UTSA HUB Program FY 2017 Update

Bruce Williams II, HUB Program Manager
Purchasing & Distribution Services
FAR Meeting
March 28, 2018

Office of Financial Affairs (http://www.utsa.edu/financialaffairs/)
2017 HUB Accomplishments

• Offering training and development for over 50 vendors

• HUB Vendor Fairs both Downtown and Main campus had amazing number of attendance
  • 700 people (staff, faculty, and students)
  • Over 50 vendors registered and presented at the event
2017 HUB Accomplishments

• Attended over 15 events which included:
  • Presentations to San Antonio HUB vendor community
  • Sat on Senator Royce West Spot Bid fair panel of HUB coordinators in Dallas Texas.

• Re-establishment of the Staff Coordinating Group

• Implementation of New Mentor Protégé Program

• Implemented major HUB vendor with UTSA Rowdy Exchange procurement system
2017 HUB Accomplishments

- The SAGE & UTSA Eastside Development Academy (SED) has been developed and organized to help provide assistance for businesses that are:
  - Historically Underutilized Business (HUB)
  - Small, Minority, Woman-Owned
  - Disabled-Veteran Business that qualify for HUB certification and seeking help to grow their business on the Eastside of San Antonio
2017 HUB Accomplishments

- The SED Academy provided over twenty hours of development education for HUB vendor through workshops, hands-on seminars and networking functions over a course of seven class period
  - State Texas purchasing process and procedures orientation and certification
  - Purchasing processes - Solicitations 101 and cooperative contracts
  - Contracts and cooperative contracts
  - Access to capital/finance and strategic partners
  - Technical resources
  - Business law
  - Doing business and marketing your business
  - Building relationships through great customer service
FY 2018 Future of HUB Program

• Utilizing HUB vendors that are part of our major contracts operatives such as the following UT Supply Chain Alliance contracts

• HUB social media accounts for marketing

• Forecasting of major contracts for the following fiscal year to prepare and qualify all vendors for the upcoming opportunities

• Develop an outreach plan to build relationship with the key demographic ethnicities who have dropped in number past three years and develop for upcoming opportunities

• Development of vendor scorecard

• Redevelopment of HUB recognition program
## FY 2017 Final HUB Numbers

<table>
<thead>
<tr>
<th>Category</th>
<th>HUB Goal*</th>
<th>Total Expenditures</th>
<th>Total HUB Expenditures</th>
<th>HUB Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Heavy Construction</td>
<td>11.20%</td>
<td>$168,078</td>
<td>$168,078</td>
<td>100.00%</td>
</tr>
<tr>
<td>Building Construction</td>
<td>21.10%</td>
<td>$8,342,029</td>
<td>$5,356,186</td>
<td>64.21%</td>
</tr>
<tr>
<td>Special Trade</td>
<td>32.70%</td>
<td>$16,061,800</td>
<td>$11,734,322</td>
<td>73.06%</td>
</tr>
<tr>
<td>Professional Service</td>
<td>23.60%</td>
<td>$2,456,053</td>
<td>$1,153,211</td>
<td>46.95%</td>
</tr>
<tr>
<td>Other Services</td>
<td>24.60%</td>
<td>$13,131,293</td>
<td>$2,474,131</td>
<td>18.84%</td>
</tr>
<tr>
<td>Commodity</td>
<td>21.00%</td>
<td>$30,574,083</td>
<td>$6,388,776</td>
<td>20.90%</td>
</tr>
<tr>
<td>Total*</td>
<td></td>
<td>$70,733,338</td>
<td>$27,274,705</td>
<td>38.56%</td>
</tr>
</tbody>
</table>
UTSA FY 2017 HUB Ranking

• UTSA is ranked 6\textsuperscript{th} among all State Agencies with a HUB Goal of 36.32%

• Ranked 3\textsuperscript{rd} of all “Higher Education Agencies” in the State of Texas
QUESTIONS
Thank you!

The University of Texas at San Antonio

Your partner for successful solutions