



TEXAS DEPARTMENT OF TRANSPORTATION



Strategic Training Encouraging Partnerships



The University of Texas
Rio Grande Valley

Procurement Technical
Assistance Center

Carlos A. Balderas

HUB Program Director
Civil Right Division
Texas Department of Transportation

Texas Department of Transportation
Disparity Study

Brian Godinez

Colette Holt & Associates



DISADVANTAGED BUSINESS ENTERPRISE PROGRAM (DBE) CERTIFICATION OVERVIEW

CIVIL RIGHTS DIVISION



Title 49: Transportation

Part 26: Participation By Disadvantaged Business Enterprises in
Department of Transportation Financial Assistance Programs

49 CFR Part 26

Disadvantaged Business Enterprise (DBE)

- A for profit small business that is at least 51% owned by one or more individuals who are both socially and economically disadvantaged
- Socially and economically disadvantaged individuals must possess the power to control the management, decision-making and day-to-day operations of the business

Objectives

- To ensure nondiscrimination
- To create a level playing field
- To ensure the DBE program is narrowly tailored
- To ensure only eligible firms are permitted to participate
- To help remove barriers to participation
- To promote the use of DBEs in all federally-assisted contracts and procurements
- To assist the development of firms that can compete successfully in the marketplace

DBE Eligibility Requirements

- Must be an independent business
- Three-year average gross receipts must not exceed \$23.98 million for highway construction firms and less for other work categories
- Personal net worth of the individuals cannot exceed \$1.32 million

DBE Eligibility Requirements cont.

- A disadvantaged owner must hold the highest officer position in the company (e.g., chief executive officer or president)
- In a corporation, disadvantaged owners must control the board of directors
- In a partnership, disadvantaged owners must serve as general partners, with control over all partnership decisions
- The socially and economically disadvantaged owners must have an overall understanding, expertise and experience directly related to the type of business in which the firm is engaged and operates.

The contributions of capital by the socially and economically disadvantaged owners to acquire their ownership interests must be real and substantial.

Examples of insufficient contributions include:

- A promise to contribute capital
- An unsecured note payable to the firm or an owner who is not a disadvantaged individual, or
- Mere participation in a firm's activities as an employee

DBE Eligibility Requirements cont.

- The disadvantaged owners must manage, share in the risks, and be entitled to the profits and loss commensurate with their ownership interests.
- Non-disadvantaged individuals must not possess the power to control the firm

Texas Unified Certification Program (TUCP)

The Texas Unified Certification Program (TUCP) is a certification program for the federal DBE Programs in Texas. DBE certification received from any of the TUCP members is valid and can be accepted by any Texas entity that receives U.S. Department of Transportation (DOT) funds.

Members of the TUCP:

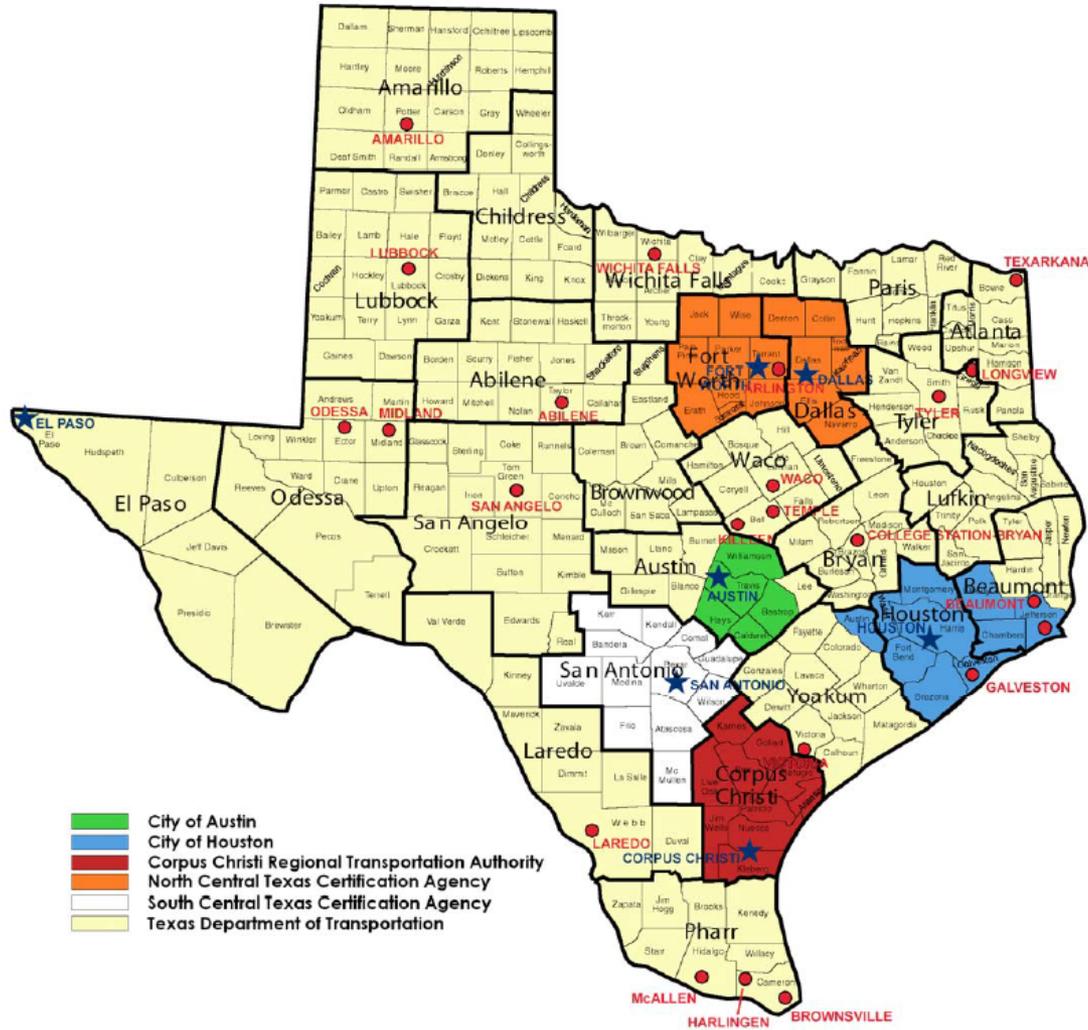
- Texas Department of Transportation (TxDOT)
- City of Houston
- City of Austin
- Corpus Christi Regional Transportation Authority (CCRTA)
- North Central Texas Regional Certification Agency (NCTRCA)
- South Central Texas Regional Certification Agency (SCTRCA)

TUCP offers “One stop” shopping to applicant firms:

- ✓ One application
- ✓ One process
- ✓ One decision that is binding upon all TUCP Certifying Partners

Texas Unified Certification Program (TUCP), cont.

Texas Unified Certification Program Certifying Agency Region Map





Divisions

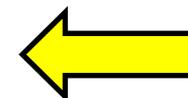
- Aviation >
- Bridge >
- Civil Rights >
- Communications >
- Compliance >
- Construction >
- Contract Services >
- Design >
- Environmental Affairs >
- Financial Management >
- Fleet Operations >
- General Counsel >
- Government Affairs >
- Human Resources >
- Information Management >

Disadvantaged Business Enterprise Program

[Home](#) > [Inside TxDOT](#) > [Divisions](#) > [Civil Rights](#)

The Disadvantaged Business Enterprise (DBE) Program was created to provide a level playing field for small, minority- and women-owned companies wanting to do business with TxDOT and other agencies receiving federal funds from the U.S. Department of Transportation. Refer to the [Disadvantaged Business Enterprise Forms page](#) for additional documents relating to the DBE Program.

You may apply for DBE certification using TxDOT's [Diversity Management System](#).



Certification Overview

TxDOT is a member of the [Texas Unified Certification Program \(TUCP\)](#). The TUCP certifies DBEs for participation in Department of Transportation federal contracting projects across the State of Texas in compliance with Code of Federal Regulations (49 CFR Parts 26 and 23).

Businesses interested in becoming certified as a DBE must complete and submit an application through the TUCP. Upon approval, these companies can be used to meet the [DBE goals](#) established for federally-funded contracts. DBE is a federal program required by law.

You may search the TUCP Directory using TxDOT's [Diversity Management System](#).



Diversity Management System

[Home/Login](#)

System Access Login

Username:

Password:

Remember username

- [About the Diversity Management System](#)
- [Help/First Time Visitors](#)
- [Account Lookup](#)
- [Reset Password](#)
- [Contact Us and Support](#)
- [Apply for Certification](#)
- [Texas Unified Certification Program \(TUCP\) and TxDOT SBE Directory](#)
- [Information for Staff](#)
- [Training and Events](#)



Diversity Management System

TxDOT is pleased to provide its Diversity Management System. The following key features are available, depending upon levels of access:

- Enhanced online DBE and SBE Directory with keyword search capabilities
- Enhanced online certification applications
- Flexible reporting capabilities

[Customer Support](#)

The Diversity Management System is powered by [B2Gnow](#) Software.



Apply for Certification

You are about to complete the online DBE, SBE, and HUB certification application for TxDOT. If your firm is certified as a DBE, it is automatically eligible for SBE certification and may be eligible for HUB certification if it qualifies under the rules promulgated by the Texas Comptroller of Public Accounts.

TUCP DBE Certifying Agencies

HOUSTON [City of Houston](#)
AUSTIN [City of Austin](#)
CCRTA [Corpus Christi Regional Transportation Authority](#)
NCTRCA [North Central Texas Regional Certification Agency](#)
SCTRCA [South Central Texas Regional Certification Agency](#)
TXDOT [Texas Department of Transportation](#)

- [TUCP Certifying Entities Region Map](#)
- [TUCP Participating Entities](#)

If you have any questions or need help while completing the application please contact TxDOT's Office of Civil Rights at (866) 480-2518, Option 1 or send an [email](#). Technical support is also available [here](#).

Renew Your Certification		New Certification
I Know My Username & Password	I Forgot My Username & Password	Your firm is not currently certified with TxDOT.
Login	Lookup Account	Create Account



After logging in to your account, you will be directed to the application form. You can also click the Apply for Certification link on the right side of the "Dashboard." If you require technical assistance while completing the application, please use our [online support form](#).



Diversity Management System

[Home/Login](#)

Create Account

Please fill in the information below. The registration process takes only a couple of minutes, and all information can be updated at any time after registration.

Important Note: If you received **any** form of notice from a government regarding this system, an account may have been pre-configured for you. **Please look up your business to see if an account already exists.** You can also check with [Customer Service](#) before registering a duplicate account.

If you have questions about this registration process or need more information, please contact [Customer Service](#).

* required entry

Section 1: Business Lookup

Tax ID Number * Enter your firm's Tax ID Number and click **Lookup** to check if an account already exists.
[Click to Lookup](#)
(Federal Tax ID, 9 numbers, do not enter dashes or spaces)

Section 2: Business Information

Business Name *
DBA Name
Company Type *
Company Ethnicity
Company Gender

Section 3: Business Contact Information

Main Company Email *
Main Phone * Ext.
Main Fax
Company Website
Company Address *

City *
State/Province * or
Zip Code/Postal Code * or

North American Industry Classification System (NAICS)

- <https://www.census.gov>

North American Industry Classification System

[Main](#)[History](#)[Development
Partners](#)[Federal
Register Notices](#)[NAPCS](#)[FAQs](#)

NAICS Search:

Enter keyword or 2-6 digit code

2017 NAICS Search

Introduction to NAICS

The North American Industry Classification System (NAICS) is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.

North American Industry Classification System

[Main](#)[History](#)[Development
Partners](#)[Federal
Register Notices](#)[NAPCS](#)[FAQs](#)

NAICS Search:

Enter keyword or 2-6 digit code

Enter keyword or 2-6 digit code

Enter keyword or 2-6 digit code

Reference Files

- [2017 NAICS](#)
- [2012 NAICS](#)
- [2007 NAICS](#)
- [2002 NAICS](#)

2017 NAICS Key Word Search

Search results for: Concrete

Number of records found: 121

- [237310](#) **Concrete** paving (i.e., highway, road, street, public sidewalk)
- [238110](#) Chimney, **concrete**, construction
- [238110](#) **Concrete** resurfacing
- [238110](#) **Concrete** repair
- [238110](#) **Concrete** pumping (i.e., placement)
- [238110](#) Retaining wall (except anchored earth), poured **concrete**, construction
- [238110](#) **Concrete** pouring
- [238110](#) Grouting (i.e., reinforcing with **concrete**)
- [238110](#) **Concrete** floor surfacing
- [238110](#) Foundation, building, poured **concrete**, contractors
- [238110](#) **Concrete** finishing

Required Documents for DBE Certification

- Resumes (that include places of employment with corresponding dates) for all owners, officers and key personnel
- Personal Net Worth Statement for each socially and economically disadvantaged owners comprising 51% or more of the ownership percentage of the applicant firm.
- Personal Federal tax returns for the past 3 years. Required for each owner.
- Federal tax returns filed by business and its affiliates with related schedules, for past 3 years
- Documented proof of contributions used to acquire ownership for each owner
- Proof of citizenship (birth certificate or passport)

Required Documents cont.

- List of equipment and/or vehicles owned and leased, including VIN numbers, titles, proof of ownership, and insurance cards for each vehicle.
- Licenses, permits, and hauling authority forms
- Descriptions of all real estate (including office/storage space) owned /leased by your firm.
- Signed loan, security, and bonding agreements
- Bank authorization and signatory cards
- Schedule of Salaries paid to all officers, managers, owners and or directors.
- DBE/ACDBE and SBA 8(a) denials or decertification's

Required Documents cont.

- Sole proprietorship - Doing Business As (DBA) or Assumed Named Certificate
- Limited Liability Corporation (LLC) – Official Certificate of Formation and Operating Agreement with any amendments
- Corporations – Articles of Incorporation, Cert of filing, Operating Agreements, By-Laws, Minutes, Stock Certificates and Ledger
- Document proof of any transfer or assists to/from your and/or to/from any of its owners over past 2 years
- Suppliers; Provide list of product lines, and distribution equipment owned or leased.
- End of year balance sheets and income statements (past 3 years)

How to Access the TUCP Directory

A - Z Site Index | Contact Us | Español

Search TxDOT

Driver | Government | Business | Inside TxDOT | Jobs

Inside TxDOT

Get Involved | Media Center | Projects | Forms & Publications | Administration | Districts | Divisions

Divisions

- Aviation >
- Bridge >
- Civil Rights >
- Communications >
- Compliance >
- Construction >
- Contract Services >
- Design >
- Environmental Affairs >
- Financial Management >
- Fleet Operations >
- General Counsel >
- Government Affairs >
- Human Resources >
- Information Management >

Disadvantaged Business Enterprise Program

Home > Inside TxDOT > Divisions > Civil Rights

The Disadvantaged Business Enterprise (DBE) Program was created to provide a level playing field for small, minority- and women-owned companies wanting to do business with TxDOT and other agencies receiving federal funds from the U.S. Department of Transportation. Refer to the [Disadvantaged Business Enterprise Forms page](#) for additional documents relating to the DBE Program.

You may apply for DBE certification using TxDOT's [Diversity Management System](#).

Certification Overview

TxDOT is a member of the [Texas Unified Certification Program \(TUCP\)](#). The TUCP certifies DBEs for participation in Department of Transportation federal contracting projects across the State of Texas in compliance with Code of Federal Regulations (49 CFR Parts 26 and 23).

Businesses interested in becoming certified as a DBE must complete and submit an application through the TUCP. Upon approval, these companies can be used to meet the [DBE goals](#) established for federally-funded contracts. DBE is a federal program required by law.

You may search the TUCP Directory using TxDOT's [Diversity Management System](#).

The screenshot shows the Texas Department of Transportation website. The header includes the TxDOT logo, a search bar, and navigation links for Driver, Government, Business, Inside TxDOT, and Jobs. The main navigation bar highlights 'Inside TxDOT' with sub-links for Get Involved, Media Center, Projects, Forms & Publications, Administration, Districts, and Divisions. A left sidebar lists various divisions such as Aviation, Bridge, Civil Rights, and Construction. The main content area is titled 'Texas Unified Certification Program' and includes a breadcrumb trail: Home > Inside TxDOT > Divisions > Civil Rights. The text explains that the TUCP is a certification program for Federal Disadvantaged Business Enterprise (DBE) Programs in Texas. It states that a business' DBE certification received from any of the TUCP members is valid and can be relied upon by any Texas entity that receives U.S. Department of Transportation (DOT) funds. It also notes that small businesses desiring DBE certification must submit an application and a personal net worth statement (PNW) to one of six certifying agencies within the state. The page lists 'Key Certifying Agencies' as members of the TUCP: City of Houston, Office of Business Opportunity; City of Austin, Small Business Development; Corpus Christi Regional Transportation Authority; North Central Texas Certification Agency; South Central Texas Certification Agency; and Texas Department of Transportation. A note at the bottom suggests using the TUCP Certifying Agencies Regional Map to determine which agency to contact.

