

Office of Small and  
Disadvantaged  
Business Utilization

# OSDBU FY 2023 ANNUAL REPORT



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# OSDBU

## OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION



### Secretary Message from the SBA National Small Business Week

– May 5, 2023

“Small businesses are the driving force in a thriving economy and the lifeblood of our communities. No matter where you live in America there is a high chance that you either own a small business or work for one, whether that is a local grocer or real estate agency or a neighborhood restaurant or a local home builder. Small businesses in America create jobs, boost our economy, and drive innovation. The Biden Harris Administration is a strong supporter of our nation’s small businesses. At HUD, investing in small businesses is key to our economic and community development work because when small businesses thrive, local communities thrive”.



### HUD Receives an A+ for FY 2022

For Fiscal Year (FY) 2022, the U.S. Department of Housing and Urban Development (HUD) is honored to receive an annual procurement scorecard rating of “A+,” the highest grade available from the Small Business Administration (SBA). The annual Scorecard is an assessment tool that measures how well federal agencies reach their small business and socio-economic prime contracting and subcontracting goals and reports agency-specific progress.

“Contracting with the federal government represents an important opportunity for small businesses,” said HUD Secretary Marcia L. Fudge. “This achievement demonstrates HUD’s commitment to partnering with small businesses and ensuring meaningful opportunities for the small business community to build America’s economy.”

SBA’s Scorecard measures Federal agencies’ success in meeting their overall small business contracting goals. The “A+” recognition represents significant accomplishments made by HUD to create contracting opportunities for small business concerns in all categories. For FY 2022, HUD exceeded its small business annual prime and socio-economic goals for Small Disadvantaged, Women-Owned, Service-Disabled Veteran-Owned, and HUBZone small businesses. The Department awarded 39.39% of total contracting dollars to small businesses, far exceeding the 23% goal for the federal government.

This achievement was due to the collaborative efforts of the program offices, the Office of the Chief Procurement Officer (OCPO), and the Office of Small and Disadvantaged Business Utilization (OSDBU) staff, and the Department’s senior leadership. HUD recognizes there is more work to be done and remains committed to continually focusing its acquisition workforce and clients on changes in acquisition policies and regulations that impact small business utilization and programs. With its robust acquisition planning processes, the Department will continue identifying areas to maximize practicable opportunities for small businesses in contracting and advancing procurement equity.





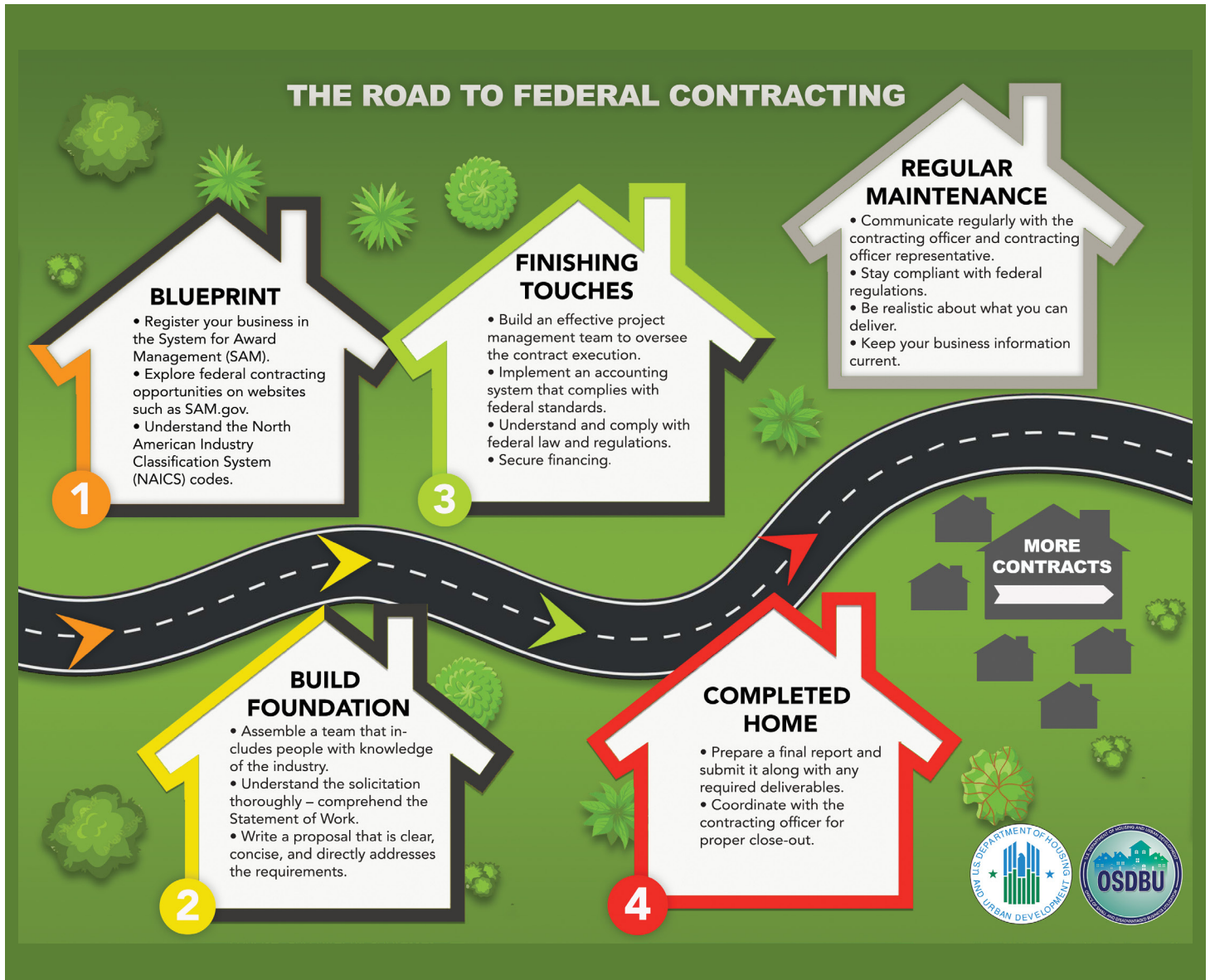
## Deputy Secretary Message from the 6th Annual WOSB Outreach Event

