

Education and Outreach Report

Fiscal 2020

For the Statewide Historically Underutilized Business (HUB) Program



BETTER TOGETHER

More Connections—Stronger Business

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GLENN HEGAR TEXAS COMPTROLLER OF PUBLIC ACCOUNTS

Statewide HUB Program

October 15, 2020

The Honorable Greg Abbott, Governor
The Honorable Dan Patrick, Lieutenant Governor
The Honorable Dennis Bonnen, Speaker of the House of Representatives

Gentlemen:

In accordance with Texas Government Code §2161.126, the Statewide Historically Underutilized Business Program hereby submits its Fiscal 2020 Education and Outreach Report.

This report describes educational and outreach efforts made to further the HUB program's goals and objectives. It also includes the program's mission, marketing efforts and other initiatives to meet program requirements.

In fiscal 2020, the statewide HUB program participated in planning, marketing and co-hosting small business events throughout the state, in partnership with state agencies, universities, minority and trade organizations and chambers of commerce. The premiere event, the annual Statewide HUB Expo in Austin, was held in November of 2019 and included procurement training for state purchasers and HUB coordinators as well as training and networking opportunities for HUBs and non-certified small businesses. The pandemic cancelled many events in the fiscal year end, but we quickly pivoted to online resources and co-hosted with DIR to present 7 online free HUB TALK training events to continue our commitment to HUBs.

Our educational and networking workshops provide in-depth information regarding the state's procurement process; best practices for interacting with HUB coordinators and purchasers; HUB resources including ESBD, CMBL and HUB reporting; HUB certification requirements; and tips for completing a successful HUB subcontracting plan.

We remain committed to increasing awareness of the state's HUB program by expanding the participation of certified small businesses in the state procurement process. We work daily to prepare HUBs for bid solicitations and to increase the number of HUB awards.

For more information regarding the mandated education and outreach required and provided in this report, please contact Maya Ingram, manager of the Statewide HUB Program by email at maya.ingram@cpa.texas.gov or at 512-305-9849.

Respectfully,

A handwritten signature in black ink that reads "Bobby Pounds".

Bobby Pounds, Director
Statewide Procurement Division

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Introduction

The Texas economy is growing again, and its business climate is generally strong — but the pandemic hit many small businesses hard.

In 2009, the Texas Comptroller's office contracted with an independent consulting firm to complete a disparity study. The study confirmed the need for a statewide Historically Underutilized Business (HUB) Program, finding statistical disparities by race, ethnicity and gender in state contracting, particularly in prime contracts. It also documented perceptions of disparate treatment noted by business owners in interviews, surveys, public hearings and focus groups. These disparities continue, confirming the need for the program.

Texas' Statewide HUB Program certifies businesses owned by minorities, women and service-disabled veterans (with at least a 20% service disability) as HUBs so they can play a vital role in the state's procurement process. By obtaining HUB certification and increasing their knowledge of the purchasing process, these businesses can significantly increase their opportunities to win state contracts and subcontracts. The Statewide HUB Program is charged with ensuring the integrity of these certifications and compliance with HUB rules and providing participants with the education and training they need to succeed.

The Statewide HUB Program is required to report its education and outreach efforts in each fiscal year to the governor, lieutenant governor and Speaker of the House of Representatives (Texas Government Code §2161.126). This report discusses the program's outreach and education efforts from September 1, 2019 through August 31, 2020.

Our program continuously evaluates its outreach and training initiatives against the needs of agencies, universities and certified small businesses. In the second half of fiscal 2020, the pandemic forced us to quickly reevaluate our initiatives and focus on regional resources to increase HUB Certification. Since all travel had ceased and scheduled events were cancelled, our only option was web-based training.

We created the HUB Talk Series to disseminate local, regional, state, and federal assistance information to the HUBs. Presentations included topics on HUB certification, the procurement process, procurement schedules, regional small business and technical assistance resources, and more. Invited speakers included experts from state agencies, universities, women, minority, veteran trade organizations and associations, chambers of commerce, and other small business and procurement technical assistance centers.

The most well-attended event was the Centralized Master Bidder's List (CMBL) presentation, with an estimated 639 attendees. Certification applications this fiscal year, rose an estimated 20%. By end of fiscal 2020, there were 16,064 businesses certified as HUBs.

The program's website continues to serve as an important source of information and resources for vendors seeking to target potential procurement opportunities. In fiscal 2020, an average of 2000 visitors per day viewed the HUB website.

Vision, Mission and Philosophy

The Statewide HUB Program is committed to certifying all qualified small businesses in Texas as HUBs and increasing their award opportunities.

Our mission is to encourage and increase the use of HUB vendors in state purchasing and provide them with useful information on the state's procurement process. Educating HUBs in the procurement process improves their ability to respond to solicitations and perform the work.

Our education and outreach efforts include:

- providing information to qualified businesses regarding Statewide HUB Program initiatives;
- educating HUBs about procurement opportunities with the state of Texas;

- assisting state agencies and institutions of higher education with HUB education and outreach efforts;
- developing and administering HUB rules based on statutes to ensure full and equal access to state contracting opportunities for qualified businesses;
- administering the program's certification and compliance functions; and

compiling state expenditure data for the semi and annual HUB expenditure reports that track statewide HUB performance in state contracting. The data include proposals, bids received and awards to vendors, both HUB and non-HUB. HUB expenditure reports are provided to the Legislature and general public twice a year, on May 15 and November 15.

Policies on Education, Outreach and Information Dissemination

The Statewide HUB Program's education, outreach and information dissemination activities promote full and equal opportunities for all businesses involved in state contracting, in accordance with the goals specified in the 2009 Texas Disparity Study. The program works closely with Texas HUBs, partner organizations, state agencies and institutions of higher education to increase HUB participation in state contracts and generate new contracting opportunities.

The Statewide HUB Program employs a variety of marketing strategies and materials to provide clear and concise details and instructions based on our target audience's needs. We provide this information through general and detailed presentations, online materials, video training, one-on-one assistance on the phone and in virtual meetings, staffed exhibit booths at outreach events and on-site compliance visits at the HUBs' registered places of business.

The Statewide HUB Program has collaborated with the Dallas-Fort Worth and Houston Supplier Diversity Development Councils, the Texas Association of African American Chambers of Commerce, the Texas Association of Mexican American Chambers of Commerce, other local chambers of commerce, several agencies and university HUB programs and state agencies, like DIR to deliver presentations and training workshops on HUB initiatives.

Our small business forums provide small business owners and aspiring entrepreneurs with timely and relevant advice on how to start, grow, and sustain their businesses. They also provide opportunities to network with other entrepreneurs, business owners, managers and business-oriented nonprofits as well as local, state and federal agencies.

The Statewide HUB program has made concerted efforts to convert to online events and continue its commitment to providing HUBs with the resources they need to pursue state business opportunities.

Shortly after the pandemic began, we partnered with the Department of Information Resources HUB program to cohost "HUB Talk," a webinar series of educational presentations and discussions. Seven of these biweekly events invited all certified HUBs and members of other small business organizations. Presentations included HUB certification, HUB resources, local and regional small business and technical assistance centers. The most popular concerned the Centralized Master Bidder's List (CMBL). Attendance varied, but the average number of attendees in each webinar was 342. Similarly, the Dallas Fort Worth Minority Supplier Diversity Council retooled its annual Access event to a virtual event held on August 3, 2020. It was held in conjunction with a HUB Expo and Senator West's Spot Bid Fair.

Program education and outreach initiatives will continue to focus on HUB needs during these challenging times. Our current goal is to provide HUBs with web-based video training on different topics and continue to increase our HUB certifications.

Marketing Plan

The Statewide HUB Program’s marketing plan promotes certification and its benefits. With the assistance of the Comptroller’s Communications and Information Services Division, we remain committed to producing publications and online web materials that are clear, concise and useful to a broad and diverse community.

Communications works in conjunction with the HUB Program to create and produce the marketing collateral used to promote our initiatives. We have expanded our marketing efforts to include social media, video promotions and GovDelivery announcements. These allow us to reach new vendors efficiently and educate them on the criteria, opportunities and benefits of HUB certification as well as the use of HUB vendors in state procurements.

In addition, the Statewide HUB Program works closely with the HUB Discussion Workgroup and the Texas Universities HUB Coordinator Alliance. These committees are informal groups of HUB coordinators and procurement directors that share best practices with participating members. Their participation is key to providing us with feedback that help us improve our effectiveness.

We also work with our Memorandum of Cooperation partners, the Texas Association of African American Chambers of Commerce and the Texas Association Mexican American Chambers of Commerce. These collaborations help us to reach their members to provide education and increase certifications. These relationships continue to be an important aspect of our commitment to increasing awareness of HUB certification and procurement opportunities and providing outreach services in major metropolitan cities such as Austin, Dallas, San Antonio, Houston and El Paso.

Similarly, our Memorandums of Agreements (MOAs) with other small business trade organizations and local government small business diversity programs encourage them to add HUB certification to their certification packages.

