely with the platform host to identify areas for growth to create processes that streamline the accuracy of compliance and certification reporting.

In fiscal 2024, training topics included navigating the online HUB certification system, accessing HUB resources, encouraging HUBs to register on the Centralized Master Bidders List (CMBL) and building successful HUB profiles with accurate commodity code descriptions. The Statewide HUB Program continuously evaluates the outreach and training initiatives against the needs of agencies, universities, certified and potential new HUBs, as well as MOA organizations.

The Mentor Protégé Program encourages agency/university sponsorship of mentors and protégés in agreements. The Statewide HUB program oversees the state's Mentor Protégé Program and helps agencies and universities within these agreements. In fiscal 2024, state agencies and universities sponsored 146 approved HUB Mentor Protégé Agreements, a slight increase from the 134 from the prior fiscal year.

The Statewide HUB program's website continues to serve as an important source of information and resources for vendors who seek to do business with state entities. The HUB website was viewed more than 231,000 times, with top webpages included the main HUB page: <https://comptroller.texas.gov/purchasing/vendor/hub/>, certification process: <https://comptroller.texas.gov/purchasing/vendor/hub/certification-process.php>, and vendor resources: <https://comptroller.texas.gov/purchasing/vendor/hub/resources.php> in fiscal 2024.

The Statewide HUB Program is required to report the education and outreach efforts each fiscal year to the Governor, Lieutenant Governor, Speaker of the House of Representatives as well as other key legislative members as stated in [Texas Government Code 2161.126](#). This report provides an overview of the efforts the program has made to assist agencies, universities and HUB vendors in a good faith effort to increase the ability of HUBs to do business within the state of Texas.

## I. VISION, MISSION AND PHILOSOPHY

The **vision** of the Statewide HUB Program is to certify qualified minority-, woman-, and service-disabled veteran-owned small businesses in Texas as HUBs and increase their award opportunities.

It is the program's **mission** to encourage agencies to increase the use of HUB vendors in state purchasing and provide HUBs with useful information about the state's procurement process.

The Statewide HUB Program's **philosophy** is educating HUB Coordinators to maintain compliant internal HUB programs and teaching HUBs about the procurement process will improve their responses to solicitations and ability to do business with the state of Texas.

Through education and outreach efforts in fiscal 2024, the Statewide HUB Program:

- Administered the program's online certification and compliance functions.
- Provided training about rules and statutes to ensure compliance.
- Provided resource training to HUBs to increase their ability to participate in the state's procurement and competitive bid processes, including:
  - Electronic State Business Daily (ESBD).
  - CMBL and the HUB Directory.
  - National Institute of Governmental Purchasing (NIGP) codes.
  - HUB Coordinator, MOA, other small business collaborative contact lists and links.

- HUB reporting to target state agencies and universities.
- HUB certification requirements.
- Encouraged state agencies and universities to establish a compliant internal HUB program.
- Assisted state agencies and universities in education and outreach efforts to increase their good faith efforts with HUB vendors.
- Educated HUBs to use the business development tools found on the HUB webpage and identify the opportunities statewide.

- Texas Department of Transportation (TxDOT)
- Women's Business Council Southwest (WBCS)
- Women's Business Enterprise Alliance (WBEA)

At small business forums hosted by MOA organizations, the Statewide HUB Program provided small business owners and aspiring entrepreneurs with timely and relevant advice on how to grow and sustain their business relationships with the state. These forums also provided networking opportunities with other entrepreneurs, business owners and state agency procurement professionals.

## II. POLICIES ON EDUCATION, OUTREACH, AND INFORMATION DISSEMINATION

The Statewide HUB Program's education and outreach activities are designed to provide full and equal learning opportunities for all qualified HUB businesses involved in state contracting, based on the goals specified in the [2009 Texas Disparity Study](#). The program works closely with certified HUBs, established MOA organizations, other minority- and women-owned business organizations, trade and professional organizations, chambers of commerce, state agencies, and institutions of higher education to help HUBs competitively participate for state procurement opportunities.

The Statewide HUB Program disseminated information using the [Education and Outreach Forums](#), previously known as Economic Opportunity Forums (EOF) calendar of events, [CPA sponsored events](#), marketing campaigns within the online HUB certification system and targeted email notices to notify HUBs of training opportunities.

### EDUCATION AND OUTREACH

The Statewide HUB Program holds 12 Memorandum of Agreements (MOAs) aimed at increasing HUB certifications and collaborates with them throughout the year.

- Dallas/Fort Worth Minority Supplier Development Council (DFWMSDC)
- El Paso Hispanic Chamber of Commerce (EPHCC)
- Golden Triangle Minority Business Council (GTMBC)
- Houston Minority Supplier Development Council (HMSDC)
- Southwest Minority Supplier Development Council (SMSDC)
- Tri-County Regional Black Chamber of Commerce (TCRBCC)
- City of Austin, Small & Minority Business Resources (SMBR) Department
- City of Houston, Office of Business Opportunity (OBO)
- South Central Texas Regional Certification Agency (SCTRCA)

### INFORMATION DISSEMINATION:

Through various platforms the Statewide HUB Program can provide key information to a mass quantity of targeted audience members. Those platforms include the following:

- **Education and Outreach Forums calendar of events:** This online calendar is composed of vendor fairs, conventions, conferences, workshops, seminars etc. that support small Texas businesses. This platform is geared toward public and private sector audiences, and state agencies, universities, local governments, business development centers or trade organizations can post and advertise events.
- **Comptroller-sponsored HUB events listing:** The Statewide HUB Program promotes sponsored events where the CPA assists in planning, outreach and advertising. Examples of sponsored events include spot bid opportunities and annual HUB forums or expos, where HUB resources are required for the planning and execution of the event.
- **Targeted marketing campaigns:** An added feature of the online HUB certification system enables the Statewide HUB Program to disseminate outreach campaigns by directly informing HUB vendors in the database about HUB-related events. A total of 16 campaigns provided marketing outreach for both virtual and in-person events in fiscal 2024.
- **GovDelivery:** Another resource the Statewide HUB Program uses for rapid dissemination of small business networking, procurement opportunity notifications or helpful training and resources. This platform is a trusted marketing tool for many government agencies.

## III. EDUCATION AND OUTREACH GOAL AND STRATEGIES

The Statewide HUB Program continues to prioritize efforts to offer education and outreach to small business vendors, HUB vendors, agency and university HUB/procurement staff, as well as MOA certifying partner organizations. All efforts focus on increasing HUB participation throughout the state's procurement process.

**EDUCATION AND OUTREACH GOALS:**

The Statewide HUB Program's education and outreach goal is to promote full and equal business opportunities for all HUB-qualified small businesses within state procurement and contracting. These four primary responsibilities guide the administration of the program:

- 1. Certification of HUBs:** Create a large pool of HUB vendors by certifying more minority-, women-, and service-disabled veteran-owned small businesses.
- 2. HUB Certification Compliance:** Provide training to MOA organizations, agency/university internal HUB Programs and to the HUB vendor community to ensure there is a clear understanding of the program's compliance expectations.
- 3. Education and Outreach:** Market to specific stakeholders to educate and notify them about HUB-related opportunities. The HUB Program targets two audiences:
  - Vendors are provided education in the state procurement process and business resources to assist in business development and competitive bid contract opportunities.
  - Various agency and university internal HUB programs amplify education and outreach efforts to HUB-certified businesses to participate in state agency and university opportunities.
- 4. HUB Program Reporting:** This encompasses preparation of the semi-annual and annual Statewide HUB Expenditure Reports which provides HUB reporting from the entire program collectively down to each individual internal HUB program.

**EDUCATION AND OUTREACH STRATEGIES:**

Various strategies have been developed to meet the fiscal 2024 education and outreach goal. These strategies are listed below along with details regarding their execution and measurement to determine success:

- 1. Certification Strategy:** Assist entities to identify and certify HUBs and increase the vendor pool.
  - **Execution:** Through the Statewide HUB Program education and outreach efforts, prospective HUBs are identified, certified, and listed in the HUB Directory.
  - **Measure:** Identify a breakdown of HUBs certified by category (minority, woman, or service-disabled veteran) and include MOA numbers.
- 2. Compliance Strategy:** Provide training to MOA organizations, university/agency internal HUB Programs and to the HUB vendor community to ensure there is a clear understanding of the program's compliance expectations.
  - **Execution:** Communicate regularly with MOA partnering organizations to keep them updated of certification compliance requirements.

- **Measure:** Analyze HUB audit numbers and review the MOA audit results to increase compliance with HUB requirements.

**3. Education and Outreach Strategy:** Help agencies and universities interpret and implement HUB rules related to the good faith effort, HUB subcontracting requirements, HUB reporting, HUB forums, Mentor Protégé Program, and the role of the HUB Coordinators.

- **Execution:** Maintain and review the HUB program by establishing rules and providing forms. This is achieved by providing trainings at HUB Discussion Work Group (HDWG) meeting and having one-on-one meetings with purchasing staff.
- **Measure:** Success or shortfall is based on education and outreach outcomes of the prior fiscal year's goals, along with HUB Coordinator feedback, recommendations, and suggestions, to identify if education and outreach efforts should change or continue.

**4. Reporting Strategy:** Provide agencies and universities guidance on accurate and efficient HUB reporting procedures.

- **Execution:** Effectively communicate and distribute HUB reporting requirements, deadlines, and portal instructions.
- **Measure:** Compare the total state dollars spent with the total amount awarded to HUB to identify growth or reduction.

**IV. FISCAL 2024 GOALS ATTAINED**

The Statewide HUB Program participated in 117 education and outreach events in fiscal 2024, an increase of more than 20 events from the prior fiscal year and 50 from fiscal 2022. Events included these training topics:

- The HUB Certification system and criteria to apply.
- HUB Resources, such as:
  - CMBL.
  - ESBD.
  - NIGP Commodity Codes.
  - HUB Directory Profiles.
  - HUB Coordinator List.
- HUB Reporting.
- Understanding the State Procurement Process, involving:
  - How to Prepare a Compliant HUB Subcontracting Plan (HSP).
  - Mentor-Protege Programs.
  - Texas Administrative Code (TAC) Updates.

**Education and networking events.** These events are with outside organizations or through agency/university HUB Forums. These were either performed in-person or virtually:

- **30** in-person events where program staff provided marketing, education and participation with booths when available.
- **51** virtual events when program staff provided planning, marketing, training and participation in virtual booths when available.

**One-on-One training.** HUB program staff provided education on specific HUB-related resources for business development or procurement information requested by single member organizations, vendors, or state agencies or and institutions of higher education and is not related to a HUB event.

- **36** one-on-one trainings were performed with either HUB vendors or agencies/universities, a substantial increase from 10 the prior fiscal year.

The Statewide HUB Program attended six in-person MOA-hosted events, which was one less, than the prior fiscal year. Below are some recaps of these MOA in-person efforts:

The 2024 “Doing Business Texas Style” Spot Bid Fair and HUB Expo, sponsored by Texas Senator Royce West and the Statewide HUB Program, was the largest and most well-attended event to date (post COVID-19) and was a complete success! The two-day event in conjunction with the Dallas Fort Worth Minority Supplier Development Council annual conference accumulated more than 1,800 minority, women, and service-disabled veteran owned small businesses who were eager to connect with more than 70 state agencies and universities. **More than \$2 million dollars was tallied to be awarded directly to HUB vendors from this event!** Educational seminar topics included: State Construction Projects and Resources; Mentor-Protege Program and Relationships; Becoming a DIR Vendor; and HUB Certification and Resources; Navigating the CMBL and ESBD; and other business development tools.

The Houston Minority Supplier Development Council Spot Bid Fair, sponsored by Texas Senator Borris L. Miles and the Statewide HUB Program, was held in conjunction with the 2023 HMSDC Expo. Vendors had access to 353 bid opportunities, which yielded \$165,732 awarded to HUB certified vendors! The Statewide HUB Program facilitated a state panel discussion, which included representatives from the Texas Department of Criminal Justice, Texas A&M University, Texas Department of Transportation, and the University of Texas Health Science Center – Houston.

The Statewide HUB Program sponsored the Golden Triangle Minority Business Council 2024 “Building Your Dreams” HUB Expo in Beaumont. This forum brought local area minority-, woman-, and veteran- owned businesses to attend HUB related workshops which were conducted by Statewide HUB Program, Texas Facilities Commission and Texas Department of Criminal Justice. Vendors could

also network with more than 20 state agencies and universities at this in-person event.

The Tri-County Regional Black Chamber of Commerce hosted a Regional Opportunity Forum which multiple HUB Coordinators attended to network with black owned businesses and provide Houston-area procurement opportunities. The Statewide HUB Program conducted trainings regarding HUB Certification and Resources, Navigating the CMBL and ESBD, and other available small business development information.

In addition to these MOA-sponsored events, another well-attended event was the annual Bexar County Small, Minority, Women, and Veteran Business Owners Business Conference. Since 2001, this annual gathering has bridged the gap for both public- and private-sector entities seeking vital information related to the procurement of construction, professional services, goods and other services. Procurement staff from all levels: local, state and federal can connect with firms seeking business opportunities to expand and grow. It was a well attended event with dedicated planning and training sessions, along with plenty of networking opportunities.

While in fiscal 2024, the in-person events, which included the MOA-hosted events along with other non-MOA events, decreased from 34 to 30; however, new marketing and outreach materials, such as updated Statewide HUB brochures and HUB handouts, made it easier for current and prospective HUB vendors to access online resources.

**FISCAL YEAR HUB CERTIFICATION COMPARISONS**

	FY24	FY23
Totals HUBs certified	16,988	16,841
Total CPA-certified HUBs	9,590	9,482
Total MOA-certified HUBs	7,398	7,359
Total expired HUBs	3,260	2,720
Total applications	7,293	6,593
New certifications	2,516	2,589
Recertifications	3,079	2,969

The online HUB certification system provides more accurate reporting of active HUBs and applications submitted and expired per fiscal year.

- The number of HUBs certified increased from fiscal 2023 to fiscal 2024.
- While the number of new certifications decreased slightly, the number of recertified applications increased. This indicates more HUBs recertified prior to their expiration date. Automatic recertification notices began going out 6-months due to a backlog of application processing. Expired HUB vendors who do not recertify prior to their expiration date will have to submit a brand new HUB application as the online system will not allow a recertification application to be submitted.



- The number of HUB and MOA HUB certifications increased as the program's education and outreach focused on how to apply and recertify through the online certification system

## OUTCOMES OF GOALS SET FOR FISCAL 2024

The initiatives to increase HUB marketing and training to various audiences were heavily strained in the past fiscal year: **37 percent of the identified goals were achieved.** While there were only four major goals for fiscal 2024, half involved multiple items. Collectively, the four education and outreach goals equated to eight areas of achievement. A deficiency in HUB Program resources and competing priorities hindered accomplishment of the remaining goals.

