

FY 2018 ANNUAL REPORT

Office of Small and Disadvantaged Business Utilization

U.S. Department of Housing and Urban Development

WORKING TOGETHER TO HELP SMALL BUSINESSES | ISSUE 02



Photo (left to right): Derek Pruitt and Meishoma Hayes from the Office of Small and Disadvantaged Business Utilization (OSDBU), Deputy Chief Procurement Officer Jimmy Scott, Secretary Ben Carson, OSDBU Director Jean Pao, Former Chief Procurement Officer Keith Surber.

HUD Earns an 'A+' for Fiscal Year 2017 from the U.S. Small Business Administration

Secretary Ben Carson presents a certificate of recognition for receiving an "A+" on the SBA's Small Business Federal Procurement Scorecard. Building on the previous year's efforts, FY 2018 has been successful due to the joint efforts of the Office of Small and Disadvantaged Business Utilization, the Office of the Chief Procurement Officer and HUD program offices.

"Small businesses are an important part of our economy and play an essential role in job creation," said Secretary Carson. For the first time since FY 2003, HUD exceeded all small business contracting goals, including all statutory small business socioeconomic goals – Small Disadvantaged, Women-Owned, Service-Disabled Veteran-Owned and HUBZone Businesses.

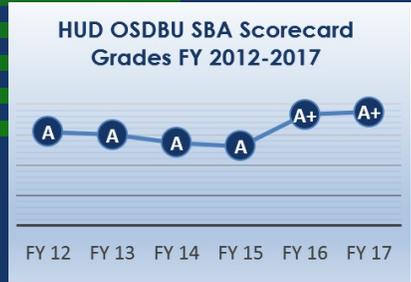
Get to Know HUD's OSDBU

Each agency involved in procurement is mandated to have an Office of Small and Disadvantaged Business Utilization to uphold the law and oversee small business programs. Our mission is to advocate for small and disadvantaged businesses to ensure they are treated fairly and have access and the opportunity to compete and be selected for a fair amount of the Department's prime and subcontracting opportunities.



"Small businesses and HUD have a history of helping each other serve the American people."

Dr. Ben Carson
Secretary of HUD



IN THIS ISSUE

- See some of what happens at our outreach events
- Meet the OSDBU All-Stars
- Learn more about HUD procurement activities
- Discover new web features that help small businesses do business with HUD

What We Accomplished in FY 2018

Small businesses are big at HUD! In FY 2018, HUD awarded over \$398 million dollars in contracts to over 393 small businesses, of which 269 were new, first time awardees. FY 2018 marks the fourth consecutive year where HUD exceeded its annual small business prime goal and the first time since FY 2009 that we've exceeded the HUBZone goal.

HUD exceeded all of the statutory prime contractor award goals for Small Businesses, Small Disadvantaged Businesses, Service-Disabled Veteran-Owned Small Businesses, Women-Owned Small Businesses, and Historically Underutilized Business Zones, which the Department had not accomplished since FY 2003.



Held four vendor **outreach events** to support small business contracting. Pictured here, these events included speakers, panel discussions, matchmaking and training.



Earned the Department's **second consecutive A+ rating** for FY 2017 for administration of small business programs from SBA.

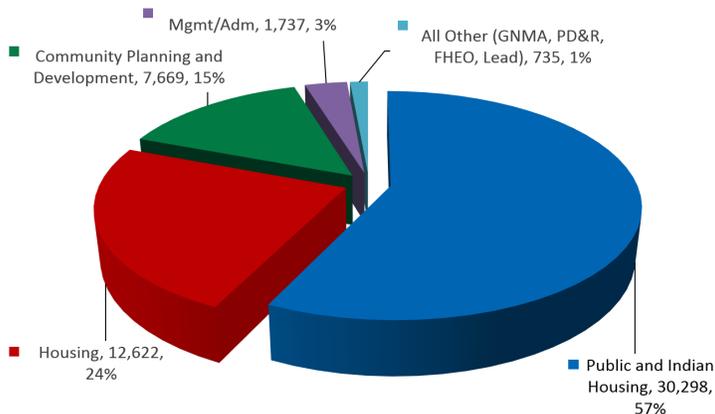


Small business prime contract **awards totaled \$398.7 million** which was **40.8%** of all awards, exceeding the agency goal of 35%.



Exceeded the **Historically Underutilized Business Zone** rate of 3%, the **best result in 9 years**.

HUD FY 2018 Enacted Budget \$52.7 Billion HUD Discretionary Budget Authority (dollars in millions)



HUD FY 2018 Prime Small Business Achievements (as of 12/20/2018, excludes awards for Interagency Agreements, UNICOR, and AbilityOne)

Preference Category	FY18 Goal	FY18 Actual %	FY18 Actual \$ (millions)
Small Business	35.0%	40.8%	\$398.7
Small Disadvantaged Business (SDB)	5.0%*	26.4%	\$258.3
Service-Disabled Veteran-Owned Small Business (SDVOSB)	3.0%*	7.9%	\$77.4
Women-Owned Small Business (WOSB)	5.0%*	15.4%	\$150.7
HUBZone Small Business	3.0%*	3.4%	\$33.6

