



Statewide Historically Underutilized Business Program



Texas Department of Information Resources

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/cmbll/> - \$70 annual fee

FREE HUB Certification: <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:

<https://comptroller.texas.gov/purchasing/vendor/hub/certification-agreements.php>

- 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.




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



DALLAS/FORT WORTH MINORITY SUPPLIER DEVELOPME NT COUNCIL, INC.

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).



Dallas/Fort Worth
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MINORITY BUSINESS DEVELOPMENT AGENCY
BUSINESSCENTER
U.S. DEPARTMENT OF COMMERCE

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.



Dallas/Fort Worth
Minority Supplier
Development Council, Inc.

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

COMMUNITY



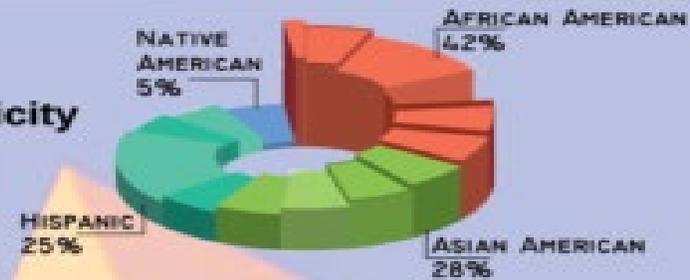
Dallas/Fort Worth
Minority Supplier
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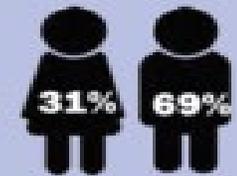
certify

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



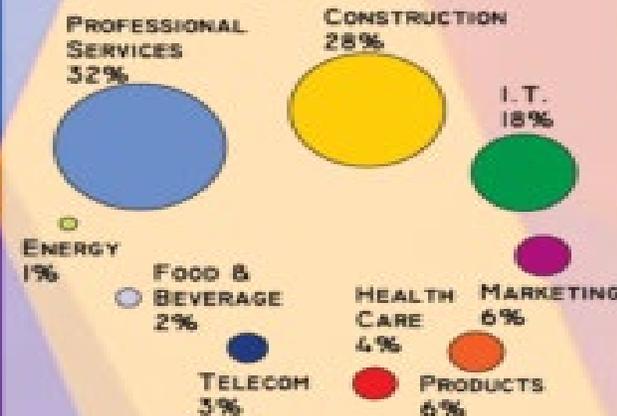
by gender



by revenue class



by industry



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



Dallas/Fort Worth
Minority Supplier
Development Council, Inc.

Meaningful Connections. Impactful growth.



Advocating for Your Business Success.

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."





 MINORITY BUSINESS DEVELOPMENT AGENCY
BUSINESS CENTER
 U.S. DEPARTMENT OF COMMERCE



WOMEN'S BUSINESS BORDER CENTER
In partnership with the El Paso Hispanic Chamber of Commerce and the US Small Business Administration



MINORITY WOMEN'S ENTERPRISE DIVERSITY CENTER
FUNDED BY A GRANT FROM THE U.S. DEPARTMENT OF COMMERCE, MINORITY BUSINESS DEVELOPMENT AGENCY INITIATIVE CREATED BY THE EL PASO HISPANIC CHAMBER OF COMMERCE

ETA CENTERS

ENTREPRENEURIAL TECHNICAL ASSISTANCE CENTERS



WOMEN'S BUSINESS BORDER CENTER

In partnership with the El Paso Hispanic Chamber of Commerce and the US Small Business Administration

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

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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

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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, focusses on assisting minority-women owned businesses across the country grow their business by connecting them with financing, contracting, and exporting opportunities in addition to providing them with critical an valuable 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.

Minority Women's Enterprise Diversity Center

Includes content such as: **Business training sessions and webinars**, **Small business certification packaging and bilingual business consultations**, **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**.

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Advocating for Your Business Success.

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*



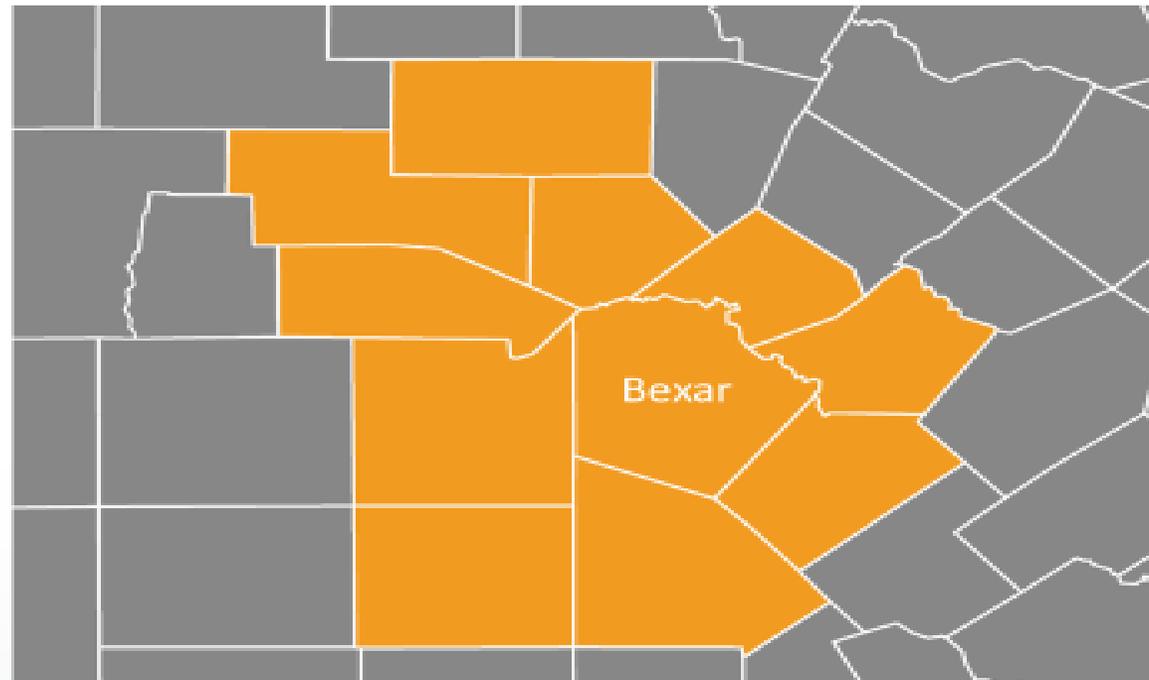
South-West Texas Border
**Small Business
Development Center Network**
The University of Texas at San Antonio

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**
 - <https://www.sba.gov/funding-programs/loans/coronavirus-relief-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: EIPasoDLSC@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://home.treasury.gov/policy-issues/top-priorities/cares-act/assistance-for-small-businesses>

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>

PREVIOUS HUB TALK SERIES RECORDINGS

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

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@TexasDIR



Texas Department of Information Resources

Transforming How
Texas Government
Serves Texans

