

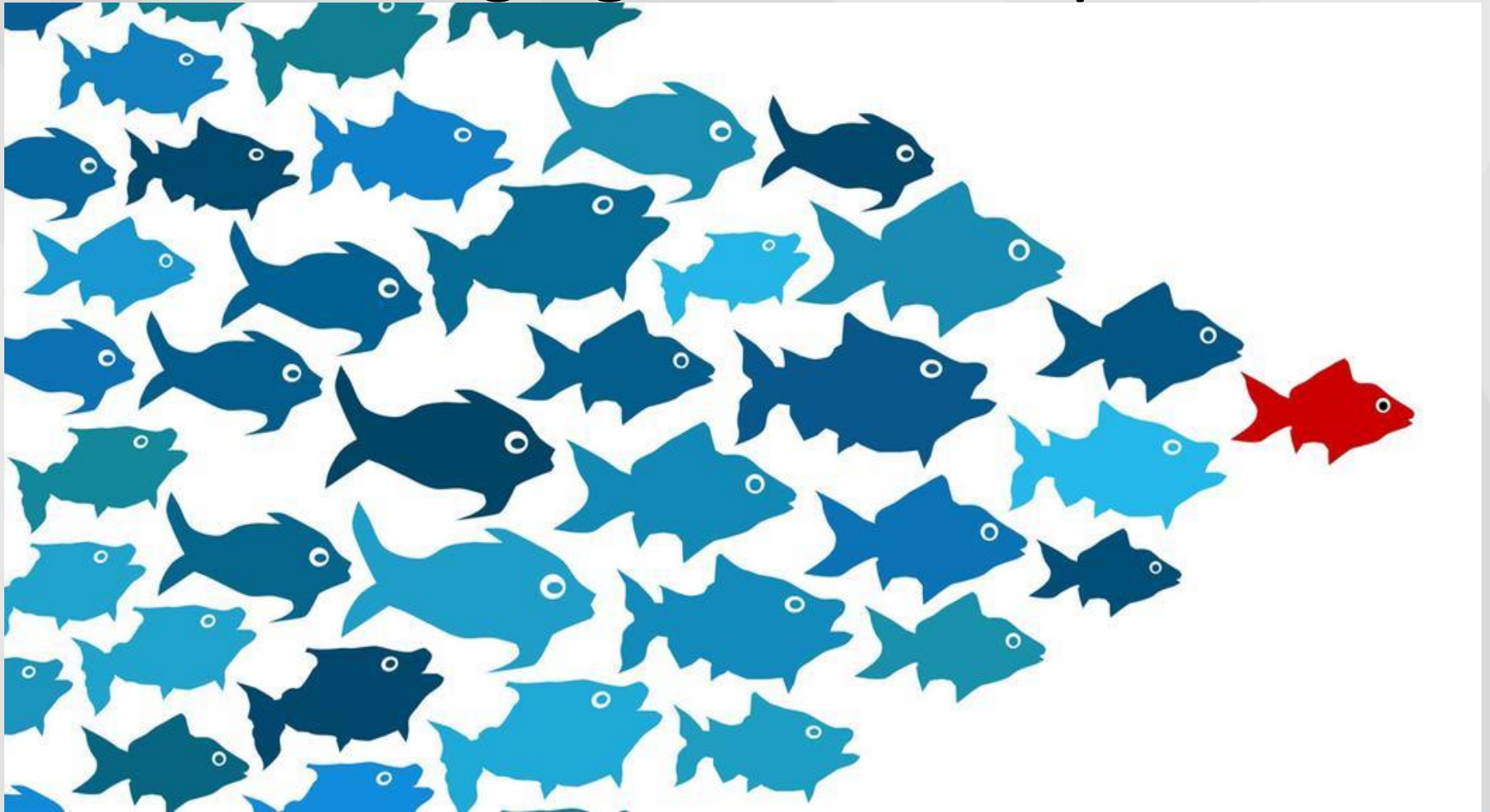


WAKE || TECH

Lead the way.

Lead the Way

Encouraging HUB Participation



Learning Objectives

- What is a Historically Underutilized Business?
- The Business Case for HUB participation
- Tools you can use to increase HUB participation



What is a HUB?

NC G.S. 143-128.4

- At least 51% of business is owned by one or more persons who are members of at least one of the groups in 143-128.4 (b)
- The management and daily business operations must be controlled by at least one owner in one of the groups in 143-128.4 (b)

HUB Certification Categories

- Black
- Hispanic
- Asian American
- American Indian
- Female
- Disabled
- Disadvantaged

HUB Eligibility Standards

- **Must be a US Citizen or a Legal Permanent Resident**
- **HUB Designation Categories**
 - Minority - Black, Hispanic, Asian American, American Indian
 - Female
 - Disabled
 - Disadvantaged
- **Ownership and Control** - At least fifty-one percent (51%) is owned and managed (day to day operations) by one or more persons designated in the categories listed above.
- **Notes:**
- HUB Office tracks spending for Disabled Business Enterprises and Non-Profit Work Centers for the Blind and Severely Disabled but they are NOT certification categories.
- Non-Profits are not eligible for certification through the SWUC program



