

FY2022 HISTORICALLY UNDERUTILIZED BUSINESS REPORT

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CENTRAL HEALTH

CENTRAL HEALTH'S PROCUREMENT POLICY FY2022



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The Board of Managers approved Central Health's Procurement 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.

**FY2022 HUB expenditures were 26.88%
of eligible expenditures**

ELIGIBLE EXPENDITURES



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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.

FY2022 FORMAL SOLICITATIONS SUMMARY



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10 Formal Solicitations

- ~140,000 emails notified and 21% of notified were HUB or Small Business (SB)
- 548 reviewed the proposals and 46% viewers were HUB/SB
- 56 proposals submitted and 12.5% proposers were HUB or had Subcontractor HUB

Formal Solicitations included the following categories:

- Landscaping, Professional or Consulting Services (including CHF services contracts)
- Equipment/Goods (medical and network equipment)

13 contracts awarded from Formal Solicitations

- 5 of 13 awards in FY2022 were to HUB prime vendors (38.5%)
- 2 contract awarded with a HUB subcontractor identified to participate in the work

FY2022 INFORMAL SOLICITATIONS



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7 Informal Solicitations

- 213 Emails notified and 50% of notified were HUB or SB
- 23 proposals submitted and 6 proposers were HUB (26%)

Informal Solicitations included the following categories:

- 2 Professional or Consulting Services (Technology and training services)
- 5 Equipment/Goods (Hardware and network equipment)

All Solicitations were awarded in FY22

- 2 contracts (29%) awarded to HUB Vendor

FY22 HUB OPERATING AND CAPITAL IMPROVEMENT PROJECT EXPENDITURES

| | |
|--|-----------------|
| Total Eligible Operating Expenditure | \$11,607,680.00 |
| Total HUB Operating Expenditure | \$4,569,482.07 |
| Percentage of HUB Operating Expenditure | 39.37% |
| Total Eligible CIP Expenditure | \$8,661,579.00 |
| Total HUB CIP Expenditure | \$878,917.18 |
| Percentage of HUB CIP Expenditure | 10.15% |
| Grand Total Eligible Expenditure | \$20,269,259.00 |
| Grand Total HUB Expenditure | \$5,448,399.25 |
| HUB as a Percentage of Total Eligible Expenditure | 26.88% |

