



GLENN HEGAR TEXAS COMPTROLLER OF PUBLIC ACCOUNTS

P.O. Box 13528 • Austin, TX 78711-3528

Supplemental Letter for Fiscal Year 2015 Semi-Annual HUB Report for Agency 304

The Texas Comptroller of Public Accounts (CPA) continues to be fully committed to making a good faith effort to effectively promote and increase contract opportunities directly with Historically Underutilized Businesses (HUBs) and indirectly through subcontracting opportunities. To date we have spent 29.78% of our expenditures as an agency with HUBs. Our "good faith efforts" to ensure continuing HUB participation include the following:

Mentor Protégé Program:

- We continue to foster agency-sponsored Mentor Protégé agreements, which at this time consist of: Northrop Grumman (mentor) and Strateon Technologies (protégé) and B2GNow (mentor) and The Entermedia Group, LLC (protégé)

Economic Opportunity Forums (EOFs) Hosted/Co-Hosted by CPA:

- During this FY15 the Comptroller's office has hosted/co-hosted one Procurement Connection Seminar & EXPO. The Economic Opportunity Forums (EOF) was held in Beaumont.

HUB Outreach:

- Aggressively contacted and encouraged agency's non-certified HUB vendors in obtaining Texas HUB Certification.
- Aggressively contacted and encouraged HUB vendors to review Procurement Opportunities on the Electronic State Business Daily.
- A HUB Subcontracting Plan was included in all formal solicitations \$25,000 and over, to increase subcontracting opportunities with HUB vendors.
- Aggressively contacted Non-HUB vendors to consider subcontracting with Texas Certified HUBs
- Provided assistance to e-mail and phone inquiries from HUB vendors requesting information on how to do business with the state, how to obtain Texas HUB certification, and how to register on the CMBL.
- Participated in HUB Discussion Workgroup meetings whose mission is to promote and enhance an effective statewide HUB Program through education, networking, and proactive feed-back.
- Participated in ten EOFs to actively recruit HUB vendors and provide assistance on "How to Do Business" with the Comptroller's Office.
- Invited twenty-six vendors to meet the purchasing staff and conduct a presentation to promote their products and/or services.
- Work diligently with our Memorandum of Cooperation (MOC) partners, the Texas Association of African American Chambers of Commerce (TAAACC), the Texas Association of Mexican American Chambers of Commerce (TAMACC) and the Dallas/Fort Worth Minority Supplier Development Council to enhance education on "How to Do Business" with the Comptroller's Office and promotes their EOFs with bid opportunities.

The Comptroller's office will continue to strengthen its agency's HUB Program by working to increase opportunities for HUB participation in all categories. If you have any questions, please call Stephen McDonald at (512) 475-5654.

Stephen McDonald
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