



TEXAS DEPARTMENT OF AGRICULTURE COMMISSIONER SID MILLER

Supplemental Letter for the FY 2016 Annual HUB Report – Agency 551

The Texas Department of Agriculture (TDA) is committed to creating a level playing field on which Historically Underutilized Businesses (HUBs) can compete fairly and participate in the performance of contracts and subcontracts relating to all of the Department's procurement activities.

The agency made significant strides to increase good faith efforts in fiscal year 2016 hosting one of the largest small business outreach events in collaboration with the U.S. Small Business Administration during National Small Business Week. TDA collaborated with the Governor's Office, State legislators, City of Austin's Small & Minority Business Resources, Community Development Financial Institutions and key divisions within the agency including remarks given by Commissioner Sid Miller. Maria Contreras-Sweet, Administrator of the Small Business Administration, gave opening remarks using technology to broadcast the message.

Good faith efforts outreach initiatives:

- The agency participated as an exhibitor at Senator West's annual Spot Bid Fair spending a total of \$444,725.54 with HUB companies. Ranking the agency as the top agency spending the most with HUBs, more than doubling the amount spent with HUBs at this event in fiscal year 2015.
- Exhibited at the Texas Association of African American Chambers of Commerce's annual conference;
- Presented to business students at Huston-Tillotson University on the HUB program;
- Participated in the Central Texas Small Business Forum;
- Exhibited at the annual Houston Minority Supplier Development Council's Expo;
- Presented at the Central Texas SBA Women's Business Center Roundtable event;
- Exhibited at the Bexar County's 15th Annual Small, Minority, Women and Veterans Business Owners (SMWVBO) Conference;
- Represented the agency on a panel at the Tri-County Black Chamber of Commerce Annual Plan of Work Conference;
- Purchasing staff exhibited at the Texas Retirement System's 15th Annual Purchasing and HUB Connection Networking Forum;
- Actively, participated in HUB Discussion Workgroup meetings;
- Hosted HUB vendor meetings to provide information on TDA's procurement process and potential contracting opportunities with the agency;
- HUB and purchasing staff increased efforts to identify potential HUB vendors resulting in two pending Mentor Protégé agreements both in the information technology industry;
- Identified federal grant program opportunities to include payments made to minority and women-owned businesses; and
- In addition to the reportable HUB expenditures, there was a total of \$85,020.01 in non-reportable HUB expenditures during this reporting period. Capturing the non-reportable HUB expenditures provides a better representation of the agency's actual HUB performance with opportunities available to HUBs.

The Department's good faith efforts have led to an overall increase in HUB expenditures by approximately 33.4% as reflected in the FY15 and FY16 annual HUB reports. In comparison to the FY15 annual report, TDA more than tripled its HUB participation across all procurement categories with utilization in all certified HUB groups.

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Respectfully,

Dinita Caldwell, Director of HUB/MWBE Programs