

# Department of Housing and Urban Development

## FY2011 Small Business Procurement Scorecard

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81.89%

FPDS-NG Prime Contracting Data as of Apr. 27, 2012  
eSRS Subcontracting Data as of Apr. 27, 2012

Prime Contracting Achievement:			60.77%
	2010 Achievement	2011 Goal	2011 Achievement
Small Business	27.96%	57.00%	36.06% (\$626.1 M)
Women Owned Small Business	10.98%	5.00%	13.68% (\$237.5 M)
Small Disadvantaged Business	18.06%	5.00%	21.89% (\$380.0 M)
Service Disabled Veteran Owned Small Business	1.34%	3.00%	1.50% (\$26.0 M)
HUBZone	1.13%	3.00%	0.90% (\$15.6 M)

Subcontracting Achievement:			11.83%
	2010 Achievement	2011 Goal	2011 Achievement
Small Business	51.50%	68.00%	67.60%
Women Owned Small Business	8.70%	5.00%	16.40%
Small Disadvantaged Business	7.00%	5.00%	23.80%
Service Disabled Veteran Owned Small Business	6.80%	3.00%	5.90%
HUBZone	8.30%	3.00%	4.10%

Success Factors		9.29%
Plan Progress Success Factor Grading Scale: Factor Subtotal Score / 7	Peer Review Score	
The Agency demonstrated, through action and documented evidence, a commitment to utilize small businesses to obtain goods and services.	0.67	
The Agency's senior leadership (e.g., senior procurement executive, senior program managers, and OSDBU director) demonstrated, through action and documented evidence, that they have clearly communicated the importance of achieving the agency's Small Business contracting goals through the chain of command to the contracting officer level.	1.00	
The Agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality.	0.83	
The Agency demonstrated a commitment to small business utilization through regular training of acquisitions staff on the issues/procedures/policies/regulations impacting small businesses.	1.00	
The Agency demonstrated, through action and documented evidence, a commitment to growing their small business supplier base and increasing awareness of contracting opportunities for small businesses.	1.00	
The Agency demonstrated, through action and documented evidence, a commitment to expanding subcontracting opportunities for small businesses.	1.00	
The Agency demonstrated, through action and documented evidence, efforts to unbundle contracts. If the Agency bundled contracts, has it documented and published their rationale.	1.00	
<b>Prime and Subcontracting 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%	Total	6.50

**Comments:**

As in FY10, in FY11, Department of Housing and Urban Development's (HUD's) Government National Mortgage Association (GNMA) and its Office of Housing (HSNG) continued to experience high contracting activity due to the housing crisis. Establishment of HUD's FY10 and FY11 Small Business (SB) goals predated the realized impact of the crisis. GNMA, which contracts predominately with large financial and legal institutions to conduct complex transactions of more than \$1 trillion guaranteed securities to worldwide investors, accounted for 12.57% or \$220M of HUD's \$1.75B contracting dollars in FY11. HSNG continued to see increased contracting activity in FY11 with the marketing & management (M&M) activities for properties throughout the US. The M&M III accounted for 34.02% or \$597M of HUD's FY11 contracting dollars. From inception of the M&M 1st generation to the current M&M 3rd generation contracts, HUD successfully grew 9 of 10 small businesses to large. Despite the continuing challenges associated with the housing market, HUD improved its SB contracting activity by almost 9% in FY11. We anticipate continued improvement in FY12 as a result of specific efforts in the area of IT and M&M contracts as we recomplete them as SB set-asides, to include Service-Disabled Veteran-Owned Small Businesses (SDVOSB).