HUB Certification and Regional Resources
AGENDA

- The Comptroller of Public Accounts – Statewide Procurement Division
- Historically Underutilized Business (HUB) Program
- HUB Certification
- Memorandums of Agreements (MOAs)
  - DFW Minority Supplier Development Council
  - El Paso Hispanic Chamber of Commerce
- Regional Small Business Resource
  - Small Business Development Center at UTSA – San Antonio
- Questions and Answers
HOST SPEAKERS

Maya Ingram
Statewide HUB Program Manager
Texas Comptroller of Public Accounts

Lynn Hodde, Director
HUB, Outreach and Training
Texas Department of Information Resources
GUEST SPEAKERS

Andrew Nash, Director of Operations
Dallas/Fort Worth Minority Supplier Development Council, Inc.

Terri Reed, Director
MBDA Business Center - El Paso operated by El Paso Hispanic Chamber of Commerce

Richard Sifuentes, Director
UTSA Small Business Development Center
The University of Texas at San Antonio
The Office of the Texas Comptroller of Public Accounts was originally created in 1835.

The Texas Comptroller is the chief steward of the state's finances, acting as tax collector, chief accountant, chief revenue estimator and chief treasurer for all of state government.

The Statewide Procurement Division within the Comptroller’s office, provides oversight of state procurement and contracting.

It connects vendors with state purchasers and contract opportunities and helps state and local governments procure non-IT goods and services.
The Comptroller connects:

- vendors with state purchasers and contract opportunities,
- helps state and local governments procure non-IT goods and services by making the state’s contracts easily available through the TxSmartBuy System, and
- Trains and certifies state purchasers throughout the state.
The Comptroller’s office administers the Historically Underutilized Business (HUB) Program.

The HUB Program is the state’s small business advocate.

The HUB Program provides small, woman, minority, and service-disabled veteran owned businesses to certification as small businesses.
HUB CERTIFICATION IS A MARKETING TOOL TO ASSIST YOUR SMALL BUSINESS SELL TO THE STATE.

HUB Certification guarantees the small business an opportunity to bid in state procurements.

It’s the HUBs responsibility to market your business to the state agency and state universities.
HUB Qualifications:

- Small business with 51% ownership held by:
  - Asian-Pacific American
  - Black American
  - Hispanic American
  - Native American Indian
  - American Woman
  - Service-disabled veteran with (20% service disability)
HUB Certifications includes:

- 4 year free certification
- Guaranteed “good faith effort” participation in state agency and state university procurements
- NIGP profile description
- HUB Directory Listing
- Free participation at state economic development forums and trainings
- Free networking events
Centralized Master Bidders List (CMBL) is State Vendor List: [https://comptroller.texas.gov/purchasing/vendor/cmbl/](https://comptroller.texas.gov/purchasing/vendor/cmbl/) - $70 annual fee

FREE HUB Certification: [https://comptroller.texas.gov/purchasing/vendor/hub/](https://comptroller.texas.gov/purchasing/vendor/hub/)

Call: 888-863-5881 from more information

Email: StatewideHUBProgram@cpa.Texas.gov
The Statewide HUB program maximizes certifications by pursuing certification agreements with local governments and non-profit organizations in Texas that also certify small businesses under the same standards and requirements as the HUB program.

THE Memorandums of Agreements (MOAs) are listed at:
- Our MOAs certify their member small businesses.

- As a courtesy the small business certification documentation is shared with the Statewide HUB program for an additional free certification.

- The MOAs allow for the Statewide HUB Program and the MOA entity to share outreach, education and training.
Benefits of becoming a Certified Minority Supplier include:

- A nationally recognized minority business certification.
- Local, regional and national referrals to Buying Entity (corporations and public sector agency) members.
- Inclusion in the D/FW MSDC and National Minority Supplier Development Council MBE computer databases.
- Participation in educational programs and workshops to assist in personal, professional and business growth.
- Multi-tier and MBE-to-MBE business opportunities.
- State of Texas Certification, and
- SBE Certification (DFW Airport, Dallas County, and City of Fort Worth Programs).
- Registration as a client with the MBDA Dallas/Fort Worth Business Center (ranked outstanding and one of the top 10 MBDA Centers in the country).
2019 Performance

- $166,076,366 Awarded Contracts
- $40,760,544 Awarded Financial Transactions
- 384 Top Jobs Created & Retained
- Ranked as an Outstanding MBDA Center eight out of nine past years

About Us

Established in 1973, the Dallas/Fort Worth Minority Supplier Development Council (D/FW MSDC) is a nonprofit business organization that certifies, connects, develops and advocates for minority owned businesses and is a sourcing resource for corporate and public sector buying entities. The mission of the D/FW MSDC is to encourage and facilitate procurement and business opportunities between Buying Entity Members and Certified Minority Business Enterprises (MBEs). The participation, volunteer work and financial support of our stakeholders and members has helped the Council deliver needed programs, connect MBEs to business opportunities and create jobs in our community.

