



THE U.S. DEPARTMENT OF THE TREASURY

360°

Small Business
Impact Report
2023



"Working together we can break barriers and drive bigger and better results for maximizing opportunities for small businesses where practical. Small businesses represent the biggest potential growth sector in our economy. We need to be able to create, build and sustain small businesses."

*– U.S. Department of the Treasury,
Office of Small and Disadvantaged
Business Utilization*

Message from the Director



The U.S. Department of the Treasury, Office of Small and Disadvantaged Business Utilization plays a pivotal role in promoting small business concerns first in Treasury Departmental Offices and our Bureaus procurement opportunities. We work diligently to ensure that small businesses, especially those located in underserved and under-resourced communities, have fair and equitable access on Doing Business within Treasury.

In line with the [Treasury's Strategic Objective 1.3, Economically Resilient Communities](#), the OSDBU recognizes the importance of supporting small businesses in combating Climate Change and building economic resilience. We are actively engaged

in implementing initiatives that enable small businesses to contribute to Climate Change mitigation and adaptation efforts while also fostering economic growth with our 50 States Initiative to encompass the District of Columbia and the U.S. territories.

To achieve these objectives, the OSDBU collaborates closely with stakeholders and partners, including small businesses, Treasury's own Office of the Procurement Executive, Office of Civil Rights and EEO, Office of Women and Minority Inclusion, Office of Chief Information Officer, Office of the Chief Data Office, Office of Strategic Planning and Performance Improvement, Treasury Acquisition Institute, Treasury Executive Institute, Treasury Technical Library, State Small Business Credit Initiative, Community Development Financial Institutions, SBA Council on Underserved Communities, SBA National Pan-Hellenic Council, OSDBU Council, and other Federal agencies, Industry Resource Partners such as Women Impacting Public Policy, National HUBZone Council, National 8(a) Association, National Veterans Small Business Coalition and a host of many others. By leveraging these relationships, we aim to identify and address barriers and challenges faced by small businesses operating in underserved and under-resourced communities, develop tailored programs and initiative and provide necessary resources and support to propel Treasury's mission.

Moreover, the OSDBU is committed to ensuring that small businesses are well-informed about the Small Business Act of 1954 and Federal Acquisition Regulation (FAR) requirements. We provide small business guidance, and training to our 1101/1102 acquisition community, and stakeholder engagement to educate small businesses on the various small businesses programs to include 8(a)/small disadvantaged, women-owned, HUBZone and service-disabled veteran owned small businesses are equipped with the knowledge and tools needed to successfully participate in Treasury's contracting opportunities.

Our office goal is to maintain a reputation as proactive forward thinking, outside the box a leader among government agencies for exceptional performance in small business contracting. I am pleased to announce that Treasury has earned a “B” for FY 2023 overall 97.22 % on the Small Business Administration’s (SBA) Annual Small Business Procurement Scorecard B.

The prime and subcontracting component goals include goals for small businesses, small businesses owned by women, small disadvantaged businesses, service-disabled veteran-owned small businesses, and small businesses located in Historically Underutilized Business Zones (HUBZones).” The annual Scorecard is an assessment tool to: (1) Measure how well Federal agencies reach their small business and socio-economic prime contracting and subcontracting goals, (2) Provide accurate and transparent contracting data and (3) Report agency-specific progress. The prime and subcontracting component goals include goals for small businesses, small businesses owned by women, small disadvantaged businesses, service-disabled veteran-owned small businesses, and small businesses located in Historically Underutilized Business Zones (HUBZones).

I am pleased to announce that the SBIR Phase III Pilot Program awarded two contractual requirements at the Internal Revenue Service and FinCEN by providing opportunities for small businesses to further develop and commercialize their innovative technologies and products. The SBIR Program recognizes the potential of these small businesses to contribute to Treasury’s mission while also driving economic growth. The SBIR Phase III Pilot Program is a testament to the Treasury OSDDBU’s commitment to championing small businesses and promoting their growth and success. By fostering contractual awards for small businesses, the OSDDBU plays a vital role in creating opportunities for innovation, job creation, and economic development.

What began as a program to maximize opportunities where practical for small businesses has evolved into not only long-lasting business opportunities for these small businesses, but also healthier and more robust communities across the country.

In conclusion, the Treasury OSDDBU is dedicated to championing the Small Business Act and Federal Acquisition Regulations, specifically with regards to Strategic Objective 1.3 – Economic Resilient Communities and [Combating Climate Change](#) in Underserved Communities. Our efforts aim to increase opportunities for small businesses located in these communities, fostering economic growth and sustainability. Treasury Secretary Janet Yellen has updated Treasury’s Strategic Plan for FY 2022-2026 and have put more emphasis on critical areas to manage and assist struggling Americans through the American Rescue Plan, making the tax system fairer and building a clean energy economy through the Inflation Reduction Act. OSDDBU will support and continue to champion these most recent updates in OSDDBU strategic and operational planning in the new Fiscal Year 2024 as it relates and supports the Inflation Reduction Act (IRA) Implementation and Recovery From the Pandemic, as Treasury continue to capitalize on catalyzed tens of billions of dollars of support for small businesses.

