

ANNUAL REPORT

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

WORKING TOGETHER TO HELP SMALL BUSINESSES | ISSUE 03 | PAGE 1

What We Accomplished in FY 2019

HUD is open for small business! In FY 2019, HUD awarded over \$411 million dollars in contracts and executed over 1,000 small business contract actions. FY 2019 marks the second consecutive year where HUD exceeded all of its socio-economic small business prime goals and the second time since FY 2009 that we have exceeded the HUBZone goal.



Exceeded the Historically Underutilized Business Zone goal of 3% for the second consecutive year.

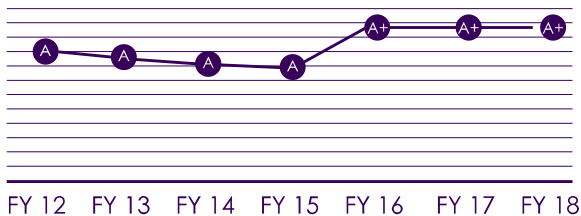


Earned the Department's **third consecutive A+ rating** for FY 2018 for administration of small business programs from SBA.



Held five vendor **outreach events** to support small business contracting. Events included speakers, panel discussions, matchmaking and training.

HUD OSDBU SBA SCORECARD GRADES FY 2012-2018



For the second year in a row, HUD exceeded the statutory prime contractor award goals for Small Disadvantaged, Service-Disabled Veteran-Owned, Women-Owned, and Historically Underutilized Business Zone Small Businesses.

HUD's Office of the Chief Procurement Officer

The Office of the CPO is responsible for obtaining all contracted goods and services required by the Department efficiently and in the most cost-effective manner possible to enable the Department to meet its strategic objectives. OCPO is a vital partner in the success of the Department's small business programs.



Message from Ronald C. Flom, Chief Procurement Officer

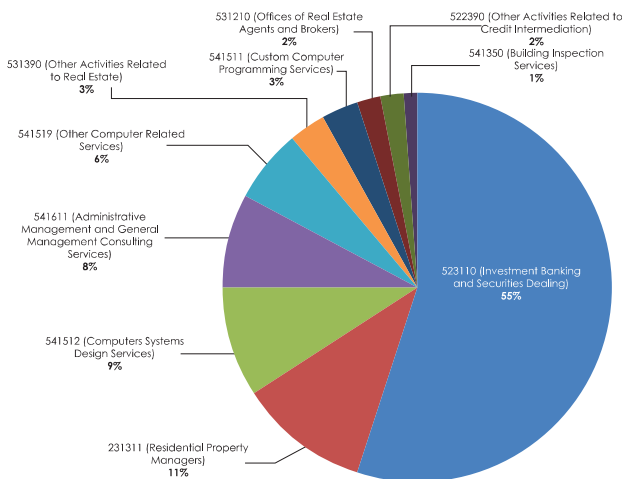
Small business is the backbone of the U.S. economy. At HUD, we rely on many small businesses to support our mission of creating strong, sustainable, and inclusive communities and quality, affordable homes for all. Much of our success in meeting our small business goals is supported by our acquisition planning process. Small business is also a major contributor to HUD meeting its Category Management Cross-Agency Priority goals as part of the President's Management Agenda.

What HUD Buys

HUD's FY 2019 enacted budget was \$53.7 billion of which over \$1.5 billion was spent on a variety of contracted products and services. A large portion of the money was used to place task orders and to exercise options on existing contracts. Spending can vary widely from headquarters to the field offices.

HUD FY 2019 Top Spending Categories (as of 10/2019)

| NAICS | NAICS Description | Action Obligation |
|--------|--|-------------------|
| 523110 | Investment Banking and Securities Dealing | \$573,409,328 |
| 531311 | Residential Property Managers | \$111,576,423 |
| 541512 | Computer Systems Design Services | \$91,875,540 |
| 541611 | Administrative Management and General Management Consulting Services | \$87,480,488 |
| 541519 | Other Computer Related Services | \$66,315,945 |



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

| What services are procured in which locations? | OCPO Office Location |
|---|----------------------|
| Management and Marketing (M&M), Field Service Manager (FSM), Asset Manager (MCM), Logistics and Event Planning Blanket Purchase Agreements (BPAs) | Atlanta |
| Housing Assistance Payments Regional Support Services/Housing Assistance Payments National Support Services (HAPRSS/HAPNSS) (Grants for inspections for properties tenants pick) PD&R (Policy, Development and Research) | Ft. Worth |
| Administration and Human Capital Nationwide Public and Indian Housing (PIH), subscriptions and licenses | Philadelphia |
| PIH, Training, MF Housing, PD&R | Denver |
| Single Family Home Ownership Center, Processing and Underwriting Division (PUD), Multi Family Construction Inspections, Rent Comparability Studies, Field Review of Appraisals, Insurance Endorsement Inspections, Healthy Homes (Lead and Environmental) | Chicago |
| IT (IT Financial Division), GNMA (FHA/Housing Support Division), MF/SF Housing (FHA/Housing Support Division and Community Services/Housing Support Division) | HQ |

How Small Businesses Help HUD Meet Mission

Small businesses assist the Department in carrying out its responsibilities and mission requirements. Featured here are small businesses that work with HUD. They represent hundreds of small businesses that help HUD achieve its mission.

8(a), Women-Owned Small Business supports Native American programs

The Office of Public and Indian Housing's Office of Native American Programs (ONAP) administers the Section 184 Indian Housing Loan Guarantee (IHLG) Program, which helps American Indian and Alaska Native families, tribes, or tribally designated housing entities obtain affordable home mortgages from private lenders. An 8(a), Women-Owned Small Business (WOSB) management consulting firm currently assists ONAP, as the prime contractor, estimate the credit subsidy rate and re-estimate for the Section 184 program pursuant to the Credit Reform Act of 1990. With the team's subject matter expertise in housing and credit reform across multiple agencies, the WOSB developed a cash flow model, conducted data and program analytics, and provided budget support and program guidance to help ONAP model the cost associated with guaranteeing the loans endorsed under this program. The small business has developed a model that closely aligns with the program's objectives and mission. The model and budget results are included in the President's Annual Budget.

