



**AUSTIN**  
Independent School District

Historically Underutilized  
Business Program Department

## Today's webinar will begin in a few minutes....

- Please mute your device and turn off the video feature to preserve bandwidth.
- Please do not put the conference on hold. Participants may hear your “on hold” music or message.
- The webinar slides and recording will be posted to <https://www.austinisd.org/hub> within **3** business days.
- Written comments and questions are welcome during the call using the Zoom chat feature.
  - Due to limited time, the HUB team will respond to as many questions as possible at the end of the session.
  - Responses to all other questions will be posted following the webinar.
  - If you did not register under your business name, when using the chat feature, please include the following: Business Name & Individual First & Last Name
- Tweet during the webinar with **@HUBProudAISD**
- **What future webinar topics would you like Austin ISD HUB Program to host? Please post in the chat.**
- In case of technical difficulties (Zoom meeting disconnects completely), we have prepared a toll-free call in option: 877-226-9790; Passcode: 5702400.





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**Austin Independent School District  
Historically Underutilized Business (HUB) Program  
Virtual Webinar Series Part 1**

**Presented by: Dinita Caldwell, HUB Program Director  
April 29, 2020**



## **HUB Program Mission**

To provide opportunities for Historically Underutilized Businesses (HUBs) that will broaden and enhance their capacities to participate on the District's procurement contracts in an equitable manner.

## **Formal HUB Program Timeline**

- October 14, 2015 - First district's disparity study completed.
- February 29, 2016 - Board of Trustees accepted the study and authorized the development and implementation of a formal HUB Program.
- August 29, 2016 - Board of Trustees approved formal HUB Program policy and accepted program guidelines.
- November 15, 2016 - HUB Program implemented for bond funded construction related projects only.



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## HUB Program Aspirational Goals for Bond Projects

Historically Underutilized Business	Construction	Professional Services
African American (AA)	1.7%	1.9%
Asian/Native American (A/NA)	1.9%	7.4%
Hispanic (H)	8.1%	9.4%
Minority (MBE)	11.7%	18.7%
Women (WBE)	10.2%	9.8%
Total (MBE & WBE)	21.9%	28.5%

**NOTE: MBE total is cumulative of all ethnicities (AA,A/NA and H); WBE is not included in this total.  
Goals are derived from the 2016 Disparity Study data.**





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## Meet the HUB Team



From left to right: Cheryl Johnson, Melfi Penn, Michelle Parker, and Gerald Green





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## **HUB Staff Major Duties**

- Review and assign goals to all eligible solicitations;
- Attend project related meetings (pre-bid/pre-proposal/kick-off/pre construction) and perform reviews to ensure program compliance;
- Determine HUB compliance on AISD Procurements;
- Monitor and track HUB participation on contracts;
- Consult firms regarding compliance and HUB certification; and
- Conduct and attend outreach events.



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## Available Resources

- AISD Contract & Procurement Services website  
<https://www.austinisd.org/cp/bids>
- Miller Imaging & Digital Services (IDS) Plan Room  
<http://www.planroom.millerblueprint.com/>
- AISD Construction Management website  
<https://www.austinisd.org/construction-management>





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## **Certifying Agencies**

State of Texas

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

City of Austin

[https://www.austintexas.gov/financeonline/account\\_services/search/vendors/certvendor.cfm](https://www.austintexas.gov/financeonline/account_services/search/vendors/certvendor.cfm)



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## Virtually Connecting with the HUB Program Team

Department Email: [HUBProgram@austinisd.org](mailto:HUBProgram@austinisd.org)

Twitter: [@HUBProudAISD](https://twitter.com/HUBProudAISD)

Director Email: [Dinita.caldwell@austinisd.org](mailto:Dinita.caldwell@austinisd.org)

Linkedin: <https://www.linkedin.com/company/aisdhub/>

Staff Email:

Gerald Green - [Gerald.green@austinisd.org](mailto:Gerald.green@austinisd.org)

Melfi Penn - [Melfi.penn@austinisd.org](mailto:Melfi.penn@austinisd.org)

Cheryl Johnson - [Cheryl.a.johnson@austinisd.org](mailto:Cheryl.a.johnson@austinisd.org)

Michelle Parker - [Michelle.parker@austinisd.org](mailto:Michelle.parker@austinisd.org)

HUB Program Department Main Line: 512-414-3120

HUB Program Department website: <https://www.austinisd.org/hub>

## Construction Management Department

The Construction Management Department's mission is to successfully plan, design, construct and complete educational and support facilities that promote the district's [Strategic Plan](#) and [Facility Master Plan](#) in the most cost effective and innovative manner.



