

**Department of Housing and Urban Development**  
**2010 Small Business Procurement Scorecard**

<b>D</b>
<b>74.6</b>

FPDS-NG Data as of April 29, 2011  
eSRS Data as of May 31, 2011

<b>Prime Contracting Achievement:</b>			<b>67.69</b>
	<b>2009 Achievement</b>	<b>2010 Goal</b>	<b>2010 Achievement</b>
<b>Small Business</b>	49.69%	57.00%	27.96% (\$0.449B)
<b>Women Owned Small Business</b>	16.12%	5.00%	10.98% (\$0.177B)
<b>Small Disadvantaged Business</b>	31.08%	5.00%	18.06% (\$0.290B)
<b>Service Disabled Veteran Owned Small Business</b>	1.03%	3.00%	1.34% (\$0.022B)
<b>HUBZone</b>	3.06%	3.00%	1.13% (\$0.018B)

<b>Sub Contracting Achievement:</b>			<b>104.44</b>
	<b>2009 Achievement</b>	<b>2010 Goal</b>	<b>2010 Achievement</b>
<b>Small Business</b>	73.80%	68.00%	51.50%
<b>Women Owned Small Business</b>	17.35%	5.00%	8.70%
<b>Small Disadvantaged Business</b>	6.63%	5.00%	7.00%
<b>Service Disabled Veteran Owned Small Business</b>	5.50%	3.00%	6.80%
<b>HUBZone</b>	7.13%	3.00%	8.30%

<b>Plan Progress:</b>		<b>100</b>
<ul style="list-style-type: none"> <li>✓ Full response</li> <li>* Unacceptable response</li> <li>↔ Partial response</li> </ul>		
✓ Has implemented a strategy to increase the number of competitively awarded contracts to small businesses.		✓
✓ Has demonstrated top-level Agency commitment to small business contracting.		✓
✓ Planned significant events to increase small business participation in the procurement process during the period.		✓
✓ Demonstrated the small business data is accurately reported in FPDS-NG during the period. Verified & Cleared FPDS-NG Anomalies.		✓
✓ Demonstrated the policies and procedures are in place to ensure compliance with subcontracting plans and attainment of subcontracting goals during the period.		✓
✓ Demonstrated no unjustified bundling has taken place during the period.		✓
✓ Planned training to contracting staff/managers in executing small business/socioeconomic procurements during the period.		✓
✓ Planned to collaborate with SBA on formulation of small business procurement policy initiatives during the period.		✓
✓ Agency submits all strategic plans and reports that became due to SBA during the reporting period.		✓

<b>Grading Scale</b>	
A+	≤ 150% but ≥ 120%
A	< 120% but ≥ 100%
B	< 100% but ≥ 90%
C	< 90% but ≥ 80%
D	< 80% but ≥ 70%
F	< 70%

## Comments:

### Graded Agency:

As a result of the national mortgage crisis, 2 of HUD's largest program offices, the Government National Mortgage Association (GNMA) and the Office of Housing (HSNG), had a substantial increase in contracting activity.

GNMA contracts with large financial and legal institutions that issue and administer more than \$1 trillion in guaranteed securities. These professional financial and legal institutions must have the capacity to carry out very large complicated transactions that involve the collection and transfer of large sums of money to investors throughout world. Due to the nature of this business, GNMA's small business (SB) contracting has historically been low. In FY2010, GNMA contracting activity increased by 59% from FY09. This increased contracting adversely impacted HUD's overall SB contracting performance.

As with GNMA, the national crisis substantially increased contracting activity within the Office of Housing which utilizes contractor support for various management & marketing (MM) activities of HUD-owned single family properties throughout the US and territories. The last time HUD awarded MM contracts (MMII), the 23 contracts, valued at \$1.8 billion went to 11 vendors, of which 10 were SBs. Approximately 88% of the total contract dollars were awarded to SBs. The MM II contracts ended on Jan. 31, 2010. To avoid a gap in service while completing the next round of MM awards (MMIII) and to provide an adequate transition period between MM II and MM III, HUD awarded sole source contracts valued at over \$300 million to the existing MM II contractors to provide services from Feb. 2010-Sept.2010. However, as a result of their financial success and business growth through the MMII contracts, 9 of the 10 SB vendors given sole source contracts were now large businesses. As such HUD's SB performance for FY10 was adversely affected. The growth of these formerly small companies shows the success of HUD's SB program.

HUD's total contract obligations in FY 2010 totaled \$1.6 billion. The GNMA & MM FY2010 obligations accounted for \$1.2 billion out of the \$1.6 billion (75%). The drop in HUD's overall SB performance is a direct result of HUD's success in growing small businesses and creating jobs.

### SBA:

The Department of Housing and Urban Development (HUD) met 2 of its 5 prime contracting goals: Women Owned Small Business and Small Disadvantaged Business. However, it did not meet its prime contracting goals for Small Business, Service-Disabled Veteran Owned Small Business and HUBZone.

Fiscal year 2010 prime contracting achievement saw increases over FY2009 in Service-Disabled Veteran Owned Small Business. HUD FY2010 achievement declined for Small Business, Women Owned Small Business, Small Disadvantaged Business and HUBZone.

HUD regularly attends Small Business Procurement Advisory Council meetings.