The target audiences are the women, minority, and veteran owned businesses to include all qualified ethnicity groups that qualify for HUB certification and target the regions where we know large state contracts and projects are planned.

Outreach Goals and Objectives of the Statewide HUB Program

Economic Opportunity Forums, (EOFs) Hosted and Co-hosted

The Statewide HUB Program hosted two HUB Expos in fiscal 2020.

The first was the Fiscal 2020 Procurement Connection Seminar and HUB Expo held in Austin. The event provided training for purchasers and HUB coordinators as well as networking opportunities including 100 registered booths, of which 65 represented government entities. In all, 335 vendor guests attended training sessions.

The second HUB Expo was a virtual event in conjunction with the Dallas/Fort Worth Minority Supplier Diversity Council's Access 2019 and Senator Royce West's "Doing Business Texas Style" Spot Bid Fair. Again, the event encouraged HUB certification and trained vendors to do business with the state as well as provided spot bid opportunities.

The HUB Talk Series cohosted with DIR's HUB program included seven webinar trainings and discussions:

- Marketing Tips for Success in the HUB Program — 401 registered attendees
- Partners in Procurement and HUB — 395 registered attendees
- HUB Certification and Regional Resources — 256 registered attendees
- Minority Trade Organizations — 182 registered attendees
- Construction Opportunities, Part I — 228 registered attendees
- Mastering the CMBL — 639 registered attendees
- Construction Opportunities, Part II — 294 registered attendees

Webinar presentations were recorded and are posted on the Statewide HUB Program Events page and the DIR HUB webpage for continued review and easy access.

The Statewide HUB Program also participated in:

- four agency/university HUB Forums, with a booth and/or presentation,
- three regional chamber of commerce forums, with a booth and/or presentation, and
- two trade organization annual conferences, with a booth and presentation.

The program will continue to increase its outreach efforts in the next fiscal year through all regular and new avenues that can reach small businesses.

Future Education and Outreach Initiatives

Fiscal year 2020 was challenging and required the program to adapt quickly to meet the needs of our HUBs.

In fiscal 2021, we plan to complete the implementation of a new online HUB Certification and Compliance System that will eliminate the manual application process and increase compliance audits for the businesses brought by our certification agreements.

This will allow us to:

- certify HUBs quickly and efficiently,
- provide an easy online recertification process,
- provide system compliance audits, and
- allow our MOA entities to easily upload their qualifying member certifications.

The Statewide HUB Program will increase its participation in online web events and continue the HUB Talk Series to:

- increase HUB program awareness, HUB certifications and CMBL registrations,
- increase vendor understanding of the procurement process,

- prepare specialized educational presentations and
- identify new training opportunities, including events that will maximize our outreach to qualified businesses.

The Statewide HUB Program will also:

- review and update our MOAs and consider new agreements,
- prepare a HUB Coordinator Best Practice Guide,
- continue to work with HUB coordinators and procurement professionals to identify their training needs and include agency representation in our regional seminars,
- aim to increase the mentor protégé agreements, and
- focus on cost-effective ways to market and participate in events and presentation opportunities.

Conclusion

In fiscal 2020, the Statewide HUB Program attended 27 outreach events and meetings across the state. The first 15 events included booths, presentations and meetings held before the pandemic; the other 12 were web meetings and presentations. Certification applications have increased by 20 percent and HUB certifications rose to 16,064.

We have changed our policies to allow for one-on-one phone and web training with vendors in an effort to increase our assistance to small business. Future outreach and education efforts will include HUB coordinator training as well as vendor training.

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Attachment A – Education and Outreach

Detailed list of Education and Outreach Activities

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Statewide HUB Program Fiscal 2020 Education and Outreach Efforts

Event Date	Host/Sponsor/ Agency Name	Event Name	Event City	Outreach	Audience
9/12/19	Bastrop Chamber of Commerce & Governor's Texas Economic Development	Governor's Small Business Forum Central Texas	Bastrop	Booth and Presentation	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
9/10/19	Houston Minority Supplier Diversity Council	Houston Minority Supplier Diversity Council Expo	Houston	Booth	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
9/20/19	Texas Association of African American Chamber of Commerce	Texas Association of African American Chamber of Commerce Conference	Pflugerville	Booth and Presentation	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
10/9/19	Ingensis Networking	HUB Odyssey Graduation	Austin	Meeting	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
10/10/19	Smith Associates	Vaugh Pre-Construction Meeting TXDOT and TFC	Austin	Booth and Presentation	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
10/17/19	Statewide HUB Program	HUB Expo planning Meeting	Austin	Meeting	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
10/30/19	University of Texas at San Antonio	University of San Antonio Matchmaking	Austin	Booth	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
11/20/19	Statewide HUB and Statewide Procurement Division	Procurement Connection Seminar & HUB Expo	Austin	Booth and Presentations	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
12/2/19	Texas Veterans Commission	HUB Program Podcast on HUB Certification	Austin	Podcast	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
12/10/19	Bexar County	Bexar County Small Minority Women & Veterans Business Owners Conference	San Antonio	Booth and Presentations	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
2/11/20	Texacher Retirement System	Annual HUB Forum	Austin	Booth and Presentations	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
2/12/20	Greater Austin Chamber of Commerce	Connect Forum - Airport Opportunities	Austin	Booth	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
2/21/20	HUB Discussion Workgroup	Coordinating Information and Initiatives	Austin	Meeting	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
3/2/20	Texas University HUB Coordinators Alliance	Coordinating Information and Initiatives	Webinar	Meeting	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
3/6/20	Health & Human Services Commission	Construction, Procurement, and HUB Event	Austin	Booth and Presentation	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
4/15/20	Statewide HUB & DIR HUB Programs	HUB TALK - Webinar	Statewide	Presentations and Discussions	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses

Statewide HUB Program Fiscal 2020 Education and Outreach Efforts (cont.)

Event Date	Host/Sponsor/ Agency Name	Event Name	Event City	Outreach	Audience
4/29/20	Statewide HUB Program & DIR	HUB TALK - Webinar	Statewide	Presentations and Discussions	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
5/1/20	Tri-County Regional Black Chamber of Commerce	"Let's Talk Business" Podcast	Regional	Podcast	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
5/13/20	Statewide HUB Program & DIR	HUB TALK - Webinar	Statewide	Presentations and Discussions	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
5/27/20	Statewide HUB Program & DIR	HUB TALK - Webinar	Statewide	Presentations and Discussions	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
6/10/20	Statewide HUB Program & DIR	HUB Talk Webinar - Construction Opportunities, Part I	Statewide	Presentations and Discussions	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
6/17/20	Statewide HUB Program & DIR	HUB Talk - Webinar - Mastering the CMBL	Statewide	Presentations and Discussions	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
6/24/20	Statewide HUB Program & DIR	HUB Talk Webinar - Construction Opportunities, Part II	Statewide	Presentations and Discussions	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
8/3/20	Statewide HUB /DFWMSDC	Doing Business Texas Style Spot Bid Fair	Statewide	Spot Bid Fair	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
8/3/20	Statewide HUB /DFWMSDC	HUB Expo	Statewide	Presentations and Discussions	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
8/6/20	Greater Houston Black Chamber	Procurement Event - ZOOM Meeting	Membership	HUB Certification Presentation	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses
8/21/20	Statewide HUB Program & DIR	Spot Bid Fair Procurement Report Training	Statewide	Training	HUBs, including Small, Minority-, Woman- and Service Disabled Veteran-owned Businesses

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Attachment B – FY 2020 Marketing Materials

HUB Expo Flyer and Agenda | November 2, 2019

HUB Expo Flyer and Agenda | August 3, 2020

13th Annual Doing Business Texas Style Spot Bid Fair and



HUBEXPO

FREE ADMISSION • SAVE THE DATE: August 3-5, 2020



BETTER TOGETHER

More Connections—Stronger Business

The 2019 Spot Bid Fair awarded more than \$6 million in contracts for goods and services.



Texas Comptroller of Public Accounts

The HUB Expo is supported by State Agency and State University HUB Coordinators as members of the HUB Discussion Workgroup.

<https://comptroller.texas.gov/purchasing/vendor/hub/>

For the latest updates, follow



/txcomptroller



/txcomptroller

and search #TxHUB

Contact

Maya Ingram, Statewide HUB Program Manager
maya.ingram@cpa.texas.gov

HUB Expo — Virtual Training Rooms and Presentations

Monday, August 3rd Training
Presentations 9:00 a.m. 12:00 p.m.

Doing Business Texas Style Spot Bid Fair

Monday, August 3rd - Welcome and Introductions
Agency/University Bid Announcements

Tuesday, August 4th
Agency/University small group virtual meetings

SPOT BID FAIR Bid opportunities available at
<https://data.texas.gov/Government-and-Taxes/Bid-Book-Spreadsheet-2020/uk2f-keq4/data>

Free Registration is required at
<https://site.eventmatches.com/2020pcsebid>



Dallas/Fort Worth
Minority Supplier
Development Council, Inc.