### 1. Create and provide updated training to educate and empower HUB vendor MOA, certification partner organizations, HUB Coordinators and purchasers.

- New HSP Forms and Processing Training: This goal was **not achieved.** Due to a lack of time management, resources, staffing within the program and competing priorities, this goal was not achieved. The new HSP Forms have not been fully developed or released, as this project was placed on hold per the Division Director.
- Mentor-Protégé Program Training: This goal was **achieved.** The Statewide HUB Program and the HUB Discussion Work Group committee provided a hybrid Mentor-Protege Program training session. The program also provided a Mentor-Protege Program and Relationship panel educational seminar during the "Doing Business Texas Style" Spot Bid Fair and HUB Expo.
- Vendor HUB Certification Application Portal Training: This goal was **achieved.** Texas A&M University Systems, Teacher Retirement System and the University of Houston hosted various HUB certification application portal training sessions sponsored by the Statewide HUB Program.

### 2. Attend at least one MOA-hosted event for each of the 12 MOAs in fiscal 2024. Plan and coordinate with each MOA entity to host an event, which the CPA could attend or cohost.

- This goal was **not achieved.** Not all MOAs communicated their outreach efforts and planned events with the Statewide HUB Program; therefore, the CPA was not able to attend 12 MOA-hosted events.

### 3. The HUB Program seeks to increase Certified Texas Contract Developer (CTCD) and Certified Texas Contract Manager (CTCM) training through continuous trainings, resources, and discussions.

- Revised HSP Forms: This goal was **not achieved.** Due to a lack of time management, resources, staffing within the program and competing priorities, this goal was not

achieved. The new HSP Forms have not been fully developed or released, as this project was placed on hold per the Division Director. The current HSP Forms Training was re-recorded in fiscal 2024 and is available for Continuing Education Units (CEUs) within the Learning Management System (LMS) of Statewide Procurement Division (SPD); however, it will need to be modified once the revised HSP forms have been made available.

- Updated 34 TAC 20 Rules: This goal was **achieved.** Statewide HUB Program conducted a virtual training during a HUB Discussion Work Group meeting for HUB Coordinators. Additionally, the Statewide Procurement Division provided an in-person Updated 34 TAC 20 Rules training. The recording is available for CEUs within the LMS of SPD.
- HUB Expenditure Reports: This goal was **not achieved.** Due to a lack of time management, resources, staffing within the program and competing priorities, this goal was not achieved. There is an existing HUB 101 Reporting recording, which is still applicable and is available for CEUs within the LMS of SPD; however, it may need to be modified for updates.

### 4. Continue working to finalize the HUB Coordinator Best Practice Manual.

- This goal was **not achieved.** Due to a lack of time management, resources, staffing within the program and competing priorities, this goal was not achieved. HUB Procurement Process Best Practice Manual for HUB Coordinators has been started but not completed. Additional time is needed to ensure the updated information is comprehensive, accurate and correlates to the program changes.

## V. FUTURE EDUCATION AND OUTREACH GOALS FOR FISCAL 2025

The following initiatives will focus on the continued efforts not achieved in 2024, in addition to implementing organizational program practices to strengthen, streamline and help support the mission of the Statewide HUB Program in fiscal 2025.

### 1. Prepare MOA partnering organization trainings.

- Ensure there is a clear understanding of the program's compliance expectations.
- Prepare and deliver MOA HUB Certification Application Processing and Compliance Trainings.

### 2. Create a HUB training website.

- HUBs, MOAs and other vendors will have their own HUB training resources:

- Record outdated and new Statewide HUB Program training.
  - Collect and review HUB related videos, documents and information for the HUB training page.
  - b. HUB Coordinator's HUB Training Resources:
    - Increase CTCD and CTCM training through continuous trainings, resources, and discussions.
    - Collect and review all HUB related recordings, documents and information for approximately 200 internal HUB programs for the HUB training page.
3. **Produce a quarterly HUB newsletter designed to educate and empower HUB vendors, certification partner organizations and others.**
- a. Include the following content:
    - Statewide HUB Program announcements and updates.
    - Education and Outreach Forums.
    - CMBL and ESBD information.
    - Training Resources.
    - Vendor Resources.
4. **Continue to revise and finalize the updated HSP Forms.** *This is contingent on the backlog of HUB application processing and if the Division Director would like to continue these prior efforts.*
- a. Once the updated HSP forms are available they will be posted to the HUB forms website.
  - b. Prepare and implement an Updated HUB Subcontracting Plan (HSP) training to agencies, universities and vendors.
5. **Attend at least one MOA-hosted event for each of the MOAs in fiscal 2025. Plan and coordinate with each MOA entity to host an event, which the CPA could attend or co-host.**
- a. Communicate in the early stages of the new fiscal year to plan.
  - b. Continue communication efforts throughout the year to ensure these events are achieved.
6. **Continue working to finalize the HUB Coordinator Best Practice Manual.**
- a. Finalize the HUB Procurement Process Best Practice Manual.
  - b. Prepare and deliver training on this item.
7. **Continue to provide more HUB Mentor-Protege program training to state agencies, universities, and the HUB vendor Community.**
- a. Prepare and deliver additional trainings on this item, as required.

## **VI. MARKETING EFFORTS**

### **ATTACHMENT A – FISCAL 2023 EDUCATION AND OUTREACH DETAILED TRAINING LISTS**

**EDUCATION AND OUTREACH EVENTS**

EVENT DATE	HOST/SPONSOR/ AGENCY NAME	EVENT NAME	EVENT CITY	STATEWIDE HUB INVOLVEMENT	EDUCATION TYPE	OUTREACH TYPE
9/6/23	Houston Minority Supplier Development Council (HMSDC)	Spot Bid Fair and HUB Expo Planning Meeting	Virtual	Event Planning	Planning Meeting	N/A
9/7/23	Statewide HUB Staff	HUB Vendor One- on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
9/11/23	Houston Minority Supplier Development Council (HMSDC)	Spot Bid Fair and HUB Expo Planning Meeting	Virtual	Event Planning	Planning Meeting	N/A
9/12/23	City of Austin	Minority Small Business Connection	Austin	Education/Booth/ Networking	HUB Program Overview and Resources	EOF Calendar Posting
9/13/23	Statewide HUB Staff	HUB Vendor One- on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
9/14/23	Texas Association of African American Chamber of Commerce	TAAACC 35th Annual Conference	Austin	Education/Booth/ Networking	HUB Program Overview and Resources	N/A
9/18/23	Houston Minority Supplier Development Council (HMSDC)	Spot Bid Fair and HUB Expo Planning Meeting	Virtual	Event Planning	Planning Meeting	N/A
9/21/23	Statewide HUB Staff x State Agencies	HUB Discussion Work Group (HDWG) and Training	Virtual - Statewide	Education	Work Group and Training Meeting	N/A
9/22/23	Women's Business Council - Southwest	Connections to Contracts	Austin	Education/ Networking	HUB Program Overview and Resources	N/A
9/25/23	Houston Minority Supplier Development Council (HMSDC)	Spot Bid Fair and HUB Expo Planning Meeting	Virtual	Event Planning	Planning Meeting	N/A
9/28/23	Texas A&M University Systems	HUB Certification Application Process Training	Virtual - Statewide	Education	HUB Certification Application Process Training	EOF Calendar Posting
10/2/23	Houston Minority Supplier Development Council (HMSDC)	Spot Bid Fair and HUB Expo Planning Meeting	Virtual	Event Planning	Planning Meeting	N/A
10/4/23	Bexar County 23rd Annual SMWVBO Conference	Planning Meeting	Virtual	Event Planning	Planning Meeting	N/A
10/9/23	Statewide HUB Staff	HUB Vendor One- on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
10/10/23	El Paso Hispanic Chamber x Statewide HUB	Doing Business with CPA	Virtual - El Paso	Education	HUB Program Overview and Resources	N/A
10/11/23	Houston Minority Supplier Development Council (HMSDC)	Spot Bid Fair and HUB Expo	Houston	Education/Booth/ Networking/Panel	HUB Program Overview and Resources	B2G Marketing Campaign/EOF Calendar Posting/HUB Coordinator Email/Gov Delivery

**EDUCATION AND OUTREACH EVENTS (CONTINUED)**

EVENT DATE	HOST/SPONSOR/ AGENCY NAME	EVENT NAME	EVENT CITY	STATEWIDE HUB INVOLVEMENT	EDUCATION TYPE	OUTREACH TYPE
10/12/23	Houston Minority Supplier Development Council (HMSDC) Statewide HUB Staff x State Agencies	HUB Coordinator Training	Houston - Hybrid	Education/ Networking	Work Group Meeting	N/A
10/13/23	Statewide HUB Staff	HUB Vendor One- on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
10/18/23	Turner Construction	Construction Inclusion Week - Supplier Diversity Breakfast	Austin	Education/ Networking	HUB Program Overview and Resources	N/A
10/23/23	Texas Department of Licenses and Regulations	TDLR's First Annual Breaking Boundaries HUB Expo	Austin	Education/Booth/ Networking/ Presentation	HUB Program Overview and Resources	B2G Marketing Campaign/EOF Calendar Posting/HUB Coordinator Email
10/24/23	Statewide HUB Staff	HUB Vendor One- on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
10/30/24	Golden Triangle Minority Development Council (GTMDCC)	HUB Expo Planning Meeting	Virtual	Event Planning	Planning Meeting	N/A
11/8/23	Statewide HUB Staff	HUB Vendor One- on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
11/9/23	Governor's Small Business Summit -San Antonio	Small Business Summitt	San Antonio	Education/ Networking/Booth	HUB Program Overview and Resources	EOF Calendar Posting
11/10/23	Statewide HUB Staff x State Agencies	HUB Discussion Work Group (HDWG) and Training	Austin - Hybrid	Education	Work Group and Training Meeting	N/A
11/13/23	Houston Minority Supplier Development Council (HMSDC)	Spot Bid Fair and HUB Expo Planning Meeting	Virtual	Event Planning	Planning Meeting	N/A
11/14/23	Nacogdoches Chambers of Commerce x Nacogdoches Economic Business Corporation	HUB Certification Explained	Nacogdoches	Education/ Networking/ Presentation	HUB Program Overview and Resources	N/A
11/16/23	Texas Women Conference	2023 Texas Conference for Women	Austin	Education/ Networking/Booth	HUB Program Overview and Resources	N/A
11/29/23	Statewide HUB Staff	HUB Vendor One- on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
11/29/23	Houston Minority Supplier Development Council (HMSDC)	Spot Bid Fair and HUB Expo Planning Debriefing	Virtual	Event Planning	Planning Meeting	N/A
12/1/23	City of Corpus	Coastal Bend Business Summit	Corpus Christi	Education/ Networking/Booth	HUB Program Overview and Resources	EOF Calendar Posting
12/5/23	Statewide HUB Staff x State Agencies	HUB Discussion Work Group (HDWG) and Training	San Antonio/Hybrid	Education	Work Group and Training Meeting	N/A

**EDUCATION AND OUTREACH EVENTS (CONTINUED)**

EVENT DATE	HOST/SPONSOR/ AGENCY NAME	EVENT NAME	EVENT CITY	STATEWIDE HUB INVOLVEMENT	EDUCATION TYPE	OUTREACH TYPE
12/5/23	C2 Institute - University of Texas at Austin	Readiness Training Program for Historically Underutilized Businesses (RTP for HUBs)	Virtual - Austin	Education	HUB Program Overview and Resources	N/A
12/6/23	Bexar County Annual SMWVBO Conference	Annual SMWVBO Conference	San Antonio	Education/Booth/ Networking/ Workshop	HUB Program Overview and Resources	B2G Marketing Campaign/EOF Calendar Posting
12/13/23	Statewide HUB Staff	HUB Vendor One- on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
12/21/23	Statewide HUB Staff	HUB Vendor One- on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
1/11/24	"2024 FIRST REGIONAL OPPORTUNITY FORUM AND MEET & GREET NETWORKING EVENT WITH LONE STAR COLLEGE"	Tri-County Regional Black Chamber of Commerce	Houston	Education/Booth/ Networking/ Presentation	HUB Program Overview and Resources	EOF Calendar Posting
1/12/24	Statewide HUB Staff	HUB Vendor One- on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
1/16/24	Statewide HUB Staff	HUB Vendor One- on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
1/16/24	Dallas Fort Worth Minority Supplier Development Council (DFWMSDC)	Spot Bid Fair and HUB Expo Planning Meeting	Virtual	Event Planning	Planning Meeting	N/A
1/18/24	Statewide HUB Staff x State Agencies	HUB Discussion Work Group (HDWG) and Training	Virtual - Statewide	Education	Work Group and Training Meeting	N/A
1/19/24	Statewide HUB Staff	HUB Vendor One- on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
1/19/24	Golden Triangle Minority Development Council (GTMDCC)	HUB Expo Planning Meeting	Virtual	Event Planning	Planning Meeting	N/A
1/24/24	January Regional Business Mixer	Womens Buisness Council - Southwest	Virtual - Statewide	Networking/ Education	HUB Program	EOF Calander Posting
1/25/24	Statewide HUB Staff	HUB Vendor One- on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
1/25/24	Texas Department of Motor Vehicle	Annual Marketing for Success Event Planning Meeting	Virtual	Event Planning	Planning Meeting	N/A
1/31/24	UNT System Training	HUB Reporting Training	Virtual	Education	HUB Reporting Training	N/A
2/7/24	Statewide HUB Staff	HUB Vendor One- on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
2/8/24	Statewide HUB Staff	HUB Vendor One- on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
2/9/24	Golden Triangle Minority Development Council (GTMDCC)	HUB Expo Planning Meeting	Virtual	Event Planning	Planning Meeting	N/A