- Maritime >
- Occupational Safety >
- Procurement >
- Professional Engineering Procurement Services >
- Project Finance, Debt and Strategic Contracts >
- Public Transportation >
- Rail >
- Research & Technology Implementation >
- Right of Way >
- Strategic Planning >
- Support Services >
- Toll Operations >
- Traffic Operations >
- Transportation Planning/Programming >
- Travel Information >

Page Options ▾

DBE Interstate Application

DBE firms certified in other states as their home state are required to follow the Interstate certification expectations as outlined in 49 CFR §26.85(c) of the Code of Federal Regulations. Below are links to the Texas Unified Certification Program (TUCP) DBE Interstate Certification Checklist and the Texas Unified Certification Program (TUCP) Interstate DBE Affidavit:

- [DBE Interstate Certification Checklist and Affidavit](#)

You also need to submit a hardcopy of your home-state DBE application.

DBE Annual Update

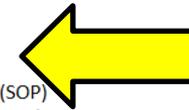
You may submit the DBE Annual Update Affidavit online at the [Diversity Management System](#). More information about updating can be found on the [DBE program page](#).

Benefits of DBE Certification through TUCP

- Listing your business in a central DBE directory
- Receiving a Federal DBE program certificate
- Bidding as a DBE at all participating state entities for all DOT transportation modes including aviation, highways and public transportation

Resources

- [TUCP DBE Directory](#)
- [TUCP Standard Operating Procedure \(SOP\)](#)
- [TUCP Memorandum of Agreement \(MOA\)](#)
- [DBE Application](#)
- [Personal Net Worth Statement \(PNW\)](#)
- [DBE Annual Update Affidavit](#)



Categories for Searching the TUCP Directory

- Business Name
- Business Description
- Commodity Code-NAICS
- Contact Person/Owner
- Location
- Work Districts/Regions
- Certification Type

TUCP Directory Search: Business Description

Search by Business Name or DBA

Business Name/DBA

Tip: Try just a few letters of the firm's name.

Search by Business Description

Business Description

Tip: Try just a few letters of a keyword.



Search by Commodity Code

Commodity Code

[Click to Lookup Commodity Code](#)

(popup window will appear to browse and search available Commodity Codes)

Search by Contact Person

Contact Person/Owner

First name

Tip: Use the first letter.

Last name

Tip: Try just the first few letters.

Search by Location

City

State

Zip Code

Phone Area Code

Search by Work Districts/Regions

Work Districts/Regions

Selection of any combination below will find firms that have at least one assigned work district/region match.

- | | |
|---|--|
| <input type="checkbox"/> Abilene | <input type="checkbox"/> Laredo |
| <input type="checkbox"/> Amarillo | <input type="checkbox"/> Lubbock |
| <input type="checkbox"/> Atlanta | <input type="checkbox"/> Lufkin |
| <input type="checkbox"/> Austin | <input type="checkbox"/> Odessa |
| <input type="checkbox"/> Beaumont | <input type="checkbox"/> Paris |
| <input type="checkbox"/> Brownwood | <input type="checkbox"/> Pharr |
| <input type="checkbox"/> Bryan | <input type="checkbox"/> San Angelo |
| <input type="checkbox"/> Childress | <input type="checkbox"/> San Antonio |
| <input type="checkbox"/> Corpus Christi | <input type="checkbox"/> Tyler |
| <input type="checkbox"/> Dallas | <input type="checkbox"/> Waco |
| <input type="checkbox"/> El Paso | <input type="checkbox"/> Wichita Falls |
| <input type="checkbox"/> Fort Worth | <input type="checkbox"/> Yoakum |
| <input type="checkbox"/> Houston | |

Search by Certification Type

Certifications

- Airport Concessionaire Disadvantaged Business Enterprise (ACDBE)
 Disadvantaged Business Enterprise (DBE)
 Small Business Enterprise (SBE)

TUCP Directory Search: Business Description cont.

>> 34 businesses with 34 certifications found <<

Search Results		
Click the certification type for contact information and certification details		
Vendor	Location	Certification
AAN GARRETT-COLEMAN & ASSOCIATES, INC.	Austin, TX	DBE
Alliance-Texas Engineering Company, dba Alliance Transportation Group, Inc.	Austin, TX	DBE
AquaGreen Global, LLC	Dallas, TX	DBE
Berkenbile Landscape Architects, Inc	Southlake, TX	DBE
Beyond Landscaping LLC	Dallas, TX	DBE
BOEN LANDSCAPING & IRRIGATION, LLC	WACO, TX	DBE
CAROLYN KELLEY, dba Carolyn Kelley ASLA Landscape Architect	Austin, TX	DBE
Classic Tejas Construction, Inc	Eules, TX	DBE
Cleveland Building Maintenance Services, LLC	Dayton, TX	DBE
CO' DESIGN, dba O'CONNOR, CATHERINE	AUSTIN, TX	DBE
COLEMAN TBG PARTNERS, LLC, dba COLEMAN TBG	Austin, TX	DBE
Coltrane, Fernandez, Zavala Group, LLC	San Antonio, TX	DBE
Craig Design Group, Inc.	Rowlett, TX	DBE
Diana L. Wilson Consulting, Inc.	Montgomery, TX	DBE
Entelechy LLC, dba Entelechy	Wheat Ridge, CO	DBE
G & S Environmental Services	Houston, TX	DBE
Garcia Design Inc.	Austin, TX	DBE
George Meeks LandPRO, Inc.	Houston, TX	DBE
Hernandez Construction Services	Houston, TX	DBE
Hydrozone Landscape Corporation	Baytown, TX	DBE
Iron Horse Architects, Inc.	Denver, CO	DBE
LAND INTERACTIVE, LLC	AUSTIN, TX	DBE
Landscape Art, Inc.	League City, TX	DBE
Leonard Technical Services, Inc.	Forth Worth, TX	DBE
Maintenance To Go, Inc.	Houston, TX	DBE
Nash CM, Inc.	Eules, TX	DBE
Nova Landscape Group, Inc.	Rockwall, TX	DBE
PHARIS DESIGN, INC.	Austin, TX	DBE
Talley Landscape Architects, Inc.	Rosenberg, TX	DBE
The Klean up Krew	Killeen, TX	DBE
THIRD LAND, INC.	AUSTIN, TX	DBE
URBANTRANS CONSULTANTS, INC.	DENVER, CO	DBE
VQUERO COMMERCIAL, INC.	AUSTIN, TX	DBE
Xellent Services	Cypress, TX	DBE

DBE Certification Benefits

- Increased business exposure
- Business profile is listed in DBE Directory (updated in real-time)
- Bid as a DBE at participating city, county, state, and local governments on DOT-funded contracts
- DBE certification is recognized nationwide
- DBE's have the opportunity to participate in a variety of supportive services training, technical assistance, and business development programs

Contact Information

Texas Department of Transportation

Civil Rights Division

125 East 11th St.

Austin, TX 78701

(512) 416-4700

CivilRights@txdot.gov

www.txdot.gov

DBE Program

<http://www.txdot.gov/business/partnerships/dbe.html>

DBE Application

<https://txdot.txdotcms.com/>

NAICS Code web-site

<https://www.census.gov>

Texas Comptroller of Public Accounts

Statewide Historically Underutilized Business (HUB) Program



Presented

By

Delia Lopez Molina

HUB Marketing Coordinator

Statewide HUB Program

The statewide HUB Program facilitates the use of HUBs in state procurement and provides information on the state's procurement process.



Annual Procurement Utilization Goals

In accordance with TAC § 23.61, each state agency shall make a good faith effort to utilize HUBs in contracts for construction, services (including professional and consulting services) and commodities purchases.

- Agencies may achieve the annual procurement goals by contracting directly with HUBs or indirectly through subcontracting opportunities.
- Agencies shall make a good faith effort to assist HUBs in receiving a portion of the total contract value of all contracts that the agency expects to award in a fiscal year in accordance with the Annual Procurement Utilization Goals.



HUB Qualifications

A "Historically Underutilized Business" ...

... is at least 51% owned by an:

Asian Pacific American

Black American

Hispanic American

Native American

American woman

...is a 20% Service Disabled Veteran

(Effective Sept. 1, 2013 Service Disabled Veterans can qualify for HUB certification based on a service-connected disability, and a disability rating of 20% or more).



20% Service Disabled Veteran



Required Documentation

- **Military Discharge form DD214** issued by the Department of Veterans Affairs or the Department of Defense
- **Certification of Military Service form 13038** issued by the National archive
- **Disability Rating Letter** issued by the Department of Veterans Affairs



HUB Qualifications

... is a for-profit entity that has not exceeded the size standards prescribed by 34 TAC § 20.23, and has its principal place of business in Texas, and

... has an owner residing in Texas with a proportionate interest that actively participates in the control, operations and management of the entity's affairs

... eligible HUB owners must be a United States citizen and a Texas resident



HUB Certification Benefits

- ✓ HUB Certification is free of charge.
- ✓ 4 year certification, provided that the business continues to meet the eligibility requirements.
- ✓ Business **profile** is captured in the Comptroller's web-based HUB Directory.

State agencies use the CMBL/HUB Directory to solicit bids from certified HUBs for state purchasing and public works contracts. Prime contractors also use the CMBL/HUB Directory to identify HUBs for their subcontracting opportunities.

- ✓ Increased exposure to the general public, as well as, other entities who have a supplier diversity program and are searching for minority, woman-owned businesses, and SDV's.

**Note: If HUB certification is granted through a certification agreement approved through the TPASS Division of the Comptroller's , the term of the applicant's HUB certification shall coincide with the certifying entity's certification.*

HUB Certification Agreements

In accordance with Texas Administrative Code § 23.61, in order to maximize the number of certified HUBs, SPD pursues certification agreements with local governments and nonprofit organizations in Texas which certify businesses under substantially the same definition as a HUB and meet certification standards as defined by SPD.

Texas based minority, woman owned, or service disabled veteran businesses who are certified with an organization listed below may automatically receive HUB certification if:

- The certifying entity determines that the business is HUB-eligible, and
- The certifying entity submits the business' information to the Statewide HUB Program for approval and inclusion in the [CMBL/HUB Directory](#).
 - City of Austin
 - City of Houston
 - Dallas/Fort Worth Minority Supplier Development Council
 - El Paso Hispanic Chamber of Commerce
 - Golden Triangle Minority Business Council
 - Houston Minority Supplier Development Council
 - South Central Texas Regional Certification Agency
 - Southwest Minority Supplier Development Council
 - Texas Department of Transportation
 - Women's Business Council - Southwest
 - Women's Business Enterprise Alliance

Centralized Master Bidders List (CMBL)



What are the qualifications?

Why should I register?

What are the benefits?

The Centralized Master Bidder's List

- CMBL is for **HUB** and **Non-HUB vendors**. Vendors that are interested in providing services or goods to the state can register for the CMBL to receive bidding opportunities (contracts are above \$5000.00).
- Annual registration fee is **\$70.00**.
- Database used by State of Texas purchasing entities to develop a mailing list for vendors to receive bids based on the products or services they can provide to the State of Texas.
- CMBL is a research tool – you can search the database at no cost (without being a member).



Electronic State Business Daily (ESBD)

When state entities have contract opportunities over **\$25,000**, they must advertise them on the Electronic State Business Daily.

The **ESBD** is an online search engine that is available to anyone, and allows you to find bid opportunities by type, entity, vendor award or National Institute of Governmental Purchasing [NIGP]Codes.



State Procurement

Opportunities over \$25,000

State agencies are required to send notice of the procurement opportunity to all the vendors registered/active on the **CMBL** with the **NIGP** (class/item) codes applicable to the products or services being procured, and are relevant to the **Texas Highway District (s)** where vendors can provide their products or services.



State Procurement

Opportunities over \$5,000 to \$25,000

State agencies are required to solicit a minimum of three (3) vendors registered/active on the CMBL with the **NIGP** (class/Item) codes applicable to the products or services being procured to include relevant **Texas Highway District (s)** where vendors can provide their products or services.

Two of the three (3) vendors solicited are required Texas certified HUBs.



State Procurement

Opportunities up to \$5,000

Competitive bids are **NOT REQUIRED**; purchasing from state of Texas certified HUBs is encouraged.

Agencies will frequently refer to vendors registered/active on the **CMBL** with the **NIGP** class/item codes applicable to the products or services being procured by the agency, and relevant to the **Texas Highway District (s)** where vendors can provide their products or services.



Search The CMBL/ HUB Directory



Recommended Links

<https://comptroller.texas.gov/purchasing>

Purchasing then click on HUB

<https://comptroller.texas.gov/purchasing/vendor/hub/mentor.php>

Mentor Protégé Program

<http://www.txsmartbuy.com/eof/index.html>

Calendar of Events





Statewide HUB Program Contact Information

Laura Cagle Hinojosa – Statewide HUB Manager

- Suzette Charity – Compliance Team Lead (512) 463-3364
- Ricardo Perez - Certification Team Lead (512) 463-0294
- Delia Lopez Molina-HUB Marketing Specialist (512) 463-3653

Toll Free (888) 863-5881

Email - Texas4HUBS@cpa.texas.gov

Website - Texas4HUBS.org



**PEPS-Professional Engineering
Procurement Services**

CIV HUB Outreach Initiative

March 28th, 2018

Mission

Mission

Work with our TxDOT customers and external partners to procure the most qualified consultants to deliver effective solutions for Texas

Goals

Deliver the right projects; Focus on the Customer; Foster Stewardship; Optimize System Performance; Preserve our Assets; Promote Safety, and Value our Employees

Values

People, Accountability, Trust, Honesty

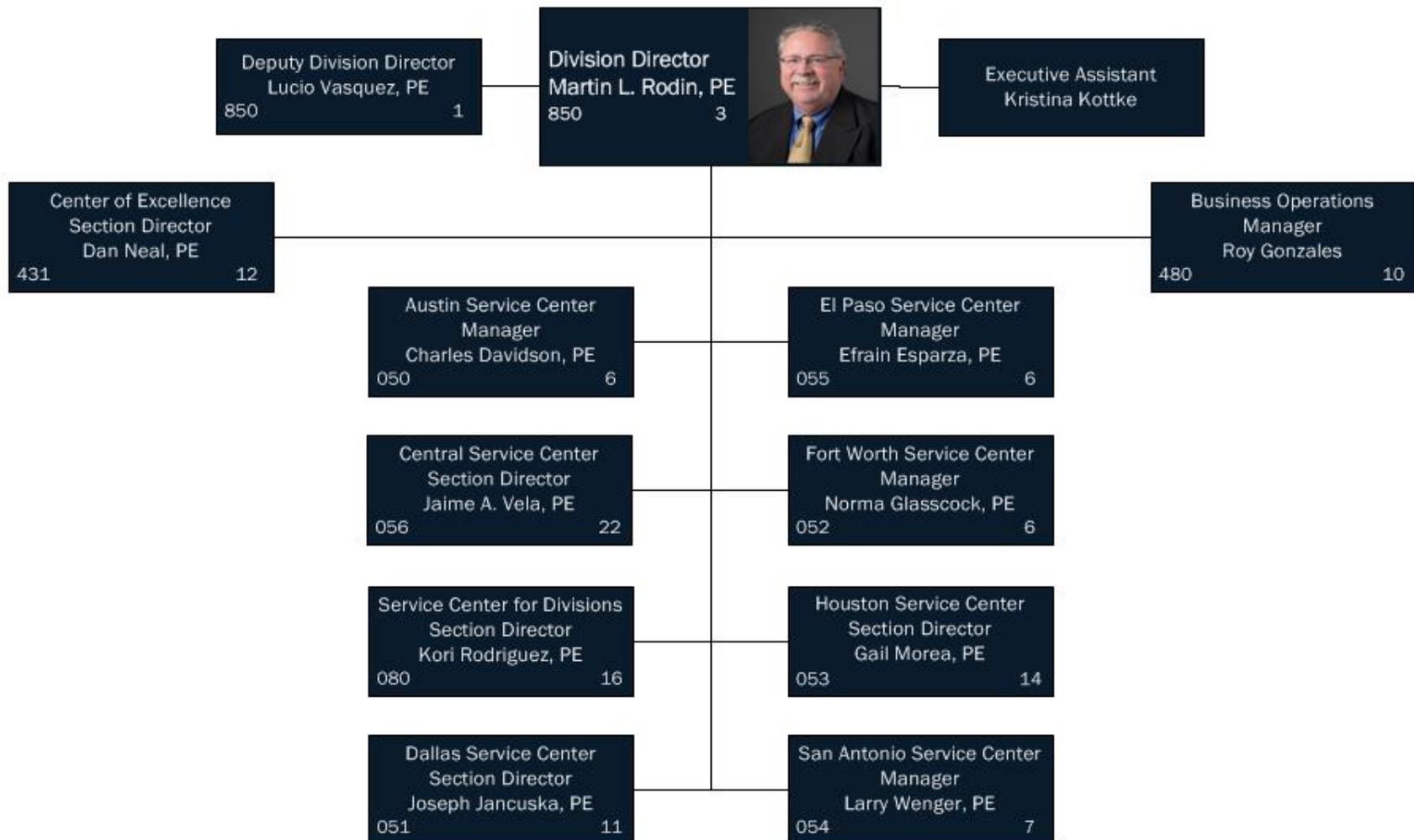
Procuring the most qualified consultants to deliver effective transportation solutions for Texans



