



CENTRAL HEALTH

MEMORANDUM

To: Central Health Budget & Finance Committee
From: Nicki Riley, Deputy CFO
CC: Jeff Knodel, CFO; Balena Bunch, Procurement Director;
Margaret Castillo, Sr HUB Analyst;
Perla Cavazos, Chief Governance and Government Affairs Officer
Date: March 24, 2025
Re: FY 2024 HUB Program Report

The FY 2024 Historically Underutilized Business (HUB) Program Report highlights Central Health's ongoing efforts to promote equitable procurement opportunities for small, minority, and women-owned businesses. Below are key points from the report and presentation:

Program Progress & Achievements

- In FY 2024, HUB goals were established for two key solicitations:
 1. Job Order Contract CEC
 2. General Contractor for Select Interior of Cameron Center
- Central Health hosted its first HUB Connection event and was officially listed with the Texas Comptroller of Public Accounts HUB directory.
- All construction solicitations are now posted on the Austin Black Contractors Association website.
- Engagement continues with primary vendors to incorporate HUB participation in major projects such as Hancock.

FY 2024 HUB Solicitation & Contracting Summary

- A total of 34 solicitations were issued, reaching over 50,000 HUB vendors.
- 131 proposals were submitted by HUB vendors or included HUB subcontractors.
- 55 contracts were awarded, including:
 - 12 awarded to HUB Prime vendors.
 - 11 awarded to non-HUB Primes with identified HUB subcontractors.
- Categories included construction, software, professional services, and equipment/goods.



CENTRAL HEALTH

Outreach & Participation Growth

- Solicitations were posted on multiple platforms, including Central Health's website, BidNet, and the Electronic State Business Daily (ESBD).
- Advertisements were placed in El Mundo, Austin American-Statesman, and The Villager.
- Trade organizations, including the Asian, Black, Hispanic, and Women's Contractors Associations, were engaged.
- Eight outreach events connected Central Health staff with HUB-certified and potential vendors.

HUB Expenditures

- HUB spending in FY 2024 totaled **\$12.98 million**, representing **27.58%** of eligible expenditures (\$47.04 million), which exceeds the 14% goal set by Colette Holt & Associates upon completing our disparity report in 2022.

Future Initiatives

- Completion of the B2Gnow platform for enhanced HUB tracking and reporting.
- Continued outreach and education for HUB vendors.
- Expansion of HUB participation in all procurement categories.
- Development of a Mentor-Protégé Program to strengthen HUB engagement.

The HUB Program remains a key part of Central Health's commitment to supplier diversity and equitable business opportunities. We appreciate the Board's continued support as we enhance participation and impact in the coming year.

Please direct any questions to Briana, who will coordinate with Finance and Procurement to provide responses.