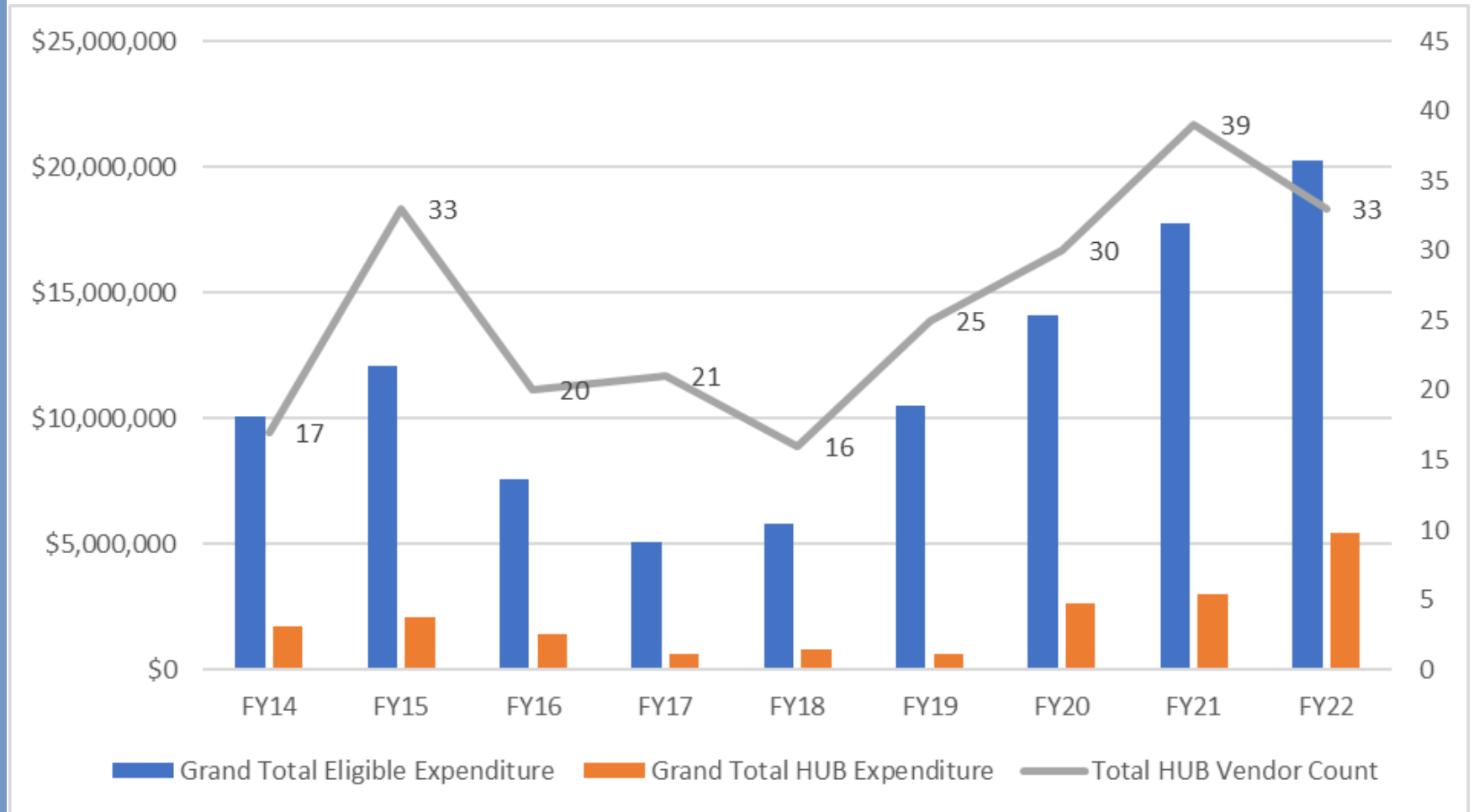


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FY2022 ELIGIBLE HUB EXPENDITURES HISTORICAL COMPARISON



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FY2022 HUB COMPARISON TO OTHER GOVERNMENT ENTITIES

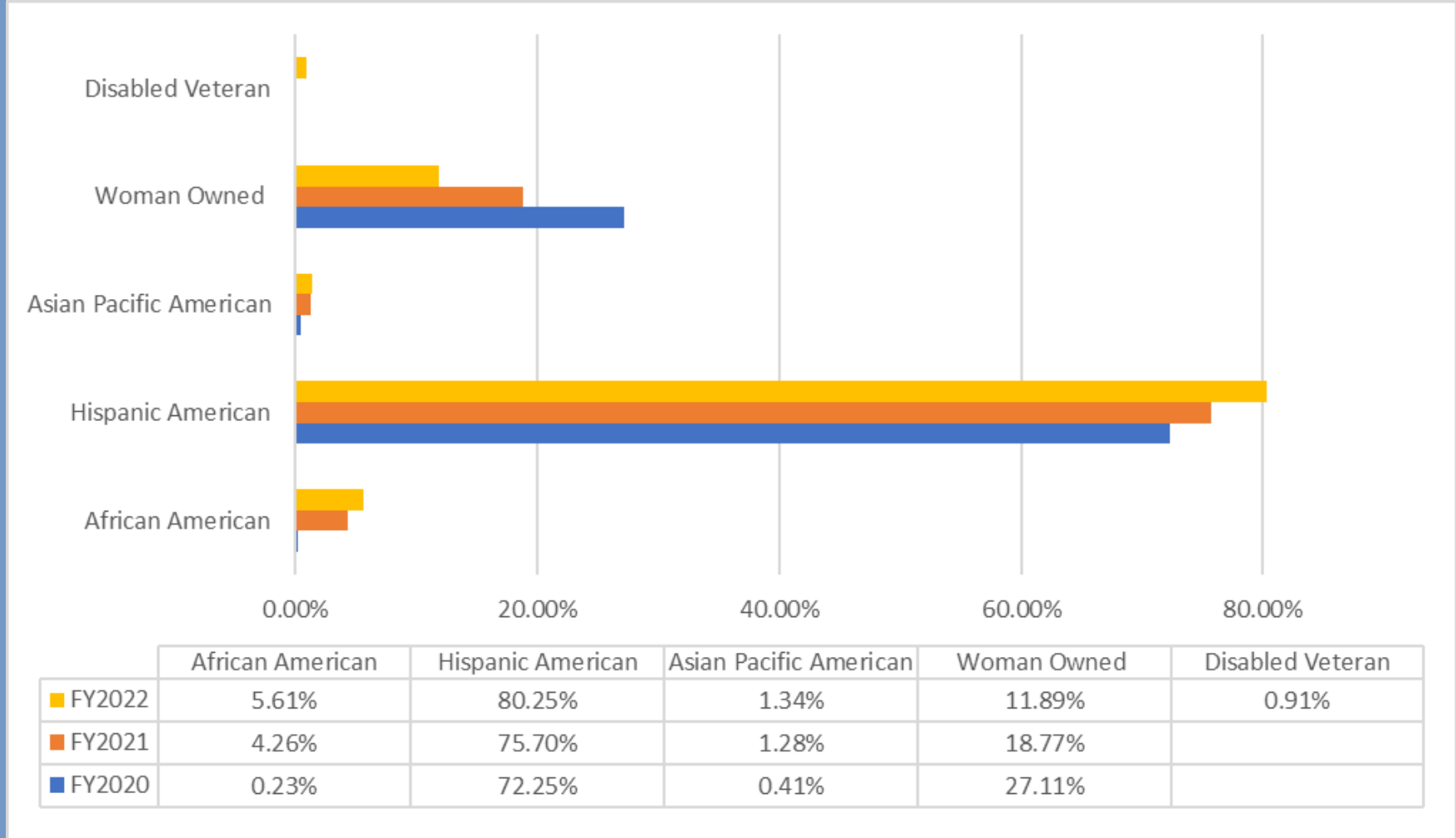


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| | Total Eligible Expenditures | Total HUB Expenditures | HUB Expenditures % |
|----------------|------------------------------------|-------------------------------|---------------------------|
| Central Health | \$ 20,269,259 | \$ 5,448,399 | 26.88% |
| State of Texas | \$ 28,819,459,635 | \$ 3,410,520,295 | 11.83% |
| Travis County | \$ 167,387,903 | \$ 32,828,471 | 19.61% |
| City of Austin | \$ 2,709,857 | \$ 270,582 | 9.99% |

*Most recent data available
COA's numbers represent a small
portion of their procurements

THREE YEAR TREND: % OF HUB EXPENDITURES BY CLASSIFICATION



CENTRAL HEALTH PROCUREMENT POLICY FY2023 AND GOING FORWARD



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In addition to the ongoing Good Faith Effort reported, in FY2023 year the Board of Managers approved a HUB subcontracting plan program that will establish narrowly tailored race- and gender-based goals be established for specific contract solicitations

HUB PROGRAM OVERVIEW:

HUB SUB- CONTRACTING PROGRAM UPDATE



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Hire Senior HUB Analyst to lead and develop program structure and tools

Begin to set narrowly tailored contract specific goals for competitively solicited contracts >\$500,000 identified in the construction industry

HUB SUB- CONTRACTING PROGRAM UPDATE



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- ✓ First formal solicitation posted and contract awarded with requirements of a HUB Subcontracting Plan
- ✓ Created forms, standard operating procedures and desktop procedures
- ✓ Begin alignment with City of Austin and Travis County teams