PEPS

Professional Engineering Procurement Services represents the consolidated procurement organization supporting engineering, architectural and surveying contracts

PEPS Organization



PEPS - Leadership Organization

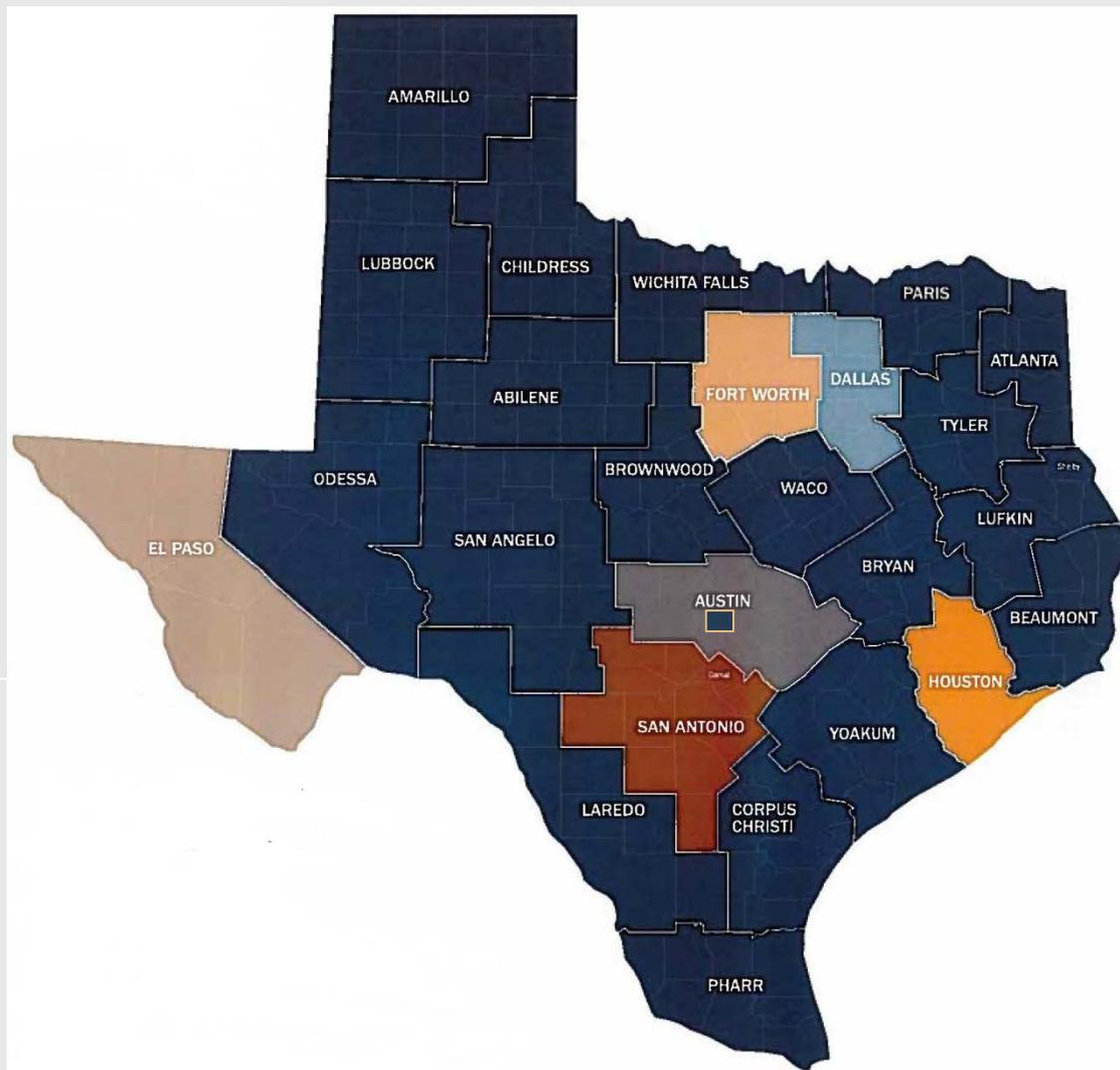
-  Austin Service Center – Charles Davidson
-  Dallas Service Center – Joseph Jancuska
-  Fort Worth Service Center – Norma Glasscock
-  Houston Service Center – Gail Morea
-  San Antonio Service Center – Larry Wenger
-  El Paso Service Center – Efrain Esparza
-  Central Service Center – Jaime Vela Jr.
-  Service Center for Divisions – Kori Rodriguez

Division Director – Martin L. Rodin

Deputy Division Director – Lucio Vasquez

Center of Excellence – Dan Neal

Business Operations Center – Roy Gonzales



Engineering Contract Types

Architecture	Procurement Engineering (PcE)
Bridge Inspection	Schematic
Bridge On/Off Replacement	Schematic / Environmental
Construction, Engineering, Inspection (CEI)	Schematic/Environmental/PS&E
Critical Path Method Scheduling (CPM)	Survey
Engineering	Traffic Engineering
General Engineering Consultant (GEC)	Traffic Signal Timing
Geotechnical	Utility Engineering
Hydraulic	Materials Engineering
Planning	Facilities Engineering
Plans, Specifications and Estimates (PS&E)	Independent Engineer (IE)
	Traffic & Revenue (T&R)

Disciplines with most demand

Contracting Goals for FY 18

Architecture	\$6,000,000
Bridge Inspection	\$52,000,000
Bridge On/Off Replacement	\$9,000,000
Construction, Engineering, Inspection (CEI)	\$300,000,000
Critical Path Method Scheduling (CPM)	\$6,000,000
Engineering	\$1,000,000
General Engineering Consultant (GEC)	\$40,000,000
Geotechnical	\$19,000,000
Hydraulic	\$18,000,000
Other (describe in Comments)	\$16,000,000
Planning	\$17,000,000
Plans, Specifications and Estimates (PS&E)	\$400,000,000
Procurement Engineering (PcE)	\$20,000,000
Schematic	\$25,000,000
Schematic / Environmental	\$200,000,000
Schematic/Environmental/PS&E	\$45,000,000
Survey	\$60,000,000
Traffic Engineering	\$16,000,000
Traffic Signal Timing	\$5,000,000
Utility Engineering	\$12,000,000
Materials Engineering	\$12,000,000
Facilities Engineering	\$6,500,000
Independent Engineer (IE)	\$20,000,000
Traffic & Revenue (T&R)	\$5,000,000
Grand Total	\$1,310,500,000

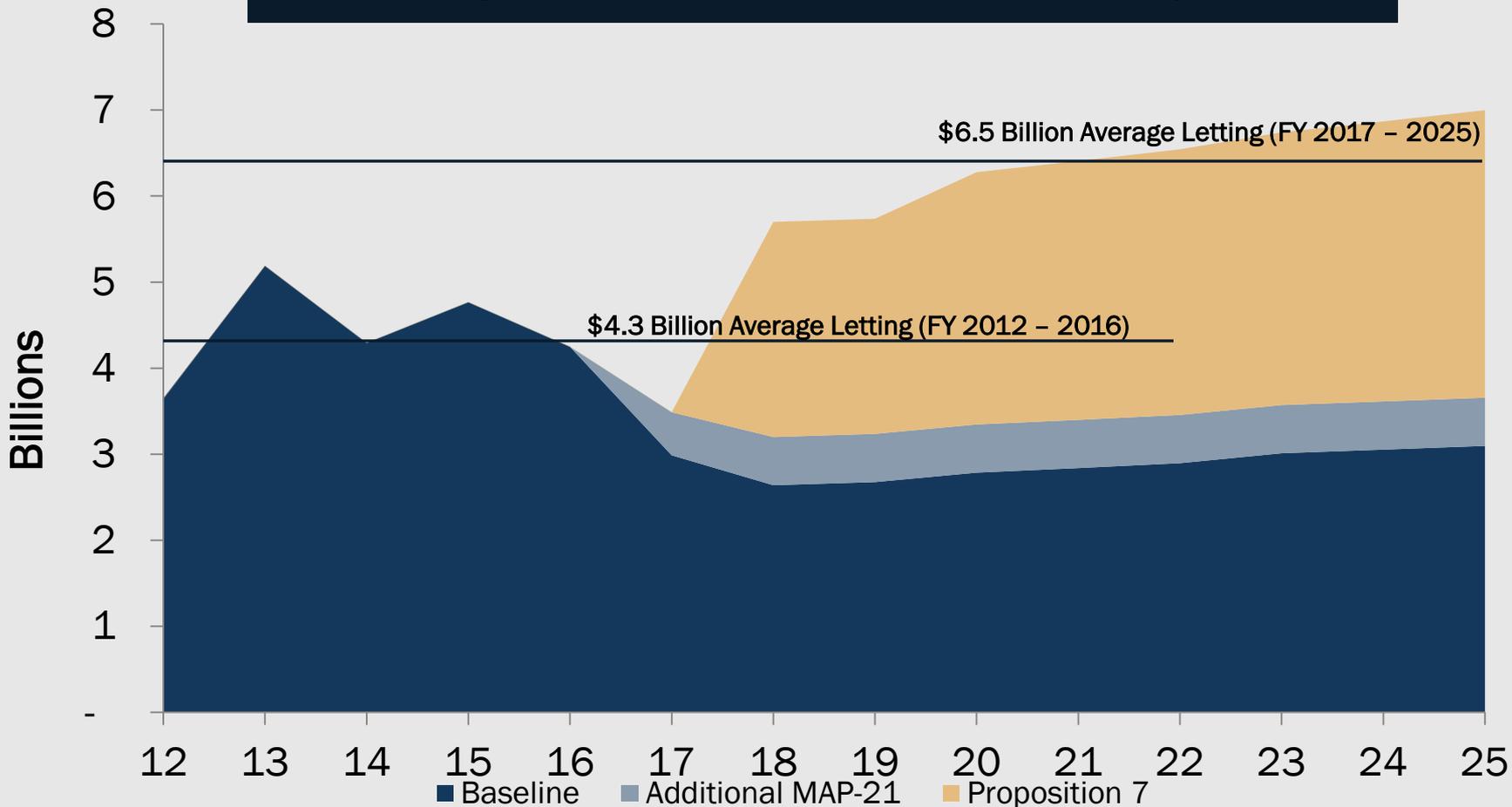
Three categories make up 70% of the annual procurement.

\$900 Million annually

- CEI
- PS&E
- Schematic/ENV

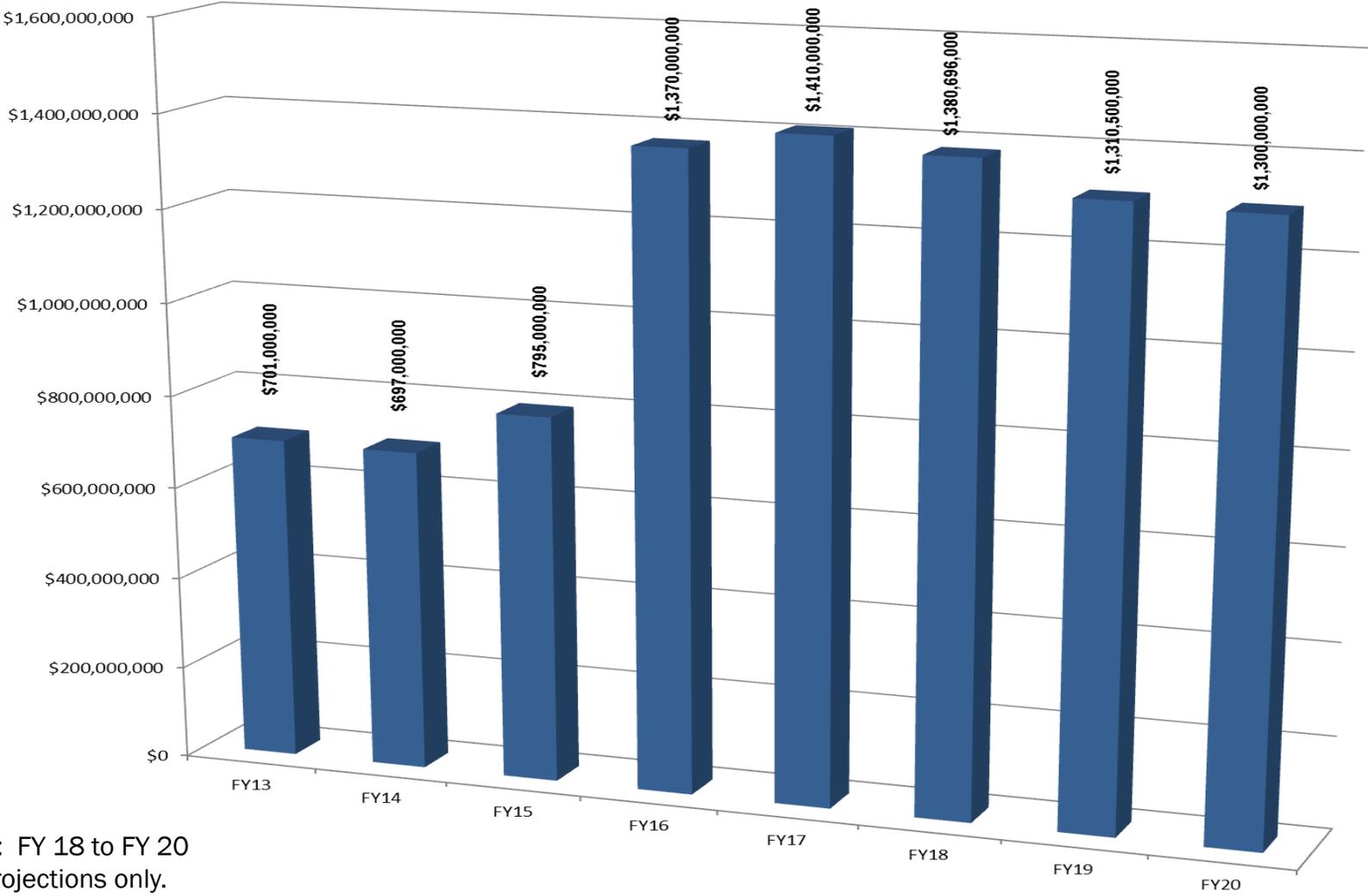
So what is driving this.....TxDOT's Annual Letting

Prop 7 significantly increases TxDOT Letting Volume



Future Procurement Volume

TxDOT CONSULTANT CONTRACTS - Annual Procurement



NOTE: FY 18 to FY 20 are projections only.

Current Opportunities



Professional Engineering Procurement Services (PEPS Division) - Projected Contracts for Architectural, Engineering and Surveying Services

NOTE: To ensure that you are viewing the most current list, please clear your cache, delete your browsing history, and/or refresh your screen.

Below is a list of statewide projected contracts with consulting architectural, engineering and surveying services, as of March 2, 2018. A project's presence on this list is not an indication that a project contract is authorized for advertisement. The information is subject to change.