**EDUCATION AND OUTREACH EVENTS (CONTINUED)**

EVENT DATE	HOST/SPONSOR/ AGENCY NAME	EVENT NAME	EVENT CITY	STATEWIDE HUB INVOLVEMENT	EDUCATION TYPE	OUTREACH TYPE
2/12/24	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
2/15/24	Statewide HUB Staff x State Agencies	HUB Discussion Work Group (HDWG) and Training	Virtual - Statewide	Education	Work Group and Training Meeting	N/A
2/16/24	Golden Triangle Minority Development Council (GTMDCC)	HUB Expo Planning Meeting	Virtual	Event Planning	Planning Meeting	N/A
2/20/24	Dallas Fort Worth Minority Supplier Development Council (DFWMSDC)	Spot Bid Fair and HUB Expo Planning Meeting	Virtual	Event Planning	Planning Meeting	N/A
2/29/24	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
2/29/24	Bexar County 23rd Annual SMWVBO Conference	Event Debriefing Meeting	Virtual	Event Planning	Planning Meeting	N/A
3/1/24	Golden Triangle Minority Development Council (GTMDCC)	HUB Expo Planning Meeting	Virtual	Event Planning	Planning Meeting	N/A
3/1/24	SBA Houston District Office	5th Annual Houston Business Matchmaker	Virtual - Houston	Education/Networking	HUB Program Overview and Resources	N/A
3/7/24	Dallas Fort Worth Minority Supplier Development Council (DFWMSDC)	Spot Bid Fair and HUB Expo Planning Meeting	Virtual	Event Planning	Planning Meeting	N/A
3/8/24	Golden Triangle Minority Development Council (GTMDCC)	HUB Expo Planning Meeting	Virtual	Event Planning	Planning Meeting	N/A
3/14/24	Golden Triangle Minority Development Council (GTMDCC)	Building Your Dream HUB Expo	Beaumont	Education/Booth/Networking/Presentation	HUB Program Overview and Resources	GovDelivery/B2G Marketing Campaign/EOF Calendar Posting
3/21/24	Dallas Fort Worth Minority Supplier Development Council (DFWMSDC)	Spot Bid Fair and HUB Expo Planning Meeting	Virtual	Event Planning	Planning Meeting	N/A
3/21/24	Statewide HUB Staff x State Agencies	HUB Discussion Work Group (HDWG) and Training	Virtual - Statewide	Education	Work Group and Training Meeting	N/A
3/26/24	Greater Houston Procurement Business Forum	Doing Business with the State Agencies and Universities	Houston	Education/Booth/Networking/Speaker	HUB Program Overview and Resources	EOF Calendar Posting/ B2G Campaign
3/27/24	Cen-Tex African American Chamber of Commerce	Cen-Tex HUB Contracting Event	Waco	Education/Booth/Networking/Presentation	HUB Program Overview and Resources	EOF Calendar Posting
3/28/24	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
3/28/24	Better Business Bureau serving the Heart of Texas	HUB Certification presentation	Virtual - Statewide	Education/Presentation	HUB Program Overview and Resources	N/A
4/4/24	Texas Department of Motor Vehicles	Annual Marketing for Success HUB Event	Austin	Education/Booth/Networking/Presentation	HUB Program Overview and Resources	EOF Calendar Posting/ B2G Campaign

**EDUCATION AND OUTREACH EVENTS (CONTINUED)**

EVENT DATE	HOST/SPONSOR/ AGENCY NAME	EVENT NAME	EVENT CITY	STATEWIDE HUB INVOLVEMENT	EDUCATION TYPE	OUTREACH TYPE
4/5/24	Dallas Fort Worth Minority Supplier Development Council (DFWMSDC)	Spot Bid Fair and HUB Expo Planning Meeting	Virtual	Event Planning	Planning Meeting	N/A
4/11/24	Dallas Fort Worth Minority Supplier Development Council (DFWMSDC)	Spot Bid Fair and HUB Expo Planning Meeting	Virtual	Event Planning	Planning Meeting	N/A
4/12/24	Statewide HUB Staff	HUB Vendor One-on- One Training	Virtual	Education	HUB Program Overview and Resources	N/A
4/18/24	Small Business Development Center	HUB Certification Explained	Lufkin	Education	HUB Program Overview and Resources	N/A
4/18/24	Dallas Fort Worth Minority Supplier Development Council (DFWMSDC)	Spot Bid Fair and HUB Expo Planning Meeting	Virtual	Event Planning	Planning Meeting	N/A
4/22/24	Statewide HUB Staff x State Agencies	HUB Discussion Work Group (HDWG) and Training	Virtual - Statewide	Education	Work Group and Training Meeting	N/A
4/24/24	Dallas Expo USA	Dallas Build Expo	Dallas	Education/Booth/ Networking/ Presentation	HUB Program Overview and Resources	N/A
4/25/24	Dallas Fort Worth Minority Supplier Development Council (DFWMSDC)	Spot Bid Fair and HUB Expo Planning Meeting	Virtual	Event Planning	Planning Meeting	N/A
4/25/24	Dallas Fort Worth Minority Supplier Development Council (DFWMSDC) & Planning Committee	Know Before you go and Bid portal training	Virtual - Statewide	Education	Work Group and Training Meeting	GovDelivery
5/2/24	Dallas Fort Worth Minority Supplier Development Council (DFWMSDC)	Spot Bid Fair and HUB Expo Planning Meeting	Virtual	Event Planning	Planning Meeting	N/A
5/7/24	Texas Southern University	Doing Business with Texas Southern University	Houston	Education/Booth/ Networking/Speaker	HUB Program Overview and Resources	EOF Calendar Posting/ B2G Campaign
5/9/24	Dallas Fort Worth Minority Supplier Development Council (DFWMSDC)	Spot Bid Fair and HUB Expo Planning Meeting	Virtual	Event Planning	Planning Meeting	N/A
5/13/24	Houston Minority Supplier Development Council (HMSDC)	Spot Bid Fair and HUB Expo Planning Meeting	Virtual	Event Planning	Planning Meeting	N/A
5/14/24	Dallas Fort Worth Minority Supplier Development Council (DFWMSDC)	Spot Bid Fair and HUB Expo	Irving	Education/Booth/ Networking/ Presentation	HUB Program Overview and Resources	GovDelivery/B2G Marketing Campaign/EOF Calendar Posting
5/15/24	Dallas Fort Worth Minority Supplier Development Council (DFWMSDC)	Spot Bid Fair and HUB Expo	Irving	Education/Booth/ Networking/ Presentation	HUB Program Overview and Resources	GovDelivery/B2G Marketing Campaign/EOF Calendar Posting
5/16/24	Statewide HUB Staff x State Agencies	HUB Discussion Work Group (HDWG) and Training	Virtual - Statewide	Education	Work Group and Training Meeting	N/A
5/22/24	Statewide HUB Staff	HUB Vendor One-on- One Training	Virtual	Education	HUB Program Overview and Resources	N/A



**EDUCATION AND OUTREACH EVENTS (CONTINUED)**

EVENT DATE	HOST/SPONSOR/ AGENCY NAME	EVENT NAME	EVENT CITY	STATEWIDE HUB INVOLVEMENT	EDUCATION TYPE	OUTREACH TYPE
5/22/24	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
5/23/24	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
5/24/24	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
5/30/24	Office of Governor Greg Abbott - Texas Economic Development & Tourism	Governor's Small Business Summit	Round Rock	Networking/ Education / Speaker	HUB Program Overview and Resources	N/A
6/5/24	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
6/5/24	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
6/5/24	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
6/6/24	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
6/10/24	Del Mar College APEX Accelerators	TxHUB Program Overview and Vendor Resources Training	Corpus Christi	Education/Booth/ Networking/ Presentation	HUB Program Overview and Resources	N/A
6/14/24	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
6/18/24	Sam Houston State University Small Business Development Center	TxHUB Program Overview and Vendor Resources Training	Huntsville	Education/Booth/ Networking/ Presentation	HUB Program Overview and Resources	B2G Marketing Campaign
6/21/24	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
6/26/24	Greater Austin Asian Chamber of Commerce	Resources & Procurement Small Business Event	Austin	Education/Booth/ Networking/Speaker	HUB Program Overview and Resources	N/A
6/27/24	Texas Women's University	Texas HUB Program Overview and Resources	Virtual - Statewide	Eduaction	HUB Program Overview and Resources	N/A
7/2/24	Texas Facilities Commission	Meet the JOC	Austin	Education/Booth/ Networking	HUB Program Overview and Resources	EOF Calendar Posting
7/11/24	Teacher Retirement Systems x Statewide HUB Program	HUB Pre-Certification Workshop	Austin - Hybrid	Education/ Networking/ Presentation	HUB Program Overview and Resources	B2G Marketing Campaign/ EOF Calendar Posting
7/18/24	Tyler Metro Black Chamber of Commerce	Statewide HUB Program Overview	Virtual - Tyler	Education	HUB Program Overview and Resources	N/A
7/19/24	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
7/24/24	Health & Human Services Commissions	Annual HUB Forum	Virtual - Statewide	Education/ Networking/ Presentation	NIGP Codes	EOF Calendar Posting
7/26/24	Bexar County 23rd Annual SMWVBO Conference	Planning Meeting	Virtual	Event Planning	Planning Meeting	N/A

**EDUCATION AND OUTREACH EVENTS (CONCLUDED)**

EVENT DATE	HOST/SPONSOR/ AGENCY NAME	EVENT NAME	EVENT CITY	STATEWIDE HUB INVOLVEMENT	EDUCATION TYPE	OUTREACH TYPE
7/26/24	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
7/29/24	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
8/1/24	Statewide HUB Staff x State Agencies	HUB Discussion Work Group (HDWG) and Training	Virtual - Statewide	Education	Work Group and Training Meeting	N/A
8/2/24	Central Health Travis County Hospital District	Central Health HUB Connection	Austin	Education/Booth/Networking	HUB Program Overview and Resources	EOF Calendar Posting
8/5/24	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
8/9/24	Diversity & Ethnic Chamber Alliance of Central TX	2024 Business Summit	Austin	Education/Booth/Networking/Speaker	HUB Program Overview and Resources	EOF Calander Posting
8/14/24	Texas State University Small Business Development Center X Texas Facilities Commission	TFC HUB Huddle and Expo	Austin	Education/Booth/Networking/Speaker	HUB Program Overview and Resource	B2G Marketing Campaign/ EOF Calendar Posting
8/15/24	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
8/22/24	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
8/26/24	Statewide HUB Staff	HUB Vendor One-on-One Training	Virtual	Education	HUB Program Overview and Resources	N/A
8/28/24	University of Houston	University of Houston HUB Virtual Forum and Workshop	Virtual - Houston	Education/Networking/Presentation	HUB Certification Process	B2G Marketing Campaign/ EOF Calendar Posting
8/29/24	Statewide Historically Underutilized Business (HUB) Program	HUB Certified Vendor Training	Virtual - Statewide	Education/Presentation	HUB Program Overview and Resource	B2G Marketing Campaign

## EVENT SUMMARIES

Below are some of the events summarized with details such as offered information and the number of attendees and/or exhibitors:

### **2024 Small, Minority, Women, and Veteran Business Owners Conference**

**Host: Bexar County**

Estimated number of attendees: 4,500

Number of Exhibitors: 170

Special Guests/Speakers: Federal, State and Local Elected Officials

This conference is a forum to develop relationships, acquire knowledge and access procurement opportunities with public and private sector entities. The conference teaches procurement staff about local firms with a desire to do business.

The event is designed to meet the needs of those in several areas:

- Vendors who work with the public and private sectors.
- Business owners who want to learn how to do business with the public and private sectors.
- Business owners who work in the private sector but want to learn public sector opportunities.
- Business owners who need technical or financial assistance.
- Potential business owners who would like to learn about opportunities and resources. .
- People who want to start a business.
- People who want to network with business owners, public and private sector staff and leaders to enhance their skill development and quality of life.

### **Doing Business Texas Style Spot Bid Fair & HUB Expo**

**Hosted: Dallas Fort Worth Minority Development Council and Statewide HUB Program**

Estimated number of attendees: 1,800

Number of Exhibitors: 90

Special Guests/Speakers: Statewide HUB Program State Agencies and Representatives, Universities, Mentors, Proteges, Corporations and Private Sectors

The Spot Bid Fair & HUB Expo gave small business owners an opportunity to learn how to bid for contracts with state agencies, connect with procurement contacts and grow their businesses. Seminar Workshops included:

- Statewide HUB Certification: Overview and Procurement Resources.
- How to Become a Department of Information Resources Vendor.

- HUB Mentor Protégé Program and Relationships.
- Forecasting State Agency Construction Opportunities.
- How to Do Business with Corporations and the Private Sector.
- Construction Opportunities at UT Arlington, UT Dallas, UT Southwestern Medical Center and the University of North Texas.

### **Building Your Dream HUB Expo**

**Hosted: Golden Triangle Minority Business Council Statewide HUB Program**

Estimated number of attendees: 615

Number of Exhibitors: 45

Special Guests/Speakers: Statewide HUB Program, State Agencies, Corporations and Private Sectors

The Building Your Dream HUB Expo include the following: all-day tabletop exhibits and open networking with state agencies and universities. This form provided business development education and resources, including:

- Statewide HUB certification and procurement resources
- “Doing Business with TxDOT, TDCJ, and TFC”
- “Understanding Corporate Supplier Diversity/Creating Opportunities”

“How to Do Business with the Beaumont and Port Arthur Port Authorities”

### **University of Houston System HUB Virtual Forum & Workshops**

**Hosts: UH Main, UH-Downtown, UH-Victoria, UH-Clear Lake**

Estimated number of attendees: 230

Number of Exhibitors: 22

Special Guest/Speakers: 7

Participants met virtually with representatives from several state education and government agencies and participated in the following workshops:

- How to Do Business with UH System
- HUB Certification Process
- I am Certified-Now What?
- Job Order Contracts (JOB)

### **Growing Your Business with HUB Certification**

**Host: Texas Woman's University - Center for Women Entrepreneurs**

Estimated number of attendees: 64

Special Guest/Speakers: Texas Woman's University Internal HUB Program, Teacher Retirement System of Texas Internal HUB Program, and the Statewide HUB Program.

The Center for Women Entrepreneurs virtual hosted their 2nd Quarter Special Evening Event. This workshop educated women-owned businesses about the following HUB topics:

- Statewide HUB Program Overview and Resources
- Texas Women's University HUB Program Resources and Opportunities
- State of Texas Vendor Resources

**Resources & Procurement Small Business Forum**  
**Host: Greater Austin Asian Chamber of Commerce**

Estimated number of attendees: 55  
Number of Exhibitors: 7

This forum provided business development education, resources, procurement opportunities and connections to a robust technical assistance support network:

- SCORE Austin and U.S. Small Business Development Center offered resources and small business solutions.
- The LCRA Supply Chain Department provided information on about procurement opportunities.
- Certification partners from the Austin ISD HUB Department, Travis County HUB Program and the Texas State HUB Program shared resources.

