

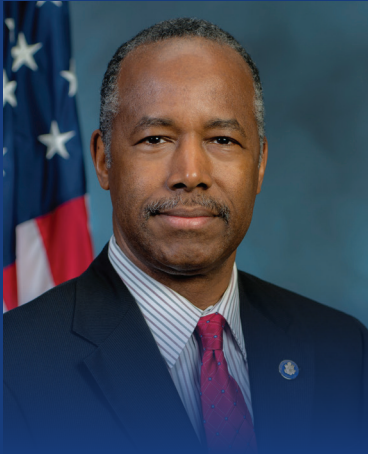
FY 2020 Annual Report

OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION
U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT



WORKING TOGETHER TO HELP SMALL BUSINESSES

ISSUE 04



“One of the many ways that HUD practices diversity and inclusion is by establishing partnerships in the public and private sector with businesses who are committed to our mission. The opportunity exists. Let’s work together as catalyst for information, resources and services.”

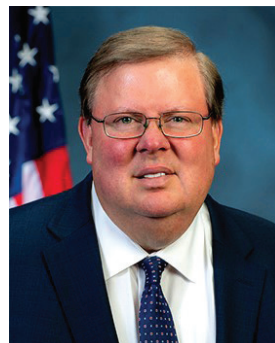
– Dr. Ben Carson
Secretary of HUD

Partnering in the New Normal

The outbreak of COVID-19 has significantly upended the lives of many personally and professionally. The pandemic has drastically changed how we maintain personal and business relationships and conduct operations. With the OSDBU office tasked with outreach to small businesses, we too have needed to shift our operations. With COVID-19 restrictions temporarily ceasing all large in-person gatherings, the office has gone fully virtual. To ensure our small business contracting requirements are met and in order to maintain our public and private partnerships, we held and participated in many outreach events through multiple web-based platforms to continue to educate and engage small businesses. OSDBU saw great success in its first ever virtual Matchmaking Day providing small businesses with opportunities to meet and dialogue with HUD staff from various program offices remotely!



Though COVID-19 may have initially impacted our scheduling of events, the OSDBU was resilient in ensuring each outreach scheduled for the fiscal year was held and saw comparable levels of attendance. Further, the office began its “Live Chat with HUD’s OSDBU” web-based series providing small businesses additional opportunities to hear from and have questions answered by HUD program office directors. A tremendous thanks go to all HUD program colleagues and OSDBU staff for their ability to react quickly and effectively and all their hard work to provide maximum practicable contracting opportunities for small business concerns.



A Message from HUD’s Deputy Secretary Brian D. Montgomery

Our team is committed and will look tirelessly for ways in which we can adjust our policies to help homeowners, especially those facing financial hardships during the COVID-19 pandemic.

We are always looking to build those kind of meaningful relationships that achieve results for the people we serve with taxpayer money, which we are entrusted to safeguard. If you do work with us or end up working with us in the future, you will be helping the Department meet its mission and business needs and help create jobs.

FY 2020 HUD Small Business Achievements

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, the Department awarded in FY 2020 over \$447 million in prime contracts to small business concerns (excluding de-obligated prior year funds).



FY 2020 Outreach Events

In-person and virtually-held outreach events convened to inform and support small business contracting.



- * HUD IT Industry Day
- * Women-Owned Small Business (WOSB) Webinar
- * HUBZone Webinar Event

- * Service-Disabled Veteran-Owned Small Business Virtual Outreach Event
- * HUD Virtual Matchmaking Day

HUD FY 2020 Prime Small Business Achievements (excluding de-obligations from prior years)

	Total Small Business Eligible Dollars	Small Business Dollars	Small Business Percentage
Total	\$1.4B	\$447M	31.4%

Source: FY 2020 Small Business Goaling Report as of October 7, 2020, beta.sam.gov)

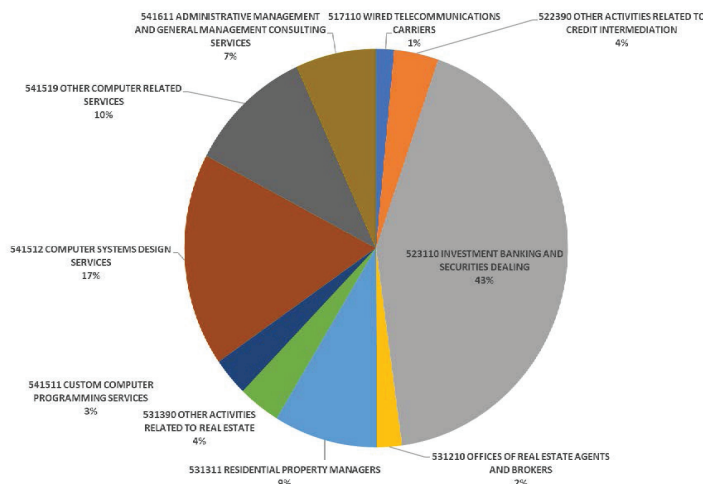
- HUD's FY 2020 small business goal achievement was significantly impacted by a massive de-obligation effort in conjunction with its financial improvement efforts. When de-obligations are removed from the calculation, over \$447 million were awarded to prime small business concerns.
- HUD exceeded statutory small business socioeconomic goals for small disadvantaged and HUBZone businesses (with de-obligations).
- For the third consecutive year, HUD surpassed the HUBZone goal of 3%.
- Small business prime contract awards made up over 31% of all awards (excluding de-obligated prior year funds).

HUD OSDBU Scorecard Grades FY 2012-2019



SBA rated HUD A+ or A for its administration of small business programs.