Estimated Date of RFQ	Discipline of Procurement (Consultant Work Description)	PEPS Service Center	Procurement Contact	Procurement Engineer (Do Not Contact)	Selection Process	District or Division Managing Contract	Description of Project and Project Limits, if applicable	Project Location (County, District, or Statewide)	Contract Type Specific Deliverable (SD) or Indefinite Deliverable (ID)	Target Amount to Procure	Pre-RFQ Meeting
February 2018 Wave 2	Bridge On/Off Replacement	Central	Jaime Vela	Chris Henry	Federal	Houston, statewide	Bridge On/Off Replacement services for the Houston District and statewide capacity	Houston District, statewide	ID	15 contracts at up to \$5,000,000 each	
February 2018 Wave 2	Construction, Engineering, Inspection (CEI)	Central	Jaime Vela	Kendall Baker	Federal	Beaumont	CEI services for two projects in Beaumont District: 1) IH 10, Jefferson County, From FM 365 East To CR 131 (Walden Road); 2) US 59, Liberty County, From South End of Cleveland Bypass To Montgomery County Line	Jefferson and Liberty Counties	SD	TBD	Monday, March 5, 2018 10:00 AM - Noon TxDOT Beaumont District Headquarters Assembly Room 8350 Eastex Freeway (US 69) Beaumont, TX 77708
February 2018 Wave 2	Construction, Engineering, Inspection (CEI)	Central	Jaime Vela	Judith Garza-Bosquez	Federal	Laredo, Pharr	CEI services for the Laredo District and Pharr District	Laredo and Pharr Districts	ID	3 Contracts at up to \$5,000,000 each	
February 2018 Wave 2	Construction, Engineering, Inspection (CEI)	Houston	Gail Morea	Sargon Youhannazad	Federal	Houston	CEI Services for IH-45 from FM 517 to FM 1764	Houston District	SD	TBD	
February 2018 Wave 2	Construction, Engineering, Inspection (CEI)	Houston	Gail Morea	Sargon Youhannazad	Federal	Houston	CEI Services for SH36 from FM 2218 to the Brazoria County line	Houston District	SD	TBD	
March 2018 Wave 2	Construction, Engineering, Inspection (CEI)	San Antonio	Larry Wenger	Phil Howlett	Federal	San Antonio	US 281 0.8 Miles North of Stone Oak to the Bexar/Comal County Line	San Antonio District	SD	TBD	Monday, March 5, 2018 9:30 AM - Noon TxDOT San Antonio District Bexar Metro Area Office Main Conference Room 9320 SE Loop 410 San Antonio, TX 78228

Business -> Consultants -> Architectural, Engineering, and Surveying Consultants -> Projected Contract Solicitations

Projected Contracts List

Procurement Processes

- Accelerated
- Streamlined wo/interview
- Streamlined w/interview
- Comprehensive
- Federal
- Federal Management
- Urgent and Critical
- Emergency

TxDOT's core
provider selection
processes for ID Contracts

Procurement Methods/Timeline

Process	Task					Total Working Days
	RFQ Creation and Posting	RFQ Advertising*	Evaluation and Selection	Negotiation**	Execution	
	Work Days (skipping Holidays)	Week Days (including Hoidays)	Work Days (skipping Holidays)	Work Days (skipping Holidays)	Work Days (skipping Holidays)	
Accelerated	10	10	10	10	30	70
StrmInd without interview	12	10	13	10	30	75
StrmInd with interview	12	10	28	10	30	90
Comprehensive	23	15	32	30	30	130
Federal	15	15	40	30	30	130
Federal Management	25	15	40	30	30	140

Accelerated Process

- Applicability
 - For contracts not subject to the other processes
 - By default this will be for the majority of the indefinite deliverable (ID) contracts
 - An SD contract less than \$1M is rare, but possible
- Basic Steps (1)
 - Publish an RFQ
 - Providers selected based on the SOQ scores

- Designed for less complex and lower-risk services
- Standardized core ID contracts, typically \$2M or less
- ID contract requires negotiation of rates only
- Implication – it will go faster than the other processes

Streamlined Process

- Applicability
 - ID contracts for higher-risk services based on project costs, number of contracts, or type of services
- With interviews (2 steps)
 - Publish RFQ
 - Short-list and conduct interviews
 - Providers selected based on interview scores
- Without interviews (1 step)
 - Providers selected based on SOQ scores
- Standard or non-standard ID contracts
- Dollar-value, number of contracts, or services may be out of the ordinary or
- Provides for interviews if additional rigor is warranted, but questions without a presentation may be adequate
- ID contract requires negotiation of rates only
- Implication – it will go faster than the comprehensive, but not as fast as the accelerated

Comprehensive Process

- Applicability
 - Must be used for any specific deliverable (SD) contract that is \$1M or more
 - And not subject to §9.35 (an engineering or design related service contract directly related to a highway construction project and reimbursed with federal-aid highway program (FAHP) funding)
- Basic Steps (2)
 - Publish an RFQ
 - Short-list the most qualified providers based on the SOQ scores
 - Interview short-listed providers
 - Providers selected based on interview scores
- Designed for higher-dollar value projects
- Each SD project is unique
- SD contract requires negotiation of detailed scope and budget with rates for execution
- Implication – it will take longer than the other processes

HUB Program Goals

- ❖ 11.2% for Heavy Construction other than building construction
- ❖ 21.1% Building Construction
- ❖ 32.9% Special Trade Construction
- ❖ 23.7% Professional Services 
- ❖ 26.0% All Other Services
- ❖ 21.1% Commodities

HUB Goal Setting – Use of the HSP

For a state funded contract with a HUB goal, a solicitation will contain the aspirational goal of 23.7%.

For contracts that are more than \$100K, with subcontracting opportunities, a completed HUB Subcontracting Plan (HSP) is required. A firm is required to demonstrate a good faith effort to consider HUBs for all available subcontracting opportunities.

The firm demonstrates their good faith effort through one of four methods built into the HSP:

- Method 1 – Utilizing Only Texas Certified HUBs (100% HUB Subs)
- Method 2 – HUB and Non-HUB Utilization (meet or exceed the HUB Goal)
- Method 3 – HUB and Non-HUB (does not meet or exceed the HUB Goal)
- Method 4 – Self-performing

The HUB Four Methods for a Good Faith Effort

When using one of the four methods in the HSP a firm is committing to meet or exceed the goal or to not meet or exceed the HUB goal.

- Method 1 – Utilizing Only Texas Certified HUBs [(meet or exceed) or (not meet or exceed)], this is 100% HUB subs only.
- Method 2 – HUB and Non-HUB Utilization (meet or exceed)
- Method 3 – HUB and Non-HUB (does not meet or exceed) – needs additional document of their good faith efforts
- Method 4 – Self-performing [No subprovider usage - 0%]

The HUB Contract Goal

Once the HUB Subcontracting Plan is determined to be acceptable, then the contract goal is established. The contract goal is established using the subcontracting commitment from the HSP, which can meet, exceed, or be below the aspirational goal.

The aspirational goal of 23.7% is just a target. The contract goal is established based on the approved HSP.

Important Tips for HSP

Read HUB language in solicitation carefully

Use Up-To-Date HSP

Reference HSP Quick Checklist

Attend Pre-Bids

HSP Training on TxDOT Internet

Cursory Review of HSP

How to search for HUBS

SEARCH FOR

CMBL Only

OHUBs Only

OHUBs On CMBL

All Vendors

[+ Expand All](#)

▶ SINGLE VENDOR SEARCH

▶ MULTIPLE VENDOR SEARCH

▼ BUSINESS CATEGORY / VENDOR LOCATION SEARCH

Business Category

Select

County Location

Select

City Location

begins with

Zip Code Location

exact

Highway District(s)
Location

[Link:Texas Comptroller of Public Accounts](#)

Networking

- Study Projected Contracts List
- Visit with the PEPS Service Centers
 - Make appointment with Service Center Manager(s)
- Visiting the Districts
 - Visit with the Directors of Transportation Planning and Development at the district.
 - Visit with Directors of Construction at the district.
- Network with potential business partners
 - Professional organizations
 - TxDOT and other sponsored conferences

PEPS Division – Our Process



How do I get started? / Requirements and Certifications

Getting Started

- ✓ Be registered as a business with the State of Texas

<http://comptroller.texas.gov>

- ✓ Be registered as engineering firm with the Texas PE Board

<http://engineers.texas.gov>

- ✓ Obtain precertification with TxDOT

<http://www.txdot.gov/business/consultants/architectural-engineering-surveying/getting-started/precertification.html>

- ✓ Become administratively qualified with TxDOT

<http://www.txdot.gov/business/consultants/architectural-engineering-surveying/getting-started/administrative-qualification.html>

- ✓ Check the TxDOT webpage for listing of projected contracts and pre-RFQ meetings

http://ftp.dot.state.tx.us/pub/txdot-info/des/cco/professional_services/projected_contracts.pdf

- ✓ Submit your qualifications

Procurement Tips

- Check that all mandatory forms are in your package
- Keep alert to amendments
- Ask questions when you have the opportunity
- Showcase your PM and task leaders
- Focus on providing challenges, solutions and lessons learned
- Present innovative ideas or alternatives
- Be clear, concise and technical
- Use space wisely, it is not for marketing
- QA/QC the SOQ by referring directly to the RFQ Cover Page
- Use your best examples and give credit to the firm that did the work

Be **RESPONSIVE** and do **GOOD** work !

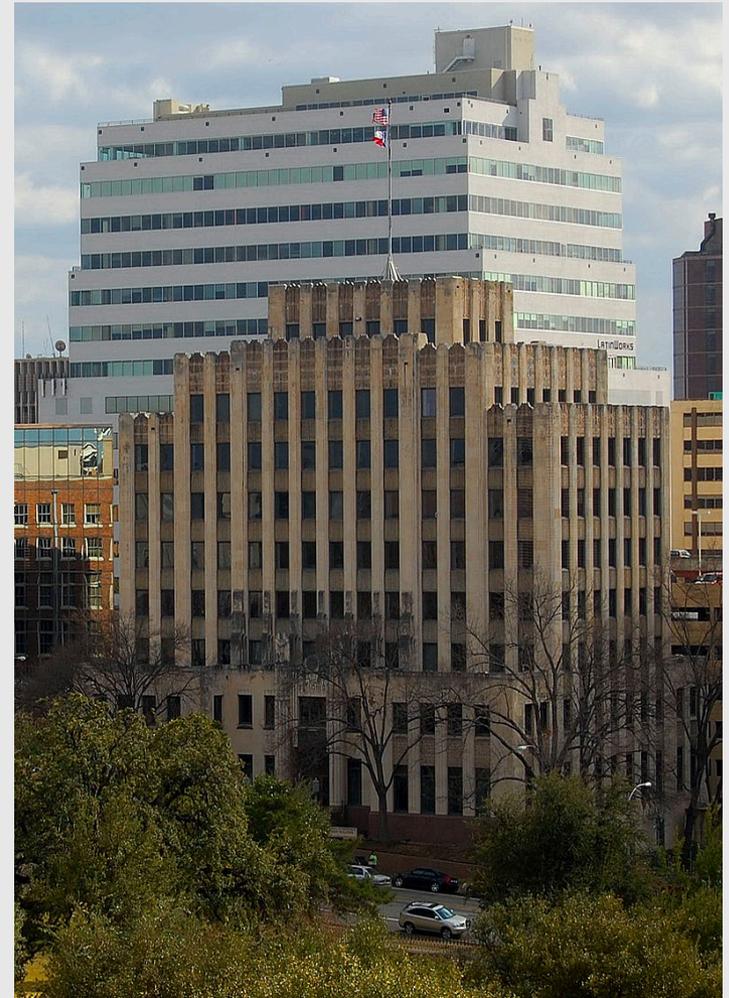




Dewitt C. Greer State Highway Building
Austin, TX. Est. 1933

HUB OUTREACH INITIATIVE

Support Services Division





District Headquarters Building
Houston, TX. Est. 2008

OVERVIEW

SSD Facilities Planning & Mgmt.



Facts

- Total Number of Buildings = 2551
 - Office Buildings – 657 (26%)
 - Special Purpose – 963 (38%) (Equip. Shops)
 - Support Structures – 931 (36%) (Storage, Fuel)
- Total Number of Locations = 345
- Asset Value \$1.5B (Land and Buildings)



Area Engineer – Bldg. #10807
Tyler District, Tyler (North) Maintenance – Special Crews
Building Condemned



Fuel Station – Bldg. #108043
Tyler District, Tyler (North) Maintenance Facility
SF: 1,800 FCI: .46 Repair Cost: \$164,386



Area Engineer –
Bldg. #188059
Dallas District,
McKinney
SF: 1,824
FCI: .91
Repair Cost:
\$188,339

Requested Funds for FY18/19 (Our Wish List)

*DEFERRED MAINTENANCE (Renovations, Repairs):

\$115M (Requested Authority and Funding)

- \$83M FY18, \$32M FY19

*CAPITAL CONSTRUCTION (New & Replacements):

\$135M (Requested Authority and Funding, not tied to Real Property Sales)

- \$40M FY18, \$95M FY19

*LAND ACQUISITIONS:

\$3M (Requested Authority and Funding, not tied to Real Property Sales)

- \$3M FY18, with UB Authority to FY19

AUSTIN HQ CONSOLIDATION:

\$139M (Requested Authority and Funding)

(Land Purchase with Previous Real Property Sales = \$22M)





District Headquarters Building
San Angelo, TX. Est. 1969

TYPES OF GOODS AND SERVICES



AY 18-19 Projects include but not limited to:

- Building Renovations / Repairs / Demolition
- Ccure Security Upgrades
- Roof Replacement / Repairs
- Concrete Flume / Detention Ponds / Culverts / Drainage
- Parking Lot Expansion / Repairs
- Fuel Tanks
- Generators
- State HQ Austin Campus Consolidation Plan
- Radio Towers

Our Approved Spending Plan

Deferred Maintenance

\$50 Million

Statewide HQ Consolidation

\$30 Million

Radio Towers

\$6 Million



District Headquarters Building
Fort Worth, TX. Est. 1959

CURRENT CONTRACTING GOALS



Building Construction 21.1%

Special Trade Construction 32.9%

The CPA has established statewide HUB participation goals for different categories of contracts in [34 T.A.C. §20.284](#). In order to meet or exceed the HUB participation goals, TxDOT encourages outreach to certified HUBs. Contractors shall make a good faith effort to include certified HUBs in the procurement process.



District Headquarters Building
Austin, TX. Est. 1987

PURCHASING METHODS



SSD's Primary Contracting Types

Purchase Orders

Requirements

- Typically for services like janitorial, landscape, carpet installation, painting, etc.
- PO's less than \$25K Purchasers have the ability to select the vendor pool
- Solicitations over \$25k are posted to ESBD and open for competitive bidding
- PRO strongly recommends registering with CMBL

Routine Facility Contract

Requirements

- Advertised with a construction estimate between \$25k-\$300K
- Typically for services like, HVAC, Interior and Exterior Remodeling, Generators, Sheds, etc.
- Solicitations are posted to ESBD
- Proposals are received and evaluated in Austin

Vertical Construction Contracts

Requirements

- Advertised with a construction estimate greater than \$300K
- Typically for services like, New Buildings, Major Renovations or Repairs, etc.
- Solicitations are posted to ESBD
- Proposals are received and evaluated in Austin

<http://www.txsmartbuy.com/sp>



District Headquarters Building
El Paso, TX. Est. 1997

CONTRACTING REQUIREMENTS



Contracts (RFC and VCSLC)

- Download the Contract Documents from ESBD or TxDOT Plans Online
- Attend the Pre-Bid Meeting
- Completely and accurately fill out ALL contract pages
- Submit required supporting documents by advertised letting deadline
 - E-Verify, HUB, Priority Invoicing, HB89 Israel Boycott Certificate, Bid Bond/Bid Guaranty



District Headquarters Building
Abilene, TX. Est. 1959

SEARCHING FOR HUBS & JOBS



Centralized Master Bidders List (CMBL)

- <https://mycpa.cpa.state.tx.us/tpasscdblsearch/tpasscdblsearch.do>

Electronic State Business Daily (ESBD)

- <http://www.txsmartbuy.com/sp>



District Headquarters Building
Pharr, TX. Est. 1963

HOW TO NETWORK WITH SSD FACILITIES



SSD Facilities Planning and Management has a diverse group of employees who specialize in the areas of:

- Architectural
- Business Services
- Contracting
- Engineering
- Project Management
- Security
- Space Planning
- State Headquarters Operations

All questions regarding facility projects should be submitted to:

SSD_ContractLettings@TxDOT.gov

Additional Contact Information

- **HUB Questions:**
 - CIV_Hub@TxDOT.gov
- **Procurement Questions:**
 - GSD-PURCH_GENERAL@TxDOT.gov
- **Early Payment Program Questions:**
 - onboarding@oxygen-finance.com
- **Finance Questions:**
 - Fin_invoices@TxDOT.gov
- **Electronic State Business Daily:**
 - <http://www.txsmartbuy.com/sp>

got questions





SELLING GOODS AND SERVICES TO TXDOT

Small Business Briefing



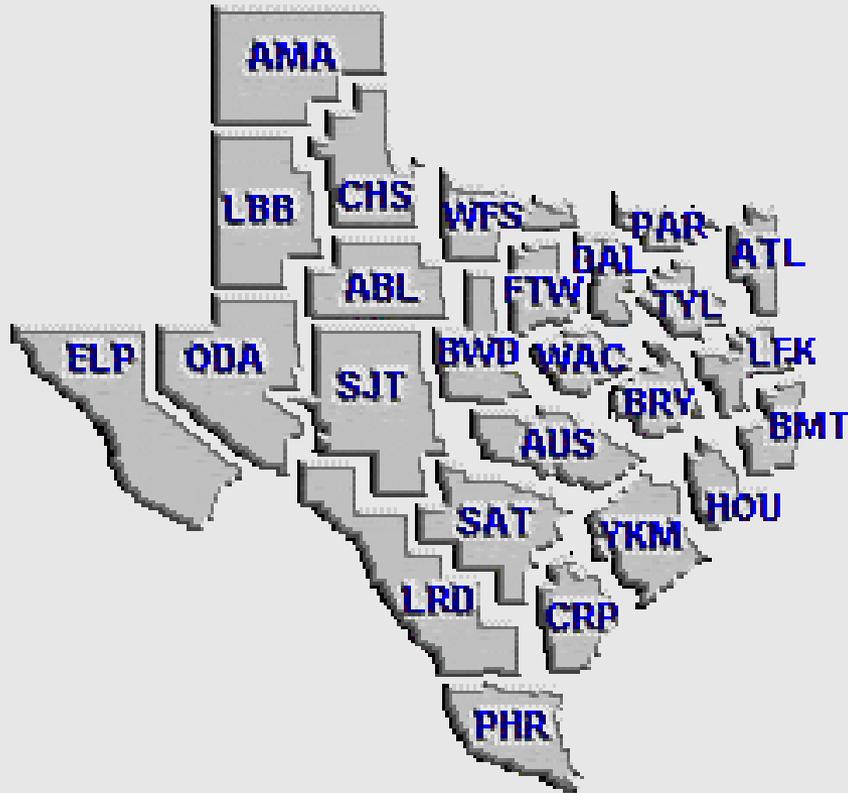
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1	TxDOT's Procurement Division (PRO)	3-6
2	Purchasing Limits	7-11
3	Solicitations	12-14
4	Award	15-16
5	Payment	17-18
6	Centralized Master Bidders List (CMBL)	19-20