**TxHUB Program and Vendor Resources Workshop**  
**Host: Del Mar College APEX Accelerator**

Estimated number of attendees: 28  
Number of Exhibitors: 5

The Statewide HUB program gave an overview about the program to business owners in the Corpus Christi area that included these opportunities and resources:

- TxHUB certification qualifications, the TxHUB certification portal and online certification process.
- Tools on the TxHUB website.
- Electronic State Business Daily (ESBD).
- How to apply to the Centralized Master Bidders List (CMBL) program.
- TxHUB Mentor/Protege Program.
- APEX Accelerator procurement specialists, TxHUB coordinators from Texas A&M University - Corpus Christi, Texas A&M University - Kingsville and the Statewide HUB Program office answered questions about the TxHUB application process and opportunities.
- Prime contractor SpawGlass discussed vendor qualifications and subcontracting opportunities.

**The HUB Program & How it Can Benefit You**  
**Host: Better Business Bureau**

Special Guest/Speakers: Statewide HUB Program and Texas A&M University -Corpus Christi Internal HUB

The Statewide HUB program gave an overview about the program to accredited businesses (ABs) in service areas Coastal Bend, Austin, SA/Laredo, Midland/Odessa, Fort Worth, Waco, and Bryan/College Station area that included these opportunities and resources:

- TxHUB certification qualifications, the TxHUB certification portal and online certification process.
- Tools on the TxHUB website.
- Electronic State Business Daily (ESBD).
- How to apply to the Centralized Master Bidders List (CMBL) program.
- TxHUB Mentor/Protege Program.
- TxHUB coordinators from Texas A&M University - Corpus Christi and the Statewide HUB Program office answered questions about the TxHUB application process and opportunities.

## **MARKETING EFFORTS**

### **ATTACHMENT B – MENTOR PROTÉGÉ LIST**

**MENTOR PROTÉGÉ LIST**

AGENCY	MENTOR NAME	MENTOR VID	MENTOR EMAIL	PROTEGE NAME	PROTEGE VID	PROTEGE EMAIL	EFFECTIVE DATE	TERMINATION DATE	MODIFIED DATE
303	FLINTCO LLC	1273321079800	homero.garcia@flintco.com	MECHANICAL & PROCESS SYSTEMS,	1043760724400	mike@mpsltd.us	12/1/21	12/1/23	8/10/23
303	JE Dunn Construction	1440229405000	#N/A	GCC ENTERPRISES, INC.	1320050162800	msully@gccenterprise.com	5/31/23	5/31/24	8/10/23
305	CGI TECHNOLOGIES AND SOLUTIONS, INC.	1540856778000	TXBU-SLG.US@cgi.com	ALIS SOFTWARE LLC	1464411948000	LN.KONDA@ALIS-SOFTWARE.COM	8/17/22	8/17/24	9/1/22
305	AECOM TECHNICAL SERVICES, INC.	1952661922601	brad.brown@aecom.com	EMPOWERFI	1843495591200	shenice@empower-fi.com	3/22/24	3/22/26	3/28/24
313	UNISYS CORPORATION	1380387840705	andrew.barkoff@unisys.com	ALINEDS LLC	1831146076200	davids.achonu@alineds.com	9/16/22	6/15/24	9/16/22
313	BLACKHAWK ENGAGEMENT SOLUTIONS, INC.	1203982741000	tyler.gentry@bhnetwork.com	DATAEXPORT NET LLC	1742982870400	beatriz.fernandez@dataexport.net	12/2/22	6/17/24	12/2/22
313	BuzzClan LLC	1462327694700	gov@buzzclan.com	Zephon, LLC	1831267247200	vmasih@zephon.tech	4/3/24	4/3/26	4/29/24
313	GEOCKO, INC.	1454960283800	adnan@lifestories.com	DATAEXPORT NET LLC	1742982870400	beatriz.fernandez@dataexport.net	4/29/24	4/29/26	5/17/24
313	PEDIGO STAFFING SERVICES, LLC	1901125410900	debbiep@pedigostaffing.com	MAYA HAWTHORNE INC	1870852499800	maya@hawthorne-staffing.com	12/15/22	7/28/26	12/16/22
320	GRAINGER, INC	1361150280100	SCS.South@grainger.com	BULLCHASE, INC.	1263718834800	MARIANNE@BULLCHASE.COM	1/20/21	1/19/24	1/21/21
320	TAURUS TECHNOLOGIES INC	1300143183500	SALES@taurustechinc.com	TEKGRATION LLC	1832002617400	staci.beane@tekgration.com	9/20/21	9/21/24	9/29/21
320	Esolvit Inc.	1205835431200	government@esolvit.com	ABDELADIM LLC	1883063032500	nawal@abdeladimtx.com	7/17/24	7/19/27	7/17/24
332	BARRACUDA NETWORKS	1830380411800	#N/A	SOLID BORDER, INC.	1331009121300	derek@solidborder.com	4/4/23	4/5/26	4/6/23
405	PROGRESSIVE SERVICES	1860345657700	adam.kennedy@progressiveus.com	C.F. Roofing & Construction, LLC	1862828744500	christy@cfroofconstruct.com	1/31/22	2/1/24	2/23/22
452	ESOLVIT INC.	1205835431200	government@esolvit.com	3RD I PROCUREMENT, LLC.	1472102502200	gmitchell@3rdprocurement.com	8/3/22	8/4/24	8/4/22
452	TAURUS TECHNOLOGIES INC	1300143183500	SALES@taurustechinc.com	Tekgration LLC	1832002617400	staci.beane@tekgration.com	1/27/23	1/27/25	1/27/23
452	ESOLVIT INC.	1205835431200	government@esolvit.com	MVS360, LLC	1863246931000	pardha.jasti@mvs360.com	9/28/23	9/28/25	9/28/23
455	CGI TECHNOLOGIES AND SOLUTIONS, INC.	1540856778000	TXBU-SLG.US@cgi.com	VENTAS CONSULTING, LLC	1274612087700	president@ventasconsulting.com	10/31/22	10/31/24	11/29/22
506	CDW GOVERNMENT LLC	1364230110800	petmcge@cdwg.com	TANCHES GLOBAL MANAGEMENT, INC.	1760581657200	TANAZ@TANCHES.COM	3/1/24	2/28/25	2/23/24

**MENTOR PROTÉGÉ LIST (CONTINUED)**

AGENCY	MENTOR NAME	MENTOR VID	MENTOR EMAIL	PROTEGE NAME	PROTEGE VID	PROTEGE EMAIL	EFFECTIVE DATE	TERMINATION DATE	MODIFIED DATE
529	WEDGE SUPPLY, LLC	1454122845900	kevin@wedgesupply.com	Dent Enterprises LLC	1371871158600	dententerprisesllc@gmail.com	9/8/22	4/16/24	4/15/24
529	ESSENCE BOTTLING COMPANY	1200480403000	sales@essencebotting.com	BLUEBONNET BUSINESS SERVICES LLC dba Messenger Business Solutions	1862374713800	info@messengerbusinesssolutions.com	3/6/23	4/27/24	4/26/24
529	MAXIMUS INC	1541000588600	cindywiley@maximus.com	CHASESOURCE REAL ESTATE SERVICES LP	1261713734900	tchase@chasesource.com	12/21/20	6/18/24	12/19/22
529	TEXAS GOVLINK, INC.	1742899845800	MARIANO@TEXASGOVLINK.COM	FRONTLINE NURSE STAFFING LLC	1880849845700	esther@frontlinenursestaffing.com	3/2/23	8/31/24	7/24/23
529	STEEL DIGITAL STUDIOS, INC.	1742965436500	ideas@steeladvertising.com	LOPEZ PR AND MARKETING GROUP, INC.	1752260462200	elizabeth@lopezgroup.com	6/16/22	9/15/24	6/22/22
529	STEEL DIGITAL STUDIOS, INC.	1742965436500	ideas@steeladvertising.com	THE URBAN CIRCLE LLC	1264261129200	info@tucllc.us	11/30/23	9/30/24	12/2/23
529	DXC TECHNOLOGY SERVICES LLC dba Gainwell Technologies	1822287119800	jlefante@dx.com	VFUSION LLC	1823418284000	madhu@vfusioninnovations.com	1/10/22	11/12/24	1/14/22
529	Verizon Business Network Services LLC on behalf of MCI Communications Servi	1232259884300	daniel.derry@verizon.com	Sky Communications, Inc.	1752628669900	kara.foster@skycomglobal.com	2/6/23	11/30/24	11/20/23
529	LAB INFORMATION TECHNOLOGY INCORPORATED	1364314696500	martin@labusa.com	CURTIS CONSOLIDATED, LLC	1475271591300	yc@yuricurtis.com	7/17/24	12/31/24	7/22/24
529	SPA W GLASS CONTRACTORS, INC.	1742667352500	stephanie.dixon@spawglass.com	INSULNATION, LLC	1264491077500	edgar@insul-nation.com	9/7/23	1/28/25	9/7/23
529	MAXIMUS INC	1541000588600	cindywiley@maximus.com	FACILITIES RESOURCE, INC.	1742839905300	mteinert@fri-texas.com	1/9/23	3/19/25	1/10/23
529	DAMAN CONSULTING, INCORPORATED	1742760714200	glal@damaninc.com	GENIUS ROAD, LLC	1800621489600	dzanatta@geniusroad.com	11/3/23	7/11/25	5/9/24
529	MASTERWORD SERVICES INC	1760393601800	contracts@masterword.com	DONALD L MOONEY ENTERPRISES, LLC	1421649440200	jlarios@nursesetc.net	10/13/23	10/12/25	10/16/23
529	GRAINGER, INC	1361150280100	SCS.South@grainger.com	BULLCHASE, INC.	1263718834800	MARIANNE@BULLCHASE.COM	4/27/23	12/8/25	5/1/23
529	ACCENTURE LLP	1720542904000	jonathan.p.andrews@accenture.com	TRIPLE O TECHNOLOGIES	1872646753500	olu.olusanya@tripleo-technologies.com	3/7/23	3/7/26	3/7/23
529	ADVANTAGE GLOBAL LOGISTICS, INC.	1261472811600	j.hauenstein@advantagegloballogistics.com	MAYA HAWTHORNE INC	1870852499800	maya@hawthorne-staffing.com	9/8/22	7/28/26	9/13/22
529	NORTHGATEARINSO	1651205969800	ronald.misage@hrm.northgatearinso.com	ELEVATIONHR, LLC	1824151304500	dcvasquez@elevationhr.com	2/6/24	4/30/27	4/26/24
529	PROLINK STAFFING SERVICES LLC	1452262555800	ddumrauf@prolink-staff.com	VIGHTER LLC	1202599834000	jcalvert@vighter.com	5/22/24	5/24/27	5/22/24

**MENTOR PROTÉGÉ LIST (CONTINUED)**

AGENCY	MENTOR NAME	MENTOR VID	MENTOR EMAIL	PROTEGE NAME	PROTEGE VID	PROTEGE EMAIL	EFFECTIVE DATE	TERMINATION DATE	MODIFIED DATE
529	TEXAS GOVLINK, INC.	1742899845800	MARIANO@TEXASGOV-LINK.COM	NATHE MANAGEMENT CONSULTING	1320795472100	sara.mitran@nath-emc.com	6/11/24	12/7/27	6/13/24
529	WINDSTREAM HOLDINGS LLC	1462847717700	jason.bye@wind-stream.com	BKTB GROUP, INC dba MC AUSTIN	1822597946900	imoreno@mcaustin.com	2/29/24	2/20/28	3/4/24
529	ALORICA	1954740339400	grace.chiu@alorica.com	BKTB GROUP, INC	1822597946900	imoreno@mcaustin.com	3/4/24	2/20/28	3/5/24
529	FIS	1371490331000	chris.albu@fisglobal.com	MEDIA RIDERS, INC.	1900041824400	emcreaken@mediariders.com	8/14/24	6/5/28	8/14/24
529	MCGOUGH CONSTRUCTION CO., LLC	1410774787600	sweltsch@mcgough.com	POST L GROUP, LLC.	1205845549900	COHARA@POSTL-GROUP.COM	8/23/24	6/27/28	8/23/24
529	MAXIMUS US SERVICES, INC.	1260307682400	carriethomas@maximus.com	ChaseSource Real Estate Services, LP	1261713734900	tchase@chasesource.com	8/8/24	7/26/28	8/12/24
530	STEEL DIGITAL STUDIOS, INC. DBA Steel Advertising	1742965436500	ideas@steeladvertising.com	THE URBAN CIRCLE LLC	1264261129200	info@tucllc.us	2/7/20	2/6/24	2/24/20
530	ANCHORING HOPES WELLNESS RECOVERY Institute DBA Anchoring Hopes	1832498504500	traceymoore@anchoringhopes.org	P.U.S.H. UP RECOVERY	1462188051800	pushuprecovery@gmail.com	7/30/20	7/29/24	7/31/20
530	COVENANT KIDS INC. dba CK Family Services	1752889215500	jalex195@gmail.com	NEELY COUNSELING CENTER	1814765205300	Horatio@neelycounseling.com	9/22/20	9/21/24	11/4/20
537	VEXCEL CORPORATION	1840992830800	ajmanoha@microsoft.com	VERDTEK, INC	1454745930600	gilbert.benavides@verdtek.com	7/29/22	4/26/26	8/4/22
555	BEST BUY DIRECT	1411822872600	char.grell@bestbuy.com	COMMONWEALTH TRADING COMPANY, INC.	1742748769300	kbroadus@commonwealthcomputer.com	1/25/24	9/13/26	1/29/24
556	BEST BUY DIRECT	1411822872600	char.grell@bestbuy.com	COMMONWEALTH TRADING COMPANY, INC.	1742748769300	kbroadus@commonwealthcomputer.com	1/25/24	9/13/26	1/29/24
557	BEST BUY DIRECT	1411822872600	char.grell@bestbuy.com	COMMONWEALTH TRADING COMPANY, INC.	1742748769300	kbroadus@commonwealthcomputer.com	1/25/24	9/13/26	1/29/24
575	TAURUS TECHNOLOGIES INC	1300143183500	SALES@taurustechinc.com	KOLL INDUSTRIES LLC	1871556608100	andrea@kollinteriors.com	3/24/23	3/23/25	4/12/23
582	NRC GULF ENVIRONMENTAL SERVICES, INC.	1263604581200	tina.davis@usecology.com	NEW DIRECTION ENVIRONMENTAL LLC	1823597671100	roseanne.wade@newdirectionenvironmental.com	1/23/20	1/22/24	1/29/20
582	APTIM ENVIRONMENTAL & INFRASTRUCTURE, LLC	1770589932000	alex.mebrшту@aptim.com	ENVIRONEER, LLC	1830887711900	michael.zhang@environeerconsulting.com	4/5/22	4/4/26	4/5/22
582	US ECOLOGY	1621568988200	jeffrey.roth@usecology.com	Resolute Environmental and Response	1452767212600	Todd@resolute-response.com	8/9/24	8/9/26	8/12/24
608	NEXTGEN INFORMATION SYSTEMS	1431791848100	diversity@nextgen-is.com	BILLY EDWARD CONSULTING INC. DBA SPECIAL	1260414411800	bids@billyedwardgroup.com	1/25/21	1/25/24	6/1/21



