

FY20 Historically Underutilized Business Report

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Central Health's Current General Purchasing Policy

The Board of Managers approved Central Health's Purchasing Policy, which states that a "good faith effort" must be made to assist certified Historically Underutilized Businesses (HUB) vendors and contractors in its award of contracts and subcontracts.



Eligible and Ineligible Expenditures

Expense Categories Include: Heavy Construction, Building Construction, Special Trade, Commodities, Professional Services, and other Services.

Expenditure (Object) Code Categories Not Included: benefits, claims and judgments, interfund transfers, interagency payments, investments, payment of interest, payment of principal, public assistance payments, rental and leases, utilities, salaries, wages, travel grants, scholarships, real estate purchases, right-of way, emergency abatement response, healthcare services, and other expenses as determined by the State of Texas Disparity Study.



FY2020 Formal Solicitations Summary

- 11 Requests for Proposals (RFP)
 - ~47,000 emails notified and 27.2% of notified were HUB or Small Business (SB)
 - 617 reviewed the proposals and 42.3% viewers were HUB/SB
 - 80 proposals submitted and 32.5% proposers were HUB or Subcontractor HUB
- Solicitations included the following commodities:
 - 1 Construction
 - 4 Professional or consulting services
 - 1 Software (with implementation services)
 - 5 Employee benefit plans
- 10 contracts awarded; 1 solicitation still active
 - Three contracts (30%) awarded with Subcontractor HUB opportunities
- Outreach Activities:
 - Two small business/HUB events and one virtual HUB expo attended
 - Community Conversation – “Doing Business with Central Health” focus on construction projects Jan 2020
 - Social media plan development for disparity study and active solicitations
 - Review and update of website in process



FY2020 Informal Solicitations Summary

- 8 Informal Solicitations

- 81 emails notified and 1% of notified were HUB or Small Business (SB)
- 17 proposals submitted and 1 proposer was a HUB

- Informal Solicitations included the following Categories:

- 2 Construction (existing facilities improvement and Downtown Campus)
- 4 Professional or Consulting Services (IT & Health Equity Training)
- 2 Medical Equipment (Hornsby Bend Clinic)

- All 8 Solicitations awarded in FY20

- One contract (12.5%) awarded to HUB Vendor (Woman Owned)



FY20 HUB Operating and Capital Improvement Project Expenditures

Total Eligible Operating Expense	\$10,345,209.91
Total HUB Operating Expenditure	\$2,101,811.45
Percentage of HUB Operating Expenditure	20.32%