OUR BUSINESS IS CONNECTING YOUR BUSINESS

98-852-9 (06/20)

2020 HUB

Statewide Historically Underutilized Business Program

Expo Agenda

Statewide Historically Underutilized Business (HUB) Program
FY 2020 Procurement Connection Seminar and HUB Expo

Wednesday, Nov. 20, 2019

Renaissance Hotel
9721 Arboretum Blvd.
Austin, Texas 78759

#TxHUB



Make This Event Work For You



Gain Insight from Workshops

Maximize your time by:

- Attending workshops most relevant to your business goals for 2019-20.
- Attending workshops that potential *clients* may attend. You can demonstrate knowledge by asking questions and offering insights, but be brief. As the EXPO ends, mingle with people. Talk with presenters if you feel the relationship would benefit you.
- Taking notes.
- Ask questions, and listen to others.
- Share your ideas and provide feedback by answering conference surveys.

Network with Exhibitors and Fellow Attendees

Be prepared to deliver a one- to two-minute “elevator pitch” showcasing your business. Be mindful of the exhibitors’ time. Your pitch should include your name, company name, type of business, location and previous clients, as well as a brief statement of your business’s strengths and expertise. Be sure to ask if you may give exhibitors your business card.

Schedule a follow-up appointment or phone call. This will ensure you the one-on-one time your business deserves while freeing up the exhibitor’s time to greet other attendees.

Make notes on business cards as you receive them. This will show you’re both interested and organized, and can jog your memory later on.

This is an excellent opportunity to network, make NEW contacts and build relationships.

Be selective about the literature you take to avoid being overwhelmed by sheer volume.

Touch base with new contacts within a few days to show you have initiative and are interested in further discussion. People working an event see hundreds of individuals in a day — make sure they remember you.

Make it Work After Today!

- Prioritize your list of contacts.
- Develop a list of action items.
- Make sure your online presence is up to date on your HUB/CMBL profile, website and social networks.
- Write yourself a report on “lessons learned” and review it before attending your next event.

Statewide Historically Underutilized Business (HUB) Program

Each state agency shall make a good faith effort to utilize Historically Underutilized Businesses (HUBs) in contracts for construction services (including professional and consulting services) and commodities purchases. (34 TAC §20.284)

During fiscal 2019, 15,687 firms were registered as Texas-certified HUBs with 4,173 of these firms receiving 12.77 percent, or \$2,684,434,187, of all statewide expenditures. Be ready when opportunity knocks by certifying your minority-owned, woman-owned or service-disabled veteran-owned business through the Statewide HUB Program at the Texas Comptroller of Public Accounts.

A “Historically Underutilized Business”...

is at least 51% owned by a/an:

- Asian Pacific American,
- Black American,
- Hispanic American,
- Native American,
- American woman or
- Service-disabled veteran,

and is a for-profit entity that has not exceeded the size standards prescribed by 34 TAC §20.294, has its principal place of business in Texas, and has an owner residing in Texas with a proportionate interest who actively participates in the control, operations and management of the entity’s affairs.

Benefits of HUB Certification

HUB certification is free and valid for four years, provided the business continues to meet the eligibility requirements.

Your business will be listed in the Comptroller’s online HUB Directory. State agencies use the HUB Directory in conjunction with the Comptroller’s Centralized Master Bidders List to solicit bids from certified HUBs for state purchasing and public works contracts. Prime contractors also use the HUB Directory to identify HUBs and notify them of subcontracting opportunities.

Your business will gain exposure with the general public as well as entities that have supplier diversity programs and are searching for businesses owned by minorities, women and service-disabled veterans.

Apply for HUB certification today at comptroller.texas.gov/purchasing/vendor/hub/certification-process.php. To see additional information on the HUB Program, go to www.Texas4HUBs.org.



Exhibitors



Agency Name	Booth(s) Assignment
Health and Human Services Commission	1 & 2
Department of Information Resources	3
Tx Commission on Environmental Quality	4
University of Texas at Austin	5
Texas Veterans Commission	6
Texas Department of Motor Vehicles	7
Texas Secretary of State	15
University of North Texas	16
University of Texas System-HUB	17
Texas Workforce Commission	18
Texas Tech University Health Sciences	19
Texas A&M University-San Antonio	20
Texas RailRoad Commission	21
Texas A&M University-Main Campus	22
Texas A&M University System	23
Texas Juvenile Justice Department	24
University of Houston	25
Texas Facilities Commission	10
Teacher Retirement System of Texas	26
Texas Department of Transportation	27 & 28
Texas Department of Public Safety	8 & 9
Balfour Beatty	11
Structura	12
Veliz Construction	13
CPA & Educational Opportunities	52
Comptroller's Procurement Division CMBL	53
Texas Department of Insurance	54
Texas State University-SBDC	55
Summus Industries	87
Absolute Facility Solutions, LLC	29
SHI Government Solutions	30
Compound Security Specialists	31
Griggs Ergonomic Supplies	32
Proline Cold Asphalt	33
Miller Imaging & Digital Solutions	34
Doc 2 e-file	35
Fort Bend Services, Inc.	36
iBridge Group	37
Flintco	88
Document Logistix	38
Government Procurement Services	39
Flores and Associates, LLC	14
Classic Forms and Products	40

Agency Name	Booth(s) Assignment
MedicusRX	41
ExCyte Solutions	42
Aimgraphics	43
Austin Independent School District HUB Program	44
Boxes 4 U, Inc	45
Texas A&M AgriLife Research, Extension and TVMDL	46
Sam's Club	47
Raven Aerial Solutions	48
Neos Consulting Group	49
Houston Minority Supplier Development Council	50
Caprice Productions, Inc.	51
JE Dunn Construction	9
University of Texas at San Antonio - MBDA Advanced Manufacturing Center	56
Texas Water Development Board	57
Texas A&M University - Central Texas	58
Texas Department of Licensing & Regulation	59
Texas A&M University - Corpus Christi	60
TX A&M International University	61
Texas Department of Criminal Justice	62
University of Texas Medical Branch	63
University of Texas at Tyler	64
Texas Board of Professional Engineers and Land Surveyors	65
University of Houston Downtown	66
Texas Tech University Health Sciences Center El Paso	67
Texas Alcoholic Beverage Commission	68
Texas State University	69
UNT System	70
Lamar Institute of Technology	71
Office of the Attorney General	72
Cancer Prevention & Research Institute of Texas	73
Office of Public Insurance Counsel	74
Texas Comptroller of Public Accounts	75
Office of Governor Greg Abbott-ED&T	76
Dallas/Fort Worth Minority Supplier Development Council, Inc.	77
Texas Lottery Commission	78
Texas Department of Agriculture	79
Texas Department of Housing & Community Affairs	80
Texas State Library & Archives Commission	81
Lamar University	82
University of Texas Health Science Center - San Antonio	83
Employees Retirement System	84
Tarleton State University	85