Attachments: FY 2024 HUB Program Report

FY 2024 Historically Underutilized Business Report

Balena Bunch, Procurement Director

Margaret Castillo, Senior HUB Analyst

Nicki Riley, Deputy CFO

March 26, 2025



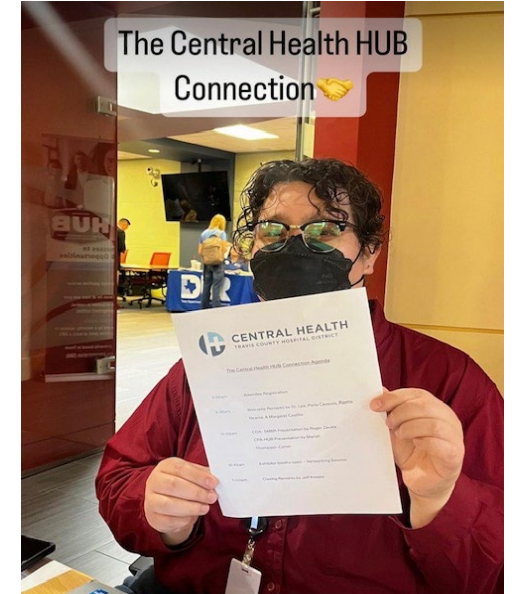
Central Health's HUB Program Highlights



Rosewood-Zaragoza Specialty Clinic

- Central Health HUB Program started January 2023 –setting Minority/Women Business Enterprise goals for the RZ Specialty Clinic Solicitation
- In FY2024 we set HUB goals on 2 Solicitations:
 - 1) Job Order Contract CEC
 - 2) General Contractor for Select Interior of Cameron Center
- B2Gnow HUB Software – Completed phase 1
- Central Health had its 1st HUB Connection
- We are now on the Comptroller of Public Accounts HUB List
- We are now posting all Construction Solicitations on the Austin Black Contractors Association website
- Working with Primary to add HUB on the Hancock project

HUB Highlight Pictures





Travis County Healthcare District d/b/a Central Health
1111 E. Cesar Chavez Street, Austin, TX 78702

RFP 2502-001 Building Access Control Modernization for the Central Health Enterprise
Due Date: 3/31/2025 by 2:00 PM CT

Central Health is seeking a qualified and experienced contractor to provide an Enterprise-wide Lenel S2 solution to include Building Access Control System design, full-scale implementation of the new system, monitoring, and maintenance.

Subcontracting Opportunities
The following NIGP Codes correspond to subcontracting opportunities identified by the HUB Staff:
680-02 Access Control Systems and Security Systems, **936-73** Security and Access Systems Maintenance and Repair, **981-66** Security and Access Systems, Airport, Library, Hospitals, etc. Rental or Lease **990-22** Card Access Security Services, **990-50** Installation of Security and Alarm Equipment, **204-29** Data Security Hardware/Software to include Encryption, **990-05** Alarm Services, **990-42** Fire Alarm and Safety Services, including installation of equipment, **990-80** Surveillance Services, 204-68 Secure I.D. Access Cards, **855-44** Control Panels, **936-37** Card Reader, etc. Maintenance and Repair, **914-38** Electrical, **909-75** Site Clean-up Post Construction, **961-27** Decontamination Services, Including Hazardous Material Decontamination; and there might be others depending on respondent's internal services.

Ordering Instructions: Package can be downloaded from:
<https://www.bidnetdirect.com/texas/traviscountyhealthcaredistrictdbacentralhealth>
OR <http://www.centralhealth.net/finance/purchasing>
OR <https://www.txsmartbuy.com/esbd>

HUB Program & Eligible Expenditures

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 51% owned by one or more persons who are economically disadvantaged.

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.



FY2024 Solicitation Summary

34 Solicitations

- Over 50K emails were sent to HUB Vendors notifying them of potential opportunities.
- 131 proposals submitted were HUB or had HUB subcontractors

55 Contracts awarded in FY2024

- 12 awards were to HUB Prime vendors
- 11 awarded to primes that have HUB Subcontractors identified to participate on the contract.

Solicitations include the following categories:

- Construction, Software, Professional Services, Equipment/Goods





Solicitation Postings & Trade Organization Outreach

- Posted on Central Health's Website, BidNet, and Electronic State Business Daily (ESBD) 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...
- Solicitation information is distributed at HUB Events

FY2024 HUB Outreach



Central Health staff attended 8 outreach events, networking with certified & potential HUBs. Educating them on Central Health's HUB Program & connecting them to our Procurement website



Celebrating TxDMV Marketing for Success 10th Annual HUB Vendor Fair

In Collaboration with the Railroad Commission of Texas, General Land Office, Teacher Retirement System, Angelo State University, Department of Information (DIR), Statewide HUB, Texas Workforce Commission

April 4, 2024 | 9 A.M. - 3 P.M.

Texas Department of Motor Vehicles
8869 J. Lane Star Conference Room
4000 Jackson Avenue
Austin TX 78731

Join us for tailored trainings and networking with state agencies, universities, and more. Historically Underutilized Business and Women and Minority Owned Business Certification consultations will be available all day for Texas Entrepreneurs.

Food Trucks on site for lunch on your own!
FREE ADMISSION | REGISTRATION REQUIRED
EMAIL: HUB@txdmv.gov

Texas Department of Motor Vehicles and State Agency HUB Programs are committed to educating, growing and connecting small businesses to Texas-sized opportunities!

