**HUB Advisory Council Meeting Minutes**

North Carolina A&T University

Student Center, Greensboro, NC

July 17, 2019

10:00 am

**Attendees:**  Council Members

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| Jeremy Collins | Aaron Thomas |
| Mary Williams-Stover | Russell Parker |
| Greg Richardson | Terrence Holt |
| Valerie Jordan | Andrea Harris |
| Kristin Hess | Calvin Stevens |
| Doug Morton |  |
| CC Lamberth |  |
| Vinnie Goel  |  |

**Council Member Attendees via Phone**: Latif Kaid, Dorrine Fokes, Annette Stevenson

**Absent Council Members**: Odessa McGlown, Kristen Hess, Iris Reese, Kimberly Leazer, Lenwood Long, Sr., and Tiffany Peguise-Powers

**Additional Attendees**: Machelle Sanders, *Secretary, Department of Administration*; Christy Agner, *Deputy Secretary, Department of Administration*; Tammie Hall, *Director, HUB Office*

**HUB Office Staff Attendees**: LaShona Johnson, John Guenther, Alisha Puckett, Melissa Terrell, Adrianne Cleven, Sharonetta McIntyre, and Alicia Lyon

**Guests:** Harold Martin, *North Carolina A&T University Chancellor;* Sharon Hightower, *Greensboro Councilwoman*

* **Call to Order**
	+ CC Lamberth, Advisory Council Chair, called the meeting to order and welcomed all in attendance.
* **Roll Call**

**Tammie Hall, HUB Director,** asked for roll call and indicated a quorum was present. Council Chair agreed and asked for a motion to move and accept the minutes, noting that Annette Stevenson had corrections that she would email for revision. The minutes were approved and accepted unanimously. **The Council Chair** asked for a motion to approve and accept the Agenda. The Agenda was approved and accepted unanimously.

* **Remarks**
	+ **Secretary Machelle Sanders** greeted the Council and provided brief remarks. She thanked all in attendance and North Carolina A&T University for coordinating the meeting. She remarked on the mission of The HUB Advisory Council and charged the members with coming together to create moreeconomic opportunity for minorities, women, and all groups currently oppressed. She recognized Director Tammie Hall’s leadership in the HUB office and acknowledged Statewide Uniform Certification’s 10th anniversary on July 1, 2019. She invited all in attendance to the Executive Mansion for a celebratory event on September 13. Three Department of Administration updates were shared:
		- 1) The Governor’s Budget which focuses on education, healthcare, and economy is still not approved as Governor Cooper vetoed it but is hopefully negotiations will allow for approval soon.
		- 2) The status of women report has been published and focuses on the latest statistics for North Carolina, which most notably includes that women will not close the salary gap until the year 2060.
		- 3) 2020 Census participation is critical for all North Carolinians. There are over $600 Billion funds to be distributed across the nation with North Carolina anticipating receiving $16 Billion, which will be used towards our public roads, programs, and education systems.
* **Gerry McCants, Earl Jones with Greensboro Business League, Inc.**
	+ The mission of the Greensboro Business League is to grow a coalition comprised of minority business owners to work together towards eliminating race-based discrimination in contracting, financing, and procurement within the city of Greensboro. They acknowledged Councilwoman Hightower and her work toward their cause and noted that there is a struggle for African Americans in Greensboro that has always been present and began with slavery. They discussed the current disparity study and how systemic race discrimination was documented for business owners in Greensboro. They encouraged attendees to support their group, attend their meetings, and continue working to include minorities in the economy of North Carolina.
* **Napoleon Wallace, CEO Opportunity NC**
	+ PowerPoint presentation was provided on “Understanding Opportunity Zones” and focused on how to drive capital gains, which was created for Governor Roy Cooper. North Carolina has 252 tracts that were included in this report. There are an estimated $15 Million realized capital gains in North Carolina throughout the various opportunity areas in the state. Hoke and Polk Counties were the only two that did not have at least one low-income tract to report. HUB businesses were also included on the map and geocoded. All UNC-System Schools fell within opportunity zones.
	+ Owner-occupied real estate is needed in Greensboro to drive business and economic development. Housing debates are hot topics for the city and the HUB office is playing a role in these debates too. Comments from attendees included that there needed to be more financing for minorities and focus also on commercial displacement for minorities. He responded noting that he would be happy to follow up on these topics and asked Council Members to review eig.org/opportunityzones.
* **Harold Martin, North Carolina A&T University Chancellor**
	+ The Chancellor thanked the committee for the invitation to bring remarks. He noted the history of the University and discussed the most recent investments on campus were focused on growing and retaining faculty researchers and building construction. He applauded the Greensboro Business League and local leaders in the room and expressed his commitment that the University would continue to partner with them for local business, government, and political opportunities.
	+ QUESTION: What challenges are there that we need the legislature to understand about University needs?
	+ ANSWER: We need to help them understand that there is sometimes a misalignment of the UNC School Systems and what all we offer to the state. We help make North Carolina competitive and there is a great value to place on that. We need them to understand our goal is to help transition North Carolina to a STEM economy and our graduates are critical to that. We must continue to make a competitive case to the legislature that it is because of our great Universities that companies like Amazon, Apple, and others want to hire our graduates and be here.
* **Deputy Secretary Christy Agner**
	+ The Hometown Strong movie initiative was played, and it was noted that this is one of Governor Cooper’s initiatives, which is now celebrating its first-year anniversary. So far, the initiative has visited 24 counties in the state and branched out to introduce “Homework Help” and “Downtown Strong” to help in rural counties. The site visits are conducted when the initiative is invited to each county and together, they all work on programs, funding, and resources to grow that county.
	+ She acknowledged the leadership of Secretary Sanders and Director Hall for all the HUB merits over the past few months and noted that HUB has achieved the highest percentage of participation this year over the past decade. She also challenged the HUB office to think about ways we can not only increase