Purchases are made to support various TxDOT functions:

- Highway construction and maintenance**
- Professional services such as architects, engineers, surveyors**
- General commodities and non-professional services**

PRO Procures Goods and Non-Professional Services

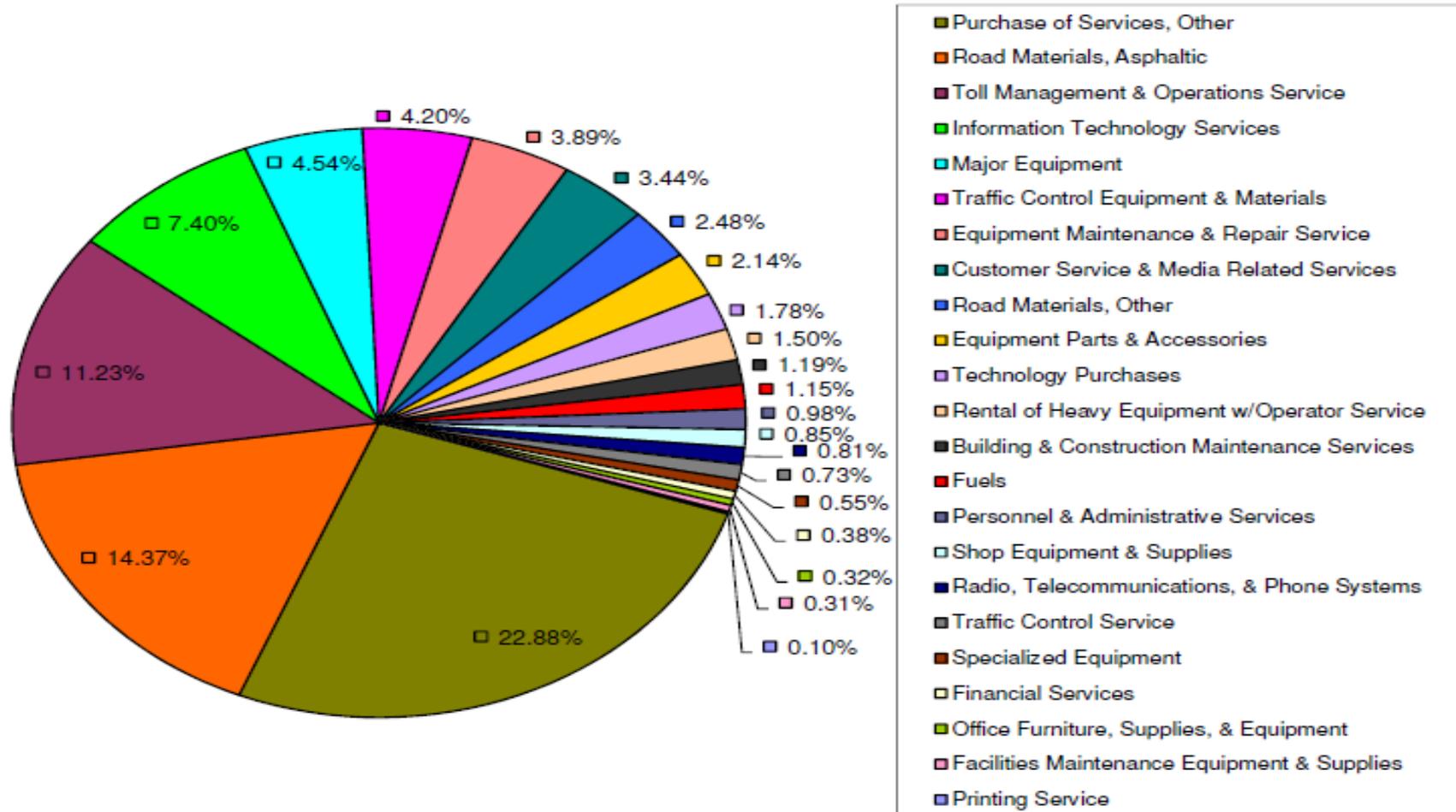


- For Twenty-five districts
- and Thirty-five supporting divisions
- approximately \$900 million per year

- **Examples of non-professional services (services)**
 - Plumbing
 - Electrical
 - HVAC
 - Hazardous waste removal
 - Vehicle and equipment repair
 - Oil changes & lube
 - Traffic counting
 - Building landscaping
 - Security
 - IT Commodities and services

TxDOT's Procurement Division (PRO)

TxDOT Purchases - Percent of Total as of August 31, 2017



How TxDOT purchases goods and services is determined by the estimated cost of the solicitation including the specified term. There are different requirements based on the estimate.

- \$5,000 and less
- Greater than \$5,000 and less than or equal to \$25,000
- Greater than \$25,000

NOTE: Purchasers search the CMBL for vendors by NIGP class and item. NIGP code is a coding system that organizes goods and services by Class, Item, Group and Detail. The CMBL uses the Class and Item to identify vendors based on the good or service offered. All services start with a 9XX NIGP number.

Purchases up to \$5,000

At least one quote requested. Purchasers are encouraged to check the CMBL for available vendors. Applies to:

- **Purchase of commodities**
- **Purchase of services**
- **Purchase of petroleum, oil & lubricants**
- **Distributor purchases (Original Equipment Manufacturer (OEM) parts)**

Purchases \$5,000 to \$25,000

Three informal competitive quotes requested. Applies to:

- **Purchase of commodities**
- **Purchase of services**
- **Purchase of petroleum, oil & lubricants**
- **Distributor purchases—OEM distributors only**

Purchases \$25,000 and up

Formal competitive sealed bids solicited from all eligible CMBL vendors:

- **Purchase of commodities**
- **Purchase of services**
- **Purchase of petroleum, oil & lubricants**
- **Distributor purchases—Formal competitive sealed bids solicited from all eligible OEM vendors**

NOTE: For commodities greater than \$50,000, CPA typically procures

- Information technology (IT) items are purchased using contracts established by Department of Information Resources (DIR)
- IT commodities and services not on a DIR contract are obtained following the appropriate method of purchase

- Each bid line item must reflect a unit price and this price will prevail should there be an extension error
- Delivery must be quoted F.O.B destination with freight included in the unit price, unless otherwise specified
- Quote a realistic delivery time.
- If no delivery time is specified, delivery is expected within 14 calendar days

- Vendors must note any exceptions or deviations from specifications on the bid response
- If written exceptions are not taken, the vendor will be expected to provide products and services meeting all advertised requirements

NOTE: Eexceptions may result in the bid being disqualified and not considered for award

- If a HUB Subcontracting Plan is included with the solicitation, fill it out completely and return with the bid response
 - Bid responses without the required HUB Subcontracting Plan will be considered non-responsive
- All bid responses must be signed by a person authorized by the vendor
- NO white-out. If a change is needed, ~~strike through~~ and initial
- Addendums must be signed and returned with the bid response
- Submit the bid response in the format and method specified in the solicitation

Award information for purchases over \$25,000

- Access the ESBD
- Select “Awarded” in the “Status” field
- Enter the solicitation number in the Solicitation ID Number field

Post Award/Contract Performance

- Honor your delivery promises
- Provide goods and services that meet all requirements outlined in the specification
- Provide good customer service
- Do not substitute or cancel without prior written approval from TxDOT
- Verify the delivery and invoice addresses
- Contact the purchaser listed on the Purchase Order with questions

Note: Vendor performance, both good and bad, is reported to CPA

- Goods and non-professional services will be inspected and tested to verify they meet all requirements
- Payment is not initiated until the good or service provided is accepted by TxDOT and a correct invoice is received
- TxDOT will pay interest on invoices if not paid within 30 days from the receipt of the good or service or the receipt of a correct invoice, whichever is later. (Ref. Government Code Chapter 2251)

- Include the purchase order number and vendor or taxpayer identification number on all invoices
- Invoices can be submitted electronically to TxDOT's Finance Office at the e-mail address noted on the PO, ie. FIN_invoices@txdot.gov

Direct deposit of payment is available upon request. If interested, contact TxDOT's Financial Management Division at (512) 486-5614

Centralized Master Bidders List (CMBL)

- Texas has a Centralized Master Bidders List (CMBL) for all vendors interested in doing business with the state. The CMBL is:
 - maintained by the Texas Comptroller of Public Accounts (CPA)
 - an effective way to ensure vendors receive solicitations for goods and services
- Purchasers with all state agencies are required to solicit bids from vendors registered on the CMBL

Centralized Master Bidders List (CMBL)

- Registration increases opportunities to receive bid notices
- Register utilizing appropriate NIGP class and items
- Registration does not guarantee an award
- Annual Registration fee
- Vendors are responsible for updating their online profile
- For assistance, contact CPA at (512) 463-3459, or visit <https://comptroller.texas.gov/purchasing/> Vendor Resources
- Qualifying business are encouraged apply to be certified as a HUB by completing the HUB application

Questions?

“Marketing Tips for Success in the HUB Program”

Bottom Line:

Know your market

- How are your products/services being procured
- Who buys your products/services
- Who are the current vendors/contractors
- What are the current prices being paid

HUB Program

119

- Establish trends
- Utilize at least 3 years of data
- Evaluate which agency spends the most in your area of services or products
- Think outside the box....where do opportunities exist for your business (prime or subcontracting)
- How much money do they have allocated to spend

HUB Program

120

“Where do I start?”

“How do I find opportunities?”



Statewide Contracts

- [Search Statewide Contracts](#)
- [Contract Development](#)
- [Contract Management](#)
- [Contract Review & Delegation \(CAT-RAD\)](#)
- [Texas Multiple Award Schedule \(TXMAS\)](#)
- [TxSmartBuy](#)
- [Department of Information Resources Contracts](#)

Procurement Resources

- [Statewide Procurement Outreach Team](#)
- [Publications and Forms](#)
- [NIGP Commodity Book](#)
- [Search for CMBL/HUB Vendors](#)
- [Statutes and Procedures](#)
- [Grant Management](#)

Vendor Resources

- [Vendor Information Center](#)
- [Centralized Master Bidders List \(CMBL\)](#)
- [Historically Underutilized Business \(HUB\)](#)
- [Modify CMBL/HUB Profile](#)
- [Electronic State Business Daily \(ESBD\)](#)



Training and Certification

- [Purchasing/Procurement \(CTP/CTPM\)](#)
- [Contract Manager \(CTCM\)](#)
- [Directory of Active Certifications](#)
- [Continuing Education and Events](#)
- [Webinar Training for Governing Bodies SB1681](#)

Government Resources

- [Vendor Performance Tracking System \(VPTS\)](#)
- [Cooperative Purchasing \(CO-OP\)](#)
- [State Payment Card](#)
- [State Travel Management](#)
- [State Mail Services](#)
- [Vehicle and Fleet Management](#)

SB20

- [Centralized State Purchasing Study](#)
- [State Agency Contract Management Procedures](#)
- [LBB Contracts Database](#)

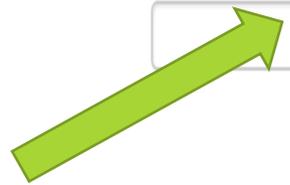
Sign In

Contracts ▾ Reports ▾ Help

ELECTRONIC STATE BUSINESS DAILY SEARCH

Solicitations/bids valued at \$25,000 and more MUST be posted on the ESBD or the contract is considered VOID

Agency Name <input type="text"/>	Agency Number <input type="text"/>	Status Posted <input type="text"/>	Posting Date <input type="text"/>
Solicitation ID Number <input type="text"/>	NIGP Class/Item <input type="text"/>	Keyword Search <input type="text"/>	Due Date <input type="text"/>



Search

Search for opportunities either by agency or by Class and Item Code

Use "Posted" for identifying current solicitations

ELECTRONIC STATE BUSINESS DAILY SEARCH

Agency Name <input type="text"/>	Agency Number <input type="text"/>	Status Select all <input type="text"/>	Posting Date <input type="text"/>
Solicitation ID Number <input type="text"/>	NIGP Class/Item <input type="text"/>	Keyword Search <input type="text"/>	Due Date <input type="text"/>

 Search

RESULTS

Lab Reagents

Solicitation ID: 405-18-R138961.1 | Due Date: 1/24/2018 | Due Time: 10:00 AM | Agency Number: 405 | Status: Posted | Posting Date: 1/9/2018

Creation Date: 1/9/2018 3:31 pm | Last Updated: 1/9/2018 3:34 pm

Underground Fuel Storage Tank Removal

Solicitation ID: 405-18-R135582_1 | Due Date: 2/9/2018 | Due Time: 11:00 AM | Agency Number: 405 | Status: Posted | Posting Date: 1/9/2018

Creation Date: 1/9/2018 10:15 am | Last Updated: 1/9/2018 10:17 am

Underground Fuel Storage Tank Removal

Solicitation ID: 405-18-R135582 | Due Date: 2/9/2018 | Due Time: 11:00 AM | Agency Number: 405 | Status: Posted | Posting Date: 1/9/2018

DESCRIPTION AND PRICING

PURCHASE OF THE FOLLOWING:

The Department of Public Safety (DPS) solicits bids to award to remove and dispose of one 4,000 gallon underground storage tank (UST) and all associated piping, valves, dispensers, and appurtenances.

The documents included in this IFB must be returned with the Bid. Please utilize the enclosed Attachment C - Checklist to ensure the Bid is complete.

ITEM	DESCRIPTION	QUANTITY	UNIT	UNIT PRICE	EXTENSION
1	Removal and Disposal of Underground Storage Tank as per statement of work (SOW)	1	JOB	\$	\$

Calendar of Events

01/24/18 at 10:00AM A Mandatory pre-bid site visit will be held at 1108 South Columbia Plainview, TX 79072. Failure to attend the mandatory site visit will result in the disqualification of bidders bid response.
 Point of Contact: Sgt. Richard Villanueva Tel: 806-252-8660

01/30/18 at 5:00PM Questions due via e-mail with Bid Number in the Subject Line to Services.Branch@dps.texas.gov

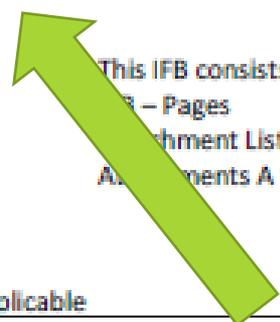
02/02/18 at 5:00PM Responses to submitted Questions will be posted to the Electronic State Business Daily (ESBD).

Point of Contact: Jeremlah Rodriguez
 Phone Number: (512) 424-7059
 E-Mail: Services.Branch@dps.texas.gov

SERVICE PERIOD: **Services to be completed within 120 days and with DPS acceptance of project from Date of Award.**

This IFB consists of the following:

Attachment A - Pages	1 - 6
Attachment Listing Page	7
Attachments A through H - Pages	8 - 87



SERVICE PERIOD WITH OPTIONS Applicable Not Applicable

For subcontracting opportunities - attend pre-proposals conferences to meet primes face-to-face - Most effective method for marketing your company

BEST VALUE

DPS may use the best value factors listed in Tex. Gov't Code § 2156.007 in determining the lowest overall cost for this solicitation.



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- [Publications and Forms](#) 
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- [State Agency Contract Management Procedures](#)
- [LBB Contracts Database](#)

PROCUREMENT PUBLICATIONS

Manuals and Reference Guides

- [Contract Management Guide](#)
- [Procurement Manual](#)
- [Specifications Library](#)
- [State of Texas CO-OP Manual \(PDF\)](#)
- [SAM Search Information](#)
- [Statutes and Procedures](#)



Information available on procurement methods the state utilizes in obtaining goods and services

Forms

- [Procurement Forms Library](#)
- [CO-OP Forms Library](#)
- [General Mail Equipment/Procurement Questionnaire \(DOC\)](#)

Reports

- [Procurement Coordination Committee Reports](#)
- [HUB Reports](#)
- [State Use Reports](#)

HUB Program

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Become Familiar on “How” the state procures supplies, equipment, materials, and services:

- Term Contracts (SmartBuy)
- Opportunities through the Co-op
- Department Information Resources Contracts (IT related purchases)
- Delegated Legal Authority
- RFP, RFQ, RFI, RFO, IFB, etc..