**MENTOR PROTÉGÉ LIST (CONTINUED)**

AGENCY	MENTOR NAME	MENTOR VID	MENTOR EMAIL	PROTEGE NAME	PROTEGE VID	PROTEGE EMAIL	EFFECTIVE DATE	TERMINATION DATE	MODIFIED DATE
608	ESOLVIT INC.	1205835431200	government@esolvit.com	MPULSE HEALTHCARE, LLC	1050621436900	tdixon@mpulsehealth.com	2/24/21	2/24/24	3/2/21
608	INDIGO BEAM LLC	1954857390600	gary.massey.tx@outlook.com	MPULSE HEALTHCARE, LLC	1050621436900	tdixon@mpulsehealth.com	7/18/21	7/18/24	7/21/21
608	APEX SYSTEMS, LLC.	1541773546900	Apex.TXState@apex-systems.com	Primus Global Services, Inc	1710903699000	anil@primusglobal.com	6/5/23	6/6/25	6/26/23
608	ESOLVIT INC.	1205835431200	government@esolvit.com	PM Connections, LLC	1814789698100	denise.davis@vetgs.com	10/3/22	8/23/26	10/17/22
696	MSC INDUSTRIAL SUPPLY CO	1135526506400	DEVON.CHMURA@MSCDIRECT.COM	INDUSTRIAL SOLUTIONS	1134315136800	paulette@indsolutions.biz	10/25/21	10/24/25	12/13/21
696	GRAINGER, INC	1361150280100	SCS.South@grainger.com	BULLCHASE, INC.	1263718834800	MARIANNE@BULLCHASE.COM	1/3/24	1/2/28	1/9/24
709	PIER GROUP LLC	1823744210000	cawilliams@piergroup.com	COMPUTER WHOLESALE PRODUCTS OF AMERICA,	1760117714400	marketing@cwpa.com	1/3/24	8/9/26	1/3/24
709	CLEARY ZIMMERMANN ENGINEERS, LLC	1261666204000	joycew@clearyzimmermann.com	MOOSE ENGINEERS, LLC	1825430739200	MikeH@MooseEngineers.com	3/15/23	8/26/26	3/7/23
709	BEST BUY DIRECT	1411822872600	char.grell@bestbuy.com	COMMONWEALTH TRADING COMPANY, INC.	1742748769300	kbroadus@commonwealthcomputer.com	1/25/24	9/13/26	1/29/24
711	PIER GROUP LLC	1823744210000	cawilliams@piergroup.com	COMPUTER WHOLESALE PRODUCTS OF AMERICA,	1760117714400	marketing@cwpa.com	12/15/23	8/9/26	12/18/23
711	CLEARY ZIMMERMANN ENGINEERS, LLC	1261666204000	joycew@clearyzimmermann.com	MOOSE ENGINEERS, LLC	1825430739200	MikeH@MooseEngineers.com	3/15/23	8/26/26	3/7/23
711	BEST BUY DIRECT	1411822872600	char.grell@bestbuy.com	COMMONWEALTH TRADING COMPANY, INC.	1742748769300	kbroadus@commonwealthcomputer.com	1/25/24	9/13/26	1/29/24
712	TAURUS TECHNOLOGIES INC	1300143183500	SALES@taurustechinc.com	KOLL INDUSTRIES LLC	1871556608100	andrea@kollinteriors.com	3/24/23	3/23/25	3/30/23
714	Vaughn Construction	1752477871300	#N/A	POST L GROUP, LLC.	1205845549900	COHARA@POSTLGROUP.COM	10/10/23	6/27/24	11/13/23
718	PIER GROUP LLC	1823744210000	cawilliams@piergroup.com	COMPUTER WHOLESALE PRODUCTS OF AMERICA,	1760117714400	marketing@cwpa.com	1/3/24	8/9/26	1/3/24
718	CLEARY ZIMMERMANN ENGINEERS, LLC	1261666204000	joycew@clearyzimmermann.com	MOOSE ENGINEERS, LLC	1825430739200	MikeH@MooseEngineers.com	3/15/23	8/26/26	3/7/23
718	BEST BUY DIRECT	1411822872600	char.grell@bestbuy.com	COMMONWEALTH TRADING COMPANY, INC.	1742748769300	kbroadus@commonwealthcomputer.com	1/25/24	9/13/26	1/29/24
720	EJES, INC.	1752901786900	ejones@ejesinc.com	VICTOR G WINSTON	1264047062600	VWINSTON@MAVAENGINEERING.COM	11/15/21	11/15/23	12/13/21

**MENTOR PROTÉGÉ LIST (CONTINUED)**

AGENCY	MENTOR NAME	MENTOR VID	MENTOR EMAIL	PROTEGE NAME	PROTEGE VID	PROTEGE EMAIL	EFFECTIVE DATE	TERMINATION DATE	MODIFIED DATE
720	Page Southerland Page	4642580460000	#N/A	ENCOTECH ENGINEERING CONSULTANTS, INC.	1742567290800	ali.khataw@eec-tx.com	5/15/22	12/11/23	6/13/22
720	LINBECK GROUP, LLC	1741091214500	sales_marketing@linbeck.com	3I CONTRACTING, LLC	1475117648900	mewilliams@3i-contracting.com	12/30/23	11/30/24	2/2/24
720	SPAW GLASS CONTRACTORS, INC.	1742667352500	stephanie.dixon@spawglass.com	COE CONCEPTS LLC	1824613832700	gina@coe-concepts.com	6/28/23	6/28/25	7/25/23
720	J. T. VAUGHN CONSTRUCTION, LLC	1263561928600	vregalado@vaughnconstruction.com	POST L GROUP, LLC.	1205845549900	COHARA@POSTL-GROUP.COM	6/27/24	7/24/25	8/28/24
721	EJES, INC.	1752901786900	ejones@ejesinc.com	VICTOR G WINSTON	1264047062600	VWINSTON@MA-VAENGINEERING.COM	11/22/21	11/15/23	1/14/22
721	FASTENAL COMPANY	1410948415500	govbids@fastenal.com	RA-LOCK SECURITY SYSTEMS INC.	1752492582700	andrew@ralock.com	2/24/21	2/21/25	3/2/21
721	SPAW GLASS CONTRACTORS, INC.	1742667352500	stephanie.dixon@spawglass.com	COE CONCEPTS LLC	1824613832700	gina@coe-concepts.com	6/27/23	6/27/26	8/9/23
723	MEDLINE	1362596612000	#N/A	POS MIS, INC.	1831847551600	paula@posmisinc.com	10/9/23	9/30/24	10/12/23
723	Fisher Safety/Fisher Scientific Co	1232942737303	#N/A	Possible Missions, Inc.	1454006745200	paula@possiblemissions.com	7/23/24	10/31/25	7/23/24
727	TAURUS TECHNOLOGIES INC	1300143183500	SALES@taurustechinc.com	KOLL INDUSTRIES LLC	1871556608100	andrea@kollinteriors.com	3/24/23	3/23/25	4/6/23
729	Fisher Scientific Company L.L.C	1232942737600	angela.rivera@thefisher.com	POSSIBLE MISSIONS, INC.	1454006745200	paula@possiblemissions.com	1/28/21	1/27/25	3/2/21
729	J. T. VAUGHN CONSTRUCTION, LLC	1263561928600	vregalado@vaughnconstruction.com	POST L GROUP, LLC.	1205845549900	COHARA@POSTL-GROUP.COM	8/15/24	7/24/25	8/15/24
730	NOBLE TEXAS BUILDERS, LLC	1473035911500	juan.delgado@nobletx.net	Evolution Alignment Inc.	1475442265800	qhoward@eaprofessionalservices.com	11/22/21	12/31/24	12/13/21
730	NOBLE TEXAS BUILDERS, LLC	1473035911500	juan.delgado@nobletx.net	LUCKY 8 CABINETRY CORPORATION	1825369415400	Linda@QuickCabinets.com	11/29/21	12/31/24	12/13/21
730	J. T. VAUGHN CONSTRUCTION, LLC	1263561928600	vregalado@vaughnconstruction.com	GENESIS CABLING SOLUTIONS, LLC	1273207798200	cmacneil@gencabbling.com	9/29/22	4/30/25	3/7/23
733	DELL MARKETING LP	1742616805400	john_forshay@dell.com	SUMMUS INDUSTRIES, INC.	1760533392500	info@summusindustries.com	1/21/20	1/20/24	1/22/20
733	HOME DEPOT U.S.A., INC.	1581853319000	Darren_Friesenhahn@homedepot.com	LONE STAR OFFICE SUPPLIES, INCORPORATED	1810621213900	bill@aretepromotions.com	1/29/20	1/28/24	1/29/20
733	MSC INDUSTRIAL SUPPLY CO	1135526506400	DEVON.CHMURA@MSCDIRECT.COM	GUARDIAN INDUSTRIAL SUPPLY, LLC	1113795016500	sales@guardian-industrial.com	2/17/20	2/16/24	2/24/20
733	FASTENAL COMPANY	1410948415500	govbids@fastenal.com	PDME/HURRICANE OFFICE SUPPLY & PRINTING	1742695260600	pd@pdme.com	2/18/20	2/17/24	2/24/20
733	Medline Industries Inc	1033625966120	#N/A	MAVICH, LLC	1271331598900	sales@mavich.com	6/25/20	6/24/24	6/29/20

**MENTOR PROTÉGÉ LIST (CONTINUED)**

AGENCY	MENTOR NAME	MENTOR VID	MENTOR EMAIL	PROTEGE NAME	PROTEGE VID	PROTEGE EMAIL	EFFECTIVE DATE	TERMINATION DATE	MODIFIED DATE
737	ONEVISION SOLUTIONS	1201005886000	nciora@onevisionsolutions.com	VTS GROUP LLC	1464536151100	dperez@vts-group.net	2/27/20	12/20/23	12/19/23
737	BLACKHAWK SECURITY & INVESTIGATIONS LLC	1454475903900	security@blackhawksi.com	S'VILLE SERVICES, LLC	1455522576300	svilleservices@yahoo.com	3/8/23	2/1/24	3/30/23
737	BEST BUY DIRECT	1411822872600	char.grell@bestbuy.com	COMMONWEALTH TRADING COMPANY, INC.	1742748769300	kbroadus@commonwealthcomputer.com	2/1/24	7/18/24	7/17/24
737	TAURUS TECHNOLOGIES INC	1300143183500	SALES@taurustechinc.com	TEKGRATION LLC	1832002617400	staci.beane@tekgration.com	9/1/23	1/31/25	12/21/23
738	CORE CONSTRUCTION OF RGV LLC	1833748855700	info@coreofrgv.com	MUNOZ FLOORING SOLUTIONS, INC.	1752877702600	oscarmb75@sbc-global.net	11/2/22	9/25/23	11/29/22
738	CORE CONSTRUCTION OF RGV LLC	1833748855700	info@coreofrgv.com	F&P Construction, LLC	1465203624600	mark.floyd@f-pconstruction.com	5/2/23	9/29/23	5/4/23
738	CORE CONSTRUCTION OF RGV LLC	1833748855700	info@coreofrgv.com	C.F. ROOFING & CONSTRUCTION, LLC	1862828744500	christy@cfroofconstruct.com	4/28/23	3/14/24	5/1/23
738	CORE CONSTRUCTION OF RGV LLC	1833748855700	info@coreofrgv.com	GOLDEN CONSTRUCTION SERVICES, INC.	1331129645600	accounting@golden-inc.net	11/2/22	3/17/24	1/12/23
738	CORE CONSTRUCTION OF RGV LLC	1833748855700	info@coreofrgv.com	VENTURA CONSTRUCTION, INC.	1202367341600	memo@venturainc.net	11/2/22	3/17/24	11/29/22
738	CORE CONSTRUCTION OF RGV LLC	1833748855700	info@coreofrgv.com	ATX COMMERCIAL, LLC	1844445643000	OFFICEATXCO@GMAIL.COM	11/2/22	3/17/24	11/29/22
738	CORE CONSTRUCTION OF RGV LLC	1833748855700	info@coreofrgv.com	CROSS ELECTRIC LLC	1471596575300	jen@crosselectricllc.com	11/2/22	3/17/24	11/29/22
738	CORE CONSTRUCTION	7523488777000	#N/A	ATX COMMERCIAL, LLC	1844445643000	OFFICEATXCO@GMAIL.COM	7/23/24	10/15/24	7/25/24
738	CORE CONSTRUCTION	7523488777000	#N/A	Munoz Flooring Solutions, Inc.	1752877702600	oscarmb75@sbc-global.net	7/23/24	10/29/24	7/25/24
738	CORE CONSTRUCTION	1752348877700	garyaanenson@core-construction.com	CROSS ELECTRIC LLC	1471596575300	jen@crosselectricllc.com	7/23/24	12/3/24	7/25/24
738	CORE CONSTRUCTION	7523488777000	#N/A	F&P CONSTRUCTION	1465203624600	mark.floyd@f-pconstruction.com	7/23/24	12/30/24	7/25/24
738	J. T. VAUGHN CONSTRUCTION, LLC	1263561928600	vregalado@vaughnconstruction.com	POST L GROUP, LLC.	1205845549900	COHARA@POSTL-GROUP.COM	6/27/24	7/24/25	8/30/24
738	CORE CONSTRUCTION	7523488777000	#N/A	VENTURA CONSTRUCTION, INC.	1202367341600	memo@venturainc.net	7/23/24	10/6/25	7/25/24
738	CORE CONSTRUCTION	7523488777000	#N/A	RAM CONCRETE & ASPHALT, LLC	1262618473800	newservice@ram-ca.com	7/23/24	10/1/27	7/25/24
743	PAGE SOUTHERLAND PAGE	4642580460000	#N/A	CNG ENGINEERING PLLC	1201181359400	travis.wiltshire@cngengineering.com	1/1/22	12/31/23	2/23/22
745	Page Southerland Page	4642580460000	#N/A	CNG Engineering, PLLC	1201181359400	travis.wiltshire@cngengineering.com	12/12/22	11/20/24	1/18/23