Bob Cervi, Executive Director of  
Construction Management & Facilities



Zack Pearce, Director of  
Project Management



Drew Johnson, Director of  
Bond Planning & Controls



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## **Construction Management Department (CMD) Combats COVID-19**

- Construction continues under state and city mandated safety protocols for COVID-19.
- Prime contractors are required to submit COVID-19 safety plans and CMD leadership is monitoring compliance via site visits.
- Ongoing meetings with the City of Austin to anticipate and mitigate any issues related to permits, construction inspections, etc.
- All construction related meetings take place by Zoom or other video means, whenever possible.
- Celebratory events have been postponed until further notice, or moved to a digital format.

To learn more about CMD and upcoming meetings visit: <https://www.austinisd.org/construction-management>



*Disaster Assistance in Response to the Coronavirus*

*Nationwide Funding Opportunities*





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### Economic Injury Disaster Advance Loan:

- Due to the Coronavirus (COVID-19) pandemic, small business owners in all U.S. states, Washington D.C., and territories are currently eligible to [apply for a loan advance](#) of up to \$10,000.

### **Who is ELIGIBLE?**

- Businesses with 500 or fewer employees
- Cooperatives, ESOPs, and tribal small businesses with fewer than 500 employees
- Sole proprietors
- Independent contractors
- Most private nonprofits

### **LOAN PARAMETERS HIGHLIGHTS:**

- Payments are deferred for one year
- Up to \$200,000 can be approved without a personal guarantee
- No collateral is required for loans of \$25,000 or less





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## **PAYCHECK PROTECTION PROGRAM (PPP)**

- The program is open until June 30, 2020 with funding cap.
- Loans can be for up to two months of your average monthly payroll costs from the last year plus an additional 25% of that amount.
- No collateral is required and there is no personal guarantee requirement.
- All payments are deferred for 6 months; however, interest will continue to accrue over this period.
- You will owe money when your loan is due if you use the loan amount for anything other than payroll costs, mortgage interest, rent, and utilities payments over the 8 weeks after getting the loan.
- Uses for PPP include:
  - Payroll costs, including benefits;
  - Interest on mortgage obligations, incurred before February 15, 2020;
  - Rent, under lease agreements in force before February 15, 2020; and
  - Utilities, for which service began before February 15, 2020.



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## PPP Approved Local Lenders

**BANK OF AMERICA** 

  
**PeopleFund**

 **PROSPERITY BANK**<sup>®</sup>

**PlainsCapital Bank** 

**WELLS  
FARGO**

  
**AMPLIFY**<sup>®</sup>  
CREDIT UNION

 **AUSTIN TELCO**  
FEDERAL CREDIT UNION

 **bcl**

 **IBC BANK**<sup>®</sup>  
MEMBER FDIC/INTERNATIONAL BANCSHARES CORPORATION



*Disaster Assistance in Response to the Coronavirus*

*State & Local Resources & Funding Opportunities*



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U.S. Small Business  
Administration

**These organizations provide resources and connections for employers, employees, and families, as well as ways that we can help each other. Click on each logo to see each organization's resources.**



GREATER AUSTIN  
Asian Chamber  
OF COMMERCE

For All.



Greater Austin Hispanic  
Chamber of Commerce





**The Austin Economic Injury Bridge Loan Program** - Click [here](#) for more information.

- Provides loans up to \$35,000 for daily needs like rent, payroll, and debt.
- Eligible local businesses must be able to demonstrate an economic loss associated with the COVID-19.
- Terms require payment of loan dollars up to 12 months at 3.75%.