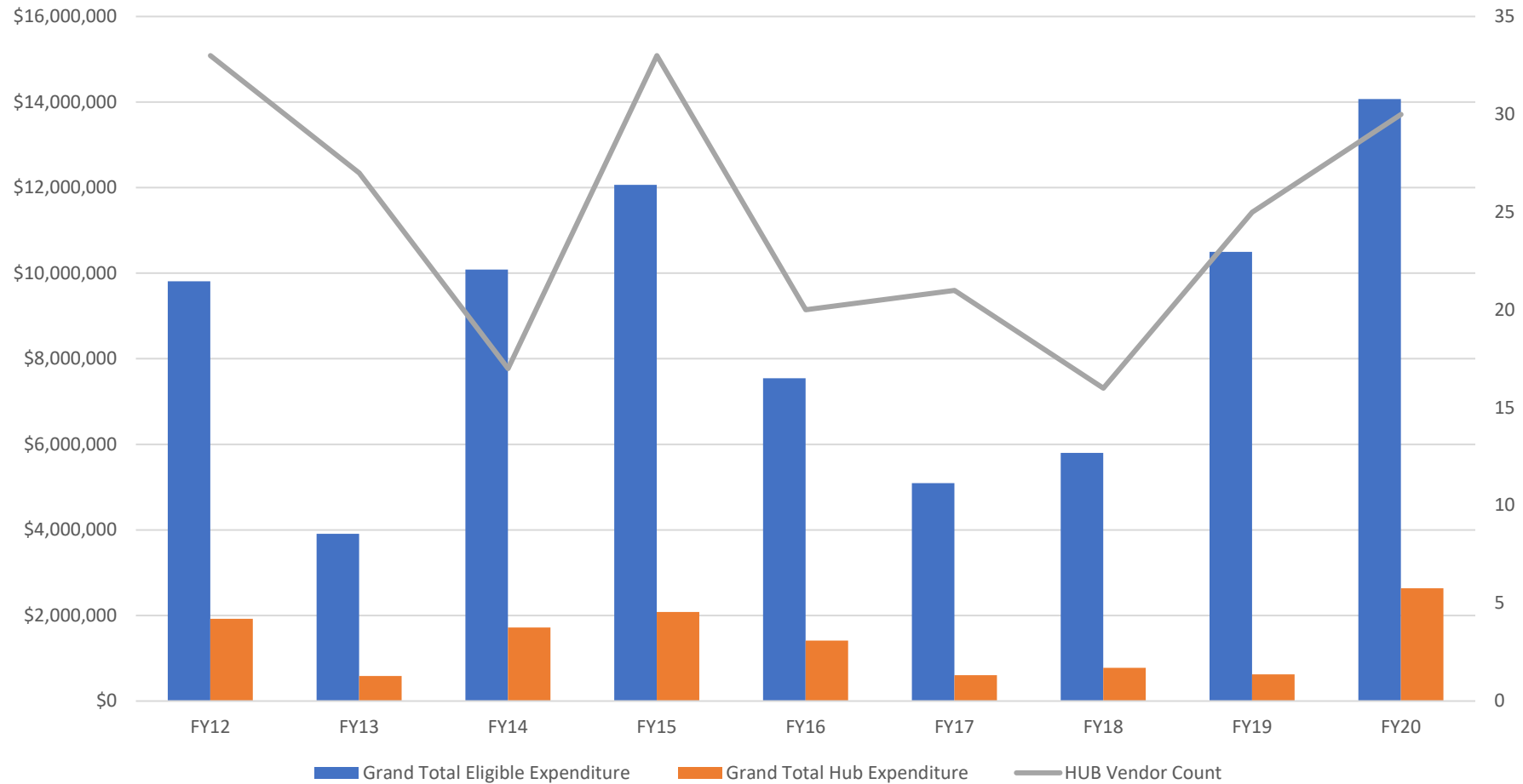
Total Eligible CIP Expense	\$3,723,297.33
Total HUB CIP Expenditure	\$535,332.73
Percentage of HUB CIP Expenditure	14.38%