Existing contract
schedules agencies use
for purchasing

Statewide Contracts

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[Contract Management](#)

[Contract Review & Delegation \(CAT-RAD\)](#)

[Texas Multiple Award Schedule \(TXMAS\)](#) ↘

[TxSmartBuy](#)

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HUB Program

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Use historical data to identify:

- Procurement opportunities for your company
- Purchasing trends for agencies
- Current vendors providing goods and services



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HISTORICALLY UNDERUTILIZED BUSINESS (HUB) PROGRAM

State agencies and universities are constantly looking to work with businesses certified as Historically Underutilized Business (HUB). The goal of this good-faith effort is to actively involve HUBs in the Texas procurement process and ensure they receive a fair share of state business.

[View a list of HUB status codes and ethnicity codes.](#)

- ▶ [Who qualifies to be a Historically Underutilized Business?](#)
- ▶ [What are the benefits of HUB Certification?](#)

[How do I sign up?](#)

IMPORTANT: It is vital to be truthful in all documents provided for HUB certification. It is a state jail felony under [Texas Penal Code §37.10](#) to knowingly provide false information in an application for HUB certification. It is a third degree felony under [Texas Government Code §2161.231](#) to apply for a state contract as a HUB vendor knowing you are not actually a HUB.

If the felony conduct prohibited under [Texas Government Code §2161.231](#) results in the awarding of a state contract, then the act of knowingly acquiring funds derived from that felony conduct may be prosecuted under [Texas Penal Code §34.02](#). An offense under this section is punishable as a felony regardless of the amount of funds derived from the illegal conduct. First degree felony punishment applicable if the value of the funds is \$200,000 or more.

[2017 Procurement Connection Seminar & EXPO](#)

[HUB Application](#)

Related Links

[Search for CMBL/HUB vendors](#)

[How to Apply for CMBL or HUB](#)

[Modify/Update Account](#)

[Certification Process](#)

[Certification Agreements](#)

[Bid Opportunities](#)

[HUB and Business Resources](#)

[HUB Reports and Forms](#)

[NIGP Commodity Book](#)

[Delivery Zones and Districts](#)

[HUB Mentor Protégé Program](#)

HUB FORMS

- ▶ [HUB Certification Application Forms](#)
- ▶ [HUB Certification Checklists by Type](#)
- ▶ [HUB Subcontracting Plan \(HSP\) Forms](#)
- ▶ [HUB Merchant Verification Forms for State Charge Card Program](#)
- ▶ [Mentor Protégé Forms](#)

HUB Publications

[HUB Reports](#)



[HUB Brochure \(PDF\)](#)

[Grow Your Business \(PDF\)](#)

[Disparity Study](#)

IMPORTANT: It is vital to be truthful in all documents provided for HUB certification. It is a state jail felony under [Texas Penal Code §37.10](#) to knowingly provide false information in an application for HUB certification. It is a third degree felony under [Texas Government Code §2161.231](#) to apply for a state contract as a HUB vendor knowing you are not actually a HUB.



Purchasing

HISTORICALLY UNDERUTILIZED BUSINESS REPORTING

The Statewide Support Services Division (SSSD) Historically Underutilized Business (HUB) Program has been tasked with the reporting of expenditures made by state agencies and institutions of higher education.

To accomplish this task, SSSD is committed to providing this information semi-annually (September 1 - February 28) and annually (September 1 - August 31).

How does the HUB Report assist Vendors?

The HUB Report is not limited to state agencies and institutions of higher education. The information within the report can also be used by vendors and the public to determine where state agencies purchase products or services. Once this has been identified, vendors can contact that agency's HUB Coordinator to introduce their business and further understand state procurement.

HUB Reports

2017

- [Fiscal Year 2017 Annual HUB Report](#)
- [Fiscal Year 2017 Semi-annual HUB Report](#)

2016

- [Fiscal Year 2016 Annual HUB Report](#)
- [Fiscal Year 2016 Semi-annual HUB Report](#)

2015

- [Fiscal Year 2015 Annual HUB Report](#)
- [Fiscal Year 2015 Semi-annual HUB Report](#)

5 Years of Data Available

2014

- [Fiscal Year 2014 Annual HUB Report](#)
- [Fiscal Year 2014 Semi-annual HUB Report](#)

2013

- [Fiscal Year 2013 Annual HUB Report](#)
- [Fiscal Year 2013 Semi-annual HUB Report](#)



FISCAL YEAR 2017 ANNUAL HUB REPORT

I. **Executive Letter** and **Executive Summary**

II. **Statewide Totals:** [TXT](#) or [PDF](#)

III. **Statewide Analysis of Awards:**

This section includes a statewide analysis of the following:

- Total Statewide Awards and Awards to Certified HUBs by Ethnicity/Gender: [TXT](#) or [PDF](#)
- Awards to Certified HUBs by Procurement Categories and Object Codes: [TXT](#) or [PDF](#)
- Awards to Certified HUBs by Procurement Object Codes: [TXT](#) or [PDF](#)
- Awards to Certified HUBs: [Detail by Object Code.](#)

IV. **State Agency Rankings**

This section includes the following rankings:

- [Top Fifty \(50\) Agencies by Total Expenditures](#) (PDF)
- [Twenty-five \(25\) Agencies Spending More than \\$5 Million with Largest Percentage Spent with HUBs](#) (PDF)
- [Twenty-five \(25\) Agencies Spending More than \\$5 Million with Smallest Percentage Spent with HUBs](#) (PDF)
- [State Agencies Spending \\$0 with HUBs](#) (PDF)



Object Codes are financial code the state utilizes to identify types of contracts - Financial Chart of Accounts



FISCAL YEAR 2017 ANNUAL HUB REPORT

Detail by Object Code

7204 Insurance Premiums and Deductibles

7205 Employee Bonds

7206 Service Fee Paid to the Lottery Operator

7211 Awards

7216 Insurance Premiums (Approved by Board of Insurance & Attorney General)

7218 Publications

7239 Consultant Services (Approved by Office of the Governor)

7240 Consultant Services (Other)

7242 Consultant Services (Computer)

7243 Educational/Training Services

7245 Financial and Accounting Services (04)

7248 Medical Services (09)

7249 Veterinary Services

7253 Other Professional Services

7255 Investment Counseling Services

7256 Architectural/Engineering Services (05)

7257 Legal Services (Approval by the State Office of Administrative Hearing

7258 LEGAL SERVICES (Eff. Aug. 31, 2012, object code 7246 inactivated, & replaced w/7258)

HUB Program

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- The report indicates the agencies spend by the COBJ and is listed by the most spent
- Document the agencies that spend the most in your area
- The agency code (blue text) indicates there is more data linked to the COBJ
- Pressing the agency code will direct you to the detail expenditures for the agency
- You are able to identify what vendors were use for providing the goods or services

582 Treasury Funds

OBJ/CD	VENDOR NAME	VID	HUB/	ETH	DIR	TC	TPFA	DOLLAR AMOUNT
***** SPECIAL TRADE :								
7344	GRIFFIN PARTNERS COM							\$11,049.00
7354	AIR CRAFT INC							\$924.00
7354	ASSOCIATED TIME AND							\$8,020.00
7354	BOWIE CASS ELECTRIC							\$1,555.04
7354	BXB GROUP INC		HUB	WO				\$27,385.00
7354	CONFIDENTIAL							\$4,998.00
7354	GILLETTE AIR CONDITI							\$30,905.26
7354	GKW PROPERTIES							\$21,922.00
7354	HOLMES AND HOLMES CO							\$42,408.15
7354	JENN ENERGY SERVICES							\$19,800.00
7354	KNIGHT SECURITY SYST							\$4,800.60
7354	MCA COMMUNICATIONS I		HUB	HI				\$289.51
7354	NAVARRO COUNTY ELECT							\$21,927.50
7354	RICK HALE							\$1,850.00
7354	RIVERBEND COMPLEX LL							\$625.14
7354	SIGMA SURVEILLANCE D		HUB	AS				\$1,200.00
7354	SOLOMON MADUDU DBA A							\$110,640.00
7354	SUNTURN INC							\$8,197.43
7354	TEXAS STATE ALARM LL							\$945.00
7354	THE COLONNADE OFFICE							\$28,221.57
7354	WJA PROPERTIES LLC							\$3,162.50
7354	WSCA INC		HUB	BL				\$15,968.00
7354	XCEL ENERGY							\$5,285.48
7354								\$10,649.00

Indicates HUB Category



HUB Program

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- Review and document the historical expenditure data and identify vendors that are receiving the business
- Go to the CMBL database and look up their vendor profiles to see what class and item codes they have listed in their profiles
- “Are you missing out on notifications or info?”
- “Are you registered for the CMBL? ”



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More valuable historical information.....

(prices, contract duration, contact information,
contract terms and condition, etc)....is
available at www.lbb.state.tx.us



LEGISLATIVE BUDGET BOARD



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- CONTRACTS**
- ABOUT LBB
- AGENCIES PORTAL



85th Legislature Documents



State Budget By Program



LBB Staff Reports



Government Effectiveness & Efficiency



Fiscal Size-Up 2016-17



Interactive Graphics



CONTRACTS

Contract Database contains contract data from 9-1-2013



Agency
Contract
Reporting



Contract
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Search



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Archive
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Report
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Issue

LEGISLATIVE BUDGET BOARD

LBB Contracts Database

As Reported by State Agencies and Institutions of Higher Education

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Search

Search Tool

Search for contracts by agency, vendor, value and/or contract ID (please use Firefox, Chrome, or IE 9 or newer with compatibility mode turned on)

Fiscal Year:

Agency

Agency: [Agency Search](#)

Only agencies with contracts on file are available to select.

Vendor

Search vendor by Vendor ID:

Or by Vendor Name (at least 3 characters):

Only vendors with contracts on file are available to select.

Search contracts by agency or by vendor

Maximum Value:

Contract Id

145

Contract Id:

This search engine also allows you to search by NIGP codes

Commodity Code

Search contracts reported to the Legislative Budget Board (LBB) by National Institute of Governmental Purchasing (NIGP) codes, which provide uniform class-item codes for goods and services purchased by state entities. Please note that NIGP codes are displayed as they were reported by state entities, and that contract records may contain more than one NIGP code per record. A searchable list of NIGP codes is maintained by the [Texas Comptroller of Public Accounts](#)

Class:

-Select NIGP Class-



Search

NOTE
 Contract information maintained by the LBB and included in this report is from information submitted by each state agency. Although every effort was made to correct obvious errors and to avoid duplicate entries, this information has not been verified by the LBB, and

Export to Excel Export to Word

Display Condensed Data Set Display Expanded Data Set

Pdf File of Actual Contract



Code	Agency	Contract	Award Date	Current Contract Value (Excludes Options not Exercised)	Bids	Vendor	Attachments
582	Commission on Environmental Quality	582-13-23936	04/10/2013	\$4,741,000	1	CNG 4 AMERICA ROSEN...	582-13-23936.pdf
582	Commission on Environmental Quality	582-13-23938	04/23/2013	\$500,000	1	TRANSTAR ENERGY COMPANY LP	582-13-23938.pdf 582-13-23938 Contract MOD 1 \$0.pdf 582-13-23938 Co
582	Commission on Environmental Quality	582-13-23939	05/03/2013	\$430,801	1	CNG 4 AMERICA KATY LLC	582-13-23939.pdf
582	Commission on Environmental Quality	582-13-23940	04/23/2013	\$500,000	1	VISION INDUSTRIES CORPORATION	582-13-23940 - Contract - Executed.pdf
582	Commission on Environmental Quality	582-13-23941	04/10/2013	\$425,000	1	ZEITENERGY LLC	582-13-23941.pdf
582	Commission on Environmental Quality	582-13-23954	03/15/2013	\$2,400,000	1	DALLAS AREA RAPID TRANSIT	582-13-23954.pdf
582	Commission on Environmental Quality	582-13-23957	03/01/2013	\$750,000	1	CENTRAL FREIGHT LINES INC	582-13-23957.pdf
582	Commission on Environmental Quality	582-13-30002	09/01/2012	\$2,250,000	2	PROGRESSIVE ENVIRONMENTAL SERVICES INC	#13-30002 Contract.pdf 582-13-30002 Amend 1executed.pdf 582-13-3000
582	Commission on Environmental Quality	582-13-30012	08/14/2012	\$496,990	1	ARTS+LABOR	13-30012 Contract Executed.pdf 13-30012 - Amendment #5 - Executed.p
582	Commission on Environmental Quality	582-13-30013	09/01/2012	\$4,000,000	4	INCONTROL TECHNOLOGIES INC	582-13-30013 Solicitation.pdf 582-13-30013 Contract.pdf 582-13-30013 -
582	Commission on Environmental Quality	582-13-30014	09/01/2012	\$1,306,000	1	DIOS DADO ENVIRONMENTAL	582-13-30014 - Contract - Signed Executed.pdf 582-13-30014-A Amendm
582	Commission on Environmental Quality	582-13-30015	09/01/2012	\$1,356,103	1	CITY OF DALLAS UTILITIES & SERVICES	582-13-30015 - Contract - Signed Executed.pdf 582-13-30015 Am 1 execu
582	Commission on Environmental Quality	582-13-30022	09/01/2012	\$200,000	1	SOUTHEAST TEXAS REGIONAL PLANNING COMM	582-13-30022 - Contract - Signed Executed.pdf 582-13-30022 - Contract A
582	Commission on Environmental Quality	582-13-30023	09/01/2012	\$214,224	3	FARR WEST ENVIRONMENTAL SUPPLY INC	582-13-30022 - Contract - Signed Executed.pdf 582-13-30022 - Contract A
582	Commission on Environmental Quality	582-13-30024	09/01/2013	\$64,000	1	EAGLE PASS ISD	582-13-30024 - Contract - Signed Executed.pdf 582-13-30024_Amndt #1
582	Commission on Environmental Quality	582-13-30025	09/01/2012	\$1,095,000	1	LOWER COLORADO RIVER AUTHORITY	582-13-30025 Am 1 Executed.pdf 582-13-30025 - Contract Amendment 2
582	Commission on Environmental Quality	582-13-30027	09/01/2012	\$160,303	1	DEER OAKS EAP SERVICES LLC	582-13-30027 Solicitation.pdf 582-13-30027 Addendum 1.pdf 582-13-3002
582	Commission on Environmental Quality	582-13-30028	09/01/2012	\$920,008	2	FREEMAN AUDIO VISUAL SOLUTIONS	13-30028 - Contract.pdf 582-13-30028 - Amendment #3 - Executed.pdf 13
582	Commission on Environmental Quality	582-13-30030	09/01/2012	\$190,000	1	TEXAS A&M AGRILIFE EXPENTION SERVICE	582-13-30030 - Contract - Signed Executed.pdf 582-13-30030 - Contract A
582	Commission on Environmental Quality	582-13-30037	09/01/2012	\$600,000	1	TERA	13-30037 - Contract.pdf 582-13-30037 - Solicitation - Final.pdf 13-30037 -
582	Commission on Environmental Quality	582-13-30048	10/10/2012	\$476,001	1	TEXAS AGRILIFE RESEARCH	582-12-22735 - Solicitation - Final.pdf 582-13-30048 - Contract - Executed



HOME

BUDGET

PERFORMANCE REVIEWS

CONTRACTS

ABOUT LBB

AGENCIES PORTAL

CONTRACTS

Contract Archive Database is contract data prior to 9-1-2013 and has limited contract info due to the previous reporting requirements



Agency
Contract
Reporting



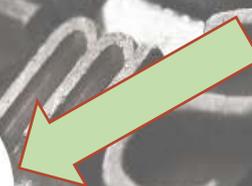
Contract
Database
Search



Contract
Archive
Database



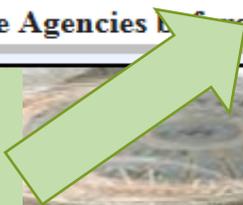
Report
Contract
Issue



LBB Contracts Database Archive

As Reported by State Agencies to LBB August 15, 2015

Note - Archive database provides data for contracts prior to September 1, 2013.



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Search

Search Tool

Search for documents based on combination of document type, fiscal year, agency, vendor and value

Document Type: **Fiscal Year:**

Agency

Agency: [Agency Search](#)

Only agencies with contracts on file are available to select.