HUD's Top 10 FY 2020 Obligations by NAICS Codes



Source: FY 2020 Small Business Goaling Report—award detail as of November 10, 2020, beta.sam.gov.



IT Industry Day

To kick off Fiscal Year 2020 outreach events, OSDBU hosted its 3rd Annual Information Technology (IT) Industry Day on December 10, 2019. The event featured leadership speaking from HUD’s three major IT buying offices, Office of the Chief Information Officer, Government National Mortgage Association and the Office of the Inspector General. The small businesses in attendance had the opportunity to participate in roundtable matchmaking and exhibits.

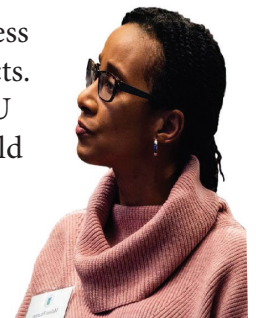
Service-Disabled Veteran-Owned Small Business Outreach

On June 17, 2020, OSDBU hosted HUD’s 3rd Annual Service-Disabled Veteran-Owned Small Business (SDVOSB) Virtual Outreach Event: Partnering in the New Normal. The virtual conference provided businesses, both new and experienced, access to information on the SDVOSB Program.



Women-Owned Small Business Outreach

OSDBU staff worked tirelessly to coordinate HUD’s 3rd Annual Women-Owned Small Business (WOSB) Outreach, Performance Matters: How to Keep and Win Future Government Contracts. Though the March 11th in person event was postponed, OSDBU quickly transitioned to conduct its inaugural WOSB webinar held on April 22nd. Feedback from attendees assured OSDBU that the webinar outreach was just as engaging and beneficial as the in-person events. Tanya Domino (detailee) and Derek Pruitt were OSDBU’s points of contact. Way to stand strong, OSDBU!



Stemming from the office’s operational changes due to COVID-19, the Live Chats with HUD’s OSDBU have been a well-received offering. In the second half of FY20, OSDBU facilitated informative webinars with its internal partners in the Office of the Chief Information Officer (OCIO), Office of Policy Development and Research (PD&R), and Office of Housing as well as external partner, Deloitte. Each session is designed to provide small businesses looking to partner with HUD valuable insight into program offices or business priorities. OSDBU’s recorded Live Chats can be found online at the outreach page of <https://www.hud.gov/smallbusiness>.

HUBZone Outreach

On Thursday, May 14, 2020, the Office of Small and Disadvantaged Business Utilization and Office of the Chief Procurement Officer co-sponsored HUD’s 5th Annual Historically Underutilized Business Zone (HUBZone) Small Business Conference. The virtual conference provided businesses, both new and experienced, access to information on the laws, rules, and regulations that govern the HUBZone Program. Though HUBZone businesses were highly encouraged to participate, the event was open to all businesses. OSDBU’s Meishoma Hayes, and OCPO’s Nicole Jackson were conference leads. Job well done!



Forecast of Contracting Opportunities

Critical to effective vendor outreach, OSDBU publishes the Forecast of Contracting Opportunities (Forecast) annually in the beginning of each Fiscal Year. Although all Federal agencies release a Forecast, what makes HUD's Forecast a recognized best practice in the small business community is that it is updated on a monthly basis. The Forecast is one of several tools that help the small business community effectively market their goods and services to the cognizant components within the Department. OSDBU's Forecast allows users to easily filter the data by program office, NAICS code, contract type, dollar value and more. HUD's Forecast of Contracting Opportunities can be found on OSDBU's website: https://www.hud.gov/program_offices/sdb/4cast.



Refer to Plan # in all inquiries

New or current process?

Business eligible to bid on opportunity

The anticipated month of the requirement's solicitation release and award

SECTION VI: PRODUCTS & SERVICES									
Office of Administration									
Plan Number	Requirement Type	Name (Description)	Primary NAICS Code / OIA Schedule	Type of Competition	Total Contract Value Dollar Range (Base and All Option Values)	Point of Contact Name and E-mail	Solicitation Release Date (Month)	Award Date (Month)	Contract Length
APP-A-2021-009	Recompete	Moving services at Headquarters Contract award# DU203NP16C04	541210	Competitive (BA)	\$5 million to \$10 million	Ferry, Valerie Valerie.Ferry@hud.gov	Dec	July	Base & 4 Options
APP-A-2021-020	New Contract	Telephone Services for COOP for HUD Headquarters.	517110	Full and Open	\$25,000 to \$50,000	Dobson, Eunice Eunice.F.Dobson@hud.gov	Dec	Feb	Base & 4 Options
APP-A-2021-024	Recompete	Security Systems Support To provide electronic security systems support services for HUD Headquarters. Contract award# DU203NP16C01	541821	Sole Source (BA)	\$2 million to \$3 million	Robben, Michael Michael.O.Robben@hud.gov	Jan	April	Base & 4 Options
APP-A-	New Contract	Document Destruction Boston	541990	Total Small	\$5,000 to	Bussiere, Thomas	Aug	Sep	Base

Previous/expiring contract number

You would need the specified NAICS to be eligible for contract opportunity

Program office procuring the product or service and the COR's (usually) or CO's contact information



A Message from HUD'S OSDBU Director

Small businesses across the nation are significantly impacted by the COVID-19 pandemic—which makes advocating for small businesses more important now than ever. OSDBU is continuously improving its efforts to keep the small business community informed and quickly transitioned its outreach strategy from in-person events to virtual webinars. We are exploring other virtual online platforms to facilitate small business matchmaking, so stay tuned! Thank you to all small businesses for what you do to support HUD's mission and the nation.

- Jean Lin Pao

Contact Us

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