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## Page 27

HUBZone, 2013. 432, 2014.504,2015.707,2016.909,2017.1073,2018. 1,354

WOSB, 2013. 613 ,2014. 932 ,2015. 1,190 ,2016. 1,605 ,2017. 2,013,2018. 1,867

SDVOSB 2013. 993 ,2014. 1,376 ,2015. 1,725,2016. 2,213 ,2017. 2,358,2018. 2,072

SDB 2013. 2,790,2014. 3,232 ,2015. 3,571 ,2016. 4,057 ,2017. 4,602 ,2018. 4,492

## Page 52

Pie chart for FY19 DOT top 10 NAICS by obligations

541330 .ENGINEERING SERVICES.18.51%

541512 .COMPUTER SYSTEMS DESIGN SERVICES.7.18%

541519 .OTHER COMPUTER RELATED SERVICES)- 6.25%

237310 .HIGHWAY, STREET, AND BRIDGE CONSTRUCTION) -5.50%

517310 .TELECOMMUNICATIONS RESELLERS.5.18%

483111 .DEEP SEA FREIGHT TRANSPORTATION)- 5.06%

541611 .ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES.4.47%

541712 .RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES .EXCEPT

BIOTECHNOLOGY.4.15%

334290 .OTHER COMMUNICATIONS Equipment MANUFACTURING.3.63%

541990 .ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES.3.15%

## Page55

Bar Chart with FY19 DOT Total Eligible dollars side by side small business dollars for DOT agencies from high dollars spent to low dollars the list is FAA, FHWA, SOT,NHTSA, RAD,FTA,FRA,FMCSA,PHMSA,SLSDA

 no values are displayed on the bar chart but the dollars axis ranges from $0.0 to $5.0 billion

## Page 60

Office of Small Disadvantaged Business Utilization web address:

https://www.transportation.gov/osdbu

## Page 66

Linear Chart with FY12 to FY19 EPA annual procurement budget in billion dollars :2012.1.7, 2013.1.6,2014.1.4,2015.1.6,2016.1.6,2017.1.5,2018.1.6,2019.1.5

## Page 75

Small Business Contracting Dashboard screen shots from Pilot Small Business Contracting Dashboard to show the dashboard capabilities for the small business goals and small business achievement by fiscal year in tables and charts

## Page 76

screenshot from EPA OSDBU Office Toolkit - example of the information provided by the dashboard tool

## Page 80

Pictures of EPA training & outreach board for activities coordination not clear enough to be read.

## Page 98

Stacked Bar Chart showing the industrial base utilization by socioeconomics no values on the chart just a note that the HZ and the SDVOSB achievements are below the 3% goal

## Page 104

HUD Organization structure showing that the OSDBU office is correctly aligned under the HUD Secretary, along with OGC, OIG, OCFO, OCIO

## Page 105

USA map showing 10 regional HUD Offices and 54 HUD Field Office – Region I: [Connecticut](https://www.hud.gov/states/connecticut), [Vermont](https://www.hud.gov/states/vermont), [Massachusetts](https://www.hud.gov/states/massachusetts), [Maine](https://www.hud.gov/states/maine), [New Hampshire](https://www.hud.gov/states/new_hampshire), [Rhode Island](https://www.hud.gov/states/rhode_island)

Region II: [New York](https://www.hud.gov/states/new_york), [New Jersey](https://www.hud.gov/states/new_jersey)

Region III: [Pennsylvania](https://www.hud.gov/states/pennsylvania), [Virginia](https://www.hud.gov/states/virginia), [West Virginia](https://www.hud.gov/states/west_virginia), [Maryland](https://www.hud.gov/states/maryland), [Delaware](https://www.hud.gov/states/delaware), [Washington, D.C.](https://www.hud.gov/states/district_of_columbia)

Region IV: [Alabama](https://www.hud.gov/states/alabama), [Florida](https://www.hud.gov/states/florida), [Georgia](https://www.hud.gov/states/georgia), [Kentucky](https://www.hud.gov/states/kentucky), [Mississippi](https://www.hud.gov/states/mississippi), [North Carolina](https://www.hud.gov/states/north_carolina), [South Carolina](https://www.hud.gov/states/south_carolina), [Tennessee](https://www.hud.gov/states/tennessee), [Puerto Rico](https://www.hud.gov/states/puerto_rico_virgin_islands), [U.S. Virgin Islands](https://www.hud.gov/states/puerto_rico_virgin_islands)