The D/FW MSDC is an affiliate of the National Minority Supplier Development Council (NMSDC), a network of national and international Councils that advance business opportunities for certified minority business enterprises and connects them to corporate and public sector agency members.
2019 SNAPSHOT
YEAR IN REVIEW

$18.0 Billion
IN MINORITY BUSINESS REVENUES REPORTED

980 CERTIFIED ETHNIC MINORITY-OWNED BUSINESSES (96 OUT-OF REGION HEADQUARTERED)

510 REGIONAL & NATIONAL BUYING ENTITY PARTNERS

50,870 EMPLOYED BY CERTIFIED MINORITY-OWNED BUSINESSES (INCLUDING 28,330 ETHNIC MINORITY EMPLOYEES)

7,108 BIDS, PLANS PROPOSALS DISSEMINATED

76/18 NORTH TEXAS CITIES/COUNTIES SERVED

Dallas/Fort Worth Minority Supplier Development Council, Inc.
Meaningful Connections. Impactful growth.
certify

Recognized by Corporate America as the premier certifying organization for ethnic minority-owned businesses (Asian American, African American, Hispanic American and Native American)

by ethnicity
- NATIVE AMERICAN 5%
- AFRICAN AMERICAN 42%
- ASIAN AMERICAN 28%
- HISPANIC 25%

by gender
- 31%
- 69%

by revenue class
- CLASS 1 44% <$1M
- CLASS 2 36% $1M-$10M
- CLASS 3 16% $10M-$50M
- CLASS 4 4% >$50M

by industry
- PROFESSIONAL SERVICES 32%
- CONSTRUCTION 28%
- I.T. 18%
- ENERGY 1%
- FOOD & BEVERAGE 2%
- TELECOM 3%
- HEALTH CARE 4%
- MARKETING 6%
- PRODUCTS 6%

by service area
- 48% National
- 23% Regional
- 15% Local
- 14% International

- 980 Certified Minority-Owned Business Enterprises (MBEs)
- 26 Outstanding Volunteer Certification Committee Members
- 19.4 Average Business Days Processing Time (from receipt of complete application)
- 20 Expedited New Certifications Processed
- 3rd Party Certification
  - State of Texas Historically Underutilized Businesses (HUB) program
  - SBE certification
  - Acceptance by the City of Fort Worth
  - Acceptance by Dallas County
El Paso Hispanic Chamber of Commerce
(915) 566-4066
2401 E Missouri 79903
Monday-Friday
9:30 a.m. - 4:30 p.m.

FIND US:

El Paso Hispanic Chamber
EPHCC
EPHCC
EPHCC

#YoSoyEPHCC
OUR VISION

The Vision of the El Paso Hispanic Chamber of Commerce is to continue to be a core component for the El Paso Region in fostering Entrepreneurial Economic Development where our existing companies are growing, where our entrepreneurs are reaching new horizons and where our small, minority and women owned businesses are thriving and out pacing all other markets.
ETA CENTERS

ENTREPRENEURIAL TECHNICAL ASSISTANCE CENTERS
We are a non-profit organization whose mission is to assist women in achieving their dreams and to improve our community by helping them to start and run successful businesses, regardless of social or financial disadvantage, race, ethnicity or business background.

**ONE-ON-ONE BUSINESS COUNSELING**
- Personal Evaluation
- Business Ownership/Formation
- Business Planning/Management
- Marketing/Financing
- E-commerce
- Resources

**TRAINING PROGRAMS & SERVICES**
- Business Startup (English/Spanish)
- Entrepreneurial Trainings
- Networking Forums:
  - Annual Women's Business Symposium
  - Dynamic Women2Women

#YoSoyEHCC
Our objective is to provide business and technical assistance that helps emerging and existing minority businesses experience significant growth and sustainability and have a long term economic impact through the creation of jobs and revenue.

- For Existing Businesses
- Growing your Business
- Access to Capital
- Procurement Opportunities

- Budget management
- Equipment Rental
- Certifications
MINORITY WOMEN'S ENTERPRISE DIVERSITY CENTER

Mission
To Empower minority women across the country to achieve their entrepreneurial dreams and unleash their full economic potential by helping them start, manage, and grow their businesses.

Who We Are
The MWEDC, funded by a grant through the Minority Business Development Agency and operated by the El Paso Hispanic Chamber of Commerce, focuses on assisting minority-owned businesses across the country to grow their business by connecting them with financing, contracting, and exporting opportunities in addition to providing them with critical business development consulting. This center combines the experience and expertise that business specialists have obtained through operating a successful Women’s Business Border Center and MBA Business Center.