FOR MORE INFORMATION, CONTACT: HUB@txdmv.gov

TEXAS DEPARTMENT OF AGRICULTURE COMMISSIONER SID MILLER

Inaugural HUB Expo and Networking Event

August 6th, 2024
8:30am to 3:00pm
Barbara Jordan Building

Event Registration

PRE-PROPOSAL CONFERENCE

CENTRAL HEALTH ENTERPRISE HEADQUARTERS & MULTI-PURPOSE CARE SITE CENTER

PROPOSAL INFO
Bid documents available after April 10th 2024. Bidding Conference on Wednesday, April 10th 2024 at 10:00 AM in the Ballroom.

PROPOSALS DUE
Friday, April 19th 2024 at 10:00 AM

PRE-BID MEETING
APRIL 10, 2024
9:00 - 10:00 AM
RD OASIS ROOM
LEVEL 11
1001 S. LAKE
AUSTIN, TEXAS 78704

PRE-BID WALK
APRIL 10, 2024
10:30 - 11:00 AM
CENTRAL HEALTH
1000 ADIST STREET
AUSTIN, TEXAS 78711

QUESTIONS?
Call Autumn Wyatt at 512.495.3000 or email awyatt@centralhealth.com

TEXAS' PREMIER BUILDER | AECOM

The Central Health HUB Connection

A space to find your ideal (business) partner

Friday, August 2, 2024

9am-12pm

1111 E. Cesar Chavez
Austin, TX 78702

Margaret Castillo
512-978-8247
RSVP by July 26

Find our solicitations bidnet direct

Welcome to HHS & DFPS Annual HUB Forum

Breaking Barriers in Business

AMERICA'S SBDC TEXAS SOUTH WEST TEXAS STATE UNIVERSITY

Present **AUGUST 14, 2024**

HUB HUDDLE & EXPO

UT Austin Means Business: Campus Const

Thursday, May 30, 2024

7:45am: Registration and Breakfast
8:15am: Program Begins

Thompson Conference Center, 2405 Rob Dedman Dr., Austin, TX 78712

- Current and upcoming construction projects take at UT Austin and UT System.
- Network with Prime Contractors, A/E Firms, and Subcontractors.
- Learn about the HUB Compliance Reporting System

The University of Texas at Austin
Historically Underutilized B...