FY20 HUB Eligible Expenditures Totals

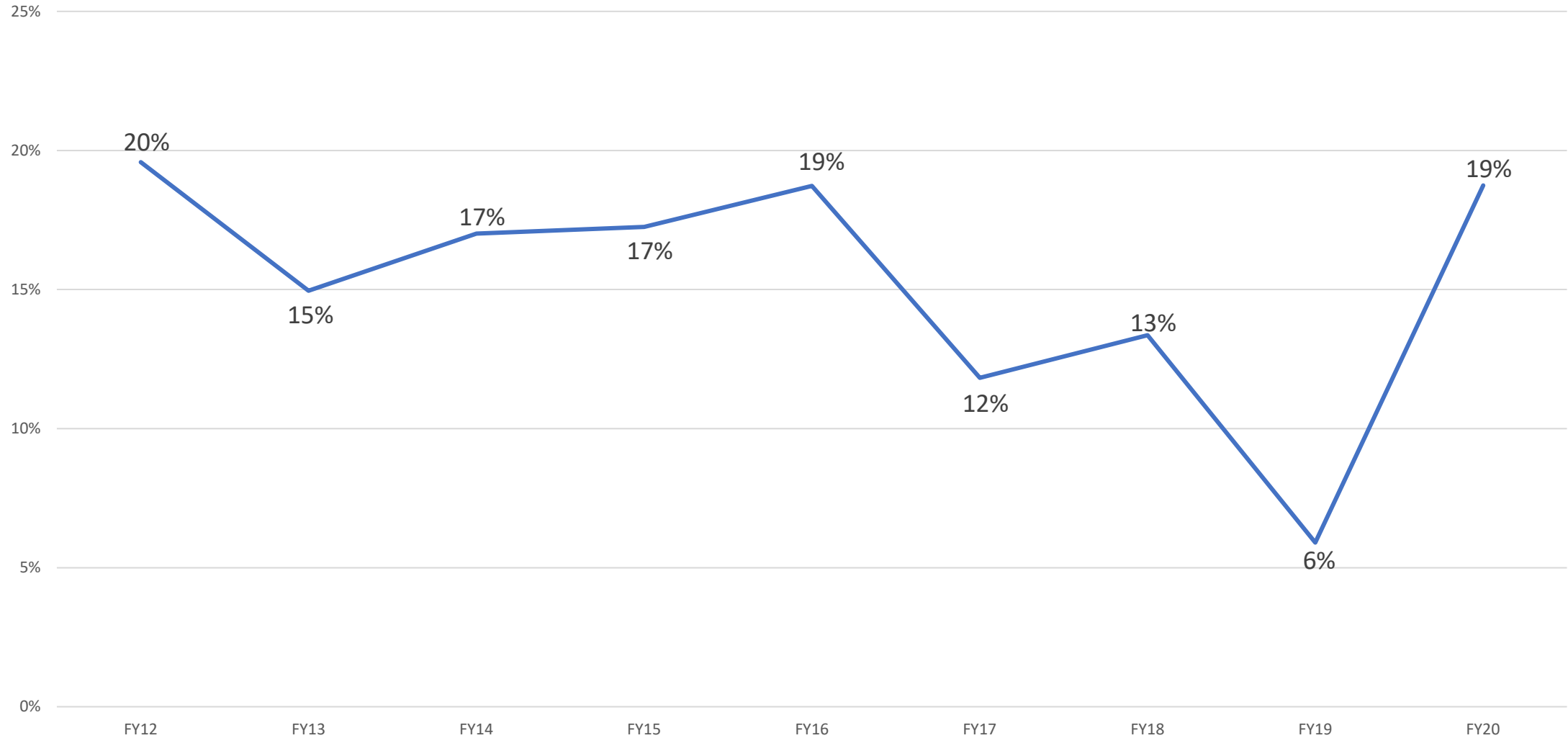
Grand Total Eligible Expenditure	\$14,068,507.24
Grand Total HUB Expenditure	\$2,637,144.18
HUB as a Percentage of Total Eligible Expenditure	18.75%



