

# FY 2023 HISTORICALLY UNDERUTILIZED BUSINESS REPORT

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CENTRAL HEALTH



# WHAT IS A HUB PROGRAM?



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## **Historically Underutilized Business (HUB)**

Program within Procurement that promotes full and equal procurement opportunities for small, minority, and women-owned businesses. A HUB must be at least 51% owned by one or more persons who are economically disadvantaged due to their identification as members of these groups above.



## DISPARITY STUDY TIMELINE



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- **FY 2021**
  - BOM and CEO recommended Disparity Study
- **FY 2022**
  - Colette Holt & Associates completed study with the following recommendations:
    - Hire HUB Specialist
    - Create HUB goals
    - Purchase/Implement HUB Software
- **FY 2023**
  - Hired HUB Specialist Margaret Castillo
  - Set HUB goals on 2 solicitations
  - Started HUB software implementation





# ELIGIBLE EXPENDITURES



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HUB programs can only be used for certain procurements according to State statute.

**Eligible Expenditures:** Construction Projects, Special Trade Skills, Commodities, and Professional Services.

**Ineligible Expenditures:** Benefits, claims and judgments, interfund transfers, interagency payments, investments, payment of interest, payment of principal, public assistance payments, rental and leases, utilities, salaries, wages, travel grants, scholarships, real estate purchases, right-of-way, emergency abatement response, healthcare services, and other expenses as determined by the State of Texas Disparity Study.



# FY2023 SOLICITATIONS SUMMARY



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## 63 Solicitations

- Over 32k e-mails were sent to HUB vendors notifying them of protentional opportunities
- 260 proposals submitted were HUB or had HUB Subcontractors

## Solicitations included the following categories:

- Construction(RZ & Hancock), Software, Medical Equipment
- Professional or Consulting Services (Technology and training services , housekeeping)
- Equipment/Goods (medical and network equipment)

## 91 contracts awarded in FY2023

- 15 awards were to HUB prime vendors
- 5 awarded to primes that had HUB Subcontractors identified to participate in the work

## SOLICITATION POSTINGS & TRADE ORGANIZATION OUTREACH



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### **Solicitations are currently:**

- Posted on Central Health's Website, BidNet, and State of Texas Comptroller's Website
- Advertised in the following newspapers; El Mundo, Austin American Statesman & The Villager
- E-mailed to Trade Organizations; Asian Contractors Association, Black American Contractors Association, Hispanic American Contractors Association, Women's Contractors Association and more...
- E-mailed to Austin LGBT Chamber of Commerce, Hispanic American Chamber of Commerce, Austin Area Urban League, Black American Chamber of Commerce, all major City Chambers, and more...
- Distributed at HUB Events



# HUB OUTREACH



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We attended several HUB outreach events, handing out CH HUB information flyers, networking with certified and potential HUBs, informing them how to register with CH:

- Senator Royce West Annual Spot Bid Fair (Dallas TX)
- Texas Facilities Commission HUB Fair – sponsored a table representing Central Health HUB program
- City of Austin - Small & Minority Business Resources-Business Connection - sponsored a table representing Central Health HUB program
- And More

# HUB VENDOR EVENTS AND OUTREACH EFFORTS



**SAVE THE DATE**  Texas Department of Motor Vehicles

**2023** 

**MARKETING FOR SUCCESS**

**9TH Annual HUB VENDOR FAIR** **FREE EVENT**

April 5, 2023  
9:00 AM - 2:00 PM

**State Agencies Universities, Cities, & Counties Exhibiting** **Tables of Experts**

**Presentations:**

- Comptroller of Public Accounts (CPA)
- Department of Information Resources (DIR)
- Tools for marketing
- Capability statements techniques
- Government contracting
- HUB Certification
- CMBL Listing
- DIR Contracting
- Mentor Protégé Program
- Commodity Codes

