



U.S. SMALL BUSINESS ADMINISTRATION
WASHINGTON, D.C. 20416

OFFICE OF THE ADMINISTRATOR

September 4, 2014

The Honorable Julián Castro
Secretary
U. S. Department of Housing and Urban Development
451 7th Street SW
Suite 10100
Washington, DC 20410

RE: Small Business Goal Achievement

Dear Mr. Castro:

Congratulations on receiving a grade of "A" on HUD's FY2013 Small Business Procurement Scorecard. Your agency has received and maintained a grade of "A" for the last two fiscal years, and your commitment to small business is noteworthy.

Small business contracting is a top priority for the White House due to the tremendous opportunity for growth and job creation which federal contracts provide to small businesses. The Small Business Administration (SBA), as required by the Small Business Act, oversees small business contracting programs across the federal government. One of our primary roles for federal procurement is to ensure the government achieves its statutory goal of awarding 23% of federal contracting dollars to small businesses and to make sure only eligible small businesses benefit from our programs. It was my honor to recently report that the federal government exceeded the small business prime contracting goal in Fiscal Year 2013 for the first time in eight years. The federal government also exceeded the statutory prime contracting goals for small disadvantaged businesses and service-disabled veteran-owned small business concerns, and improved on its performance with awards to women-owned small business concerns. Congratulations and thank you all for your hard work and determination in this achievement.

Each agency contributed tremendous effort to making progress against the goal, and many leveraged components of the many new authorities, policies, and tools available to make such progress. These components included the requirements in the National Defense Authorization Act of 2013, such as the placement of small business goals in the performance plans of Senior Executives, both in acquisition and on the program side, and the requirement that the Directors of the Offices of Small and Disadvantaged Business Utilization at each agency report directly to the head of the agency. These changes provide visibility and promote the importance of small business contracting as an engine for the U.S. economy.

We are now in the fourth quarter of Fiscal Year 2014, and we need to keep this momentum going. Consequently, I want to highlight some vital tools that you have at your disposal to accelerate small business contracting. First, your agency should consider setting aside task and delivery orders for small business concerns or any of the other socioeconomic categories. This is a great way to target certain types of small business concerns quickly and efficiently under existing contract vehicles. In addition, there is no longer a dollar value cap on contracts that may be set aside for women-owned small business concerns. Meeting the prime contracting goal for awards to women-owned small business concerns is within our reach, and the removal of the cap will help your agency award larger contracts to women-owned small business concerns that fall into eligible industry categories. We stand ready to provide your agency with support and resources to locate small businesses.

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SBA has provided each agency with a small business opportunity tool, which can be used to target industries where the agency may fall below industry standards in terms of small business market share. We have education tools available in our GC Classroom, which are available any time at www.sba.gov/gcclassroom. Finally, the Procurement Center Representative for your agency can provide you with the support you need to help us all reach our goals for the second year in row.

We cannot thank you enough for your incredible support and hard work in achieving the 23% prime contracting goal. We look forward to working with you to keep the momentum going at the end of this fiscal year and into the future. Please feel free to contact me or my team if you have any questions.

Warm Regards,



Maria Contreras-Sweet