**MENTOR PROTÉGÉ LIST (CONTINUED)**

AGENCY	MENTOR NAME	MENTOR VID	MENTOR EMAIL	PROTEGE NAME	PROTEGE VID	PROTEGE EMAIL	EFFECTIVE DATE	TERMINATION DATE	MODIFIED DATE
752	WILSON OFFICE INTERIORS LLC	1203166364900	rpatterson@wilsonoi.com	WILSON PROJECT MANAGEMENT LLC	1262997461400	SmitheyL@wilson-pm.com	2/3/22	2/3/24	4/5/22
753	MSC INDUSTRIAL SUPPLY CO	1135526506400	DEVON.CHMURA@MSCDIRECT.COM	INDUSTRIAL SOLUTIONS	1134315136800	paulette@indsolutions.biz	3/15/23	3/15/25	4/26/23
753	GRAINGER, INC	1361150280100	SCS.South@grainger.com	BULLCHASE, INC.	1263718834800	MARIANNE@BULLCHASE.COM	4/1/23	5/1/25	4/26/23
753	STAPLES	1043390816600	kristi.hines@staples.com	SUMMUS INDUSTRIES, INC.	1760533392500	info@summusindustries.com	8/9/22	2/12/26	2/6/24
754	W.W. GRAINGER, INCORPORATED	1361150280101	TIM.SWEAT@GRAINGER.COM	SUMMUS INDUSTRIES, INC.	1760533392500	info@summusindustries.com	5/4/22	2/12/24	6/14/22
754	FISHER SCIENTIFIC LLC	1232942737600	angela.rivera@themorfisher.com	POSSIBLE MISSIONS, INC.	1454006745200	paula@possiblemissions.com	7/15/22	7/15/24	8/4/22
754	MSC INDUSTRIAL SUPPLY CO	1135526506400	DEVON.CHMURA@MSCDIRECT.COM	INSTANT DATA TECHNOLOGIES, INC.	1223880260200	jshapland@indata-tech.com	2/20/23	2/20/25	2/21/23
754	CDW GOVERNMENT LLC	1364230110800	petmcge@cdwg.com	MPULSE HEALTHCARE & TECHNOLOGY, LLC	1050621436900	tdixon@mpulsehealth.com	5/4/22	4/30/25	6/14/22
754	J. T. VAUGHN CONSTRUCTION, LLC	1263561928600	vregalado@vaughnconstruction.com	Proficient Constructors, LLC	1271459490500	proficientconstructors@gmail.com	6/19/23	6/19/25	7/25/23
754	PROSCALAR, LLC	1862911589200	nathan.mcdaniel@proscalar.com	SPOTLIGHT DIGITAL DESIGNS, LLC	1851993773600	kayleigh.henegar@spotlightdigitaldesigns.com	12/1/23	12/1/25	12/2/23
754	VWR INTERNATIONAL	1911319190200	BONNIE_HERRIOT@VWR.COM	SUMMUS INDUSTRIES, INC.	1760533392500	info@summusindustries.com	2/11/24	2/11/26	2/27/24
754	STAPLES	1043390816600	kristi.hines@staples.com	Summus Industries, Inc.	1760533392500	info@summusindustries.com	2/12/24	2/12/26	2/16/24
754	GOVCONNECTION, INC.	1521837891500	sledcontracts@connection.com	TODAY'S BUSINESS SOLUTIONS	1542118178300	sales@todaysbusinesssolutions.com	6/10/24	6/10/26	6/13/24
756	GRAINGER, INC	1361150280100	SCS.South@grainger.com	BULLCHASE, INC.	1263718834800	MARIANNE@BULLCHASE.COM	8/16/22	8/16/24	9/1/22
756	STAPLES	1043390816600	kristi.hines@staples.com	SUMMUS INDUSTRIES, INC.	1760533392500	info@summusindustries.com	8/9/22	2/12/26	2/6/24
757	TLC ENGINEERING SOLUTIONS INC	1591228645500	kaylie.stokes@tlc-eng.com	RESTL ENGINEERS TX LLC	1473149278200	gkonganda@restltx.com	11/25/23	8/6/24	11/6/23
760	STAPLES	1043390816600	kristi.hines@staples.com	Summus Industries, Inc.	1760533392500	info@summusindustries.com	2/16/24	12/18/27	2/16/24
760	VWR INTERNATIONAL	1911319190202	#N/A	Summus Industries, Inc.	1760533392500	info@summusindustries.com	2/21/24	12/18/27	3/5/24
768	THE SEXTANT GROUP, INC., DBA NV5	1251768428300	kelly.stumpf@nv5.com	ATLAS TECHNOLOGY CONSULTING &	1861481697500	william.scabora@atlas-consulting.co	8/30/23	8/30/25	9/5/23

**MENTOR PROTÉGÉ LIST (CONCLUDED)**

AGENCY	MENTOR NAME	MENTOR VID	MENTOR EMAIL	PROTEGE NAME	PROTEGE VID	PROTEGE EMAIL	EFFECTIVE DATE	TERMINATION DATE	MODIFIED DATE
769	CORE CONSTRUCTION	1752348877700	garyaanenson@core-construction.com	3DC SERVICES, LLC	1260376731500	deborah.harper@3dcservices.com	3/18/21	3/17/24	6/1/21
769	CORE CONSTRUCTION	1752348877700	garyaanenson@core-construction.com	ATX COMMERCIAL, LLC	1844445643000	OFFICEATXCO@GMAIL.COM	3/18/21	3/17/24	6/1/21
769	CORE CONSTRUCTION	1752348877700	garyaanenson@core-construction.com	VENTURA CONSTRUCTION INC.	1202367341600	memo@venturainc.net	3/18/21	3/17/24	6/1/21
769	CORE CONSTRUCTION	1752348877700	garyaanenson@core-construction.com	MUNOZ FLOORING SOLUTIONS, INC.	1752877702600	oscarmb75@sbc-global.net	3/18/21	3/17/24	6/1/21
769	CORE CONSTRUCTION	1752348877700	garyaanenson@core-construction.com	C.F. ROOFING & CONSTRUCTION, LLC	1862828744500	christy@cfroofconstruct.com	1/10/23	3/17/24	1/10/23
769	CORE CONSTRUCTION	1752348877700	garyaanenson@core-construction.com	GOLDEN CONSTRUCTION SERVICES, INC.	1331129645600	accounting@golden-inc.net	3/28/24	6/29/24	4/1/24
769	CORE CONSTRUCTION	1752348877700	garyaanenson@core-construction.com	CROSS ELECTRIC LLC	1471596575300	jen@crosselectricllc.com	3/28/24	12/3/24	4/1/24
769	CORE CONSTRUCTION	1752348877700	garyaanenson@core-construction.com	F&P CONSTRUCTION, LLC	1465203624600	mark.floyd@f-pconstruction.com	10/9/23	12/31/24	11/8/23
769	CORE CONSTRUCTION	1752348877700	garyaanenson@core-construction.com	RAM CONCRETE & ASPHALT, LLC	1262618473800	newservice@ram-ca.com	4/18/24	12/31/25	4/22/24
769	SSR - SMITH SECKMAN REID	1620791037900	alehr@ssr-inc.com	B&H ENGINEERS, INC.	1203895305000	lripka@bandhengineers.com	5/29/24	12/31/25	5/30/24
773	IMAGENET CONSULTING LLC	1453028912402	telam@imagenet.com	NAVETECH SOLUTIONS, LLC	1814999164000	amerri@navetechsolutions.com	11/8/23	12/31/24	11/27/23
802	HALFF ASSOCIATES INC	1751308699500	info-marketing@halff.com	ZARA ENVIRONMENTAL LLC	1020697400700	admin@zaraenvironmental.com	2/28/24	2/28/26	2/28/24
802	MSC INDUSTRIAL SUPPLY CO	1135526506400	DEVON.CHMURA@MSCDIRECT.COM	AHI ENTERPRISES, LLC	1272070628700	mark@ahitexas.com	7/30/24	7/30/26	8/12/24
802	MSC INDUSTRIAL SUPPLY CO	1135526506400	DEVON.CHMURA@MSCDIRECT.COM	The HABITS Group LLC	1471085363200	zach.johnson@thehabitsgroup.net	8/26/24	8/26/26	8/26/24

## CPA MENTOR-PROTÉGÉ PROGRAM

### WHAT PARTICIPANTS SAY ABOUT PARTNERSHIPS:

We love this program. It's been a win-win-win for our company, our protégé and our customers.  
— Taurus Technologies Inc.

Our companies are teamed on various state programs and have enjoyed a successful relationship for many years supporting our agency customers. We wanted to solidify our partnership through the Texas CPA Mentor-Protégé program.  
— FIS Global & Media Riders Inc.

Halff and Zara have pursued contracting opportunities together for more than a decade and have continued pursuing contracting opportunities following the establishment of the mentor-protégé relationship.  
— Halff Associates Inc & Zara Environmental LLC

Every Mentor Protégé agreement is different and will have different areas of assistance to address. For example, Commonwealth and Best Buy were able to foster a relationship to grow Commonwealth's business and develop a broad performance plan to reach a broader group of clients.  
— Texas A&M University

### WHAT PARTICIPANTS SAY ABOUT MENTORSHIP:

Good mentors will stay connected with their protégés and actively seek contracts and opportunities where the protégé would be a good fit.  
— PIER Group

A good mentor is a trustworthy, transparent, vulnerable, supportive and an active listener. Because we had a preexisting relationship, we already had a foundation of trust that facilitated us having more vulnerable and honest conversations down the road.  
— Halff Associates Inc & Zara Environmental LLC

We educated our protégé in the areas we chose together: bidding and cost estimating.  
— FIS Global & Media Riders Inc.

To truly benefit from the experience of a longtime industry professional, it's essential to listen attentively and be open to their suggestions. Embracing their insights allows you to learn and grow more effectively.

— Texas GovLink Inc.

A mentor should be engaged and understand the business of the protégé. The mentor provides guidance and advice, at least minimally, to the mentee. The mentor should be an advocate for the mentee and assist with any advocacy needed with the mentor's company, the contracting officer or the customer.  
— University of Texas Medical Branch

### WHAT PROTÉGÉS SAY ABOUT PARTICIPATION:

Proteges who will benefit from this program are small business owners interested in working hard and learning the business of the mentor. Understanding the mentor's operations, decision making, and agency expectations are all important learning aspects.  
— Nathe Management Consulting

It's a process. The more you learn, you realize that there is even more to learn. Engage with your mentor and work with them in various aspects of bidding for an opportunity. Understanding the nuances is the key. As you learn one step, you know that there are various other steps and try to learn those. It is a constant learning process in our view, as long as there is a willing mentor.  
— vFusion LLC

Prime vendors with the vision and willingness to invest time and effort on smaller, disadvantaged businesses to help them develop and grow will reap several benefits:

- A HUB subcontractor that learns their industry, best practices, requirements and expectations, etc., tailored to their way of doing business.
- Their relationship creates "contract-ready" companies to use as HUB subcontractors.

— DataXport Net LLC

## **MARKETING EFFORTS**

### **ATTACHMENT C – MARKETING MATERIALS**





# 2023 CITY OF AUSTIN'S MINORITY & SMALL BUSINESS CONNECTION

 Tuesday, Sept. 12  
8 a.m. - 6 p.m.

 Palmer Events Center  
900 Barton Springs Rd.

 SMALL AND MINORITY  
BUSINESS RESOURCES

 FINANCIAL SERVICES  
DEPARTMENT

 Economic  
Development  
CITY OF AUSTIN



TEXAS ASSOCIATION OF AFRICAN AMERICAN CHAMBERS OF COMMERCE

# 35<sup>th</sup> Annual CONFERENCE

September 13-15, 2023



 **REGISTER  
NOW!**

 COURTYARD MARRIOTT  
AUSTIN-PFLUGERVILLE  
16100 Impact Way,  
Pflugerville, TX 78660

 [www.taaacc.org](http://www.taaacc.org)





**connections**  
to contracts *Austin*

 **WOMEN'S  
BUSINESS  
COUNCIL  
—  
SOUTHWEST**

**Friday, September 22, 2023**  
8:30 a.m. - 11:30 a.m.  
Norris Conference Center

**Signature Procurement Event**  
Connecting WBEs & Corporations

**Features:**  
Networking Breakfast  
Roundtable Discussions  
EOS Workshop on Leading Your People to Win!



**SEPTEMBER 28 2023**

**STATEWIDE TRAINING**

**9AM - 11AM**  
Presented Virtually  
Ample time for Q&A

**STATEWIDE  
HUB CERTIFICATION  
APPLICATION PORTAL  
TRAINING**

Attendees will:

- Learn how to navigate the certification portal step-by-step
- Learn how to renew their certification
- Learn which documents are required
- Be able to ask questions

**FREE TO ATTEND**  
Scan QR code to register



**THE  
TEXAS A&M  
UNIVERSITY  
SYSTEM**





**FREE VIRTUAL WEBINAR**

**HOW TO DO BUSINESS WITH THE TEXAS COMPTROLLER!**

"Unlock Success: Learn streamlined ways to engage with the Texas Comptrollers Office. Learn simplified steps for effective business interactions."

**Speakers:**

**Mariah Thompson-Carter**  
Outreach Coordinator

**Bridget James**  
Contract Specialist V

**SCAN ME**



**Tuesday, October 10, 2023**  
**10:00 a.m.**

**Jessica Orozco**  
jorozco@ephcc.org | 915-566-4066 ext. 15

 **HISPANIC  
CHAMBER OF COMMERCE**  
Advocating for Your Business Success.

 **SMALL BUSINESS CENTER**  
U.S. DEPARTMENT OF COMMERCE

 **USHCC** Navigates Small Business



# DOING BUSINESS TEXAS STYLE TEXAS SPOT BID FAIR

## JOIN US ONLINE FOR THE TEXAS SPOT BID FAIR

Hosted by the Statewide Historically Underutilized Business (HUB) Program  
and the Houston Minority Supplier Development Council (HMSDC).  
Sponsored by Senators Carol Alvarado and Borris Miles.