What We Do
Services include business start-up, business growth and development, business training sessions and webinars, small business certification packaging and bilingual business consultations. The center will also work to address other hurdles these businesses face every day, including: access to capital, building business networks for peer support, identifying business opportunities, and understanding the full range of essential skills necessary to lead a business to survive, thrive and grow.

#YoSoyEPHCC
UTSA Small Business Development Center

Richard Sifuentes
Director
SBDC

Small Business Development Centers:

National network for management and technical assistance to the U.S. small business community

UTSA operates the South-West Texas Border SBDC network of 10 field and 4 specialty centers, plus research arm

Located downtown within UTSA’s Institute for Economic Development

Resources to help start and grow small businesses & rural communities
What We Do...

• No-cost, one-on-one, confidential business advising

• Cost friendly workshops designed for small businesses

• Professional referral network

• Access to research resources

• Lifelong business partners
Services

- Business planning
- Market research
- Project costs
- Human resources
- Social media
- Financial accounting

- Website evaluation
- Marketing
- Cash flow projections
- QuickBooks
- Cash budgeting
- Loan packaging

SBDC tailors services to meet the needs of small business owners
79-county SBDC Network covers the following areas:

- San Antonio
- Alpine
- Austin
- Corpus Christi
- Eagle Pass
- El Paso
- Laredo
- Rio Grande Valley
- San Angelo
- Victoria
UTSA SBDC Service Areas

- Atascosa
- Bandera
- Bexar
- Comal
- Frio
- Gillespie
- Guadalupe
- Kendall
- Kerr
- Medina
- Wilson
SBA Financial Assistance Available
For small business affected by COVID-19

• Debt Deferment or Relief:
  – Automatically deferring payments on existing disaster loans thru 12/31/20
    • Reflected in monthly notice
  – SBA Debt Relief Program
    • The SBA will pay the principal and interest of current 7(a), 504 and microloans for a period of six months.
    • The SBA will also pay the principal and interest of new 7(a), 504 and microloans issued prior to September 27, 2020.

• Loans:
  – Express Bridge Loan - $25,000
  – Paycheck Protection Program (PPP)
  – Economic Injury Disaster Loan (EIDL) and EIDL Advance
SBA Resources

- SBA COVID-19 Funding Options

- SBA Disaster Debt Deferral – Contact your loan servicing office
  - Birmingham Disaster Loan Servicing Center:
    - Phone: 800-736-6048
    - Email: BirminghamDLSC@sba.gov
  - El Paso Disaster Loan Servicing Center:
    - Phone: 800-487-6019
    - Email: ElPasoDLSC@sba.gov

- SBA’s Customer Service Center (for Disaster Loans)
  - 1-800-659-2955 / 1-800-877-8339 (TTY)
  - Email: disastercustomerservice@sba.gov

- Paycheck Protection Plan Rules
  - [https://www.sba.gov/paycheckprotection](https://www.sba.gov/paycheckprotection)
SBDC Resources

• UTSA SBDC COVID Business Recovery Accelerator
  – Phone number: 210.458.2272 (CBRA)
  – Email: businessrecovery@utsa.edu
  – Website: www.txsbdc.org/businessrecovery

• UTSA SBDC
  – Phone number: 210.458.2460
  – Email: sasbdc@utsa.edu
  – Website: www.sasbdc.org
Questions & Discussion
UPCOMING EVENTS

HUB Talk Series 4: Minority Trade Organizations
May 27, 2020
10:00 AM
Register Here: https://attendee.gotowebinar.com/register/6538216614637604367

HUB Talk Series 5: Construction Opportunities
June 10, 2020
10:00 AM
Register Here: https://attendee.gotowebinar.com/register/8069002882315741199
Learn how the Statewide HUB program plans to help small businesses in this webinar series of HUB related topics. Guest speakers assist in sharing informational announcements, business development tips and provide answers to questions to help HUBs.

- **HUB Talk Series with CPA and DIR: Marketing Tips for Success in the HUB Program**
  April 15, 2020 @ 10 AM
  - [Webinar Recording](#) | [Presentation Slidedeck](#) (PDF 1.2 MB) | Q&A (DOCX 145 KB)

- **HUB Talk Series with CPA and DIR: Partners in Procurement and HUB**
  April 29, 2020 @ 10 AM
  - [Webinar Recording](#) | [Presentation Slidedeck](#) (PDF 2.5 MB) | Q&A (DOCX)

- **HUB Talk Series #3 with CPA and DIR: HUB Certifications and Regional Resources**
  May 13, 2020 @ 11 AM
  - [Web Recording](#) | [Presentation Slidedeck](#): COMING SOON
Contact Information

Thank You

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Thank You

dir.texas.gov
#DIRisIT
@TexasDIR

Transforming How
Texas Government
Serves Texans