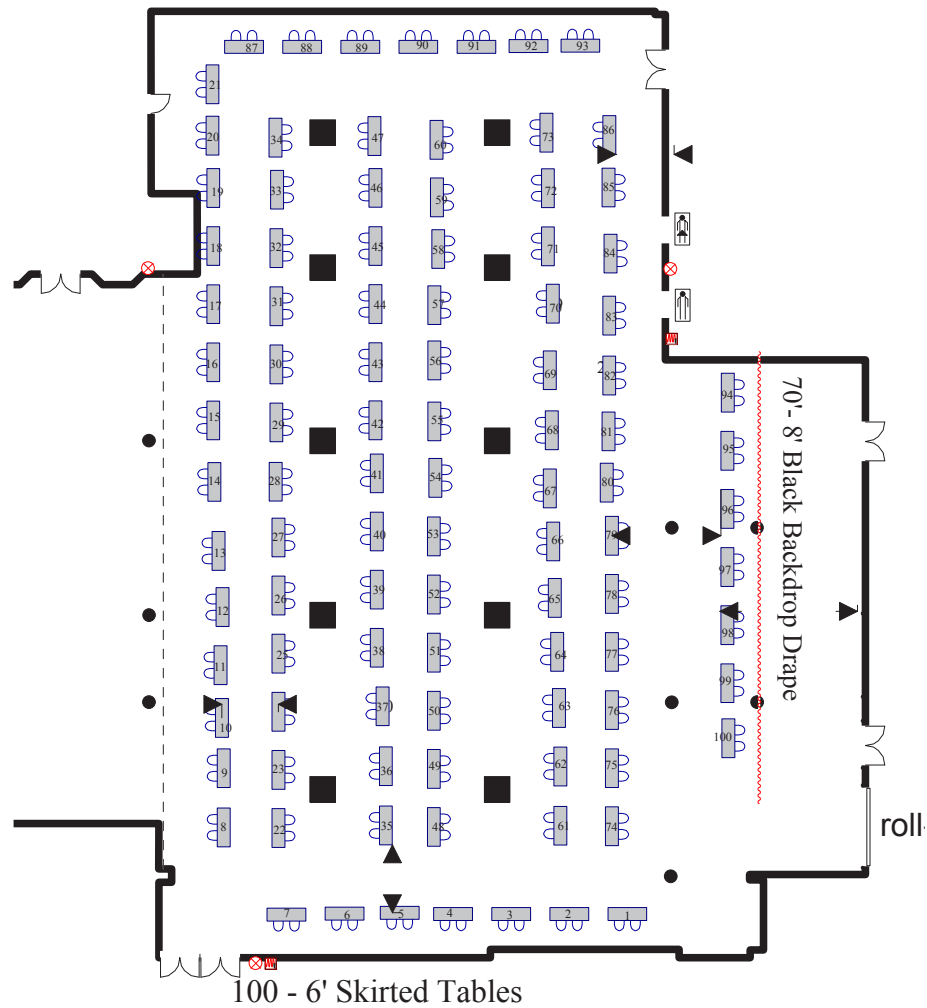
Exhibitors Floor Plan – Exhibit Hall

Agency Name **Booth(s) Assignment**

Women’s Business Council - Southwest	86
Texas Parks and Wildlife Department	89
EPCC/COC-Contract Opportunities Center	90
Texas A&M Engineering Experiment Station, Texas A&M Transportation Institute, Texas Division of Emergency Management.	91
Texas A&M Forest Service	92
City of Austin	93
General Land Office.	94

Agency Name **Booth(s) Assignment**

Texas Historical Commission.	95
Small Business Administration	96
University of Houston Clear lake	97
GTS Technology	98
“BidNetworks, LLC dba BidScientific to Booth”	99
Kitchell Contractors	100



HUB EXPO Nov. 20, 2019 Rio Grande B

Opening Remarks



Bobby Pounds

*Assistant Director, Statewide Procurement Division,
Texas Comptroller's Office*

Bobby is the Assistant Director of the Statewide Procurement Division at the Comptroller's Office. He has over 27 years of experience in state government, including previous work in compliance with the Texas Education Agency and subsequently as a Program Administrator in Operations and Contract Management with the Texas Workforce Commission. He came to the Comptroller of Public Accounts in 2008 as the Manager of the Contract Management Office and in April 2014 was promoted to Assistant Director. As Assistant Director, he oversees the operations of Statewide Procurement and Contract Management, Procurement Policy and Outreach, Training and Certification, the statewide HUB program, Data Management & Analytics, the Texas SmartBuy Membership program and statewide Fleet, Travel and

Mail Operations, all housed within the Statewide Procurement Division. He holds a Bachelor's degree in Economics from the University of Texas at Austin. He also holds certifications as a Certified Texas Contract Developer (CTCD) and Certified Texas Contract Manager (CTCM).

Gold Sponsor Remarks



Statewide Historically Underutilized Business Program



Hershel Becker
Chief Procurement Officer
Texas Department of Information Resources

Hershel Becker joined the Texas Department of Information Resources (DIR) in July 2016 and serves as the Chief Procurement Officer. He is responsible for overseeing and directing procurement and contracting functions for DIR's Enterprise and Cooperative Contracts.

Hershel brings nearly 30 years of experience in both the public and private sectors. Prior to assuming his current role, Hershel served as the Deputy Director for Contract Operations at the Texas Office of the Attorney General where he directed all major outsourcing initiatives for the Child Support Division. He was also responsible for operations of the outsourced services. While there, he represented the Office of the Attorney General on the state's Contract Advisory Team for eight years.

Prior to his state service, Hershel worked for management consulting, technology services and outsourcing companies, where he spent the majority of his career providing technology-related services to the state of Texas.

Hershel holds a Bachelor's degree in Accounting from Sam Houston State University.

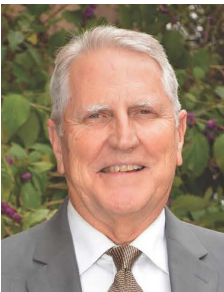


Stephanie Bergeron Perdue
Deputy Executive Director
Texas Commission on Environmental Quality

Stephanie Bergeron Perdue became Deputy Executive Director for the TCEQ on Jan. 16, 2014. She was appointed by the commissioners to serve as Interim Executive Director on March 28, 2018; on Aug. 20, 2018, she resumed the role of Deputy Executive Director.

Prior to this current service, Bergeron Perdue served as Special Counsel to the Executive Director since 2012, and before that, she was the Deputy Director of the Office of Legal Services.

Bergeron Perdue joined the TCEQ as an executive assistant to former Chairman Robert J. Huston in 1999. She earned her Bachelor of Science degree in Radio-Television-Film from The University of Texas at Austin in 1990 and her Doctor of Jurisprudence degree from South Texas College of Law in 1995. She and her husband, Rick, have one son.



John S. Raff, P.E.
Deputy Executive Director
Facilities Design & Construction

Since May of 2010, Raff has served as the Deputy Executive Director over Facilities Design & Construction division of TFC. Responsibilities include the executive leadership and administration of up to 118 employees as well as the strategic planning for a significant portion of the core functions of the agency including project management, energy management, operations, maintenance, automation and minor construction. During this period, Raff has overseen TFC's execution of construction projects with a portfolio ranging from 80 to 100 projects and a value ranging between \$200 million and \$1.7 billion (currently). Raff

has administered the agency's policies to provide maximum opportunity and healthy competition among the agency's many vendors and, as a result, obtained maximum end-product value for the State.

Raff began working for TFC in 2005 as a project manager and resident structural engineer. Prior to State service, he enjoyed a 25 year career in the private sector as a structural engineering consultant with 20 of those years employed by a prominent HUB certified consulting firm.

Agenda

Wednesday, November 20, 2019

7:30 a.m. – 12:30 p.m. **Registration** – Exhibitors, Conference Participants

8:30 a.m. – 8:55 a.m.

Opening Remarks Texas Comptroller's Office

Speakers

Hershel Becker, Chief Procurement Officer, Texas Department of Information Resources
Stephanie Bergeron Perdue, Deputy Executive Director, Texas Commission on Environmental Quality
John Raff, Deputy Executive Director, Texas Facilities Commission

Announcement

"Primes – Looking for HUBs for Subcontracting Opportunities"

9:00 a.m. – 11:45 a.m. **Rio Grande Exhibit Hall B - Open**

First Track Workshops

9:00 a.m. – 9:45 a.m.



State Government Information Technology Procurement Opportunities

(Meeting Room: Trinity B)

The Department of Information Resources (DIR) will provide vendors insight into the State of Texas IT contracting process. Gain additional information on doing business with state agencies, universities, cities, counties and local municipalities. Learn how to become competitive with IT procurements throughout the state.

Speaker: Lynn Hodde, HUB Program Manager, Department of Information Resources



Texas Facilities Commission (TFC) Construction Updates

(Meeting Room: Pecos)

The Texas Facilities Commission will provide a recap of active and future projects. Learn about:

- Capitol Complex (Phase 1)
- North Austin Complex (Phase 1)
- New Construction (Phase 2) and Deferred Maintenance
- Upcoming Opportunities

Moderator: Yolanda Strey, HUB Director, Texas Facilities Commission

Speakers: John Raff, Deputy Executive Director, Texas Facilities Commission

Paul Bielamowicz, Principal/Senior Project Manager, Page



Understanding HUB (State) and DBE (TXDOT) Certifications

(Meeting Room: Sabine)

This workshop will allow you to gain the knowledge and professional expertise you will need to take your business to the next level. Certification is key to market your business. The Texas Comptroller of Public Accounts and Texas Department of Transportation will provide you with information on how to become Disadvantaged Business Enterprise (DBE) and Historically Underutilized Business (HUB) certified.

Speakers: Ricardo Perez, HUB Certification Team Lead, Statewide Procurement Division, Texas Comptroller of Public Accounts

Joe Sanchez, DBE Certification, Civil Rights Division, Federal Programs, Texas Department of Transportation



How to Successfully Do Business with State Universities

(Meeting Room: Trinity A)

State of Texas universities and institutes of higher education purchase a wide array of goods and services to support their academic, research and public service missions. Operational activities such as student housing, food services, bookstores, information technology services, branding and marketing services, research and lab equipment, medical equipment, and office administration all provide opportunity for HUBs. Join representatives from these institutions to better understand their procurement processes and opportunities to contract with them.

Moderator: Tiffany Dockery Gibson, HUB/SB Program Director, The University of Texas at Austin

Speakers: Greg Obar, MS, CTCM, Director of Operations & HUB Coordinator, University of North Texas System

Dan Alden, CPM, CTPM, CTCM, Director, Purchasing/HUB Coordinator, Texas State University

Rebecca Mendez, Assistant HUB Coordinator, University of Texas Health Science Center

Kyle Hayes, HUB Coordinator, University of Texas System

Second Track Workshops

10:00 a.m. – 10:45 a.m.



