TEXAS A&M UNIVERSITY COMMERCE

SUPPLEMENTAL LETTER FOR FY 2014 ANNUAL HUB REPORT FOR AGENCY 751

Texas A&M University-Commerce Historically Underutilized Business Program is fully committed to a Good Faith Effort to increase HUB opportunities to compete for contracts and purchases, increase the number of contracts awarded to HUB firms, create a fair and open competitive market, and improve community awareness. The goal of A&M-Commerce is to maximize the Historically Underutilized Business's (HUBs) opportunities to participate in all procurement opportunities.

A&M-Commerce supports many key initiatives of promoting the HUB Program in order to maximize HUB participation and performance:

- Continued membership in the Texas University HUB Coordinator's Alliance (TUHCA), of which A&M-Commerce was one of the founding members, to share in the effort of participation through forums, newspaper and magazine advertisements, minority development organization associations, and networking opportunities.
- A&M-Commerce joined the Public Business Diversity Alliance of North Texas. This is a cooperative initiative of the member entities of North Texas to address business development and minority and women-owned business participation in public procurement opportunities.
- A&M-Commerce is increasing its outreach efforts in the DFW area.
- Attendance at minority and women-owned focused conferences, trade shows, and spot bid fairs within the buying region of A&M-Commerce and other parts of the State of Texas.
- A&M-Commerce solicits/notifies Chamber of Commerce and Contractor Associations in the DFW Area on most RFP and IFB solicitations.
- A&M-Commerce Procurement Services website continues to be an important source of information on HUB vendors for procurements at the department delegated authority level and resource for procurement opportunities for HUB vendors.
- Improve diversity of our HUB expenditures between ethnic groups.
- A&M-Commerce seeks to improve our diversity. Our solicitation efforts for this reporting period include:

AS/M: 32 AS/F: 2 BL/M: 64 BL/F: 1 HI/M: 3 HI/F: 37

AI/M: 4 AI/F: 1 WO/F: 160

A&M-Commerce Accomplishments:

- Travis Ball, Director of Procurement Services & HUB Coordinator, is the immediate Past President of the TUHCA North Region.
- A&M-Commerce assisted in the HUB certification of vendors we do business with.
- A&M-Commerce hosts a vendor fair on a bi-annual basis, in conjunction with the TUHCA quarterly meeting.
- Assigned an additional person to HUB travel in the state.

A&M-Commerce has identified the following areas for improvement:

- Participate and initiate activities that will promote economic opportunities for HUB vendors within the A&M-Commerce region that includes but not limited to the Dallas-Fort Worth area, North Texas, Northeast Texas, and East Texas.
- Recently our University was included in an A&M System-wide initiative to outsource the entire facilities departments. This included Building Maintenance, Custodial, Grounds Maintenance and Construction. With this direction, we have struggled with our HUB numbers especially from the area of construction and renovations. We are seeking to find alternative methods for seeking HUB participation.
- Our University recently outsourced Operation of Technology Services. We must seek ways to increase HUB spend in other areas.
- Continue to improve our diversity of HUB expenditures.

Sincerely,

Travis A. Ball, CTPM, M.S.
Director of Procurement Services and HUB Coordinator
Texas A&M University-Commerce

Procurement Services
P. O. Box 3011 • Commerce, TX 75429-3011 • Phone: 903.468.3000 • Fax: 903.886.5039 • www.tamuc.edu