### ALL CERTIFIED-HUB VENDORS CAN PARTICIPATE DON'T MISS OUT!

- ▶ Discover state agencies eager to collaborate with HUBs
- ▶ An opportunity for smaller entrepreneurs to secure state agency contracts
  - ▶ View bid awards ranging from \$1,000 to \$50,000
  - ▶ Part of the HMSDC 2023 Expo on Oct. 11, 2023

### FREE ONLINE ACCESS

#### VIEW OR BID ON CONTRACTS

[Texas4HUBs.org](https://Texas4HUBs.org)



**HOSTED BY THE FOLLOWING FIRMS:**



Rogers-O'Brien  
CONSTRUCTION



Balfour Beatty



**Construction<sup>SM</sup>  
Inclusion Week**

**BREAKFAST PROVIDED PLUS A NETWORKING OPPORTUNITY!**



**10.18.23 | 7:30-9:30am**

**SUPPLIER DIVERSITY BREAKFAST**

**OES Equipment**

**7900 E Riverside Dr Austin, TX 78744**



# **TDLR'S First Annual** **BREAKING BOUNDARIES** **HUB Expo**

3RD | PROCUREMENT



## **Presentations & Co-Hosts:**

- Comptroller of Public Accounts (CPA)
- Department of Information Resources (DIR)

## **Mentor Protégé Presentations:**

- Esolvit
- 3rd I and
- Taurus Technologies &
- Tekgration

## **Exhibitors include:**

State Agencies, Universities, Cities, and Counties



3RD | PROCUREMENT



## **FREE ADMISSION | REGISTRATION REQUIRED**

For more information and to register for this event send an email to TDLR HUB Coordinator: [hub@tdlr.texas.gov](mailto:hub@tdlr.texas.gov)

## **SAVE THE DATE**

Monday, October 23, 2023,  
9 a.m. – 3:30 p.m.  
Commons Conference Center  
The University of Texas  
10100 Burnet Rd, Bldg 137  
Austin, TX 78758



Registration Closes 10/15/23

## HONORING VETERAN SMALL BUSINESS OWNERS & ENTREPRENEURS!



**SAN ANTONIO | 2023 GOVERNOR'S  
SMALL BUSINESS  
SUMMIT**

*This event is hosted by  
the Governor's Office of  
Small Business Assistance  
in partnership with:*





**NOVEMBER 9**  
**SAN ANTONIO, TX**



**REGISTER TODAY!**  
GOV.TEXAS.GOV/EVENTS



**Nacogdoches Business  
Development Series**

## HUB Certification Explained

**Are you a Texas for-profit 51% minority /  
woman / veteran owned business?  
Learn how to put a HUB certification to  
work for your business!**

Tuesday, Nov 14 @ 11:30 am  
CL Simon Recreation Center, 1112 North St

Thank you sponsors!



**TEXAS**  
CONFERENCE FOR  
**WOMEN**

REGISTRATION  
OPENS MAY 18  
AT 9AM CT

THE TEXAS CONFERENCE FOR  
WOMEN OFFERS INSPIRATION,  
MOTIVATION, NETWORKING,  
PERSONAL & PROFESSIONAL  
DEVELOPMENT, AND COMMUNITY.

NOVEMBER 16, 2023

[TXCONFERENCEFORWOMEN.ORG](https://TXCONFERENCEFORWOMEN.ORG)



**COASTAL BEND**  
**CONTRACTING**  
**Summit**

*Save the date!*

**FRIDAY, DECEMBER 1, 2023**

 **10 A.M. - 3 P.M.**

**AT THE**  
**AMERICAN BANK CENTER**  
**WATERGARDEN ROOM**

  
**APEX**  
ACCELERATORS



**FREE ADMISSION  
& PARKING****ANYONE  
CAN  
ATTEND!****REGISTER  
NOW!**[www.Bexar.org/smwbe](http://www.Bexar.org/smwbe)  
or 210.335.2478    **JOIN US!**  
Billions of Dollars in  
Contracting Opportunities!

# BEXAR COUNTY BUSINESS CONFERENCE

COMMODITIES ★ SERVICES ★ CONSTRUCTION

**20  
23****WEDNESDAY, DECEMBER 6, 2023 ★ 7 AM - 3 PM**  
**FREEMAN EXPO HALL ★ SAN ANTONIO, TEXAS**Visit our website for all the details, presenters & schedule: [www.Bexar.org/smwbe](http://www.Bexar.org/smwbe)**Breakfast Program - 7:30 - 9:00 am****TOPIC: Growing Your Business Market - Federal Opportunities & Resources****BREAKFAST  
MC****KEITH W.  
WILSON**Executive Director,  
US Army (Ret.),  
BC Military & Veterans  
Services Center**BREAKFAST  
SPEAKER****TED  
JAMES**Region VI  
Administrator  
South Central  
Region, SBA**State Panel (Hall A) - 10:00 - 11:00 a.m.****TOPIC: Updates on the Texas Historically Underutilized  
Business (HUB) Program and Opportunities****MODERATOR:** Texas Statewide HUB Program**PRESENTERS:** Texas Department of Transportation (TxDOT)  
Texas Department of Information Resources (DIR)  
Texas Facilities Commission (TFC)  
Texas Health & Human Services Commission (HHSC)



## VETERANS Business & Resource Center

Sponsored by


**Linking Small, Minority,  
Women, & Veteran  
Business Owners to  
opportunities for  
OVER 23 YEARS!****MEET FEDERAL, STATE &  
LOCAL AGENCIES PLUS Private  
Companies Who Want to Do  
Business With You!****BEXAR COUNTY COMMISSIONERS COURT****PETER SAKAI**  
County Judge**REBECA  
CLAY-FLORES**  
Commissioner  
Precinct 1**JUSTIN  
RODRIGUEZ**  
Commissioner  
Precinct 2**GRANT  
MOODY**  
Commissioner  
Precinct 3**TOMMY  
CALVERT**  
Commissioner  
Precinct 4



Join Us For 2024 First

**TCRBCC REGIONAL OPPORUNITY FORUM  
INFORMATION SESSION  
AND MEET & GREET  
At  
LONE STAR COLLEGE!**

Begin 2024 Networking with Like-Minded Entrepreneurs

**THURSDAY!  
JANUARY 11, 2024  
10 AM TO 2 PM**

**Lone Star College-University Park  
20515 SH 249, Houston, TX 77070  
West Dining Room**

NO FEE TO ATTEND REGIONAL OPPORTUNITY FORUM SESSIONS!

**LUNCH FOR \$20 (Optional) / LUNCH 11:30AM TO 12:15PM**

MEET TCRBCC BOARD OF DIRECTORS

MEET TCRBCC STRATEGIC PARTNER - LONE STAR COLLEGE

MEET TEXAS STATE AGENCIES HUB COORDINATORS / EXHIBITS

+

Come and Hear from HUB Coordinators  
Hear about "TCRBCC's RAM 2024" Program  
The TCRBCC'S HUB Certification Process & Other Training Programs  
International Project Opportunities in Belize, Central America!

**REGISTER NOW**

**Let Us Know to Count You In!**

**Members "Pick A Prize" for Bringing a Guest  
Guest Have the Opportunity to Become Valuable Members on Site!**



# **JANUARY** **REGIONAL** **BUSINESS** **MIXER**

Wednesday, January 24  
3:00 p.m. – 4:00 p.m. CST  
Virtual | All are welcome!



**WOMEN'S  
BUSINESS  
COUNCIL  
—  
SOUTHWEST**

# BUILDING YOUR DREAM HUB EXPO

**PRESENTED BY:**  
**GOLDEN TRIANGLE MINORITY BUSINESS COUNCIL**  
**+ THE STATEWIDE HUB PROGRAM:**



## MARCH 14, 2024

**LOCATION:**  
**DOWNTOWN EVENT CENTRE**  
700 CROCKETT STREET, BEAUMONT, TEXAS 77701

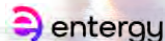
**TIME:**  
7:00 A.M. – 8:00 A.M. EXHIBITOR SET-UP  
8:00 A.M. DOORS OPEN TO THE PUBLIC | **FREE ADMISSION**  
11:45 A.M. ADMISSION TO EXPO LUNCHEON | **REGISTRATION REQUIRED**

**REGISTER NOW**

**FOR MORE INFORMATION PLEASE CONTACT:**

**BEVERLY HATCHER, GTMBC PRESIDENT**  
(409) 962-8530 | [HATCHER.BEVERLY@GTMBC.COM](mailto:HATCHER.BEVERLY@GTMBC.COM)

STATEWIDE  
HISTORICALLY  
UNDERUTILIZED  
BUSINESS PROGRAM



The Greater Houston Business Procurement Forum presents  
**Doing Business with State of Texas'  
 Agencies and Institutions**

### Join Us!

The Forum will feature some of the more active State of Texas' Agencies and Institutions.

#### Opening Announcements:

Women Business Enterprise Alliance (WBEA)  
 Dr. April Day, President

Harris Health System  
 Derek Holmes, VP Contract Administration and Contract Diversity

Newly selected Prime Contractors on the LBJ Hospital Rebuild Project with an estimated value over \$1 Billion.

#### Keynote Speakers:

- State Representative Jolanda Jones
- State Representative Ron Reynolds

#### Panelists:

- Texas Comptroller Office of Public Accounts and Statewide HUB Program
- Texas Commission on Environmental Quality
- Texas Department of Criminal Justice
- Texas Department of Information Resources (DIR)
- Texas Department of Motor Vehicles (DMV)
- Texas Department of Transportation (TXDOT)
- Texas Facilities Commission
- Texas General Land Office
- Texas Health and Human Services Commission
- Texas Railroad Commission
- Sam Houston State University
- Texas Southern University
- The Texas A&M University System
- The University of Texas Health – Houston
- The University of Texas MD Anderson Cancer Center
- University of Houston System



#### Highlighting:

- Business to Business Networking Opportunities with Strategic Partners (Corporate, Government & Institutions)
- Business Interactive Sessions & Tip of the Month
- Business Opportunity Presentations
- One-on-One Networking Session
- Project Announcements & Community Initiatives



#### The ION - Houston

4201 Main St, Houston TX 77002

Tuesday, March 26, 2024  
 8 AM – 11 AM

#### No Cost to Attend

**Breakfast Served** 7:30AM- 9:00AM

**Registration:** No Pre-Registration Required, Drop Your Business Card at the Registration Table

**Parking:** **First 3 hours Free Parking** in Red Lot across from building

For more information contact 832.216.2185 or MiltonThibodeaux@GMail.com



## THE HUB PROGRAM AND HOW IT CAN BENEFIT YOU



JOIN US FOR OUR FIRST  
 HYBRID WORKSHOP!



MARCH 28



OR



**Maria Thompson-Carter**  
 Marketing Coordinator





## CEN-TEX HUB CONTRACTING EVENT

**Date and Time:** Thursday, March 27,  
2024, 9:00am- 2:00pm

**Location:** HOT Goodwill Community  
Connect Center - 1000 E. Waco Dr.,  
Waco, TX 76704

- ✓ **HUB Certification Information**
- ✓ **Resources and Bidding Opportunities**
- ✓ **HUB Agency Networking**

Meet with representatives from the City of Waco, TxDot, The Statewide HUB Program and other HUB agencies and learn more about local contracting opportunities and state requirements.

Doors open at 8:30am for registration.  
The event will be from 9:00am - noon.  
A light breakfast and lunch will be provided.

**REGISTER NOW:**

<https://bit.ly/3v0VBFF>



*More Information*

**Chamber Office: 254-235-3204**

**Email: [info@centexchamber.com](mailto:info@centexchamber.com)**





SBDC.UH.EDU/HBM

# 5TH ANNUAL HOUSTON BUSINESS MATCHMAKER

A great opportunity for businesses to connect with government agencies and prime contractors.



## Virtual Meetings

During pre-scheduled, 15-minute sessions, suppliers will have the chance to provide detailed information of their services and capabilities.



## Pre-Event Preparation

Prior to March 1, participants can view pre-event webinars, which can help them prepare for matchmaking meetings.



## Webinar Opportunities

Webinars will be available on the day of the event with topics ranging from Data Privacy and Compliance to Sustainable Technology.

## GENERAL INFORMATION

This virtual event will provide small business owners (suppliers) from all industries the opportunity to connect with prime contractors, large businesses, and local, state and federal agencies (buyers). Small businesses must have been in business for at least two years to qualify for possible matches. Matches are not guaranteed.

## About the Event

- Date: Friday, March 1
- Time: 8:45 a.m. to 3:30 p.m.
- Registration Fee: \$39

## Hosts:



## Sponsors:





SMALL BUSINESS DEVELOPMENT CENTER  
TEXAS GULF COAST NETWORK  
ANGELINA COLLEGE

# ***Business Development: HUB Certification Explained***

**Thursday  
18 April 2024**

**10:00 am - 12:00 noon**

Angelina College, Community Services Room 104  
3500 South First Street, Lufkin, TX 75902

**For More Information :  
936-633-5349**

**HUB-  
Historically Underutilized Business**

**Join us as we cover the highlights:**

- **What is HUB?**
- **Who Qualifies?**
- **The Application Process**

**In-person training presented by**

***Mariah Thompson-Carter***

**Marketing & Outreach Coordinator, Statewide HUB Program**



***Registration Required***

***No Cost!***

**Register Here:**

<https://www.sbdc.uh.edu/assnfe/ev.asp?ID=14291>







# DALLAS BUILD EXPO

DALLAS MARKET HALL  
APRIL 24-25, 2024  
Exhibit Hall Opens from 10am-3pm  
Seminars Start at 9:30am

## DALLAS SPEAKER SHOWCASE

 <b>Josh Ramsey</b> Marketing & Communications Strategist at Strategic Point Marketing	 <b>Tyler Andrews</b> CEO at PoE Texas	 <b>Voya Milasinovic</b> Manager, Performance Construction at Mitsubishi Electric Trane HVAC US	 <b>Bridget Moon</b> Economic Development Specialist/ Veterans Business Development Officer at SBA	 <b>Sam Hallburn</b> Certified QuickBooks Pro Advisor at PBS Accounting and Tax Solutions	 <b>Jon Deweese</b> Market Development Specialist at Versatex Building Products
 <b>Bob Cain</b> Business Unit Leader at ECI Software Solutions	 <b>Nicole Grinnell</b> Founder & CEO at Bosun Solutions	 <b>Eric Fortenberry</b> Founder and CEO at JobTread	 <b>Suzanne Johns</b> Real Estate Guru & Coach   SCIENCE OF FLIX & FLIP	 <b>Mariah Thompson-Carter</b> Marketing and Outreach Coordinator at HUB Program	 <b>Kevin Sloan</b> Business Opportunity Specialist (BOS) at SBA
 <b>Saleh Mubarak</b> Consultant, author, public speaker, and trainer	 <b>Joe Eichenseer</b> Director at Building Lifecycle Solutions	 <b>Michael Nwoseh</b> Director of Business & Digital Solutions at All Talentz LLC	 <b>Sara McKay</b> Owner & Operating Partner at Universal Injections, Inc.	 <b>Sadiq Isu</b> Founder and CEO at All Talentz LLC	 <b>Brent Barnhart</b> Seasoned Business Credit Consultant at J. Galt
 <b>Derek Stout</b> Regional Vice President at Terradyne	 <b>Rilee Fisher</b> Director of Business Development at JobTread	 <b>Kelly M. Davis</b> Owner/ President, Construction Litigation at Kelly M. Davis & Associates, LLC	 <b>Teresa Bilsky</b> EA, NTPF Fellow, Founder and CEO at BFG Tax Help	 <b>Jason Rhoads</b> CEO and Owner at Rhoads Creative	

### KEYNOTE SPEAKERS

  
**Tom Woodcock**  
 President of Seal the Deal

  
**Carlotta Thompson**  
 Founder of Tax Strategists of America

  
**Scott Beebe**  
 Founder & Head Coach of Business on Purpose

## APRIL 24-25, 2024

Classes Start at 9:30am Each Day

[REGISTER NOW](#)



## Celebrating TxDMV Marketing for Success 10<sup>th</sup> Annual HUB Vendor Fair

In Collaboration with the Railroad Commission of Texas, General Land Office, Teacher Retirement System, San Angelo State University, Department of Information Resources (DIR), Statewide HUB, Texas Workforce Commission

**April 4, 2024 | 9 A.M. - 3 P.M.**



Texas Department of Motor Vehicles  
Bldg. 1, Lone Star Conference Room  
4000 Jackson Avenue  
Austin TX 78731



Join us for tailored trainings and networking with state agencies, universities and more. Historically Underutilized Businesses and Woman and Minority Owned Business Certification consultations will be available all day for Texas Entrepreneurs.