- ✓ Educate Vendors on the HUB Program

HUB VENDOR ENGAGEMENT AND OUTREACH EFFORTS



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- Continue to use BidSync, Electronic State Business Daily (ESBD), advertising in multiple media outlets, direct messaging to statewide Chambers and trade associations and Central Health Website to promote open formal solicitations
- Create targeted communication plans to promote solicitations with HUB subcontracting requirements using email and social media
- Host “meet the prime vendor” events once contracts are executed for major projects that require a HUB subcontracting plan
- Attend HUB networking events as offered and participate actively in the Texas Association of Professional Purchasers (TAPP)

HUB VENDOR ENGAGEMENT AND OUTREACH EFFORTS



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APRIL 12, 2023 at 3 P.M. CST

VIRTUAL PUBLIC OPENING

Request for Qualifications # 2303-003 Construction Manager-at-Risk (CMAR)
for the Hancock Center Development.

HUB Subcontractor event will be planned following selection of the CMAR

Want to attend? Have Questions?

Please contact:

HUB@centralhealth.net or Purchasing@centralhealth.net



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REMINDER VIRTUAL PUB- LIC OPENING

Wednesday, April 12 at 3
p.m.



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LOOKING FORWARD



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- Continue to refine and update policies and procedures
- Develop training for contract owners, executive owners, communications team and vendors
- Evaluate results of first contract with narrowly tailored HUB subcontracting goals
- Create training videos for vendors on how to complete required documents and pursue certification from other partners
- Host project specific community engagement activities for new construction activities
- Implement new HUB reporting software tool