DIVISION OF FINANCE

Procurement Services
HUB Program

TEXAS A&M UNIVERSITY

October 6, 2014

Supplemental Summary for FY 2014 Annual HUB Report for Agency 711

Texas A&M University continues to promote the inclusion of Historically Underutilized Businesses in all areas of procurement. The university's strategy to meet or exceed HUB goals is to outline support for good faith effort opportunities and create an environment that will increase the inclusion of qualified minority and women-owned businesses in the procurement process. The good faith efforts are successful tools in building relationships and business with our HUB partners.

Texas A&M University continues inreach and outreach initiatives that target HUB suppliers for procurement opportunities and achieve the HUB Program's mission by supporting a positive plan that engages the following activities:

- Maintain an updated website to enhance the informational value of the HUB Program resources, data and reports
- Analyze procurement data to identify procurement categories where HUB spend has the greatest potential to increase
- Encourage and assist qualified minority and women-owned businesses to become HUB certified
- Continue to advance the model and character of the Memorandum of Cooperation with the Texas Association of African American Chambers of Commerce (TAAACC) and the Texas Association of Mexican American Chambers of Commerce (TAMACC)
- Continue to recruit and manage Mentor/Protégé relationships
- Partner with the local Small Business Development Center in conducting workshops throughout the year to promote the HUB Program
- Partner with the local Chamber of Commerce in developing a recognition process for minority and women-owned businesses within the local area
- With the outsourcing efforts underway, it is imperative that the university collaborate with the general contractors in recruiting, developing, and mentoring HUB subcontractors.

Although the HUB spend percentage decreased in FY14, this was the second full year of the significant outsourcing effort on the Texas A&M University campus which, for HUB reporting purposes, shifts the HUB expenditures for dining services, building maintenance, landscape services and custodial services from Texas A&M to our outsourcing partners. This HUB reduction was a consequence that we anticipated and acknowledged as we awarded these cost-saving outsourcing agreements. Texas A&M University remains committed to growing the subcontracting opportunities for HUB partners.

The university will continue to make the HUB Program a priority and expand its efforts to grow the opportunities and business relationships with certified HUB businesses. As an example of our commitment, in FY14, of the 14,207 bid opportunities solicited, 7,707 of 54% were submitted to HUB suppliers.

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