Eligible HUB Expenditures Historical Comparison

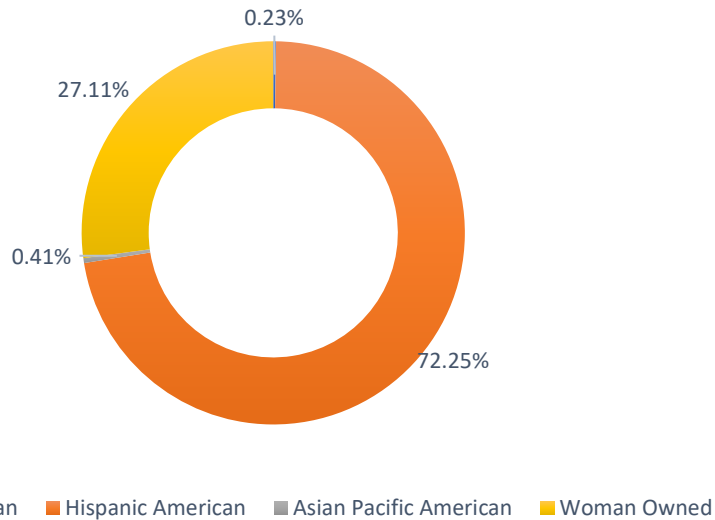


Historical Percentage of HUB Expenditures

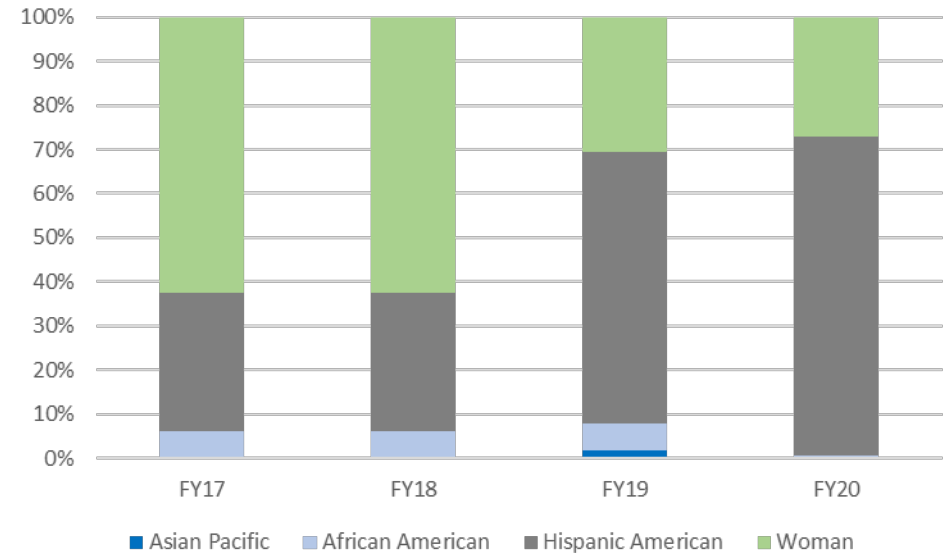


FY20 HUB Comparison and Classification Breakdown

	Central Health	State of Texas	Travis County	City of Austin
Total Eligible Expenditure	\$ 14,068,507	\$ 25,040,821,627	\$ 170,807,804	\$ 1,414,636,438
Total HUB Expenditure	\$ 2,637,144	\$ 2,940,956,359	\$ 31,736,211	\$ 94,490,874
HUB Expenditures %	18.75%	11.74%	18.58%	6.68%



Historical Classification Breakdown



Looking Forward

- Continued improvements to reporting and data collection
- Increased outreach and awareness on how to do business with Central Health
- Disparity Study results and program development

<http://centralhealth.disparity-study.com/>

Goal	Activity	Q4 July-Sept	Q1 Oct-Dec	Q2 Jan-Mar	Q3 Apr - June
Develop specific HUB good faith outreach efforts for formal solicitations and contracts					
	Incorporate process for targeted outreach plan development for each formal solicitation posted	[Bar]			
	Create data collection process for informal solicitations to gather information on HUB status consistently		[Bar]		
	Identify practices for increasing the number of HUB quotes for informal solicitations with specific targets		[Bar]		
Track data that measures and reports good faith effort					
	Develop mechanism for reporting on both formal and informal solicitation outreach to HUB vendors	[Bar]			
	Collect and report on key data points for each solicitation: - Number of HUBs alerted to opportunities - Number of HUBs proposing and - Award HUB status		[Bar]		
Identify solicitations with HUB sub-contracting opportunities and require prime contractors to provide additional specific plans					
	Enhance process for tracking subcontractor participation and HUB status		[Bar]		
Identify opportunities to refer vendors to City of Austin or Travis County business development, training and certifications and work					
	Enhance the HUB vendor database through partnership with City of Austin and Travis County	[Bar] Ongoing			
Develop social media program for procurement department to promote upcoming solicitations					
	Use existing community engagement team, advisory committees and social media to promote solicitations	[Bar]			
	Develop a social media strategy, program and operational plan for Procurement Department		[Bar]		
Host specific events to raise awareness of large upcoming projects, that have high participation opportunities					
	Create community events specific to large construction projects and opportunities for significant HUB participation	[Bar] As opportunities arise			
Develop Reporting Structure and Calendar					
	Identify and implement new reporting tools from contract management and purchase order software investments		[Bar]		
	Update the annual reporting to the Board of Managers and enhance with additional features			[Bar]	



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