CITY OF AUSTIN SMALL BUSINESS CONNECTION CONFERENCE

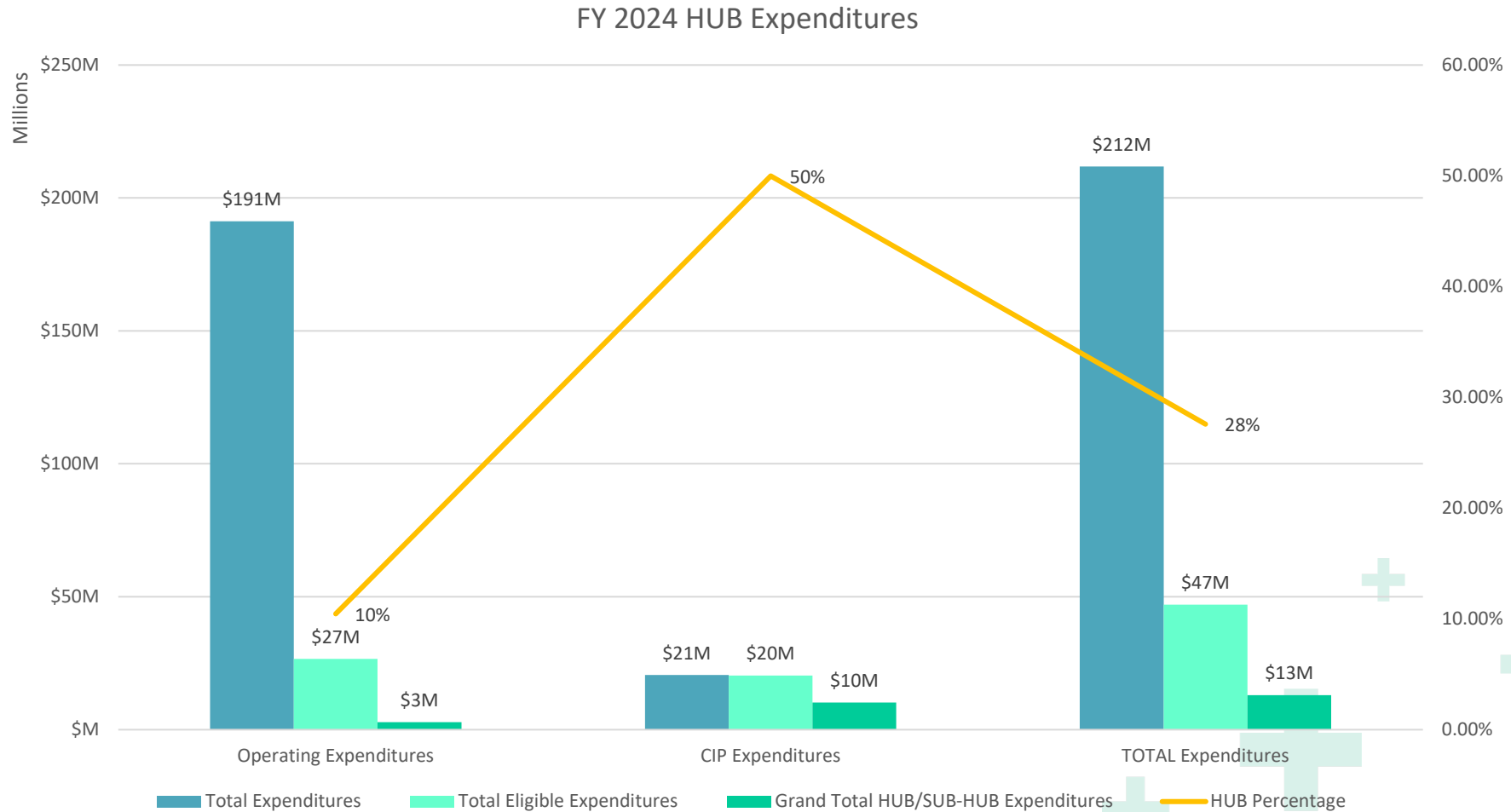
September 25, 2024

Palmer Events Center | 7:30 a.m. - 2:30 p.m.