Region V: [Illinois](https://www.hud.gov/states/illinois), [Indiana](https://www.hud.gov/states/indiana), [Michigan](https://www.hud.gov/states/michigan), [Minnesota](https://www.hud.gov/states/minnesota), [Ohio](https://www.hud.gov/states/ohio), [Wisconsin](https://www.hud.gov/states/wisconsin)

Region VI: [Arkansas](https://www.hud.gov/states/arkansas), [Louisiana](https://www.hud.gov/states/louisiana), [New Mexico](https://www.hud.gov/states/new_mexico), [Oklahoma](https://www.hud.gov/states/oklahoma), [Texas](https://www.hud.gov/states/texas)

Region VII: [Kansas](https://www.hud.gov/states/kansas), [Iowa](https://www.hud.gov/states/iowa), [Missouri](https://www.hud.gov/states/missouri), [Nebraska](https://www.hud.gov/states/nebraska)

Region VIII: [Colorado](https://www.hud.gov/states/colorado), [Montana](https://www.hud.gov/states/montana), [North Dakota](https://www.hud.gov/states/north_dakota), [South Dakota](https://www.hud.gov/states/south_dakota), [Utah](https://www.hud.gov/states/utah), [Wyoming](https://www.hud.gov/states/wyoming)

Region IX: [California](https://www.hud.gov/states/california), [Arizona](https://www.hud.gov/states/arizona), [Hawaii](https://www.hud.gov/states/hawaii), [Nevada](https://www.hud.gov/states/nevada)

Region X: [Washington](https://www.hud.gov/states/washington), [Alaska](https://www.hud.gov/states/alaska), [Idaho](https://www.hud.gov/states/idaho), [Oregon](https://www.hud.gov/states/oregon)

## Page 106

HUD FY20 56.5 billion budget pie chart, Public and Indian Housing, $32,426,544, 58%, Housing, $13,751,000,24%,Community Planning and Development, $8,017,000, 14%, Mgmt/Adm, $1,424,595, 2%, Other $908,000, 2%

## Page 107

bullet list

* Small Business Act and Small Business Investment Act of 1958
* Public Law 95-507, Section 8 and 15(k)
* 13 CFR §121
* FAR Part 19
* HUD Acquisition Regulations: PART 2419 and 2415
* HUD Acquisition Policy and Procedures Handbook 2210.3 REV 10
* HUD Small Business Policy Statement

## Page 110

Pie Chart with HUD FY 2019 Small Business vs. Large Business Obligations HUD’s FY 2019 Small Business Goal 28%

Pie Chart with HUD FY 2019 Socioeconomic Obligations SDVOSB$60.3M, SDB $266.7M, WOSB $190.2M, HUBZone $54.4M and a total SB $423.9M.

Linear chart showing that HUD achieved a Grade of A from FY12 to FY15 and a grade of A+ from FY16 to FY18.

## Page 110

HUD Prime Achievement by Fiscal Year, Prime Goal, Subk Goal,

2020, 25%, 49%

HUD Prime Achievement by Fiscal Year, Prime Goal, Prime Achievement (%),Prime Achievement ($),Subk Goal, Subk Achievement, Scorecard

2019,0.28,28.27%\*,$423.9M,0.55,35.40%\*\*,TBD

2018,0.35,0.4079,$398.7 M,0.55,0.508,A+

2017,0.39,0.4936,$746.3 M,0.55,0.553,A+

2016,0.35,0.4634,$515.0 M,0.55,0.538,A+

2015,0.38,0.382,$456.4 M,0.55,0.564,A

2014,0.4072,0.4032,$499.6 M,0.55,0.663,A

2013,0.37,0.3867,$637.7 M,0.55,0.676,A

2012,0.37,0.4034,$603.8 M,0.55,0.553,A

2011,0.57,0.3606,$626.1 M,0.68,0.676,C

2010,0.57,0.2796,$449 M,0.68,0.515,D

## Page 116

Sample of OSDBU Communications screenshots from newsletters, memos, contracting dashboards –

