

**SUBJECT:** Supplemental Summary for FY 2016 Annual HUB Report for Agency 556

Texas A&M AgriLife Research (AgriLife Research) remains firmly committed to increasing the utilization of Historically Underutilized Businesses (HUB). Our active participation in Economic Opportunity Forums, as well as, the Texas University HUB Coordinators Alliance, and the HUB Discussion Workgroup, provides important opportunities to meet prospective HUB vendors, network with other state agencies and share strategies for improving HUB participation.

AgriLife Research, a founding member of the Texas A&M University System (TAMUS) Cooperative Mentor-Protégé Program, continues to actively seek both mentors and protégés to participate in the program.

In an effort to provide greater access for HUB businesses, AgriLife Research continues to work closely to encourage, notify and assist qualifying businesses with the HUB certification process. This includes not only providing education on state HUB Certification, but also visiting meeting with vendors to provide guidance regarding state purchasing in general, our agency purchasing processes, and the TAMUS Cooperative Mentor-Protégé Program. During Fiscal Year 2016, the AgriLife Research HUB Office has assisted vendors in completing the HSP subcontracting plans for numerous construction projects by identifying numerous potential and existing HUB vendors;

A substantial percentage (37.95%) of AgriLife Research's biddable purchases were made against existing contracts, such as: State Term contracts, TXMAS contracts, DIR contracts, TAMU System-wide contracts, and E & I Cooperative contracts, as they represent the best value for the agency in both time and financial savings. Given the agricultural, highly technical, and scientific nature of the majority of our purchases, it is often difficult to find HUB vendors. Of the purchases made by AgriLife Research, 38.46% were sole source purchases, available only from the manufacturer.

Through a cooperative effort, Texas A&M AgriLife Purchasing Department and Administration have written agency purchasing procedures to require a minimum of six bids, four from HUB vendors, for all purchases in excess of 10,000. For purchases under \$10,000, units are diligent in their efforts to place orders that fall below the bidding threshold with HUB vendors. For purchases requiring bids, 11.70% of the HUB vendors solicited responded, with less than 12.30% of those responding being competitive enough to receive an award.

Training on the HUB Program is provided to faculty and staff located in College Station, as well as to those off campus faculty and staff during the AgriLife Conference.

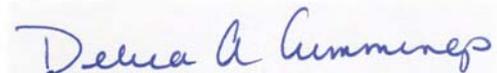
The agency outreach activities during Fiscal Year 2016 include the following:

1. HUB Discussion Work Group – December 4, 2015 and August 23, 2016
2. TUHCA Quarterly Meetings – November 3, 2015 and June 18, 2016
3. Bexar County Contracting Conference & TAMUS Meeting for HUB Coordinators/Directors – December 8-9, 2016
4. State HUB 2016 Procurement Connection & EXPO, Beaumont, TX - February 18, 2016
5. 2016 Procurement Connection & EXPO – Spot Bid Fair, Irving, TX – May 9-10-2016
6. El Paso 11<sup>th</sup> Procurement and Contracting Symposium – El Paso, TX – 8/4/2016
7. 2016 Procurement Connection Seminar and Expo – Austin, TX – August 24, 2016

Sincerely,



Dee Ann Schneider, C.T.P.M.  
Director of Purchasing and HUB



Debra A. Cummings  
Assistant Director for Fiscal Services