Food Trucks on site for lunch on your own!

**FREE ADMISSION | REGISTRATION REQUIRED**

EMAIL: [HUB@txdmv.gov](mailto:HUB@txdmv.gov)

Texas Department of Motor Vehicles and State Agency HUB Programs are committed to educating, growing and connecting small businesses to Texas-sized opportunities!

FOR MORE INFORMATION, CONTACT: [HUB@txdmv.gov](mailto:HUB@txdmv.gov)





PROCUREMENT SERVICES

TSU

TEXAS SOUTHERN UNIVERSITY

*“Doing Business with Texas Southern University ”*



CO-HOST

AUSTIN BUSINESS STRATEGIES



**Dive into Opportunities**

**WHEN: MAY 7, 2024 9AM-12 NOON**

**WHERE: TSU CAMPUS**

**PROCUREMENT SERVICES  
MADE EASY**

- ✓ Insight into Procurement
- ✓ Vendor Networking
- ✓ Bidding Processes
- ✓ Benefits of Cooperative Purchasing
- ✓ Leveraging HUB
- ✓ Vendor Onboard Processing
- ✓ Interactive Q & A & More!

**Contact Us**



[procurement@tsu.edu](mailto:procurement@tsu.edu)



**+1 713-313-7887  
+1 713-313-7195**



[www.tsu.edu](http://www.tsu.edu)

# DOING BUSINESS TEXAS STYLE SPOT BID FAIR & HUB EXPO

*Learn • Connect • Grow*

**MAY 14 -15, 2024**

IRVING CONVENTION CENTER

**TUESDAY, MAY 14, 2024**

**HUB WORKSHOPS**

**9 A.M.–12 P.M. & 3:30–4:45 P.M.**

**SPOT BID FAIR 1:30–4 P.M.**



*View the Bid Portal for  
available opportunities.*

**WEDNESDAY, MAY 15, 2024**

**SPOT BID FAIR 9 A.M.–3 P.M.**

**CLOSED FOR LUNCHEON 11:45 A.M.–1:15 P.M.**

**BID SUBMISSION CLOSES AT 2:30 P.M.**

*The 2023 Spot Bid Fair awarded more than \$3.3 million in contracts for goods and services to HUB vendors. Join us in person for state procurement trainings and panel discussions, networking with state agencies and real-time bid opportunities!*

**FREE ADMISSION | FREE PARKING | REGISTRATION REQUIRED**

**REGISTER NOW**

*The “DOING BUSINESS TEXAS STYLE” SPOT BID FAIR is sponsored by state Senator Royce West and the Comptroller of Public Accounts’ Statewide Historically Underutilized Business (HUB) Program.*

**FOR MORE INFORMATION, CONTACT THE STATEWIDE HUB PROGRAM.**

**PRESENTED BY:**







**MAY 30, 2024**  
**ROUND ROCK**

[GOV.TEXAS.GOV/EVENTS](https://gov.texas.gov/events)

**REGISTER NOW!**



**DECA 2024**

**SMALL BUSINESS  
OPPORTUNITY SUMMIT**

[decacentx.com](https://decacentx.com)



# HUB Connection Forum

- Welcome remarks from Texas Lottery Commission Deputy Executive Director Ryan Mindell
- Opening remarks from Texas Workforce Commission Executive Director Ed Serna and Deputy Executive Director Randy Townsend
- Learn about agency HUB programs and procurement processes
- Participate in round-table networking sessions with agency staff and contractor representatives



June 4, 2024  
12:30p.m. - 4:00p.m.

Barbara Jordan State Office Building  
1601 Congress Ave., Room 2.013  
Austin, Texas 78711

**Registration Deadline:** May 24, 2024



<https://bit.ly/HUBConnection>

**Presented by:**



**Texas Lottery  
Commission Contact:**  
Eric Williams  
HUB and Compliance Coordinator  
[eric.williams@lottery.state.tx.us](mailto:eric.williams@lottery.state.tx.us)  
512-344-5241

**Texas Workforce  
Commission Contact:**  
Linda Alphonse  
HUB Program Team Lead  
[linda.alphonse@twc.texas.gov](mailto:linda.alphonse@twc.texas.gov)  
737-400-5562



STATEWIDE  
**HUB**  
HISTORICALLY UNDERUTILIZED  
BUSINESS PROGRAM

**APEX**  
ACCELERATORS

## The Texas HUB PROGRAM & VENDOR RESOURCES

*Join us in - person to meet with the TxHUB teams and learn all about the statewide HUB program and how you can sell to the state of Texas.*

**MONDAY, JUNE 10  
10AM**

7002 Yorktown Blvd  
Corpus Christi | TX | 78414

**REGISTER NOW**

**DMC**  
DEL MAR COLLEGE

## 2ND QUARTER SPECIAL EVENING EVENT - VIRTUAL ONLY

**Growing Your Business with  
HUB Certification**

### GUEST SPEAKERS



**Mariah Thompson-Carter**  
Marketing & Outreach  
Coordinator, Statewide  
HUB Program



**Blender Hill**  
TRS-HUB  
Coordinator



**Shawna Smyth**  
TWU-HUB  
Coordinator



**THURSDAY, JUNE 27**



**6:00-7:00 PM**







**Presenter:**

**Mariah Thompson-Carter**  
*Statewide HUB Marketing Coordinator,  
Texas Comptroller of Public Accounts*

# HUB Certification Training

Learn:

- Qualifications for HUB Certification
- HUB application process
- HUB certification benefits
- What to expect after submitting an application

**Tuesday, June 18, 2024**  
**8:30 a.m. - 10:30 a.m.**

**Location:**

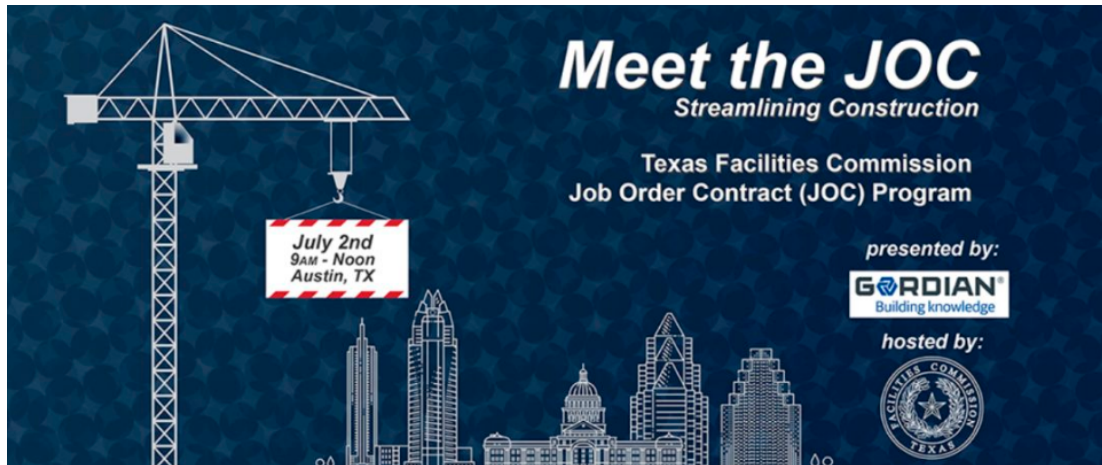
Huntsville Walker County Chamber of Commerce  
1327 11th St.  
Huntsville, TX 77340  
(936) 294-3737



Register here:

AMERICA'S  
**SBDC**

SMALL BUSINESS DEVELOPMENT CENTER  
TEXAS GULF COAST NETWORK  
SAM HOUSTON STATE UNIVERSITY



## Interested in Becoming a Certified HUB?

Join the Statewide HUB Program and Teacher Retirement System for our hybrid HUB Pre-Certification Workshop where you will learn more about the benefits and qualifications of Historically Underutilized Business (HUB) certification.

Want to go to the next level? Bring your computer and our team will provide hands-on guidance of how to access and upload your business documents on the Texas Statewide HUB System.



**Get started today** by registering on Eventbrite for more details or to receive the link if you are participating online. Please scan the QR code for more information.

### HUB Pre-Certification Workshop:

Date: July 11, 2024

Time: 10:00 a.m. - 12:30 p.m.


### Location:

Teacher Retirement System of Texas  
1000 Red River Street  
Austin, TX 78701  
West Entrance

### For more information:

Blender Hill,  
TRS,  
512.542.6867  
or  
Mariah Thompson-Carter,  
Statewide HUB Program,  
512.475.3960





# ZOOM VIRTUAL WORKSHOP HISTORICALLY UNDERUTILIZED BUSINESS (HUB) OVERVIEW AND RESOURCES

**July 18, 2024**

6:00 -7:30 pm

**MEETING ID: 850 5559 4784**

**PASSCODE: 203620**



**TRAINING FACILITATOR:  
MARIAH  
THOMPSON-CARTER  
STATEWIDE HUB MARKETING  
COORDINATOR AT TEXAS  
COMPTROLLER OF PUBLIC  
ACCOUNTS**

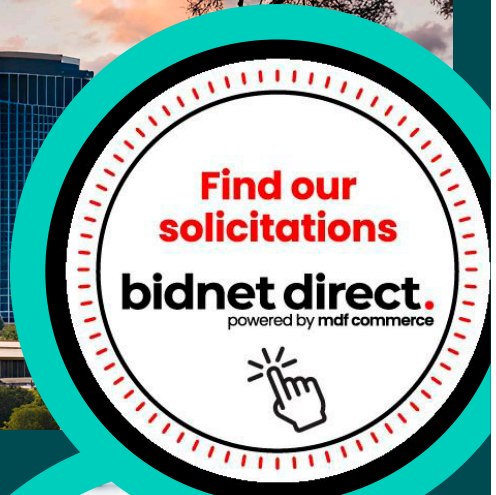


[sburns.tylermetrochamber@gmail.com](mailto:sburns.tylermetrochamber@gmail.com)

**Call**  
**903-593-6026**







## The Central Health HUB Connection

A space to find your ideal (business) partner



Friday, August 2, 2024



9am-12pm



1111 E. Cesar Chavez  
Austin, TX 78702



Margaret Castillo  
512-978-8247  
RSVP by July 26



**CENTRAL HEALTH**  
TRAVIS COUNTY HOSPITAL DISTRICT





Gather with us virtually to obtain detailed information about universities, state agencies, school districts, and governmental entities' procurement practices; as well as current bid opportunities.

Register in advance for the meeting at <https://tinyurl.com/bdeckwwr>

<b>SCHEDULE OF EVENTS</b>	Exhibitor Breakout Rooms   9:00 AM - 10:00 AM
	Workshop Presentations   10:00 AM - 11:00 AM
	Exhibitor Breakout Rooms   11:00 AM - 12:00 PM
	Workshop Presentations   1:00 PM - 2:00 PM

## WORKSHOP PRESENTATION TOPICS INCLUDE

How to Do Business with UH System | HUB Certification Process  
I am Certified—Now What? | Job Order Contracts (JOC)

After registering you will receive a confirmation email containing information about joining the meeting. For more information about this event contact HUB Operations Dept. Staff at [flclark@uh.edu](mailto:flclark@uh.edu)







**Scan to RSVP:**



**FREE RESOURCES THAT SUPPORT BUSINESS DEVELOPMENT  
AND LEARN MORE ABOUT PROCUREMENT OPPORTUNITIES FOR  
SMALL/LOCAL/MINORITY-OWNED BUSINESSES!**

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**TEXAS STATE  
UNIVERSITY**



**STATEWIDE**  
**HUB**  
HISTORICALLY UNDERUTILIZED  
BUSINESS PROGRAM

[www.Texas4HUBS.org](http://www.Texas4HUBS.org)

**FREE** Application  
**FREE** Four-Year Certification  
**FREE** HUB Directory Listing  
**FREE** Support Services

**READY TO APPLY FOR CERTIFICATION?**

- ☒ Minority, woman or service-disabled veteran owned business?
- ☒ U.S. citizen?
- ☒ At least 1 year Texas residency?
- ☒ Control of day-to-day operations?
- ☒ Hold company title equivalent to ownership and control requirements?
- ☒ Headquartered and working primarily in Texas?
- ☒ Small business as described by SBA

**APPLY TODAY AT**  
**WWW.TEXAS4HUBS.ORG**  
**888-863-5881**

HUB Promotional  
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HUB Promotional Sticker



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**LOVES**  
**SMALL BUSINESS**

STATEWIDE HISTORICALLY UNDERUTILIZED BUSINESS (HUB) PROGRAM  
[WWW.TEXAS4HUBS.ORG](http://WWW.TEXAS4HUBS.ORG)

## HUB Promotional Sticker





Email [StatewideHUBProgram@cpa.texas.gov](mailto:StatewideHUBProgram@cpa.texas.gov)



[Texas4HUBS.org](https://Texas4HUBS.org)

**STATEWIDE HUB PROGRAM**  
**STATEWIDEHUBPROGRAM@CPA.TEXAS.GOV**  
**888-863-5881**  
**WWW.COMPTROLLER.TEXAS.GOV**



**TEXAS COMPTROLLER OF PUBLIC ACCOUNTS**

Statewide Procurement Division

P.O. Box 13186

Austin, Texas 78711

**[WWW.TEXAS4HUBS.ORG](http://WWW.TEXAS4HUBS.ORG)**

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