**Exhibitors include:**

- Texas State Soil Water Conservation
- Comptroller of Public Accounts
- Department of Information Resources
- Texas Workforce Commission
- Department of Family and Protective Services
- University of Texas
- Texas Department of License and Regulation
- Health and Human Services Commission
- San Angelo State University
- Texas Department of Agriculture
- Texas Facilities Commission
- General Land Office
- City of Austin
- Texas Department of Criminal Justice... and MORE!!!
- Texas Dept. of Motor Vehicles
- Lone Star Conference Room
- 4000 Jackson Ave Bldg 1
- Austin, TX 78731
- Joy Simmons, TxDMV Asst. HUB Coordinator
- (512) 465-4177
- Joy.Simmons@bdmv.gov

[REGISTER HERE](#) [HUB@bdmv.gov](mailto:HUB@bdmv.gov)

DOING BUSINESS TEXAS STYLE

**SPOT BID FAIR & HUB EXPO**

**MAY 23-24, 2023**

IRVING CONVENTION CENTER

THE 2022 SPOT BID FAIR AWARDED MORE THAN \$2.4 MILLION IN CONTRACTS FOR GOODS AND SERVICES.

Join us in person for state procurement trainings and panel discussions, networking with state agencies and real-time bid opportunities!

**FREE ADMISSION - REGISTRATION REQUIRED**

**REGISTER NOW**

The "DOING BUSINESS TEXAS STYLE" SPOT BID FAIR is sponsored by State Sen. Royce West and the Comptroller of Public Accounts' Statewide Historically Underutilized Business (SHUB) Program.

FOR MORE INFORMATION, CONTACT THE EVENT/MAILING PROGRAM MANAGER AT: [info@doingbusiness.com](mailto:info@doingbusiness.com)



 **Yolanda Strey CTPM, CTCM** + Following  
HUB Director at Texas Facilities Commission  
2h • 

Mark Your Calendars!!

 **Texas Facilities Commission**  
1,473 followers  
3h • 

Prime Contractors, Subcontractors, Trades, Small Businesses & HUBs.  
Save the Date: August 30, 2023, for the Texas Facilities Commission - HUB Huddle & Expo. Network and learn of new business opportunities.

**TEXAS FACILITIES COMMISSION**  
2023 HUB HUDDLE & EXPO


*Save the Date*


**August 30, 2023**  
Barbara Jordan Building, 1601 Congress Ave.  
Austin, Texas 78701 | 9AM-4PM




**2023 CITY OF AUSTIN'S**  
**MINORITY & SMALL BUSINESS CONNECTION**

The City is open for business. Join us to learn how to grow your business, get resources and more.

 Tuesday, Sept. 12  
8 a.m. - 6 p.m.

 Palmer Events Center  
900 Barton Springs Rd.



WorkQuest


ABOUT PRODUCTS SERVICES LOCATIONS NEWS EVENTS BLOG CONTACT

Celebrate with us!

**16TH ANNUAL ARTIE LEE HINDS AWARD DINNER & 35TH ANNUAL PRODUCTS AND SERVICES EXPO**

On behalf of WorkQuest, we would like to extend an invitation to you and your colleagues to take part in the upcoming

**16th annual Artie Lee Hinds Award Dinner and the 35th annual Products and Services Expo.**

 TEXAS DEPARTMENT OF LICENSING & REGULATION


**TDLR's First Annual**  
**BREAKING BOUNDARIES**  
HUB Expo




October 23, 2023, 9 a.m. - 3:30 p.m.  
Commons Conference Center  
University of Texas  
10100 Burnet Fwy, Bldg 137, Austin TX 78758

**AGENDA**

- 9 - 9:30 a.m. Registration and Networking
- 9:30 a.m. - 3:30 p.m. Visit Expo Exhibits
- 9:30 - 9:45 a.m. Opening Remarks and Introductions  
**Mike Arismendez**, Executive Director  
State Agencies Co-Sponsors Introductions
- 9:45 - 10 a.m. Mentor Protégé Presentation (Evolv & 3rd I Procurement)
- 10 - 11 a.m. Mentor Protégé Presentation (Taurus Technologies & Tekgration)
- 11 - 12 p.m. Texas Comptroller of Public Accounts (CPA) Presentation
- 1 - 2 p.m. Department of Information Resources (DIR) Presentation
- 2 - 3 p.m.