WOSB assessed risk management for Ginnie Mae

A women-owned small business specializing in financial management professional services performed as a sub-contractor to assess the business function of a key risk management division within Ginnie Mae. Critical to the analysis was determining gaps in internal controls throughout the division's operations that mitigate risk. The firm evaluated the governance, risk frameworks, risk self assessments and risk and controls matrices. It viewed risks in the context of Ginnie's overall strategic plan and what risks could get in the way of Ginnie succeeding in accomplishing its strategic initiatives and mission objectives. The end result was an effective road map for improving operations. Additionally, the WOSB provided executive level dashboards to monitor progress that were well received by senior leaders.

8(a), HUBZone small disadvantaged business conducted research on market predictors on homelessness

Reducing homelessness is a key objective within HUD's Fiscal Year 2018–2022 Strategic Framework. Recent changes in how homelessness manifests within communities, most visibly in west coast communities where unsheltered homelessness has increased in recent years, are shaping HUD's approach to meeting this objective. An 8(a) HUBZone firm conducted a study as a prime contractor that (1) identifies and describes market variables associated with sheltered and unsheltered homelessness, (2) constructs and evaluates empirical models of community-level homelessness, and (3) analyzes relationships within subgroup populations of local markets. Findings provide insights into predicting homelessness across different community types and market factors to consider as policy interventions are developed.

8(a), WOSB assisted HUD with improving IT management

The 8(a) WOSB established HUD Project Health Assessment for Development, Modernization, and Enhancement (DME) programs and projects using an automated scorecard based on ten Government Accountability Office (GAO) Critical Success Factors (CSFs). The small business fulfilled HUD's GAO recommendations through the increased oversight of HUD IT DME programs and projects through the assessment of 26 projects and analysis of over 5,000 project documents. It also developed and provided PHA training to HUD stakeholders. In addition to the PHA process, the small business established the OCIO Risk Management Framework for Programs and Projects and developed training to increase usage. Policies for performance management, quality management and vendor management were also developed. The WOSB's efforts helped HUD facilitate better decision-making for IT investments and facilitated learning and knowledge exchanges for improved IT project and risk management.

WOSB IT firm helped with FHA modernization

A Women-Owned IT Small Business is helping HUD to modernize FHA's Single Family Insurance Claim program. FHA currently relies on a mix of 30 year old legacy systems, informal systems, and paper processes to provide insurance claim benefits to its loan servicing partners. As policies and processes advanced, FHA's corresponding legacy systems were never enhanced resulting in a patchwork process that created operational burdens and additional risk for both HUD and the mortgage industry. Using an Agile, low-code approach, the firm is enabling the Department to leapfrog generations ahead to create a single, secure, cloud-based platform to conduct business with FHA. This project is the first step in a multi-year modernization Roadmap to modernize FHA's information technology.

Get to Know HUD's OSDBU

Each federal 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.

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

HUD FY 2019 Prime Small Business Achievements (as of 1/8/2020, excludes awards for Interagency Agreements, UNICOR, and AbilityOne). Source: FY 2019 Small Business Goaling Report (fpds.gov)

| Preference Category | FY19 Goal % | FY19 Actual % | FY19 Actual \$ (millions) |
|--|-------------|---------------|---------------------------|
| Small Business | 28% | 27.65% | \$411.1 |
| Small Disadvantaged Business (SDB) | 5.0%* | 17.37% | \$258.2 |
| Service-Disabled Veteran-Owned Small Business (SDVOSB) | 3.0%* | 4.06% | \$60.3 |
| Women-Owned Small Business (WOSB) | 5.0%* | 12.49% | \$185.7 |
| HUBZone Small Business | 3.0%* | 3.32% | \$49.3 |

Did you know?

HUD's OSDBU also serves as the Department's Ombudsman for small business issues and assists with payment assistance to small business concerns. In FY 2018, SBA's Office of the National Ombudsman Annual Report gave HUD an "A" grade for its efforts. HUD was recognized for its Ombudsman role and compliance assistance initiative. More information can be found at [hud.gov/program_offices/sdb/policy/sbrefa](https://www.hud.gov/program_offices/sdb/policy/sbrefa).



From Our Director Jean Lin Pao

Working with HUD program offices, OSDBU advocates for small and disadvantaged businesses, and strives to exceed HUD's statutory small business goals for both direct

contracting and subcontracting opportunities. HUD's OSDBU is committed to making it easier for small business concerns to do business with HUD by:

- Advocating for lower barriers to small business entry;
- Improving the HUD acquisition forecasting format and availability;
- Providing regular small business outreach events; and
- Creating a series of training resources for the acquisition workforce, public and small business community.

OSDBU welcomes your feedback and feel free to get in touch with us!

Save the Dates for HUD FY 2020 outreach events (tentative)

All businesses regardless of certification are welcome to participate. Outreach events are scheduled to be held at HUD Headquarters in Washington, DC.

- IT Industry Day
December 12, 2019
- Women-Owned Small Business Outreach Event
March 11, 2020
- HUBZone Conference and Training
May 14, 2020
- Service-Disabled Veteran-Owned Outreach Event
June 17, 2020

Office of Small and Disadvantaged Business Utilization

U.S. Department of Housing and Urban Development

451 Seventh Street, SW, Suite 2200
Washington, DC 20410

202-402-5477

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