**AssistHer** - Click for [More here](#).

- Grant is open to established woman-owned businesses in Texas suffering economic hardship due to COVID-19.
- Use funds for technology upgrades or other items needed to change or adapt your business model.

**The Pflugerville Pfund** - For more details and to apply click [here](#).

- Provides financial assistance to businesses for general operational expenses including lease or mortgage payments and utilities.
- Businesses with fewer than 50 employees and within the Pflugerville city limits/ETJ will be eligible to apply.

**State of Texas Goldman Sachs Liftfund** - Click [here](#) for more details.

- For small businesses up to \$50,000 with up to 120-day payment deferment.
- Business has experienced a decrease in revenue by at least 15% as a result of COVID-19.
- Business owners are able to have a consultation reviewing a six month recovery plan and working capital plan.

## **Upcoming Webinars – Mark your Calendars**

**(10:00 a.m. – 11:00 a.m. CST for all sessions)**

- |            |  |
|------------|--|
| May 6 th   | Meet the Prime - Joeris General Contractors, Ltd.                              |
| June 10th  | How to Register on BuyBoard for Job Order Contracts (JOCs)                     |
| July 1st   | How to Scale Your Business featuring AISD's Construction Management Department |
| August 5th | Doing Business with AISD featuring Contract & Procurement Services Department  |





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## Cadence McShane Construction Company

Pre-Bid for 19CMR081 - AUSTIN High School GMP3

Virtual Pre-Bid on TEAMS; Wednesday, April 29, 2020 from 1:00 - 2:00 pm

Contact: Brady Buchanan for TEAMS invite: [bbuchanan@cadencemcshane.com](mailto:bbuchanan@cadencemcshane.com)

### List of Trades

Boring, Drilling, Testing and Soundings  
Concrete  
Foundation Concrete  
Masonry  
Tile, Floor and Wall, Ceramic, Glazed  
Handrails  
Sheetrock and Accessories  
Millwork: Counters, Custom-mad Cabinets  
Casework  
Waterproofing Systems and Repair  
Insulation

Roofing  
Doors and Windows  
Glass and Glazing  
Tile, Vinyl  
Painting  
Finishes: Floor, Wall and Ceiling  
Signage  
Plumbing  
HVAC  
Electrical  
Telephone Cables and Wires



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# Questions & Answers Session

*Note: all questions and responses will be posted as part of this webinar.*

## Questions & Answers

**Is there a HUB Prime Contractor mentor protégé program with AISD, specifically as it pertains to small businesses that might not meet eligibility for large (i.e. multimillion dollar programs) in order for such small businesses to gain access to doing business with AISD?**

No. The HUB Program Department is in the process of identifying best practice programs that will foster developmental assistance for minority-owned and women-owned HUB firms.

**Are there upcoming procurement opportunities that are non-construction related?**

Yes. All upcoming procurement opportunities are listed on the Contract & Procurement Services website. Click [here](#) to go to bid opportunities.

**Are Prime Contractors required to only perform a Good Faith Effort (GFE) to engage with small businesses?**

Yes. When specified HUB goal(s) are not met, contractors must submit documentation where GFE was demonstrated.

## Questions & Answers

**Are there any upcoming RFP opportunities for Professional Services (Architect & Engineering) within the next several months?**

Yes. All upcoming procurement opportunities are listed on the Contract & Procurement Services website. Click [here](#) to go to bid opportunities.

**Will there be an upcoming “Meet the Prime” webinars for Architect & Engineering firms?**

Yes. For current information on upcoming HUB webinars and resources click [here](#).

**Has the COVID-19 Pandemic delayed project scheduling?**

No. Construction continues under state and city mandated safety protocols for COVID-19.

## HUB Program Department Zoom Snapshot



Gerald Green  
Contract Relations Coordinator



Dinita Caldwell  
HUB Program Director



Michelle Parker  
Administrative Assistant



Melfi Penn  
Contract Relations Coordinator



Cheryl Johnson  
Contracts Management Specialist





**THANK  
YOU!**

*Advancing Equity  
in Contracting*

[www.austinisd.org/cp/bids](http://www.austinisd.org/cp/bids)  
[www.austinisd.org/hub](http://www.austinisd.org/hub)