Much appreciation to all state agencies participating as co-sponsors. Lunch on your own or optional. Cafe is on-site.



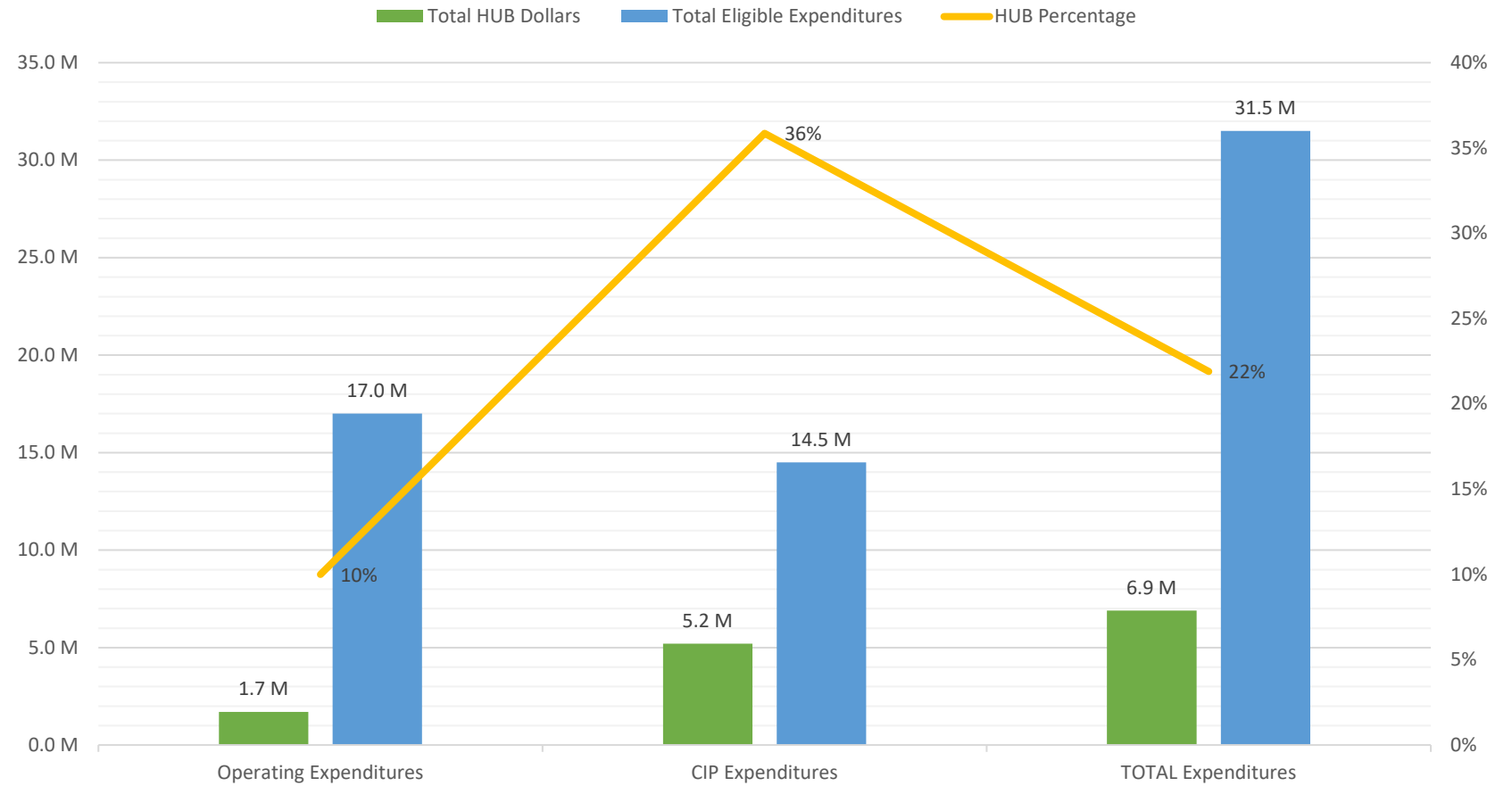


# FY 2023 OPERATING AND CIP EXPENDITURES



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## FY 2023 Operating and CIP Expenditures