Vendor

Vendor: [Vendor Search](#)

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HUB Program

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“Show Me the Money”

- All forms of government have a pre approved budget
- Research budgets to identify funds allocated for opportunities



BUDGET



General
Appropriations
Act 2016-17



Fiscal Size-Up
2016-17



State Budget
By Program



Budget
Documents
By Session



Legislative
Appropriation
Requests

Don't Print 1,004 Pages

**GENERAL APPROPRIATIONS ACT
FOR THE 2018-19 BIENNIUM**

**Eighty-fifth Texas Legislature
Regular Session, 2017**

Text of Conference Committee Report on Senate Bill No. 1
(and other bills affecting 2018-19 biennial appropriations)



A.2.4. Strategy: OCCUPATIONAL LICENSING	\$ 1,309,582	\$ 1,309,582
A.3.1. Strategy: RADIOACTIVE MATERIALS MGMT Radioactive Materials Management.	\$ 3,036,260	\$ 3,036,256

Total, Goal A: ASSESSMENT, PLANNING AND PERMITTING \$ 194,546,902 \$ 193,722,863

B. Goal: DRINKING WATER

B.1.1. Strategy: SAFE DRINKING WATER Safe Drinking Water	\$ 17,307,255	\$ 17,307,255
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See agency's budget to identify funding

C. Goal: ENFORCEMENT AND COMPLIANCE SUPPORT
Enforcement and Compliance Assistance.

C.1.1. Strategy: FIELD INSPECTIONS & COMPLAINTS ³ Field Inspections and Complaint Response.	\$ 46,903,497	\$ 46,634,458
C.1.2. Strategy: ENFORCEMENT & COMPLIANCE SUPPORT ³ Enforcement and Compliance Support.	\$ 14,150,982	\$ 14,242,071
C.1.3. Strategy: POLLUTION PREVENTION RECYCLING Pollution Prevention, Recycling and Innovative Programs.	\$ 2,576,595	\$ 2,576,595

Total, Goal C: ENFORCEMENT AND COMPLIANCE SUPPORT \$ 63,631,074 \$ 63,453,124

D. Goal: POLLUTION CLEANUP

Pollution Cleanup Programs to Protect Public Health & the
Environment.

D.1.1. Strategy: STORAGE TANK ADMIN & CLEANUP Storage Tank Administration and Cleanup.	\$ 19,073,303	\$ 19,012,761
D.1.2. Strategy: HAZARDOUS MATERIALS CLEANUP	\$ 23,522,022	\$ 23,522,024

Total, Goal D: POLLUTION CLEANUP \$ 42,595,325 \$ 42,534,785

E. Goal: RIVER COMPACT COMMISSIONS

Ensure Delivery of Texas' Equitable Share of Water.

E.1.1. Strategy: CANADIAN RIVER COMPACT	\$ 16,919	\$ 16,919
E.1.2. Strategy: PECOS RIVER COMPACT	\$ 136,650	\$ 136,650
E.1.3. Strategy: RED RIVER COMPACT	\$ 35,539	\$ 35,539
E.1.4. Strategy: RIO GRANDE RIVER COMPACT	\$ 699,996	\$ 199,996
E.1.5. Strategy: SABINE RIVER COMPACT	\$ 62,111	\$ 62,111

Total, Goal E: RIVER COMPACT COMMISSIONS \$ 951,215 \$ 451,215

F. Goal: INDIRECT ADMINISTRATION

F.1.1. Strategy: CENTRAL ADMINISTRATION	\$ 22,758,916	\$ 22,757,412
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Bottom Line: Know your market

- How are your products/services being procured
- Who buys your products/services
- Who are the current vendors/contractors
- What are the current prices being paid

HUB Program

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- Establish trends
- Utilize at least 3 years of data
- Evaluate which agency spends the most in your area of services or products
- Think outside the box....where do opportunities exist for your business (prime or subcontracting)
- How much money do they have allocated to spend

HUB Program

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Laura Cagle-Hinojosa

Statewide HUB Program Manager

Laura.Cagle-Hinojosa@cpa.texas.gov

512-463-4583

888-863-5881

HUB Program

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About Laura...

Laura Cagle-Hinojosa started her career with the State of Texas in 1991 as a contracts analyst for the Texas Department of Mental Health and Mental Retardation's Construction Program. It was during this time (1993), Ms. Hinojosa was assigned to implement the Historically Underutilized Business Program (HUB) at the agency.

In 2004 Laura was recruited by private industry and held the position as the Multicultural Business Development Manager for the Southwest United States for ICI and during her 2.5 years in this position, helped small minority and women-owned businesses obtain over \$10 million in government contracts. Many of the tools and techniques developed from evaluating opportunities from a contractor/vendor's perspective are reflected in this workshop.

Laura returned to state government in 2007 as a procurement policy writer for the Department of Aging and Disabilities Services and in 2009 procured the position of HUB Program Coordinator for Texas Commission on Environmental Quality (TCEQ) where she oversees the HUB and EPA DBE program for the agency. Under Laura's management, TCEQ received a national award from the Environmental Protection Agency (EPA) in Washington D.C. in June 2014 for the agency's small business program.

Ms. Hinojosa recently obtained the position of Statewide HUB Program Manager at the Texas Comptroller of Public Accounts, Statewide Procurement Division. This position is responsible for HUB Certification, promulgation of HUB administrative rules, outreach and educating vendors on the HUB Program. Laura has been involved in the HUB program in one capacity or another from the program's inception and continues to be an advocate for small businesses.



Texas Workforce Commission
Office of Employer Initiatives

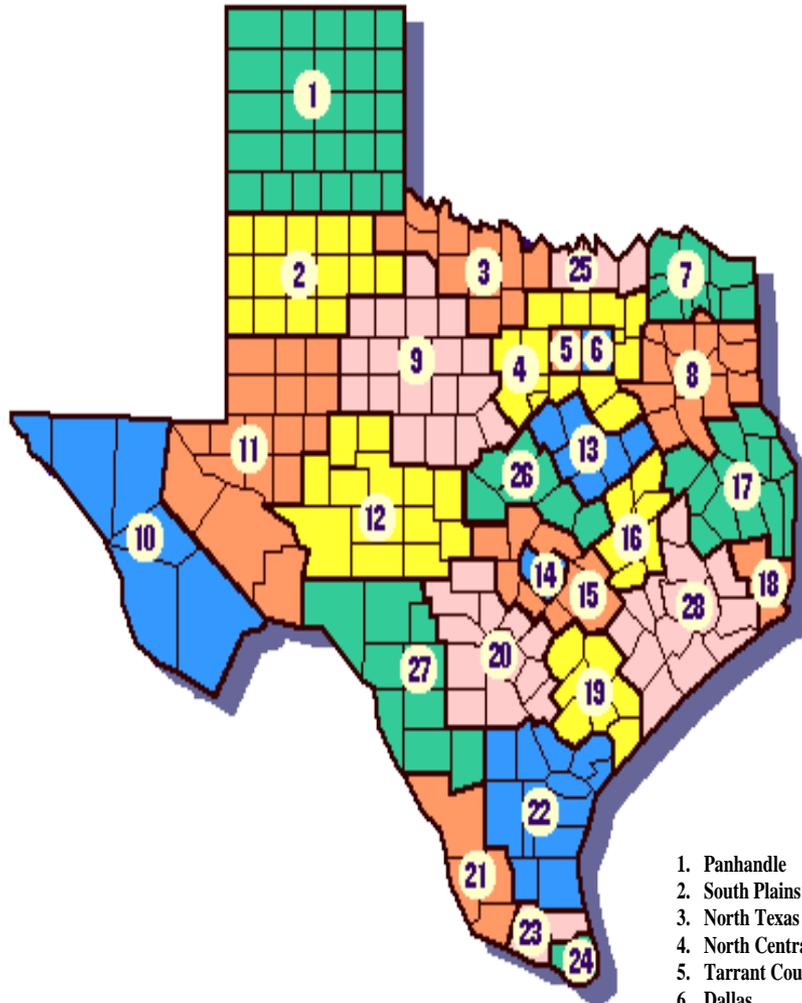
<http://ssb.texasworkforce.org>

<http://skills.texasworkforce.org>

skills@twc.state.tx.us
(877) 463-1777

Workforce Development Boards

- Full array of job posting and placement services.
- Up-to-date information on the labor market and emerging occupations.
- Recruiting, retention, and training assistance.
- Tax and hiring incentives, and more.

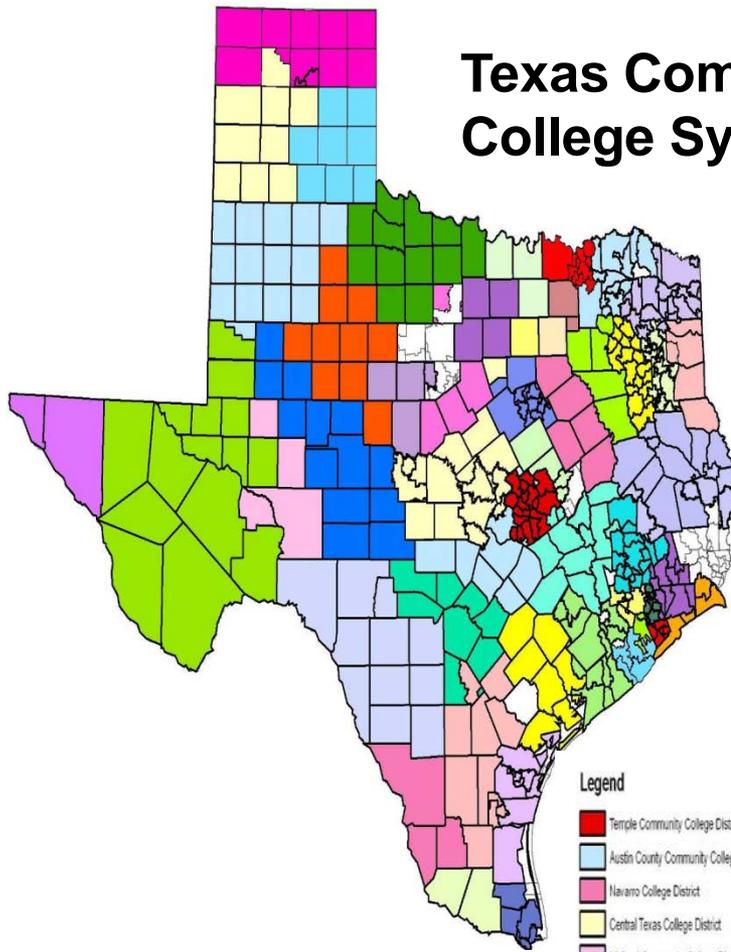


Local Workforce Development Areas

- | | | |
|----------------------|----------------------|-----------------------------|
| 1. Panhandle | 11. Permian Basin | 20. Alamo |
| 2. South Plains | 12. Concho Valley | 21. South Texas |
| 3. North Texas | 13. Heart of Texas | 22. Coastal Bend |
| 4. North Central | 14. Capital Area | 23. Lower Rio Grande Valley |
| 5. Tarrant County | 15. Rural Capital | 24. Cameron County |
| 6. Dallas | 16. Brazos Valley | 25. Texoma |
| 7. North East | 17. Deep East Texas | 26. Central Texas |
| 8. East Texas | 18. South East Texas | 27. Middle Rio Grande |
| 9. West Central | 19. Golden Crescent | 28. Gulf Coast |
| 10. Upper Rio Grande | | |



Texas Community and Technical College System



- 50 Community College Districts
- Texas State Technical College System (TSTC)
- Texas Engineering Extension

Legend

Temple Community College District	McLennan Community College District	Tyler Junior College District	Grayson County Junior College District
Austin County Community College District	Laredo Community College District	Wharton County Junior College District	Galveston College District
Navarro College District	Howard County Junior College District	Western Texas College District	College of the Mainland District
Central Texas College District	Hill College District	Weatherford College District	Clarendon College District
Midland Community College District	Del Mar Community College District	Vernon Regional Junior College District	Brazosport College District
South Plains College District	Dallas County Community College District	Trinity Valley Community College District	Borger Junior College District
South Texas Junior College District	Collin County Community College District	Texas Southmost College District	Alvin Community College District
Ranger Junior College District	Cisco Junior College District	Texarkana College District	Amarillo College District
Paris Junior College District	Central Texas College District	Tarrant County Community College District	
Panola College District	Blinn Junior College District	Southwest Texas Junior College District	
Midland Community College District	Alamo Community College District	San Jacinto College District	
	Bee County College District	Northeast Texas Community College District	
	Angelina County Junior College District	North-Harris Montgomery Community College District	
	El Paso Community College District	North Central Texas College District	
	Odessa College District	Lee College District	
		Kilgore Junior College District	
		Houston Community College District	



Empty areas are not part of a community college service area.

Map Prepared By:
Texas Higher Education Coordinating Board
February 28, 2006

Data Source:
Subchapter J, Section 130.161 of the
Texas Education Code
Texas Education Agency
Texas Higher Education Coordinating Board





Customized Training for Texas Employers

- **Texas Legislature created in 1995; Implemented in 1996**
- **Funding source: State General Revenue appropriation**
- **Funds customized training for a business, consortium of businesses, or trade union**
- **Goal is to increase the skills levels and wages of the Texas Workforce**
- **Fiscal Year 2018-19 biennium, \$48 million appropriated to Skills Development Fund**



Eligible Applicants and Grant Recipients

- Public or technical colleges, the Texas Engineering Extension Service (TEEX), or a 501(c)(3) Community-based organizations (CBOs) in partnership with a college
- Colleges must partner with a business, a consortium of businesses or trade union to develop customized training; customization can include instructional, scheduling and site-specific adaptations specific to employer needs
- College completes and submits grant application to TWC for award consideration
- College coordinates delivery of training and is expected to directly provide most of the instruction



Typical Skills Development Fund Grant

- **Cost per trainee target of \$1,800**
- **Single-business project can be up to \$500,000**
- **Equipment costs for training purposes may be allowed for multiple business projects.**
- **12-month training period**



Skills Development is a Partnership

In addition to public community or technical colleges, partners include:

- **Businesses**
 - **Private for profit entities or private non-profit hospitals with one or more employee**
 - **Work with college to develop training program**
 - **Ensure workers available to attend training; and provide required data to college for training**
 - **Pay prevailing wage for the occupation in the local area**



Skills Development is a Partnership

- **Local Workforce Boards:** convenes business partners; advises business of Skills Development Fund, provides comment on skills projects.
 - **Employment Service (ES) and Business Services Unit (BSU) assist Skills outreach by:**
 - **Introducing local employer partners to Skills**
 - **Connecting employers to eligible training partners for potential projects**
 - **Assisting with posting job openings for new trainees on WorkInTexas.com**



Skills Development is a Partnership

- Economic Development:
 - Inform new and expanding businesses of Skills opportunities;
 - maintain relationships with colleges and workforce boards



Skills Development is a Partnership

TWC – Workforce Business Services

Project Development:

- Regionally assigned state office staff
- Connects businesses with college and workforce board partners
- Provides ongoing technical assistance to colleges during project development



Skills Development Fund Resources

**For more information about the Skills Development Fund,
visit:**

<http://skills.texasworkforce.org>

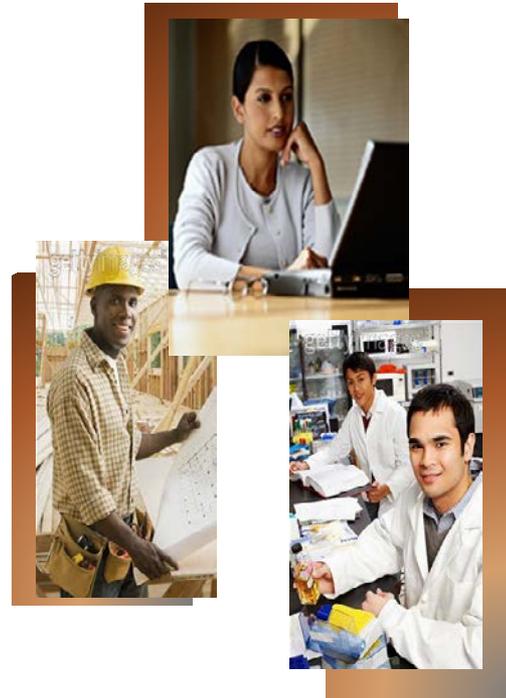
- **Complete application package with submission instructions**
- **Prevailing wage tutorial**
- **Business partner information**
- **Board comment form**
- **FAQs**

Skills for Small Business

Big News for Small Businesses in Texas!



Workforce Business Services
Texas Workforce Commission
877.463.1777 (toll free)
skillsforSmallBusiness@twc.state.tx
.us
www.texasworkforce.org/skillsformallbusiness



Why

A trained workforce is the key to success

- One of the keys to a successful small business is your **people**.
- Employee training includes understanding the product/service the company offers and strengthening an employee's **skill set**.
- Skills training should be part of a businesses **strategic plan** (budget, timeline etc.)





Responding to the needs of Texas' small businesses!