In addition to the report, Treasury completed all FY23 contract actions and closed the fiscal year. The numbers in the federal procurement data system right now indicate that in FY23, the Treasury procurement program executed over 19k contract actions and obligated \$10.2 billion (\$896M more than last year):

Total actions: 19,126

Total obligations: \$10,185,139,301.86

Small business achievement: 36.11% (goal: 40%; projected achievement: 32.14%)

SDB achievement: 11.63% (goal: 12%; projected achievement: 9.31%)

SDVOSB achievement: 4.25% (goal: 3%)

WOSB achievement: 9.28% (goal: 5%)

HUBZone achievement: 3.68% (goal: 3%)

These numbers will change over time as records are reconciled in the system, and final small business achievement will be determined by the SBA in FY24. But right now, we are looking good, and I am proud of what the Treasury procurement program has accomplished this year compared to what we projected we would accomplish. Thank you for all your support.



Donna M. Ragucci
Executive Director
Office of Small and Disadvantaged
Business Utilization (OSDBU)

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“The U.S. Department of the Treasury (Treasury) will continue to take steps to reduce any unnecessary barriers to vendor engagement. Treasury will publicize procurement opportunities and prioritize industry engagement opportunities for Treasury’s high impact acquisitions to communicate with industry. Treasury continues to remain committed to the principles of openness and fairness and will work together with our industry partners to increase the transparency of the acquisition process while protecting non-public information. Enhancing vendor communication and engagement increases the level of involvement of small and emerging businesses for Treasury contracts. The Vendor Communications Plan demonstrates Treasury’s commitment to promote efficient and effective procurement oversight to reinforce public trust. – U.S. Department of the Treasury, Office of Small and Disadvantaged Business Utilization.”

TREASURY OSDBU MISSION AND VISION

MISSION

**To advocate for and provide to the
Small Business Community maximum
practicable opportunities to
participate in Treasury contracts**

VISION

**To maintain a reputation as a leader among
government agencies for exceptional
performance in small business contracting**



★ ★ ★
ALBERT GALLATIN
SECRETARY OF THE TREASURY
GENIUS OF FINANCE
SENATOR AND REPRESENTATIVE
COMMISSIONER FOR THE TREATY OF GENT
MINISTER TO FRANCE AND GREAT BRITAIN
AND STEADFAST
CHAMPION OF DEMOCRACY
▲ 1761 ▲ 1849 ▲



"Transparency in Treasury's acquisition process serves to inform our industry partners, including those who have yet to engage in Treasury business, about our current and emerging needs. Collaborative Treasury-vendor engagement is crucial to enhance the effectiveness and quality of Treasury acquisition decisions. Technical expertise is dispersed across industry.

Treasury officials need access to that expertise to make informed decisions. Among several contributing factors, limiting access to industry knowledge and expertise can result in contracts that are difficult to manage due to poorly-defined requirements. Enhanced communications between Government and industry are vital to define and convey requirements clearly and realistically within the market environment, appropriately assess and assign risk for the effort, and set respective cost, schedule, and performance expectations to ensure effective contract management. Treasury hosts a series of Vendor Outreach Sessions, Reverse Industry Days and Bureau specific Industry Days that focus on specific Treasury-wide requirements and vendor's capabilities."

About Us

The U.S. Department of the Treasury (Treasury), Office of Small and Disadvantaged Business Utilization (OSDBU), assists, counsels, and advises small businesses of all types such as small businesses, small disadvantaged business, women-owned small businesses, economically disadvantaged women-owned small businesses, veteran owned small businesses, service disabled veteran owned small businesses, and small businesses located in historically underutilized business zones) on procedures for contracting with Treasury.

The OSDBU engages acquisition community members in targeted outreach and training events that include informational email and other communications, acquisition discussion forums, and formal course offerings related to vendor outreach and conducting market research. The OSDBU establishes the Treasury's socioeconomic goals in coordination with the U.S. Small Business Administration. The OSDBU conducts small business outreach conferences and meetings to assist businesses in understanding agency business practices and procedures and identifies small business contracting opportunities. Reviews acquisitions for adequate small business participation in compliance with FAR Part 19 requirements.