Is Your HUB Business Profile Page Working for You?

(Meeting Room: Trinity A)

This workshop will explain how to increase your visibility for state contracting opportunities, the importance of maintaining and updating your business profile page, and making sure your business profile description reflects your company's reputation.

Speaker: Cassandra Johnson, CMBA, CTPM, CTCM, HUB Program Specialist Team Lead, Texas Parks and Wildlife Department



Access to Capital

(Meeting Room: Trinity B)

Learn about requirements and options for obtaining traditional and nontraditional business funding.

Speakers: Lionel Davila, U.S. Small Business Administration

Jan Triplett, Ph.D., CBTAC, CEO, Business Success Center



 Statewide Historically Underutilized Business Program


Forecasting Opportunities in Construction Projects for State of Texas Agencies and Universities

(Meeting Room: Sabine)

Meet with key stakeholders from government agencies and universities and with a general contractor who will provide a perspective on essential requirements for doing business with the state of Texas. This is an educational and networking opportunity.

Moderator: **Shonté Gordon**, CTPM, CTCM, HUB Coordinator, Texas Facilities Commission

Speakers: **Tammy Durham**, Procurement Director/HUB Coordinator, Texas Parks and Wildlife Department

Tabitha Evans, HUB Coordinator, Lamar State University

Muriel Kruse, HUB Specialist, The University of Texas at Austin

Sharon Schulz, HUB Director, Texas Department of Criminal Justice

Luis Castaneda, Project Manager, 1801 Congress Ave. Capitol Complex Project, Flintco



Marketing to the State of Texas

(Meeting Room: Pecos)

Use data mining tools and procurement data to identify where opportunities exist for your company. Find out who your competitors are, look at their contracts and use budget information for forecasting future opportunities. In addition, information about the HUB Subcontracting Plan will be provided. This will help provide an understanding of where opportunities are available through direct and indirect contracting with the state.

Speaker: **Laura Cagle-Hinojosa**, HUB Manager, Texas Health and Human Services Commission

11:00 a.m. – 11:45 a.m. Rio Grande Exhibit Hall B - Networking
(Closed - Lunch Program)

Noon – 1:30 p.m. Luncheon Program
Rio Grande Exhibit Hall A

Welcoming Remarks and Moderator

Bobby Pounds, Assistant Director, Statewide Procurement Division, Texas Comptroller's Office

National Anthem

Hendrickson High School MCJROTC Hawk Battalion

Invocation

Cassandra Johnson, HUB Specialist, Texas Parks and Wildlife Department

Remarks from Platinum Sponsors

Dr. Courtney N. Phillips, Texas Health and Human Services Commission

Walt Goodson, Texas Department of Public Safety

Michael D. Bryant, Texas Department of Transportation

Interactive Panel Discussion: Successful HUB Businesses – Tips for Success and Lessons Learned

Julia McCurley, Actium, Inc.

Usha Boddapu, Esolvit Inc.

Oscar Orduño, Oscar Orduno Inc.

James Brown Henderson, Urban Circle, LLC

1:45 p.m. – 2:45 p.m. Rio Grande Exhibit Hall B - Networking

Third Track Workshops

3:00 p.m. – 3:45 p.m.



Writing a Winning Proposal

(Meeting Room: Pecos)

This workshop will highlight key tips to make your proposal a stronger candidate for winning a contract. It explains what the procurement staff are seeking in the review process. A great proposal can be decisive in winning a contract, but a poor one can cause you the contract.

Speaker: **Norma Barrera**, CTCM, CTPM, Contract Administration and HUB Manager, Procurement and Contract Services, Texas Department of Public Safety



Doing Business with the Texas Department of Transportation

(Meeting Room: Sabine)

The Texas Department of Transportation has many DBE and HUB resources and opportunities. Learn how to navigate its website and gain valuable understanding of resources available to your business.

Speaker: **Carlton Cooper**, Statewide Outreach and Public Involvement Specialist for Disadvantaged Business Enterprise (DBE), Civil Rights Division, TXDOT



Skills Development Fund - Texas Premier Job-Training Program

(Meeting Room: Trinity B)

The Office of Employers Initiatives, Skills Development Fund at the Texas Workforce Commission has a number of services available to support your workforce training needs. Grants are available to provide training to your employees.

Speaker: **Matt Sniadecki**, Program Manager, Office of Employers Initiatives, Texas Workforce Commission



TERP 101 – The Texas Emission Reduction Plan

(Meeting Room: Trinity A)

TERP 101 provides an overview of how individuals and entities can receive money to upgrade or replace existing vehicles and/or equipment under the Texas Emission Reduction Plan (TERP).

Speaker: **Ron Hieser**, Grant Coordinator, Texas Emission Reduction Plan, Texas Commission on Environmental Quality

Luncheon Program



Welcoming Remarks and Moderator

Bobby Pounds

Assistant Director, Statewide Procurement Division,
Texas Comptroller's Office

National Anthem

Invocation

Cassandra Johnson

HUB Specialist, Texas Parks and Wildlife Department

Remarks from Platinum Sponsors

Texas Health and Human Services

Texas Department of Public Safety

Texas Department of Transportation

Interactive Panel Discussion

Successful HUB Businesses –

Tips for Success and Lessons Learned

Speakers:

Julia McCurley

Actium, Inc.

Usha Boddapu

Esolvit Inc.

Oscar Orduño

Oscar Orduno Inc.

James Brown Henderson,

Urban Circle, LLC



Julia McCurley

CEO, Actium, Inc.

Julia is CEO of Actium, Inc., a certified Texas HUB that provides full-service IT consulting and staffing services to multiple state agencies.

Luncheon Program

Interactive Panel Speakers



Usha Boddapu
*CEO/Founder, Esolvit, Inc.; President/
Chief AI Scientist, Arytic, Inc.*

Usha is an entrepreneur with 23 years of experience in the information technology industry and holds Master's degree in Computer Science.



Oscar Orduño
Owner, Oscar Orduno, Inc.

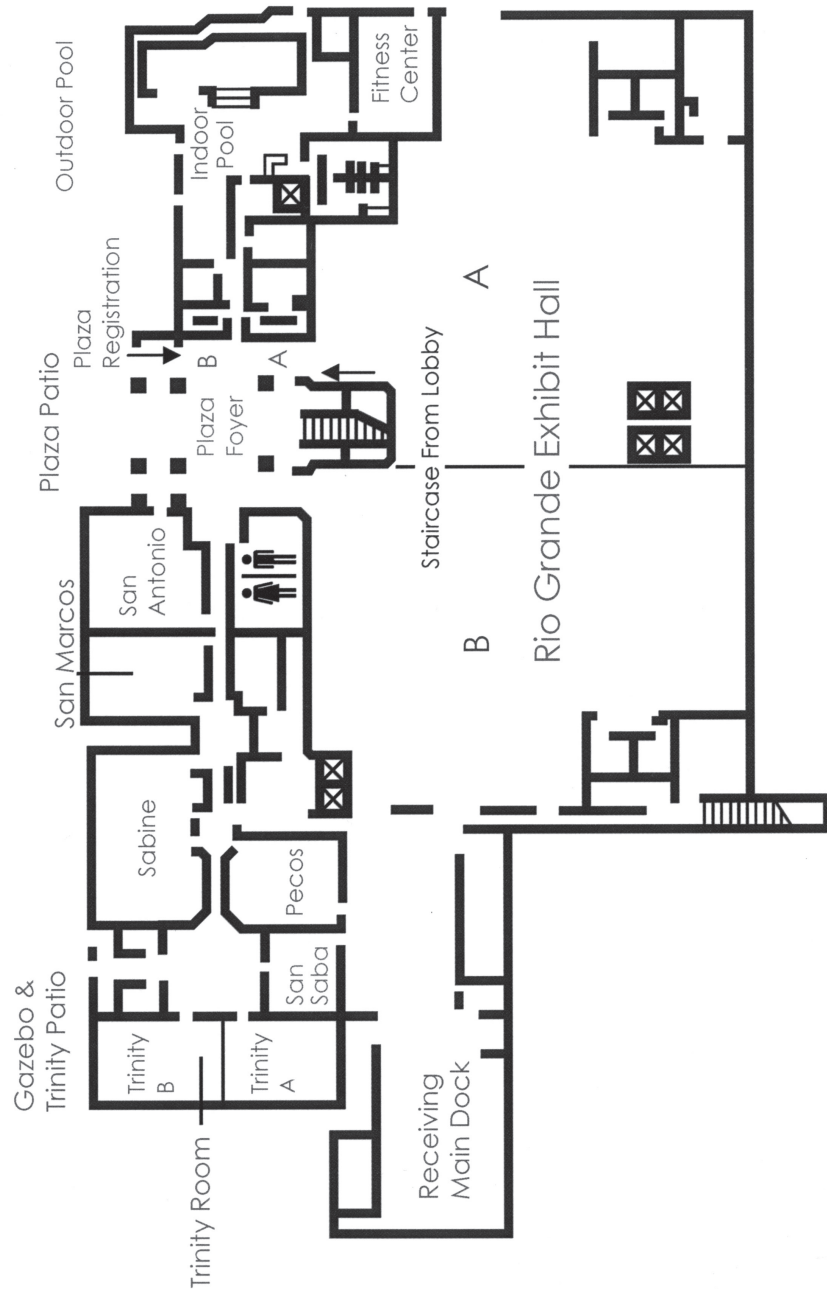
Oscar's earth retention projects are for underground parking structures and support for high-rise buildings with underground structures, and his company also builds permanent retaining walls. Many of the construction projects are located in the expanding Dallas and Austin areas.