Skills training

- Increases **competitiveness**
- **Upgrades** current employees skills
- **Prepares** newly hired employees for job requirements



The Basics

- Training for businesses with **fewer than 100 employees**
- The program pays tuition & fees up to **\$1,800** for new employees and up to **\$900** for existing employees, per 12-month period
- New employees are those hired up to **12 months** prior to application date
- Select courses from catalogs for public community or technical colleges, or TEEEX



Who's Eligible

- Full-time, permanent employees W-2
- New or incumbent workers
- Making the prevailing wage (College will check for you)



What types of courses are funded?

- Credit
- Continuing Education
- Online
- Anything, so long as it relates to improving your business's operations.

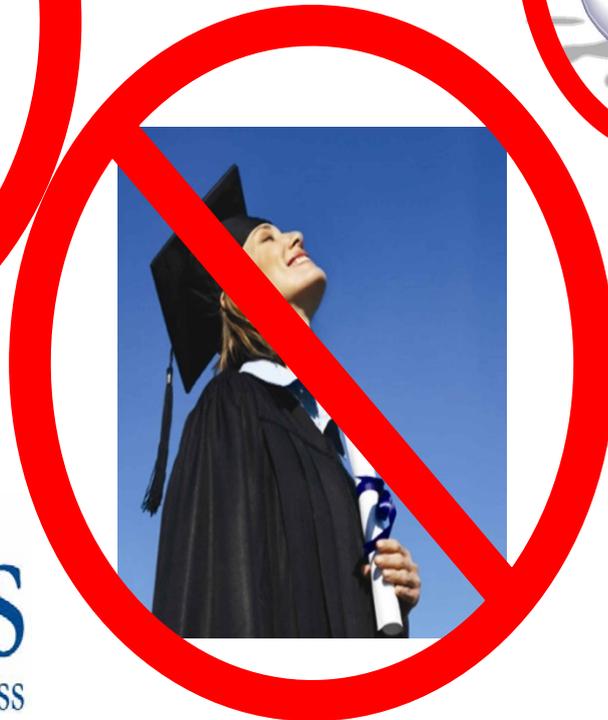
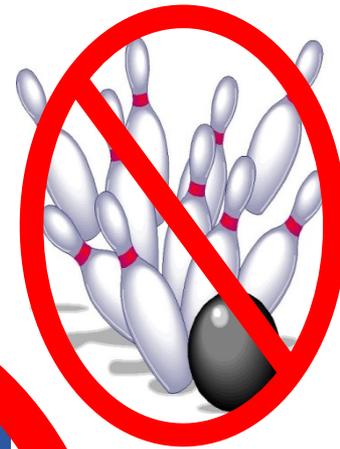


Sample Courses

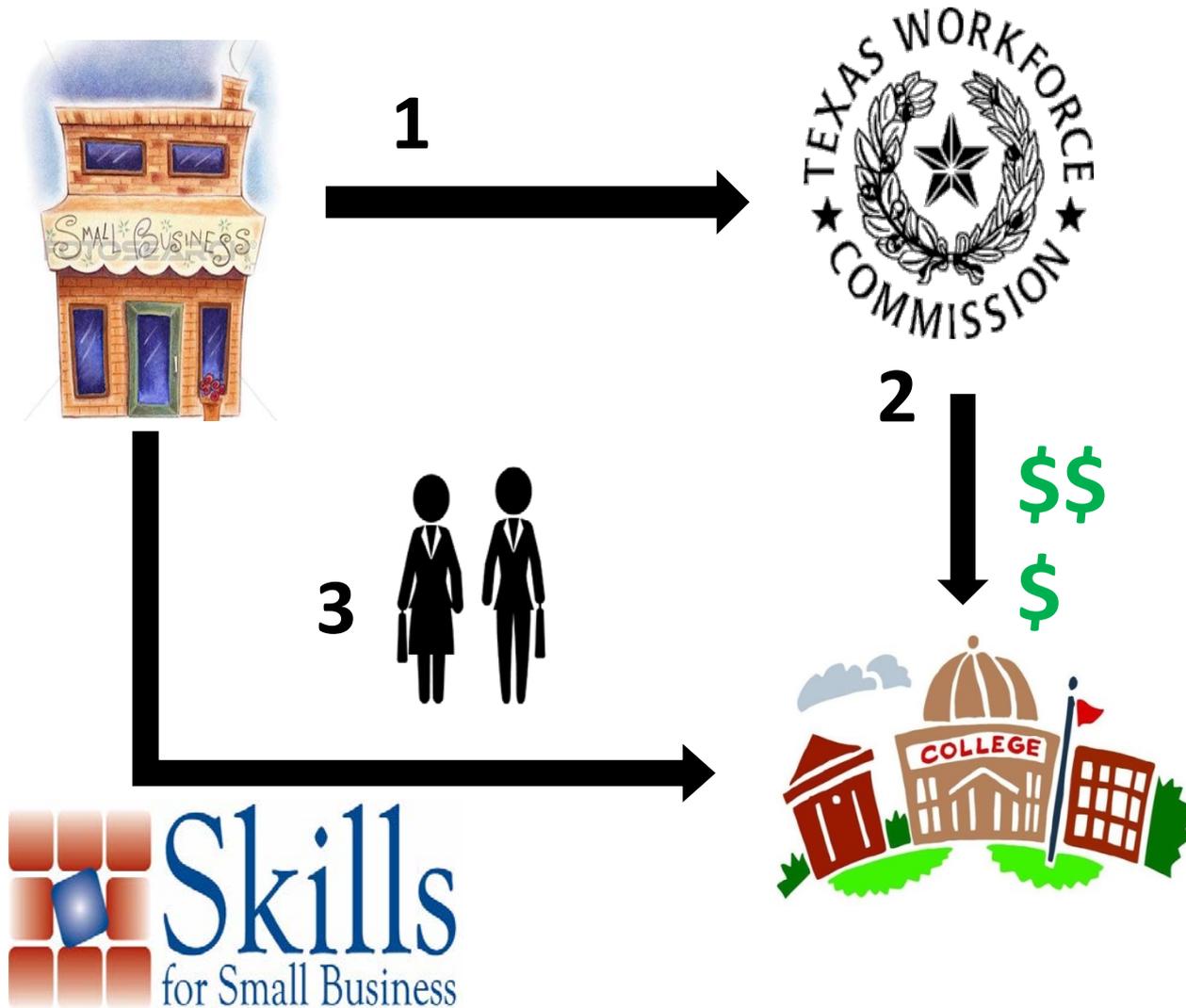
- Quickbooks
- Microsoft & Windows 7
- Website Development
- Workplace Spanish/ESL
- Medical Coding
- Business Administration
- Accounting, Bookkeeping
- Customer Service
- Revit & CAD Drafting
- Lean Manufacturing
- Human Resource Management
- OSHA & Hazmat Certification
- Intro to Instrumentation
- Diesel Mechanics
- HVAC
- Solar Thermal Installation
- Electrical Certifications



What's not funded?



How does it work?



Where do I Start

Contact your college First!

Find your college's course catalog

College	Path to Course Schedules
  <p style="text-align: center;">Eligible Training Providers Course Schedules</p>	
Alamo Community College District (ACCD) <ul style="list-style-type: none"> • Northeast Lakeview College • Northwest Vista College • Palo Alto College • St. Philip's College • San Antonio College 	http://www.alamo.edu/district/registration/catalog-schedules.htm
Akin Community College	http://www.akincollege.edu/Programs/Degrees/CourseCatalogs.aspx
Amarillo College	http://www.acts.edu/pages/mh17
Angelina College	http://www.angelina.edu/classes/index.html
Austin Community College	http://www.austinctc.edu/schedule/
Blinn College	http://www.blinn.edu/index.html
Brassport College	http://www.brassport.edu/Catalog-Schedule/Pages/default.aspx
Central Texas College	http://www.ctcd.edu/schedbu1.htm
Cisco Junior College	http://www.cisco.edu/926/start.aspx
Clarendon College	http://www.clarendoncollege.edu/
Coastal Bend College	http://www.coastalbend.edu/Schedules_Calendars/
College of the Mainland	http://www.com.edu/admissions/schedule-catalog.php
Collin College	https://web.collin.edu/PROD/backscholn_dfrm_dfrm_sched
Dallas County Community College (DCCCD) <ul style="list-style-type: none"> • Brookhaven College • Cedar Valley College • Eastfield College • El Centro College • Mountainview College • North Lake College • Richland College 	http://www.dcccd.edu/Sch/Pages/default.aspx
Del Mar College	http://www.delmar.edu/schedule/
El Paso Community College	http://www.epcc.edu/Catalog/Pages/default.aspx
Frank Phillips College	http://www.fpcv.edu/Students/Students_Classeschedule.htm

Questions

- When can I submit my application?
- Can my employees receive additional training?
- Can I sign up for course that exceeds the funding limit?
- What is a “new employee,” again?
- What if I’m a one-man shop?
- What about training outside normal business hours?

Skills for Small Business Resources

- For more information about Skills for Small Business, visit:
www.texasworkforce.org/skillsforsmallbusiness
- Application and Instructions on how businesses apply
- Prevailing wage tutorial
- Local Community College

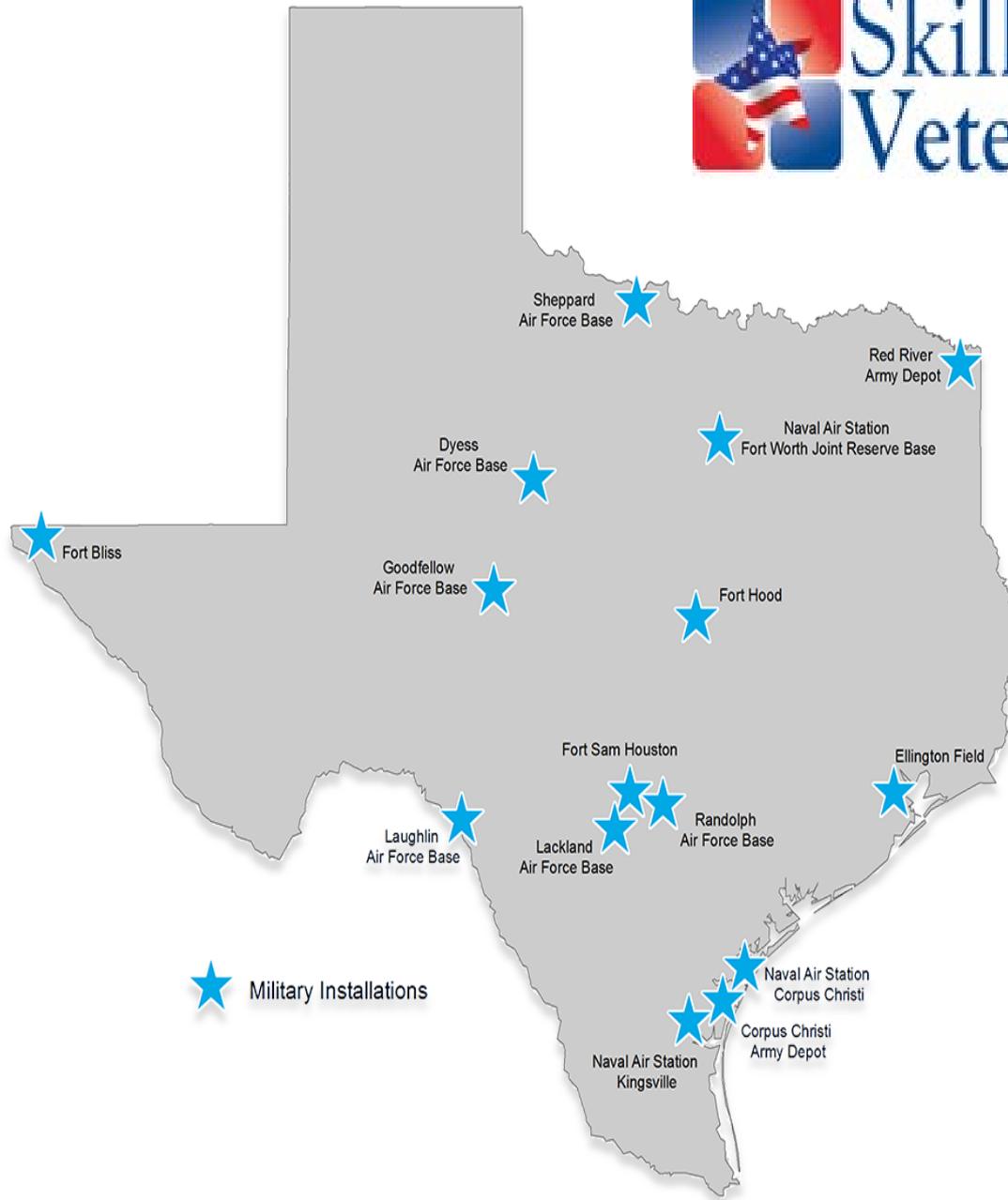








Skills for Veterans





- \$1 million to address unique challenges and training needs of Texas veterans returning home and entering the workforce.
- Emphasizes training newly hired veterans - those who have been hired by the business up 1 year prior to the date that TWC receives an application.
- Trainees must be full-time employees
- Trainees must earn prevailing wage
- Businesses of any size may apply directly to TWC at any time
- Funds tuition and fees up to \$1,800.
- Select courses from catalogs for public community or technical colleges, or TEEEX

Texas Workforce Commission

and your

Workforce Solutions Lower Rio Grande Valley

Local Workforce Solutions Office

- Post job openings (Work in TX)
- Customized job fairs
- Job candidate search
- Interview rooms
- Employment testing
- Pre-screening applicants
- Job fair hosting
- Conference rooms
- Labor market information
- Marketing/publicity
- Tax credit benefits
- Training grants
- Rapid response
- Veteran candidate search



Office of the Commissioner Representing Employers

- **Texas Business Conference:**

Full-day conference providing information to employers regarding federal and state employment laws essential to managing your business and employees

www.texasworkforce.org/tbc

- **Texas Business Today E-Newsletter**

Free quarterly publication covering issues such as business and legal briefs, FAQs for employers, and employer policies

www.texasworkforce.org/TexasBusinessToday

- **Employer Hotline**

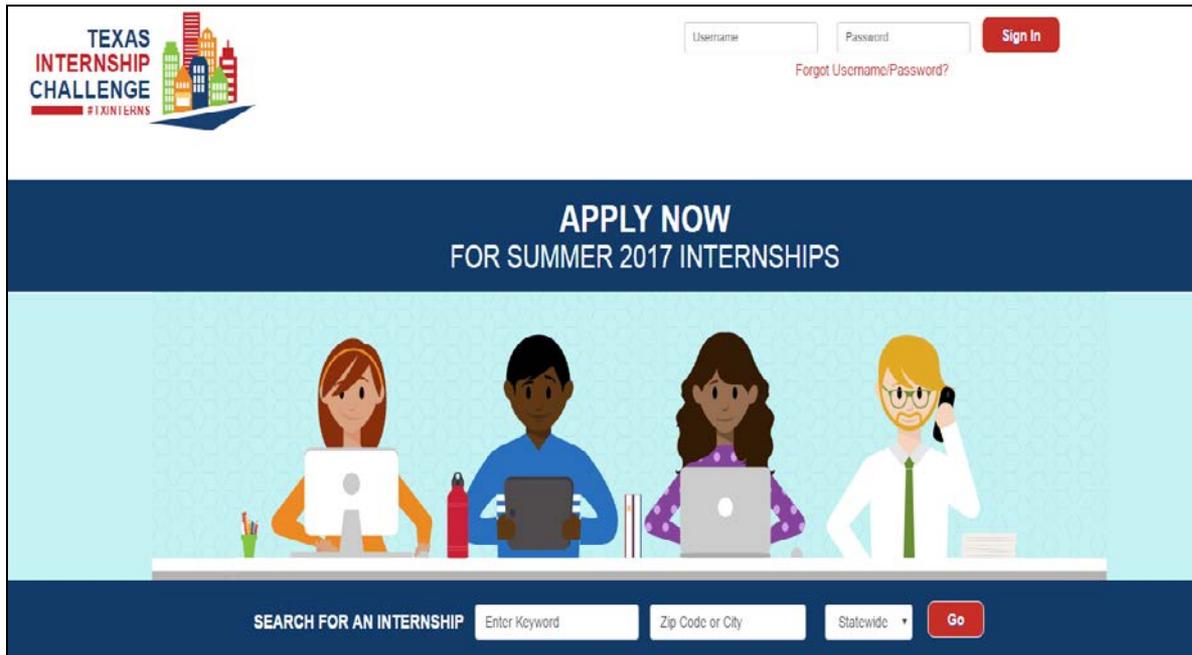
Four attorneys on staff that answer 1200 + calls/month

1.800.832.9384 or employerinfo@twc.state.tx.us

- **Especially for Texas Employers**

<http://www.twc.state.tx.us/news/eft/epecially-for-texas-employers.html>





The Texas Internship Challenge is a campaign to increase and promote paid internships for Texas students.

TXInternshipChallenge.com

A free statewide site where employers can post and students can apply for positions.



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