Certification rates, but create more value add for the entire program.

* **Director Tammie Hall**
	+ The HUB office has been doing a lot of work and outreach lately and all with the help of Adrianne Cleven, the HUB summer intern. She spoke about the creation of the HUBster newsletter and instructed attendees that the July edition is included in the packet of documents. She remarked that back in 2017 when she was first appointed, HUB only had about 2,000 vendors and today we have about 4,500 vendors and that is an achievement we can be proud in. The HUB performance matrix is in for quarters 1, 2, and 3 and quarter 4 will be finished soon. HUB participation continues to grow.
* **John Guenther, HUB Compliance Officer**
	+ PowerPoint presentation was reviewed. He noted that webinars and other types of outreach have continued over the past quarter in order to increase compliance.
	+ Goods & Services HUB percentage 5.20% for Quarters 1-3 of FY19. Total Spending: $5,073,535,493 HUB Spending: $263,973,858.
	+ Construction HUB percentage 19.97% for Quarters 1-4 of FY19 Total Spending: $486,671,315 HUB Spending: $97,176,347.
	+ QUESTION: Can HUB disaggregate the data more?
	+ ANSWER: HUB already does this, and he noted that women represented on the chart only includes caucasian women.
	+ QUESTION: Are food service contracts being included in the University reporting?
	+ ANSWER: He will go back and check and see if it is but noted that often it is difficult to see the breakdown of specific entities versus project amounts.
	+ QUESTION: Why is there no true consistency with UNC reporting?
	+ ANSWER: Director Hall spoke about system issues and the lack of functions available to the HUB office for reporting as well as the inconsistencies with trying to capture all the HUB data in the same format for each University. There is also a complete lack of design build reporting.
* **Open Discussion**
	+ QUESTION: Can the Department of Administration / HUB take leadership on Department of Health and Human Services spending on Medicaid and home health care?
	+ ANSWER: Director Tammie Hall noted the question and will work towards an open discussion about these concerns.
	+ A motion was made to table break-out sub-committee work until a later time and was approved unanimously.
	+ The Council Chair announced the date of the **next meeting – October 30, 2019 (Raleigh, NC)**

**Meeting Adjourned at 2:20pm**