Numbers in Millions

# FY 2023 HUB COMPARISON TO OTHER GOVERNMENT ENTITIES



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<b>Entity Name</b>	<b>Eligible Expenditures</b>	<b>HUB Dollars</b>	<b>Percentage</b>
City of Austin	\$1,823,635,181	\$116,382,341	6%
Travis County	\$202,842,193	\$38,710,943	19%
State of Texas	\$29,334,301,886	\$3,754,520,230	13%
<b>Central Health</b>	<b>\$31,486,937</b>	<b>\$6,857,984</b>	<b>22%</b>

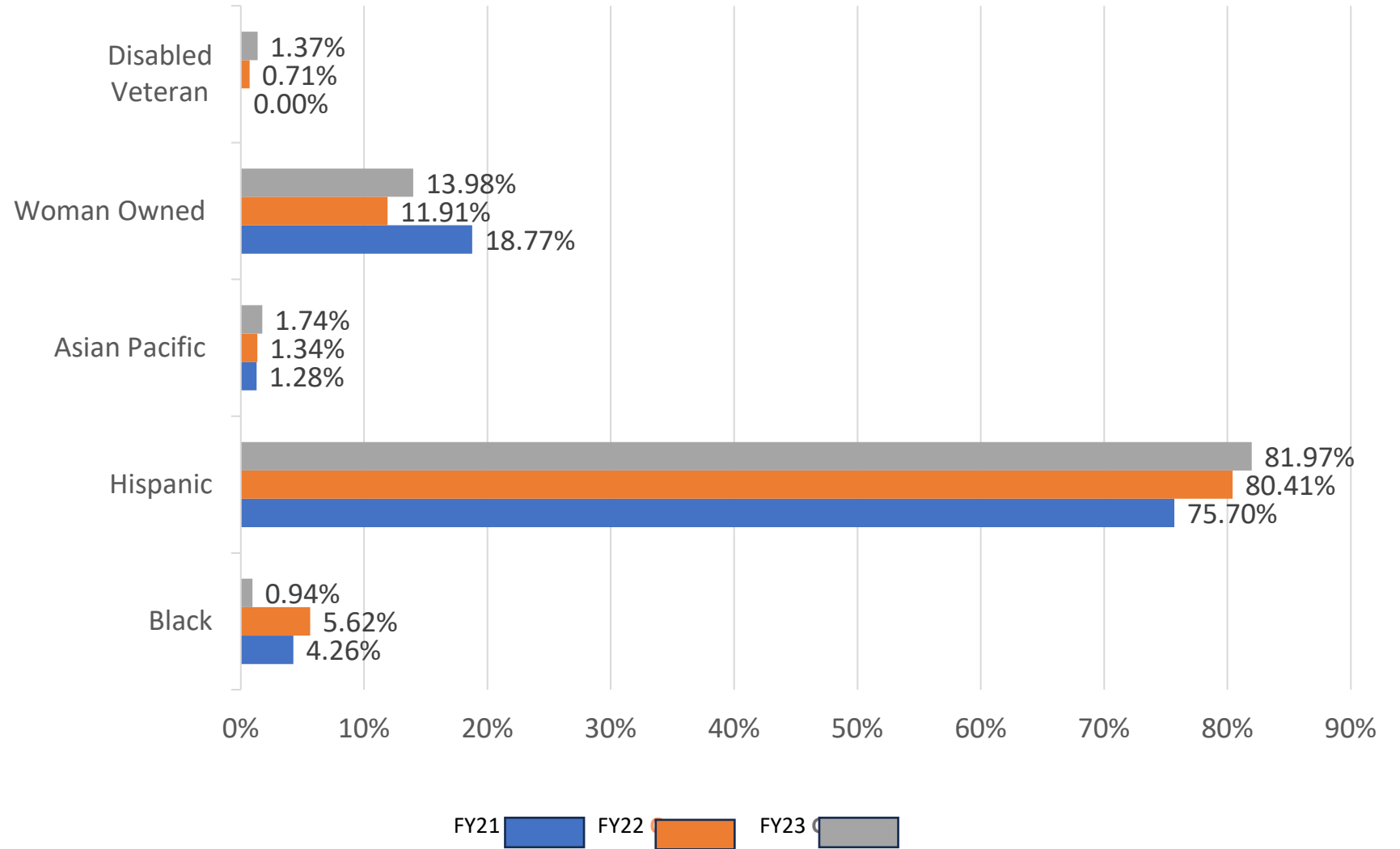
Data taken from entity websites

# 3 YEAR HUB SPEND BY CLASSIFICATION



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### 3 YEAR HUB SPEND BY CLASSIFICATION



# HUB SPEND BY ETHNICITY/GENDER



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Description	Ethnicity/Gender	Dollars
Native American Male	AI/M	\$ 1,330
Native American Female	AI/F	\$ -
Woman Owned/Female	WO/F	\$ 959,060
Asian Pacific Male	AS/M	\$ -
Asian Pacific Female	AS/F	\$ 117,849
Black American Female	BL/F	\$ 62,315
Black American Male	BL/M	\$ 2,075
Hispanic American Female	HI/F	\$ 2,301,685
Hispanic American Male	HI/M	\$ 3,320,057
Disabled Veteran Male	DV/M	\$ 93,614
		<b>\$ 6,857,984</b>

# CENTRAL HEALTH HUB MARKETING TOOLS



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## FAIR & EQUAL PROCUREMENT OPPORTUNITIES

Central Health's  
Historically Underutilized  
Business (HUB) Program  
encourages minority and  
woman-owned companies  
to do business with us.

ARE YOU  
HUB-CERTIFIED?



SIGN UP TO LEARN ABOUT  
UPCOMING OPPORTUNITIES



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CENTRALHEALTH.NET/BUSINESS-OPPORTUNITIES



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## OPORTUNIDADES DE CONTRATACIÓN JUSTAS Y EQUITATIVAS

El Programa de Empresas Históricamente  
Subutilizadas (HUB) de Central Health facilita  
nuestros negocios con empresas propiedad de  
minorías y mujeres.

