



STATE PRESERVATION BOARD

The Honorable Greg Abbott, Governor, Chairman
The Honorable Dan Patrick, Lieutenant Governor, Co-Vice Chairman
The Honorable Dennis Bonnen, Speaker of the House, Co-Vice Chairman
The Honorable Bryan Hughes, Texas Senate
The Honorable Charlie Geren, Texas House of Representatives
Alethea Swann Bugg, Citizen Board Member
Rod Welsh, Executive Director

809 - Fiscal Year 2020 Annual HUB Report Supplemental Letter

The State Preservation Board continues to be fully committed to making a good faith effort to conduct business with HUB certified businesses to achieve the goals of the HUB program while sustaining a fair, open and competitive procurement process. Our ongoing "good faith efforts" to promote HUB participation include:

- Facilitate vendor presentations providing HUBs the opportunity to introduce their products and services to agency staff and conduct one-on-one specialized forums with HUBs and procurement staff to provide vendors with a better understanding of how to do business with the agency;
- Post HUB program and bid opportunity information on the Agency's web site and maximize the use of certified HUB vendor lists when soliciting bids/proposals;
- Attend all agency pre-bid meetings and give instruction on successful completion of the HUB Subcontracting Plan.

As a result of our good faith efforts, the agency awarded eighty-two (82) contracts to certified HUB vendors in FY 20. Notable FY 20 HUB contracts include security traffic barrier maintenance services, digital marketing services; museum exhibit graphics production and installation, interior painting services, and fire sprinkler system maintenance services.

The majority of HUB reportable agency funds are spent on either competitively bid projects or for the purchase of specialized goods and services. The agency requested competitive bids on thirteen (13) projects in FY 20. Of the 621 HUBs solicited for competitive bids, only 1.4% of these businesses responded with a bid. As a result of the unique mission of the State Preservation Board, the agency contracts directly with vendors for many highly specialized goods and services where the HUB vendor base is very limited or non-existent. One example is the leasing and ongoing maintenance of the IMAX® projection system at the Bullock Texas State History Museum. Another example from the Museum operation is the leasing of traveling exhibits for display in the temporary exhibit area. An additional challenge for the agency HUB program is the purchase of products for resale in the Capitol and Museum Gift Shops and in the agency ecommerce operation. The purchase of products for this auxiliary enterprise accounted for 48% of the agency's HUB reportable commodities contracts and 14% of agency HUB reportable expenditures overall. Typically, these items are unique products available from only one vendor or are products that are mass-produced and available at the best price from large, national suppliers. The agency must choose resale products that satisfy the needs of our visitors, while providing the most profitable return for this self-funding enterprise that provides a vital source of revenue for the agency.

Linda Gaby, CTPM, CTCM

Director of Administration/Purchasing Manager/HUB Coordinator