## Page 117

Information to contact the Director and the small business specialists as and the link to the OSDBU office website

## Page 124

FY15 to FY19 Small Business achievement bar chard trend displaying SB and socioeconomics achievement from 2015 to 2019 no values displayed

## Page 125

HHS spend in the top 7 NAICS:

54, Professional, scientific, and technical services, $14.7B

32, Manufacturing, $5.3B

56, Admin. Support and Management and Remediation Svcs. ,$1.3B

52, Finance and Insurance, $1.2B

51, Information, $1.1B

62, Health Care and social Assist., $0.8B

23, Construction, $0.7B

## Page 126

Best Practice - people - a picture with three overlapping circles -1. Annual All-Hands meeting,2. Annual IDP Development,3. Bi-weekly staff meetings

## Page 127

Picture of participants in the best practice process: SB Specialist participation in Acquisition planning, Acquisition strategy review board, acquisition plans over $10M,Weekly Meeting with DASOA/SPE, Department-wide goaling Prog.,SBStats

## Page 128

Best Practice Technology, 1. Small business customer experience, 2. Small business television, 3. Fedmine

## Page 136

MSFC September FY19

Prime Goals vs. Actual Percentages

Data generated October 10, 2019 from FPDS-NG Bar chart displaying goals vs actuals, SB, 10.4% vs 13.7%,SDB,4.6% vs 5.8%,WOSB,4.1% vs 4.4%,HZ,0.4% vs 06%,SDVOSB,2.5% vs 3.5%

## Page 172

Screen shot of the communication example -flyer for the 3 steps process: 1. request a SB counselling Session by emailing smallbusiness@nrc.gov with the subject line Counselling Request, 2. Have the SB Program guide you through SB Tool Box to identify contract opportunities, 3. Present your company capability to the agency.

## Page 175

Communication example -flyer photo copy for the Fiscal year 2020 forecast of contract opportunities.

## Page 176

screen shot of the dashboard listing of NRC contracts accessible on the NRC website.

## Page 177

list of identifying contracts dashboard access on the web indicating that the contract number is an active link that can be clicked to access further information

## Page 178

Screen shot from the dashboard displaying possible information visible after clicking on the contract number - not intended to be read on the slide

## Page 182

Three years trend SB performance by fiscal year

SDVOSB,2017,7.1%,2018, 6.2%,2019, 9.8%,

WOSB, 2017,9.5%,2018,13.8%,2019,14.9%,

HZ,2017,2.2%,2018,3.4%,2019,12.1%,

SDB,2017,20.1%,2018,27.0%,2019,31.6%, SB,2017.36.6%,2018,41.1%,2019,56.0%

## Page 184

communications examples pictures with team members communicating with other people

## Page 185

Picture with the SBA PRC Martina Williams

## Page 186

communications examples picture from a prior conferences

## Page 193

Office of the Deputy Commissioner (ODC)

Michelle King, Deputy Commissioner

Set Binstock ,Assistant Deputy Commissioner

Dan Callahan, Assistant Deputy Commissioner

Heather Turnour, Executive Officer

OSDBU Office Director, Leslie Ford

## Page 194

Screen shot of the Organization chart for the Social security admin not intended to be read information can be accessed on the SSA.gov website

## Page 195

Bar Chart with Percentage award dollars spend in the top 10 NAICS with the bulk of the spend in 541519 Other Computer related svcs

then the spend follows

511210 Software Publishers

545111 Custom Computer programming Svs

517110 Wire Telecom Carriers

334210 Telephone appartus Manf.

624310 Vocational Rehabilitation svc

541611 admin Mngt and General Mngt Consulting svs

561492 Court reporting and Stenotype Svsc

334112 Computer storage dev. Manf.

## Page 196

SB achievements FY19 in a pie chart 35.92% SB and 64.1 other than SB

SB achievements bar chart with the majority of dollars to SB when compared to the socioeconomics dollars.

Scorecard grades trend SSA OSDBU SBA Scorecard Grades by fiscal year FY 2013-2019,FY13,101.33%,FY14,112.09%,FY15,114.05%,FY16,114.50%,FY17,107.74%,

FY18,110.14%,FY19,110.50%