– March 22, 2023

“It is HUD’s obligation, and as a member of the Biden Administration to make sure that we do everything to clear the path through outreach events for you [Small Businesses] to make sure that there is equitable access to our contract opportunities.

All Deputy Secretaries are engaged on a continuous basis by the White House regarding our small business goals and how we are achieving those. We are being charged as Deputies, charged as members of the cabinet, to make sure that we are creating opportunities for you [Small Businesses]. In fact, we have set a goal for ourselves to make sure that our small business Federal Contracting goal is 23 [percent] and HUD along with our federal partners are well on our way to reach and exceed the goal.”

### Cliff Notes on “The Road to Federal Contracting”



## Did You Know?

On July 19, 2023, the U.S. District Court for the Eastern District of Tennessee issued a ruling in *Ultima Servs. Corp. V. Department of Ag.* affecting the 8(a) Business Development program.

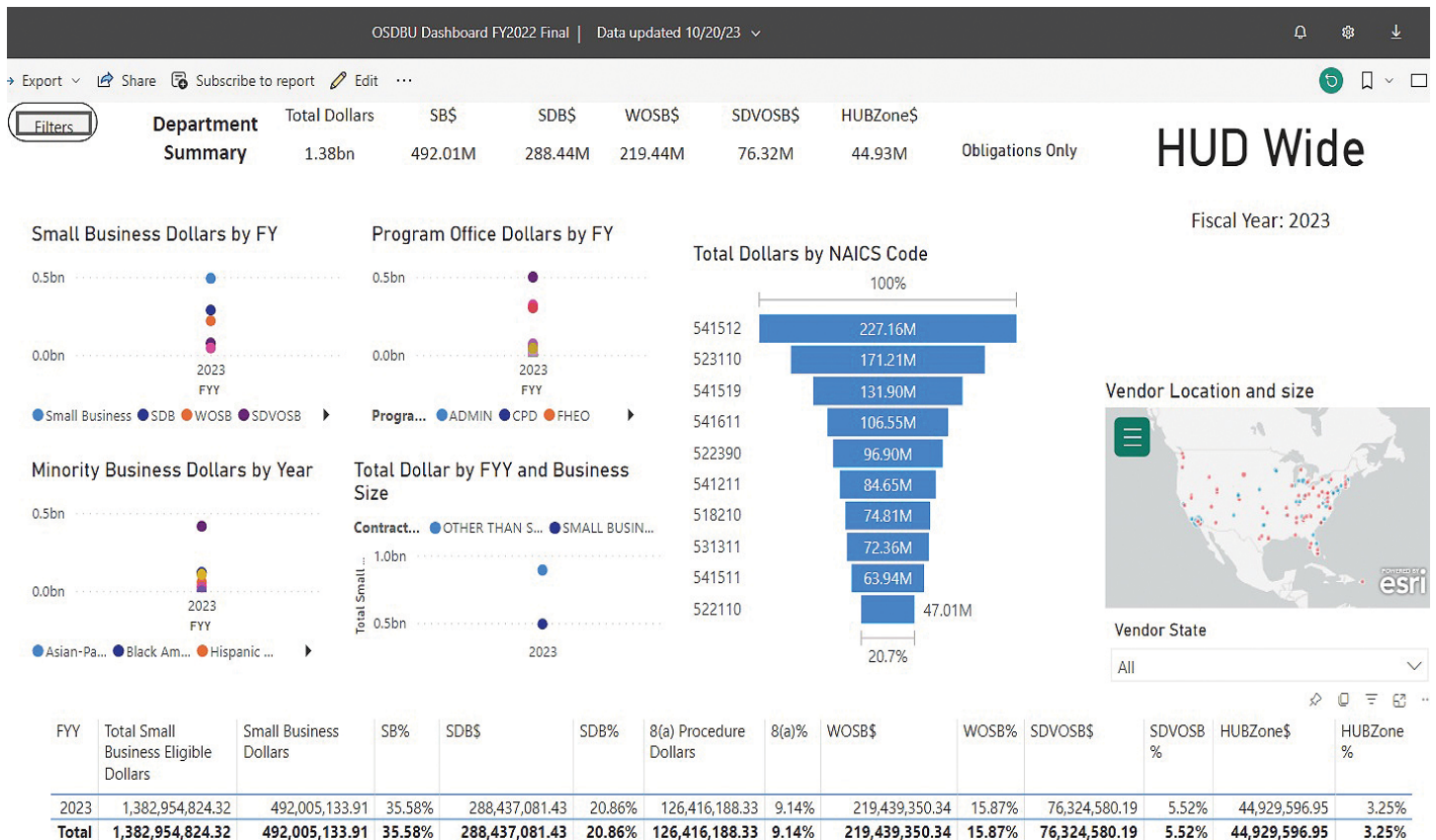
**Updates on the Ultima ruling can be found here:**