Businesses, Building Community

SMALL AND MINORITY BUSINESS RESOURCES | FINANCIAL SER DEPARTMENT

FY 2024 HUB Expenditures

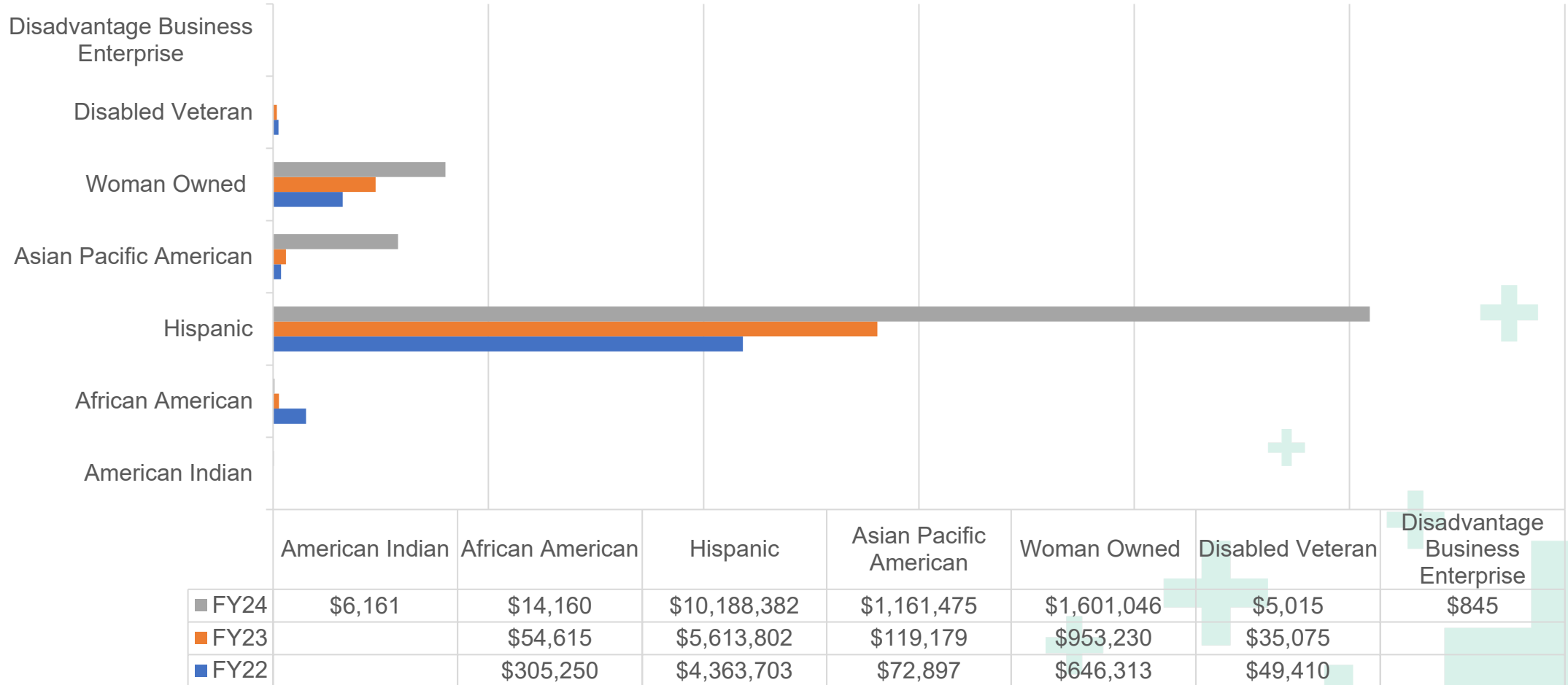


Central Health's HUB Percentage for FY2024 equals 27.58%

HUB Ethnicity/Gender Breakdown

Description	Ethnicity/Gender	2023 Expenditures	2024 Expenditures
American Indian Male	AI/M	\$ 1,330	\$ 6,161
American Indian Female	AI/F	\$ -	\$ -
Woman Owned	WO/F	\$ 959,060	\$ 1,601,046
Asian Pacific Male	AS/M	\$ -	\$ 59,460
Asian Pacific Female	AS/F	\$ 117,849	\$ 1,102,015
African American Female	BL/F	\$ 62,315	\$ 9,000
African American Male	BL/M	\$ 2,075	\$ 5,160
Hispanic Female	HI/F	\$ 2,301,685	\$ 671,509
Hispanic Male	HI/M	\$ 3,320,057	\$ 9,516,872
Service-Disabled Veteran	DV/M	\$ 93,614	\$ 5,015
Disadvantage Business Enterprise	DBE	\$ -	\$ 845
		\$ 6,857,984	\$ 12,977,083

3 Year Spend by Classification



FY2024 Comparison to Other Government Entities



Entity Name	Eligible Expenditure	HUB Expenditure	Percentage
City of Austin	\$ 2,285,380	\$ 122,817	5.37%
Travis County	\$ 215,540,471	\$ 36,874,950	17.11%
State of Texas	\$ 35,825,169,225	\$ 4,116,141,798	11.49%
Central Health	\$ 47,044,038	\$ 12,977,083	27.58%

Data was gathered from each government entity websites; please note the City of Austin data is only through March 2024. The City of Austin percentage was 6% in FY2023.

Moving forward

- Complete B2Gnow Platform implementation
- Continue attending HUB Outreach events educating the vendor community of our HUB Program
- Focus on increasing all HUB Participation
- Continue to build up Central Health's Vendor List for our Procurement staff
- Create Central Health's Mentor Protégé Program

Question & Answers

HUB Contact information

Email: HUB@centralhealth.net

Phone: 512-978-8247

