

Department of Housing and Urban Development

FY2020 Small Business Procurement Scorecard

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70.45%

FPDS-NG Prime Contracting Data as of Feb. 22, 2021
eSRS Subcontracting Data as of Apr. 15, 2021

Prime Contracting Achievement:			18.65%
	2019 Achievement	2020 Goal	2020 Achievement ^{1, 2}
Small Business	28.27%	25.00%	1.77% (\$17.7 M)
Women Owned Small Business	12.68%	5.00%	4.92% (\$49.4 M)
Small Disadvantaged Business	17.78%	5.00%	10.59% (\$106.4 M)
Service Disabled Veteran Owned Small Business	4.02%	3.00%	-5.04% (\$-50.6 M)
HUBZone	3.63%	3.00%	6.96% (\$69.9 M)

1) Capped at 200%; 2) Achievement include double credit for LASA, Puerto Rico and covered territories awards.

Subcontracting Achievement:			23.20%
	2019 Achievement	2020 Goal	2020 Achievement ¹
Small Business	35.40%	49.00%	44.20% (\$16.7 M)
Women Owned Small Business	10.00%	5.00%	8.90% (\$3.4 M)
Small Disadvantaged Business	9.90%	5.00%	8.20% (\$3.1 M)
Service Disabled Veteran Owned Small Business	1.40%	3.00%	3.30% (\$1.2 M)
HUBZone	2.10%	3.00%	5.00% (\$1.9 M)

1) Capped at 200%;

15(k) OSDBU Compliance Requirements		20.00%
Requirements Scores: 0.0=No; 0.5 = Partial Credit; 1.0 = Yes		Peer Review Score
15(k)0 Office and Director Experience		1.00
15(k)1 Director Title		1.00
15(k)2 Compensation and Seniority		1.00
15(k)3 Reporting (Head of Agency or Deputy Head)		1.00
15(k)4 Implementation and Execution of Business Development		1.00
15(k)5 Identify and Address Bundling of Contracts		1.00
15(k)6 Provide Assistance on Payments		1.00
15(k)7 Supervisory Authority		1.00
15(k)8 Assign Small Business Technical Advisors		1.00
15(k)9 OSDBU Cooperation and Consultation		1.00
15(k)10 Recommendations to Contracting Officers		1.00
15(k)11 Activity Conversion		1.00
15(k)12 Advise CAO and SPE		1.00
15(k)13(Optional) SBC and Contracting Specialist Training		1.00
15(k)14 Receive Unsolicited Proposals		1.00
15(k)15 Exclusive Duties and Title		1.00
15(k)16 Congressional Reporting		1.00
15(k)17 Respond to Undue Restriction Notifications		1.00
15(k)18 Purchase Card Summary Data Review		1.00
15(k)19 Vendor Compliance Educational Training		1.00
15(k)20 Subcontracting Plan Review		1.00
15(k)21 Assist Small Business concerns in SBIR or STTR program (This requirement was not included in the FY20 scorecard calcs.)		1.00
Total:		21.00

Number of Small Business Prime Contractors Comparison	8.60%
Increase in number of SB primes by 10% or more = 1.3	
Increase in number of SB primes by 5% or more but less than or equal to 10% = 1.2	
Increase in number of SB primes between 0% and less than or equal to 5% = 1.1	
No change in the number of SB primes (Change = 0%) 0% increase; 0% decrease (no change) = 1.0	
Decrease in number of SB primes by more than 0% but less than or equal to -5% = 0.9	
Decrease in number of SB primes by -5% or more but less than or equal to -10% = 0.8	
Decrease in number of SB primes by -10% or more = 0.7	

	2019 Count	2020 Count	2020 Performance
Small Business	297	271	0.80
Women Owned Small Business	97	85	0.70
Small Disadvantaged Business	181	169	0.80
Service Disabled Veteran Owned Small Business	34	34	1.00
HUBZone	27	27	1.00
Score:			4.30

Prime and Subcontracting Grading Scale:

- A+ $\leq 150\%$ but $\geq 120\%$
- A $< 120\%$ but $\geq 100\%$
- B $< 100\%$ but $\geq 90\%$
- C $< 90\%$ but $\geq 80\%$
- D $< 80\%$ but $\geq 70\%$
- F $< 70\%$

Comments:

Graded Agency:

HUD is a champion in maximizing the utilization of small businesses in its acquisitions. Since 2012, HUD has received consecutive "A" or "A+" scores. From 2008-2020, HUD consecutively achieved the statutory goal for Small Disadvantaged Business and for the third consecutive year, HUD exceeded the statutory goal for HUBZone, the most challenging small business goal to meet across the federal government.

In FY20, HUD undertook a massive effort to de-obligate prior year funding from expired contracts to reconcile a long-standing financial management challenge and achieve a clean audit opinion. Before de-obligations, HUD's percentage of obligated dollars going to prime small businesses was over 29%, exceeding HUD's 25% goal, which would have earned an "A" grade. Further, according to HUD's projections, when excluding prior year de-obligations from expired contracts, HUD would have achieved all small business prime goals before subtracting de-obligations.

With the goaling calculation, HUD's percentage of obligated dollars going to small business primes significantly decreased from over 29% to 1.77%. A negative \$50.6m in Service-Disabled Veteran Owned Small Business obligations and a negative 5.04% utilization rate for FY20 are reported. This is because the value of de-obligations (regardless of when those funds were first obligated) are subtracted from current year funding achievements. When excluding de-obligations of prior year funds, HUD obligated \$64 million to Service-Disabled Veteran Owned Small Business in FY20 and a total of \$473 million to small business prime contracts, an almost \$30m increase from FY19.

HUD remains committed to continued collaborative efforts with program offices, procurement and OSDBU staff, senior leadership, and SBA to identify areas to afford small businesses maximum practicable opportunities in contracting. In addition to its robust acquisition planning processes, the Department will continue to increase its small business outreach, education, and advocacy efforts. A Procurement Action Team in support of HUD's Equity Assessment Group, as part of HUD's implementation of EO 13985, has been established to identify strategies on expanding contracting opportunities to socially and economically disadvantaged and underutilized small business concerns. Additionally, HUD is continuing to take corrective actions to timely de-obligate unliquidated balances and improve contract management practices.