James Brown Henderson
Owner, The Urban Circle

James' business assists companies and institutions not only with branded merchandise, but complete campaigns from "concept to completion." James incorporated The Urban Circle in 2009.

Renaissance Hotel – Plaza Level (Lower Level)





HUB Discussion Workgroup

Est. 1999

The HUB Discussion Workgroup is an informal group that provides training and guidance to Texas HUB Coordinators. The purpose of the group is to build successful HUB programs in agencies throughout Texas.

<https://hdwg87.wixsite.com/hdwg>



HUB

**Historically
Underutilized
Businesses**

View current
information technology
bidding or **subcontracting**
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WWW.DIR.TEXAS.GOV

TEXAS DPS

Texas Department of Public Safety



Agency Mission

The Texas Department of Public Safety (DPS) was created by the Texas Legislature in 1935 by combining the Texas Rangers and the Texas Highway Patrol. The Agency's mission is to protect and serve Texas, which it accomplishes with commissioned officers comprised of Troopers, Special Agents, Texas Rangers, and non-commissioned professionals.

The **DPS core values** are:

Integrity: We demonstrate through our actions honesty, fairness and respect for others in our professional and personal lives

Excellence: We strive to be outstanding in everything we do, and we never settle for less

Accountability: We seek and accept responsibility for our actions, performance and results

Teamwork: We work closely with other agencies to achieve common objectives



Courtesy - Service - Protection

TX Department of Public Safety
5805 N Lamar Blvd
Austin, TX 78752



www.DPS.TEXAS.gov

Doing Business with DPS
<http://www.dps.texas.gov/administration/hub.htm>
E-mail: DPSHUB@dps.texas.gov

Are you the **HUB** of our success?



About the Texas Department of Motor Vehicles

The success of our agency rests on the quality of our employees and the businesses we choose to purchase and contract with for goods and services.

Each year the agency registers over 22 million vehicles; regulates vehicle dealers; credentials buses and big trucks for intrastate and interstate commerce; issues oversize and overweight permits; and awards grants to law enforcement agencies to reduce vehicle burglaries and thefts.

The Texas Department of Motor Vehicles (TxDMV) is dedicated to working with women and minority-owned businesses and service-disabled veterans to create the top state agency for motor vehicle-related services in the country.

We know we can't do it alone. We are looking for the best of the best to help us maintain our high quality standards and continue our evolution so that we are always the customer-driven state agency Texans can count on and deserve.

Our clientele is diverse and we want to reflect the diversity of Texas in everything we do. If you don't know how to work with us, we'll show you through the Mentor Protégé program.

We're always here to answer any questions you may have, and we are in your corner when it comes to offering assistance. We can't promise your business will do business with us, but we can tell you we are looking for the HUBs of our success, and one of them might just be you.

For more information contact

(512) 465-1257

HUB Coordinator

or

(512) 465-4177

Asst. HUB Coordinator

Email: DMV_HUB@TxDMV.gov

Learn more about working with TxDMV by visiting www.TxDMV.gov/contractors-vendors

*Texas Department of Motor Vehicles
Finance & Administrative Services Division
4000 Jackson Avenue
Austin, TX 78731*

*Office (888) 863-5881
Fax (512) 465-5641*



Texas Department of Motor Vehicles

HELPING TEXANS GO. HELPING TEXAS GROW.



Thank you for doing business with TxDOT.



For more information on doing business with TxDOT,
contact the Civil Rights Division at (512) 416 4700
or CivilRights@txdot.gov.

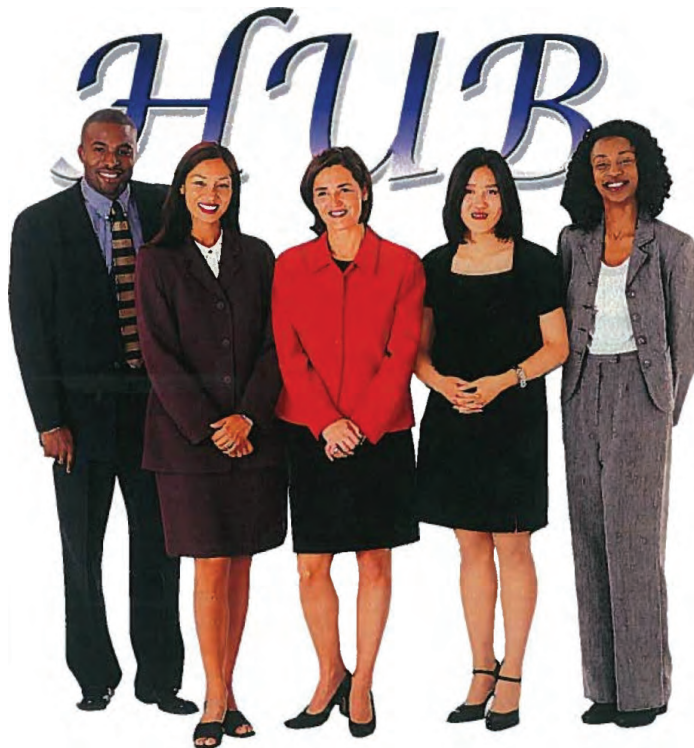


TEXAS
Health and Human
Services

Dr. Courtney N. Phillips, Executive Commissioner

"A Proud Advocate for the HUB Program

and ...



the inclusion of Certified Minority and Women Owned Business."



TEXAS VETERANS COMMISSION

"Helping Veterans Starts Here"

1-800-252-VETS(8387)
www.tvc.texas.gov



TEXAS
The University of Texas at Austin

UT Austin's Historically Underutilized Business/ Small Business (HUB/SB) program can guide you through the process of becoming a university vendor. To learn more, call us at 512 471 2851 or visit financials.utexas.edu/hub.

WORKING WITH US MEANS BUSINESS.



GO BEYOND

Structura is a construction company who is agile, accessible, and transparent. A company who quickly embraces market forces and your project needs. A company who is unconditionally dedicated to getting the job done right, on time, and on budget.



EXPECT AMAZING

Structura was founded in 2006 on four core principles: **true collaboration, flexibility, mindful innovation and commitment.** These principles influence not only how we choose to do business but also who we hire to execute our work. Not surprisingly, we find that the customers who come back to us again and again share those principles as well.



LET'S GET STARTED



AUSTIN | HOUSTON | SAN ANTONIO

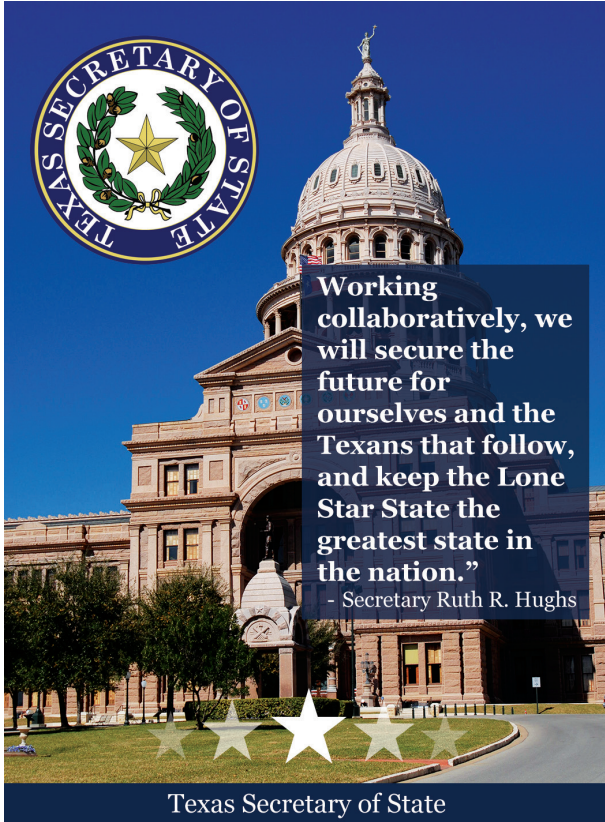
Structuralnc.com



The Texas Education Agency (TEA) supports the Historically Underutilized Business (HUB) Program and is committed to maximizing the inclusion of HUB businesses as direct and indirect suppliers of goods and services to the agency. By maximizing opportunities to identify, educate, develop and utilize HUBs, TEA will advance both economic inclusion and demonstrate good fiscal stewardship.

