

## Ten questions to ask your Local Leaders about Connecting More Businesses to Public Contracts

1. How many businesses are owned by people of color, women in this city/ county?
2. How many are certified as historically underutilized businesses? Historically Underutilized Business (HUB) is a company level diversity certification that is generally issued by North Carolina to increase the amount of goods and services acquired by that state from businesses owned by people of color, women.
3. Are you aware of the historically underutilized business participation aspirational goal of ten percent? [refer to [Executive Order 150](#) and [statute 143-128.2](#) if necessary]
4. How much money did this public entity (i.e., Robeson Community College) award in public contracts in 2017?
5. What percentage of public contracts were awarded to historically underutilized businesses by your public entity in 2017 (school system, county government, municipal government, community college, etc.)?
6. Can you plainly explain to me the process of securing a public contract with this public entity?
7. Do you find this process particularly open to a newcomer?
8. What could be done to make more opportunities available to more businesses?
9. Do you think that this disparity is an issue for the broader community?
10. How can I work with you to address this issue?

Specific questions for **voters** to ask:

1. Do you see the importance of ensuring that businesses that have been historically excluded from opportunity are able to access public contracts?
2. Are you willing to work towards setting a goal for our community to reach the target (or surpass it) in a few years?
3. How can I work with you to address this issue?

Specific questions for **HUB owners** to ask public institutions:

1. How can I bid for public contracts?
2. What are the ways that we can partner to increase the number and access of HUBs to public contracts?
3. What are you looking for in a business that you contract with?