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/8a-business-development-program/updates-8a-business-development-program>.

(as of September 2023)

## Small Business is Everybody's Business at HUD

HUD seeks to maximize federal contracting opportunities for small and disadvantaged businesses, ensuring that small, small disadvantaged, 8(a), women-owned, Historically Underutilized Business Zone (HUBZone), and service-disabled veteran-owned small businesses are treated fairly and can better compete and win prime and subcontracting opportunities. 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, preliminary FY 2023 results show the Department awarded over \$467 million in prime contracts to small business concerns exceeding its annual small business prime goal. HUD also exceeded small business socioeconomic goals for small disadvantaged, women, service-disabled veteran-owned, and HUBZone owned businesses. HUD also increased its total dollar prime awards to small businesses in all categories from FY 2022. Below is a preliminary data pull from SAM.gov. The official scorecard from the Small Business Administration will be released in FY 2024.









## **Well-deserved promotion of Meishoma Hayes to OSDBU's Deputy Director**

We are excited to announce the promotion of Meishoma Hayes from Senior Small Business Utilization Specialist to Deputy Director. Meishoma has been with OSDBU for 20 years and has provided invaluable efforts to assist HUD in ensuring that small businesses are treated fairly and that they have an opportunity to compete and be selected for a fair amount of the Department's prime and subcontracting opportunities.



## **Big Congratulations!**

The U.S. Office of Personnel Management (OPM) announced the recipients of the 2023 Presidential Rank Awards (PRA) chosen by President Joe Biden, including HUD's own Jean Lin Pao, HUD's Director of the Office of Small and Disadvantaged Business Utilization (OSDBU). The PRAs are one of the most prestigious awards in the career civil service, recognizing the important contributions of public servants across the federal government. Only 1 percent of career members of the Senior Executive Service receive the Distinguished Executive rank, which recognizes extraordinary achievement.

**Let us all take a moment to congratulate Meishoma and Jean!**

## **Message from OSDBU Director Jean Lin Pao**

The U.S. Department of Housing and Urban Development's (HUD) mission is to create strong sustainable and inclusive communities and quality affordable housing for all. HUD recognizes the importance of utilizing small, local businesses and creating opportunities for sustainable entrepreneurship to build and retain individual and community wealth.

The Office of Small and Disadvantaged Business Utilization's (OSDBU) mission is to ensure the small business, small disadvantaged businesses, 8(a) firms, woman-owned small businesses, HUBZone businesses and service-disabled and veteran-owned small businesses are treated fairly and are provided an opportunity to compete and be selected for a fair amount of HUD's direct and indirect contract dollars. HUD's Equity Action Plan, which was developed in collaboration with representatives across the Department, amplifies the Department's commitment. You can find more information at <https://www.hud.gov/equity>.

To reinforce HUD's commitment to maximizing contracting opportunities for small and disadvantaged businesses and advance equity in government procurement, HUD is expanding access to contracting opportunities with a two-year Forecast of Contracting Opportunities. 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 monthly. 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. In FY 2023, a new and improved Forecast will be available that allows users to easily filter the data by program office, NAICS code, contract type, dollar value and more. In FY 2024, HUD is publishing a two-year forecast. HUD's Forecast of Contracting Opportunities can be found on OSDBU's website: [https://www.hud.gov/program\\_offices/sdb/4cast](https://www.hud.gov/program_offices/sdb/4cast).

We look forward to next year with the same diligence and determination, to ensure that small businesses continue to have an equal opportunity to pursue work with HUD, so stay tuned! HUD has a full calendar of small business outreach events planned in FY 2024. All are welcome to participate. Please Visit OSDBU's website <https://www.hud.gov/smallbusiness> for notices and registration details.





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