Contact our HUB office at : HUBoffice@tea.texas.gov

www.tea.texas.gov



UNT | SYSTEM™

Historically Underutilized Business Program

Balfour Beatty

TEXAS COMMISSION ON ENVIRONMENTAL QUALITY

SELLING GOODS AND SERVICES TO THE TCEQ

A Guide for HUBs and Other Vendors



TCEQ'S HUB PROGRAM

The TCEQ's Historically Underutilized Business (HUB) program promotes full and equal business opportunities for all businesses in the state.

Through the HUB program, we seek to:

- **Assist eligible businesses** in obtaining HUB certification and recertification.
- **Educate vendors** on HUB requirements, procurement policies, and procedures.
- **Notify HUBs** of TCEQ procurement opportunities.
- **Identify and recruit HUBs** for subcontracting opportunities.
- **Monitor and encourage** prime contractors to meet their contractual goals in their HUB Subcontracting Plans.

Historically Underutilized Business Program Contact Information

Phone: 512-239-1273

Fax: 512-239-0823

E-mail: HUB@tceq.texas.gov



For more information on how to become a certified HUB, go to: www.cpa.state.tx.us



UNIVERSITY of
HOUSTON

HISTORICALLY UNDERUTILIZED BUSINESS OPERATIONS



Historically Underutilized Business (HUB) Program at the University of Houston (UH) ensures compliance with State of Texas HUB laws, educates UH colleges and departments about the benefits of using HUB vendors and offers HUBs assistance to facilitate access and contracting opportunities with the University of Houston.

For more information about how to do business with the University of Houston, bid opportunities, or to learn about events, workshops and seminars, visit: www.uh.edu/hub

WWW.UH.EDU/HUB



AUSTIN
Independent School District

**Historically Underutilized
Business Program Department**



TEXAS
JUVENILE JUSTICE
DEPARTMENT



**TEXAS TECH UNIVERSITY
HEALTH SCIENCES CENTER™**

*Finance and Administration
HUB Program*

The new Texas Capitol Complex.



Opening Summer of 2022.



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OF TEXAS TOGETHER**

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www.TexasCapitolComplex.org



TEXAS A&M
UNIVERSITY



TEXAS A&M UNIVERSITY
SAN ANTONIO



HUB Expo
in Austin, TX

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11.20.19 | 8:30AM - 4:00PM

www.velizconstruction.com |

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Texas Health and Human Services
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Texas Commission on Environmental Quality
Texas Facilities Commission

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Texas Department of Motor Vehicles
Texas Education Agency
University of the Texas at Austin
University of Texas Systems-HUB
Texas Veterans Commission

BRONZE

Austin Independent School District	University of Texas Health Science Center at Houston
Texas A&M University – Main Campus	Teacher Retirement System
Texas A&M University-San Antonio	Texas Secretary of State
Texas A&M University Systems	Texas Department of Juvenile Justice
Texas Tech University Health Science Center	Texas Workforce Commission
University of Houston	University of North Texas System



SPECIAL THANKS

The Texas Comptroller of Public Accounts wishes to express special thanks to all event sponsors and the members of the HUB Discussion Workgroup and the Texas Universities HUB Coordinators Alliance for their support and promotion of the Statewide HUB Program throughout the state.



Statewide Historically Underutilized Business Program

Contact Information

www.Texas4HUBs.org

888-863-5881

StatewideHUBProgram@cpa.texas.gov

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Attachment C – Mentor Protégé List

The purpose of the Mentor-Protégé Program is to foster long-term relationships between prime contractors and Historically Underutilized Businesses (HUB) and provide professional guidance and support to the protégé to facilitate their development and business capacity with the intent to increase the ability of the HUBs to contract directly or indirectly through subcontracting with the state of Texas.

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Statewide HUB Program Mentor Protege Agreements 2020

Agency	Mentor Name	Protege Name	Effective Date	Termination Date
768	INTERLINE BRANDS, INC. DBA SEXAUER	ARETE SERVICES, INC. DBA ARETE	8/3/17	8/3/21
768	CDW GOVERNMENT LLC	MPULSE HEALTHCARE, LLC	2/14/17	2/14/21
768	WESTAIR GAS & EQUIPMENT	SUMMUS INDUSTRIES, INC.	5/25/17	5/25/21
769	TURNER CONSTRUCTION COMPANY	TM SOURCE BUILDING GROUP, INCORPORATED	3/19/19	3/20/22
769	L.A. FUESS PARTNERS INC	PONCE-FUESS ENGINEERING, LLC	10/19/18	10/18/20
769	CORE CONSTRUCTION	F&P CONSTRUCTION, LLC	10/27/16	10/26/20
769	SMITH SECKMAN REID	B & H ENGINEERS, INC.	8/12/18	8/30/21
769	WILSON OFFICE INTERIORS LLC	WILSON PROJECT MANAGEMENT LLC	7/30/18	7/30/21
770	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/17	1/26/22
773	IMAGENET CONSULTING LLC	NAVETECH SOLUTIONS, LLC	12/1/19	12/13/21
773	TURNER CONSTRUCTION COMPANY	TM SOURCE BUILDING GROUP, INCORPORATED	3/19/19	3/20/22
773	TURNER CONSTRUCTION COMPANY	TM SOURCE BUILDING GROUP, INCORPORATED	3/19/19	3/20/22
773	IMAGENET CONSULTING LLC	NAVETECH SOLUTIONS, LLC	12/1/19	12/13/21
770	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/17	1/26/22
769	WILSON OFFICE INTERIORS LLC	WILSON PROJECT MANAGEMENT LLC	7/30/18	7/30/21
769	SMITH SECKMAN REID	B & H ENGINEERS, INC.	8/12/18	8/30/21
769	CORE CONSTRUCTION	F&P CONSTRUCTION, LLC	10/27/16	10/26/20
769	L.A. FUESS PARTNERS INC	PONCE-FUESS ENGINEERING, LLC	10/19/18	10/18/20
769	TURNER CONSTRUCTION COMPANY	TM SOURCE BUILDING GROUP, INCORPORATED	3/19/19	3/20/22
768	WESTAIR GAS & EQUIPMENT	SUMMUS INDUSTRIES, INC.	5/25/17	5/25/21
768	CDW GOVERNMENT LLC	MPULSE HEALTHCARE, LLC	2/14/17	2/14/21
768	INTERLINE BRANDS, INC. DBA SEXAUER	ARETE SERVICES, INC. DBA ARETE	8/3/17	8/3/21
764	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/17	1/26/22
763	WILSON OFFICE INTERIORS LLC	WILSON PROJECT MANAGEMENT LLC	7/30/18	7/30/21
763	MCGOUGH CONSTRUCTION CO., LLC	POST L GROUP, LLC.	9/24/19	9/23/21
763	TURNER CONSTRUCTION COMPANY	TM SOURCE BUILDING GROUP, INCORPORATED	3/19/19	3/20/22
761	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/17	1/26/22
760	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/17	1/26/22
754	VWR INTERNATIONAL	SUMMUS INDUSTRIES, INC.	7/17/20	7/17/22
754	FISHER SCIENTIFIC LLC	POSSIBLE MISSIONS, INC.	7/15/20	7/15/22
754	STAPLES	SUMMUS INDUSTRIES, INC.	5/22/20	5/22/22

Statewide HUB Program Mentor Protege Agreements 2020 (cont.)