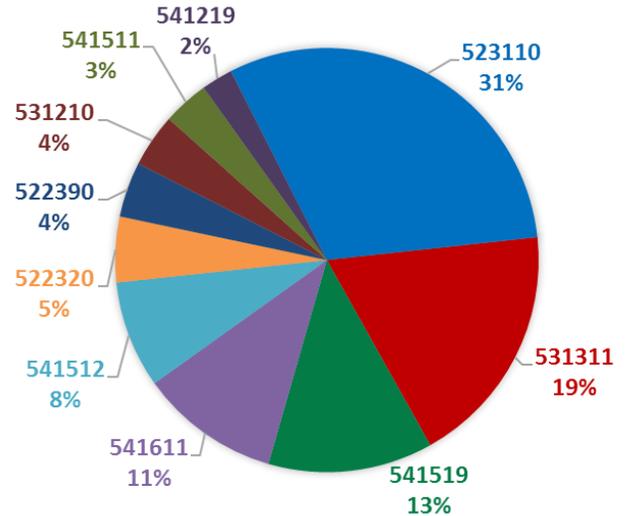
Source: FY 2018 Small Business Goaling Report (fpds.gov)

What HUD Buys

HUD typically spends over \$1 billion on a variety of products and services. A large portion of the money is used to place task orders and to exercise options on existing contracts. Spending can vary widely from headquarters to the field offices.

HUD FY 2018 Top 10 Spending Categories (as of 12/20/2018)

NAICS Code	NAICS Description	Action Obligation
523110	Investment Banking and Securities	\$334,257,825
531311	Residential Property Managers	\$202,081,649
541519	Other Computer Related Services	\$136,554,745
541611	Administrative Management and General Management Consulting Services	\$116,001,696
541512	Computer Systems Design Services	\$88,705,614



OSDBU All Stars

Members of the OSDBU team were honored at the HUD Quarterly All Stars Breakfast. This program recognizes outstanding achievement and commitment to excellence in support of the HUD mission. Thank you to Meishoma and Derek for their dedication to promoting small business participation in contracting at HUD!



Meishoma Hayes

Meishoma has been with OSDBU for 15 years and serves as the Senior Small Business Utilization Specialist. She has organized several small business outreach events, including the inaugural FY 2018 IT Industry Day and several HUBZone events. She performs acquisition reviews for Housing, Ginnie Mae, PD&R, OCIO and the Office of the Secretary, to ensure that small businesses have fair opportunities to HUD contracts. She also provides training on the small business programs.



Derek Pruitt

Derek serves as a Small Business Utilization Specialist. In this role, he aids HUD's efforts to provide maximum opportunities for small, disadvantaged, women-owned, service-disabled veteran-owned, and HUBZone small businesses to participate in HUD contract awards through outreach, education, and small business market research strategies. Derek joined the OSDBU team in 2006 and earned a Bachelor's Degree in Business Administration from Bowie State University.

Coming in Fiscal Year 2019

The OSDBU will kick off FY 2019 outreach efforts with events focused on small businesses by socioeconomic category. These events will feature remarks by the Acting Deputy Secretary and Assistant Secretary for Housing – Federal Housing Commissioner, Brian D Montgomery, and other key leaders from the Department. They also provide matchmaking opportunities—a time for businesses to meet procurement staff from across the Federal government, and to make connections with other businesses. We look forward to seeing you at an upcoming event.



DID YOU KNOW?

HUD Small Business Liaisons are authorized to act on behalf of the Office of the Chief Procurement Officer as a liaison between HUD's OSDBU, the Small Business Administration and small business concerns. Find Small Business Liaisons at https://www.hud.gov/program_offices/sdb/guide/sbcontacts.

For More Information

To learn more about HUD's procurement plans, go to the Forecast of Contracting Opportunities, https://www.hud.gov/program_offices/sdb/4cast. The upgraded format makes information easier to find and is updated periodically as priorities change.

The HUD website has other new features to support small businesses in working with the Department. Our first industry-focused podcast covers HUD's mission, procurement spending, and how to write a successful proposal. Our blogs provide technical tips to help the small business community.

This information assists small businesses compete for HUD opportunities, helping to meet HUD's small business award goals and helping to strengthen communities where these small businesses are based.

Visit <https://www.hud.gov/smallbusiness>.

From Our Director

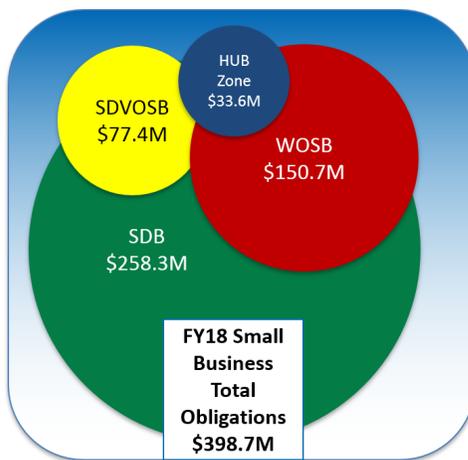
Some of our accomplishments in FY 2018 include:

- Organized four small business outreach events, reaching over 1,000 small business participants
- Improved format and delivery of the acquisition forecast, to get the information to small businesses faster and in a more usable format
- A new blog and video series to help small businesses learn about doing business with HUD



We know there will be challenges in the year ahead but we will face them head on, with the same diligence and determination, to ensure that small businesses continue to have an equal opportunity to pursue work with HUD.

HUD FY 2018 Socioeconomic Obligations



Companies are counted in all applicable socioeconomic categories in accordance with SBA policy (not to scale and not additive). Source: FY 2018 Small Business Goaling Report

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OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION
U.S. Department of Housing and Urban Development

MEMORANDUM FOR: Principal Staff
FROM: Benjamin S. Casan Sr.
SUBJECT: Small Business Policy Statement

The HUDdle
U.S. Department of Housing and Urban Development's Official Blog

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