Business Case for HUB Programs

- **Good governance:** increases transparency in the procurement process
- **Political:** increases the buy-in of small businesses in the governmental process
- **Social:** fosters social cohesion and decreases marginalization of people and business sectors
- **Economic:** contract dollars to small and diverse businesses lead to job creation, increased tax revenue, and strengthens overall economic activity
- **Indirect:** impact on neighborhoods

Opportunity for Inclusion

- 2016 Connect NC Bond
- 2020 Invest NC Bond
- if passed will invest \$500 million for NCCCS including \$300 million for new capital and renovation projects at CC campuses across the state and \$200 million for collaborative regional projects to prepare workers for jobs in key industries.



Diversity & Inclusion = Action

- **Be Intentional**
 - Create a HUB Plan
- **Be Transparent**
 - Build a database of firms- especially those already working on your campus- inform/invite
- **Be Authentic**
 - Promote participation through advertisement and outreach

WTCC HUB Plan

- **HISTORICALLY UNDERUTILIZED BUSINESS PLAN (HUB PLAN) FOR FACILITIES DESIGN AND CONSTRUCTION**
 - **GOAL**
- In accordance with NC Gen. Stat. § 143-128.2, Wake Tech Community College (WTCC) adopts this Plan to provide fair and equitable access for Historically Underutilized Businesses (HUBs), as defined by NC Gen. Stat. § 143-128.4, to participate on WTCC building projects in single-prime bidding, separate-prime bidding, construction manager at risk, and alternative contracting methods.
- WTCC is a champion of innovation and diversity. The transformative effect the college has had on the local economy and quality of life further solidifies WTCC as a leader within Wake County and the State's Community College System. WTCC supports N.C. Gen. Stat. § 143-128.2 and Executive Order 25 (executed November 2, 2017) by establishing a verifiable ten percent (10%) goal for participation by minority businesses on the total value of work for each building project for which a contract or contracts are awarded. The HUB Plan is established to accomplish this goal.

Plan Objectives

- The objectives of the HUB Plan are as follows:
- To comply with N.C. Gen. Stat. § 143-128.2 by establishing and implementing a HUB outreach plan to identify and encourage certified HUBs that can participate in WTCC building projects;
- To comply with the June 15, 2001 resolution of the State Board of Community Colleges expressing the State Board's intent for each community college to establish a HUB Plan and to attain the State's 10% goal for HUB participation in building projects;
- To provide certified HUBs with equal access and opportunity to participate in WTCC building projects;
- To direct certified HUB firms to WTCC department stakeholders and prime construction contractors that can benefit from the services of HUBs;
- To inform WTCC stakeholders about HUBs and their capacity to compete for and win contracts;
- To sponsor and conduct education and training workshops that assist and support HUBs in pursuing WTCC contracting opportunities

Plan Strategies

- Review HUBs on the directory provided by the Department of Administration's Office for Historically Underutilized Businesses and local HUB directories, including the WTCC Vendor Registration Database, to verify HUBs' availability, contact information, specific type of work, and relevant experience.
- Coordinate with WTCC procurement and purchasing officers to identify HUB vendors who might be available to participate in WTCC building projects, noting the goods and services that they provide;
- Encourage firms defined as minority businesses under N.C. Gen. Stat. § 143-128.4 to become certified HUB vendors;
- **Establish a past bid review file for projects where HUB certified firms were solicited and engaged;**
- Educate WTCC staff on the importance of utilizing HUB certified firms through training, staff meetings, and departmental communications highlighting the importance of WTCC's commitment to these initiatives, and providing regular updates on WTCC's purchasing from HUBs;
- Obtain from the Director of Design + Construction a **project forecast** for future WTCC construction projects;

CMAR Advertisement

- Minority Participation: Describe the program (plan) that your company has developed to encourage participation by Minority and other HUB firms to meet or exceed the goals set by North Carolina General Statute 143-128.2. Attach a copy of that plan to this proposal. Provide documentation of the Minority and other HUB participation that you have achieved over the past two years on both **public and private** construction projects. Outline specific efforts that your company takes to notify Minority and other HUB firms of opportunities for participation. Indicate the minority participation goal that you expect to achieve on this project.

Single Prime Advertisement

- **Wake Technical Community College encourages participation by MWBE firms and supports efforts to ensure and promote opportunities for minority businesses.** The bidder shall include with the bid proposal the form *Identification of Minority Business Participation* identifying the minority business participation it will use on the project and shall include either *Affidavit A* or *Affidavit B* as applicable. Forms and instructions are included within the Proposal Form in the bid documents. Failure to complete these forms is grounds for rejection of the bid. (GS143-128.2c Effective 1/1/2002.)
- North Carolina A&T State University encourages participation by MWBE / HUB firms and support the policies of the State Construction Office of ensuring and promoting opportunities for minority businesses.

Building Sustainable Businesses





Diversity is Good. Pass it On.