El programa promueve los principios sensibles a razas y sexos, para motivar que las empresas de mujeres y minorías hagan negocios con nosotros.

Central Health reconoce todas las acreditaciones locales y estatales, incluyendo:

- Departamento de Recursos para Negocios Pequeños y de Minorías de la Ciudad de Austin (MBE/WBE)
- Oficina del Contralor General del Estado de Texas (HUB)
- Agencia Regional de Certificación del Sur Central de Texas (SCTRCA)



INSCRÍBASE PARA OBTENER INFORMACIÓN SOBRE LAS  
PRÓXIMAS OPORTUNIDADES:

CENTRALHEALTH.NET/BUSINESS-OPPORTUNITIES

Para obtener más información, contacte a Margaret A. Castillo al 512.978.8247 o HUB@centralhealth.net.

Visítenos en línea en [centralhealth.net](http://centralhealth.net), y síganos en nuestras redes sociales en @CentralHealthTX.



# B2GNOW HUB SOFTWARE



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B2GNow offers comprehensive functionality for managing all aspects of our diversity, workforce, and labor compliance programs.

- B2GNow stores a list of HUB vendors utilized by the State of Texas and City of Austin.
- We utilize B2GNow to help set HUB goals, verify current vendors' HUB status, contract compliance, and report on HUB dollars spent by category and ethnicity/gender.
- B2GNow allows prime contractors to enter the dollars paid to HUB subcontractors. HUB subcontractors can then verify those amounts in the system.
- Other government entities that utilize B2GNow are City of Austin, Capital Metro, Comptroller's Office, and TXDOT.

# LOOKING FORWARD



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- Full implementation of B2GNow Software
- Continue to increase our HUB Participation, refine and update policies and procedures
- Partner with local organizations to sponsor HUB events
- Continue to look for opportunities to partner with Community stake holders & groups

Questions or Comments?