Agency	Mentor Name	Protege Name	Effective Date	Termination Date
754	GRAINGER, INC	SUMMUS INDUSTRIES, INC.	5/27/20	5/27/22
754	MSC INDUSTRIAL SUPPLY CO	CASADA INDUSTRIAL	4/22/20	4/22/22
753	OFFICE DEPOT B S D	PDME	7/15/19	7/14/23
753	GRAINGER	BURGOON COMPANY	4/26/19	4/25/23
752	WILSON OFFICE INTERIORS LLC	WILSON PROJECT MANAGEMENT LLC	7/30/18	7/30/21
752	L.A. FUESS PARTNERS	PONCE-FUESS ENGINEERING, LLC	10/19/18	10/18/20
752	TURNER CONSTRUCTION COMPANY	TM SOURCE BUILDING GROUP, INCORPORATED	3/19/19	3/20/22
751	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/17	1/26/22
750	WEDGE SUPPLY, LLC	DENT ENTERPRISES LLC	3/14/19	3/14/21
749	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/17	1/26/22
739	CDW GOVERNMENT LLC	MPULSE HEALTHCARE, LLC	1/22/18	2/14/21
738	LEE CONSTRUCTION AND MAINTENANCE COMPANY	MAHUYA INDUSTRIES, LLC	1/17/19	1/16/21
737	HOWARD TECHNOLOGY SOLUTIONS	TEKGRATION LLC	7/31/19	7/30/21
737	BLACKHAWK SECURITY & INVESTIGATIONS LLC	S'VILLE SERVICES, LLC	1/21/20	1/20/23
737	TAURUS TECHNOLOGIES INC	TEKGRATION LLC	8/31/20	8/31/23
737	TAURUS TECHNOLOGIES INC	HAWKINS GROUP LLC	4/9/19	5/7/21
737	ONEVISION SOLUTIONS	VTS GROUP LLC	2/27/20	2/27/23
733	MSC INDUSTRIAL SUPPLY CO	GUARDIAN INDUSTRIAL SUPPLY, LLC	2/17/20	2/16/24
733	WESTAIR GAS & EQUIPMENT	SUMMUS INDUSTRIES, INC.	5/25/17	5/25/21
733	CDW GOVERNMENT LLC	MPULSE HEALTHCARE, LLC	2/14/17	2/14/21
733	MAYFIELD PAPER COMPANY, INC.	SMITH AND ASSOCIATES LLC.	7/24/17	7/23/21
733	INTERLINE BRANDS, INC. DBA SEXAUER	ARETE SERVICES, INC. DBA ARETE	8/3/17	8/3/21
733	MEDLINE INDUSTRIES INC	MAVICH, LLC	6/25/20	6/24/24
733	HOME DEPOT U.S.A., INC.	LONE STAR OFFICE SUPPLIES, INCORPORATED	1/29/20	1/28/24
733	TASCOSA OFFICE MACHINES	ALLSTAR BUSINESS CONCEPTS, LLC	9/1/18	8/31/22
733	STAPLES	SUMMUS INDUSTRIES, INC.	1/8/19	1/6/23
733	FASTENAL COMPANY	PDME/HURRICANE OFFICE SUPPLY & PRINTING	2/18/20	2/17/24
733	GRAINGER, INC	MAVICH, LLC	2/7/19	2/6/23
733	VWR INTERNATIONAL	SUMMUS INDUSTRIES, INC.	1/21/19	1/6/23
733	DELL MARKETING LP	SUMMUS INDUSTRIES, INC.	1/21/20	1/20/24
732	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/17	1/26/22
730	J. T. VAUGHN CONSTRUCTION, LLC	PRECISION POWER SOLUTIONS	3/5/20	3/5/22
730	FISHER SCIENTIFIC LLC	POSSIBLE MISSIONS, INC.	3/17/20	3/31/22

Statewide HUB Program Mentor Protege Agreements 2020 (cont.)

Agency	Mentor Name	Protege Name	Effective Date	Termination Date
727	EPMA CORP. DBA, JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/17	2/26/22
723	MEDLINE	POS MIS, INC.	9/1/20	8/31/22
723	FISHER SCIENTIFIC LLC	POSSIBLE MISSIONS	7/10/19	7/1/21
721	SPAW GLASS CONTRACTORS, INC.	COE CONCEPTS LLC	5/6/20	6/18/21
721	JACOBS ENGINEERING GROUP, INC.	W&D ENTERPRISES, L.L.C.	5/6/20	6/18/21
721	PAGE SOUTHERLAND PAGE	ENCOTECH ENGINEERING CONSULTANTS, INC.	5/15/20	5/15/22
721	INGENESIS ALLIANCE, LLC	NAO GLOBAL HEALTH LLC	1/15/19	1/15/21
721	INGENESIS ALLIANCE, LLC	MILLENNIAL FINANCIAL SOLUTIONS, LLC	1/15/19	1/15/21
720	PAGE SOUTHERLAND PAGE	CNG ENGINEERING PLLC	12/31/18	12/31/20
720	MANHATTAN CONSTRUCTION	F&P CONSTRUCTION, LLC	4/15/20	4/15/22
720	LINBECK GROUP, LLC	3I CONTRACTING, LLC	5/13/19	5/13/21
720	PAGE SOUTHERLAND PAGE	ENCOTECH ENGINEERING CONSULTANTS, INC.	5/15/20	5/15/22
720	VWR INTERNATIONAL	SUMMUS INDUSTRIES, INC.	9/4/20	9/4/22
720	VAUGHN CONSTRUCTION	IMPACT STONE DESIGN, INC.	10/1/20	10/1/22
720	SPAW GLASS CONTRACTORS, INC.	COE CONCEPTS LLC	6/17/19	6/17/21
716	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/17	1/26/22
716	FASTENAL COMPANY	PDME	6/12/19	6/12/21
713	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/17	1/26/22
713	ALPHA BUILDING CORPORATION	MSU INDUSTRIES, LLC	12/15/18	1/18/22
713	ALPHA BUILDING CORPORATION	S'VILLE SERVICES, LLC	7/23/18	7/22/22
712	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/17	1/26/22
711	CLEARY ZIMMERMANN ENGINEERS, LLC	MOOSE ENGINEERS, LLC	9/1/18	7/1/22
711	MEDLINE INDUSTRIES, INC	MAVICH, LLC	9/1/17	8/31/22
711	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/17	1/26/22
710	STEEL DIGITAL STUDIOS, INC.	THE URBAN CIRCLE LLC	1/27/20	2/1/22
709	CLEARY ZIMMERMANN ENGINEERS, LLC	MOOSE ENGINEERS, LLC	9/1/18	7/1/22
709	MEDLINE INDUSTRIES, INC	MAVICH, LLC	9/1/17	8/31/22
709	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/17	1/26/22
701	EDUCATIONAL TESTING SERVICES	RESOURCES FOR LEARNING, LLC	3/7/18	3/7/21
608	AT&T CORP.	GB TECH, INC.	1/30/19	1/27/23
608	VERIZON BUSINESS NETWORK	SKY COMMUNICATIONS, INC.	1/30/19	1/27/23

Statewide HUB Program Mentor Protege Agreements 2020 (cont.)

Agency	Mentor Name	Protege Name	Effective Date	Termination Date
608	COOPER CONSULTING COMPANY	MICROASSIST INC	3/15/19	3/15/21
601	RODRIGUEZ TRANSPORTATION GROUP, INC.	TEXAS TRANSPORTATION SOLUTIONS, INC.	12/18/19	12/17/21
601	BASELINE CORPORATION	DALLAS AERIAL SURVEYS, INC.	2/6/20	2/5/22
601	BASELINE CORPORATION	SHINE & ASSOCIATES, INC.	2/6/20	2/5/22
601	JONES & CARTER INC	PJB SURVEYING, LLC	10/31/19	10/31/22
582	APTIM ENVIRONMENTAL INFRASTRUCTURE INC.	G. L. MORRIS ENTERPRISES, INC.	10/1/17	10/1/21
582	NRC GULF ENVIRONMENTAL SERVICES, INC.	NEW DIRECTION ENVIRONMENTAL LLC	1/23/20	1/22/24
576	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/17	1/26/22
557	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/17	1/26/22
556	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/17	1/26/22
555	EPMA CORP DBA JOHNSTONE SUPPLY HOUSTON	COMPETITIVE CHOICE INC.	1/27/17	1/26/22
530	STEEL DIGITAL STUDIOS, INC. DBA STEEL ADVERTISING	THE URBAN CIRCLE LLC	2/7/20	2/6/24
530	ANCHORING HOPES WELLNESS RECOVERY INSTITUTE DBA ANCHORING HOPES	R.U.S.H. UP RECOVERY	7/30/20	7/29/24
529	NORTHROP GRUMMAN CORPORATION, TECHNOLOGY SERVICES, SYSTEMS MODERNIZATION	CASTILLO INFORMATION TECHNOLOGY SERVICES	6/8/19	8/5/21
529	STEEL DIGITAL STUDIOS, INC.	THE URBAN CIRCLE LLC	2/1/20	1/31/24
529	NORTHGATEARINSO	ELEVATIONHR, LLC	2/18/20	2/17/24
529	W.W. GRAINGER, INCORPORATED	BULLCHASE, INC.	9/19/19	9/20/21
529	MASTERWORD SERVICES INC	DONALD L MOONEY ENTERPRISES, LLC	11/22/19	11/21/23
506	THE RICHARDS GROUP, INC.	J & T PETERSON DEVELOPMENT, LLC	6/24/20	12/23/20
458	OPENSKY TECHNOLOGY SOLUTIONS, LLC.	GUARDIAN ZONE, LLC	2/21/19	2/20/21
403	SEMPER FEYE SOLUTIONS, INC.	ADVANTAGE GLOBAL LOGISTICS, INC.	9/2/19	9/1/21
362	IGT SOLUTIONS COPORATION	HIGH TOP TALENT AND EVENT STAFFING	7/16/18	7/15/22
332	DELL MARKETING LP	SUMMUS INDUSTRIES, INC.	8/1/18	7/31/22
332	BARRACUDA NETWORKS	SOLID BORDER, INC.	1/12/18	1/11/21
332	PALO ALTO NETWORKS, INC.	SOLID BORDER, INC.	1/7/18	1/6/21
313	SENSE CORP	VENTAS CONSULTING, LLC	10/19/18	10/19/20
303	J. T. VAUGHN CONSTRUCTION, LLC	ATX ENVIRONMENTAL SOLUTIONS, LLC	8/5/19	8/5/21

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