The OSDBU engages interested firms through general and targeted outreach events. General outreach includes participation in government-wide outreach events such as WIPP and American Express ChallengeHER, Government Procurement Conference, and industry association sponsored events. Communications at such events include general discussions on business opportunities at Treasury and information on how to contact the right Treasury program and procurement officials. Treasury OSDBU will also continue to engage in targeted outreach activities, including hosting vendor outreach sessions, solicitation-specific industry days, and presolicitation/ pre-proposal conferences.

Treasury encourages industry to be familiar with Treasury's Strategic Plan to understand emerging needs and how industry can support the plan. Communication with vendors runs along a continuum from relatively open communication to more formalized, written forms intended to protect proprietary or competition sensitive information from disclosure. Exchanges of information among all interested parties are encouraged to improve the understanding of Government requirements and industry capabilities.

An early exchange of information among industry and government participants in the acquisition process can help identify and resolve concerns regarding the acquisition strategy, including proposed contract type, terms and conditions, and acquisition planning schedules; the feasibility of the requirement, including performance requirements, statements of work, and data requirements; the suitability of the proposal instructions and evaluation criteria, including the approach for assessing past performance information; the availability of reference documents; and any other industry concerns or questions.

Treasury is committed to early, frequent, and constructive communication with our industry partners, including small businesses and those who have not previously engaged in Treasury contracts. Treasury plans to extend the techniques and tools effectively used to engage the small business community to the broader industry audience to facilitate the engagement of emerging firms offering innovative and niche

About Us (cont.)

commercial solutions to achieve Treasury's mission critical objectives to extend the techniques and tools effectively used to engage the small business community to the broader industry audience to facilitate the engagement of emerging firms offering innovative and niche commercial solutions to achieve Treasury's mission critical objectives.

A major focus of the Treasury work involves our efforts to establish and strengthen relationships between Treasury and the companies that comprise of Treasury's industrial base – such as the leading large, mid-tier and small businesses that provide products and services for our mission critical requirements. We host Treasury Industry Days and Reverse Industry Days. These events provide acquisition and program personnel with a better understanding of industry practices related to identifying, tracking, pricing, bidding, winning and performing on Treasury contracts, as well as it serves as a Point-of-Contact to provide information on how Treasury's communication throughout the process impacts bid and solution decisions, competition, protests and contract outcomes. Questions regarding Treasury's Industry Engagement should be directed to the Treasury Industry Liaison.

Our Team



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OSDBU GPC Holder/Administrator, OSDBU Website, Web-based SB Tools
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Delonda "Dee" Ward, Procurement Representative Center (PCR)
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The Director, OSDDBU shall appoint, after consultation with each Bureau head or designee, a Full-time or Part-time Small Business Specialist (SBS) to undertake the daily responsibilities for operation of the SBP within the Bureau. Heads of Bureau field offices are responsible for ensuring that the small business program is appropriately staffed and monitored at their field procurement offices.

Treasury OSDDBU depends on the Bureau Small Business Specialist to find and reserve requirements for small businesses within their respective Bureaus. We have eight Bureaus with procurement authority. I want to recognize our Small Business Specialist as you see listed below with their contact information. Our Small Business Specialist also participate in Industry Engagements. They have daily interface with the Contracting Officer and Program Offices. Their small business advocacy is very important to ensure small business is considered for every new requirement. Small Businesses can contact the specialist at any time if they are interested in a procurement opportunity with that Bureau. You can see their names and who is responsible for Small Business initiatives in the respective Bureau.

Bureau Small Business Specialist Contacts

Alcohol, Tobacco & Trade Bureau

Small Business Liaison:

Cheryl Rice-Henderson

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Bureau of Engraving and Printing:

Barry Covert

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Office of Inspector General:

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Internal Revenue Service & Treasury Departmental Offices:

Latonya Bowmn

Mary Mckinzie

Tanya Conner

Romona Kelly

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Office of the Comptroller of the Currency:

Marcus Benefield

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Fiscal Service, Alcohol, Tobacco & Trade Bureau (TTB) & Office of Inspector General for Tax Administration (TIGTA):

Morrey Gardner

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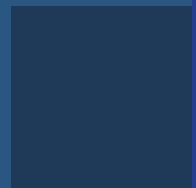
U.S. Mint:

Pualetta Rawlings

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WHITE HOUSE EXECUTIVE ORDERS



Executive Order 13985

In support of Executive Order 13985, the U.S. Department of the Treasury continues its commitment to exceeding its SBA goals and exploring ways in which our underserved communities may participate in procurement opportunities. Treasury's Office of Small and Disadvantaged Business Utilization (OSDBU), in collaboration with Office of Civil Rights and Diversity (OCRD), Office of Minority and Women Inclusion (OMWI), Office of the Procurement Executive (OPE), and the Treasury Acquisition Institute (TAI), is leading the effort to identify and eliminate barriers that limit access to contracting and procurement opportunities to members of underserved communities. Cybersecurity education because of this event.



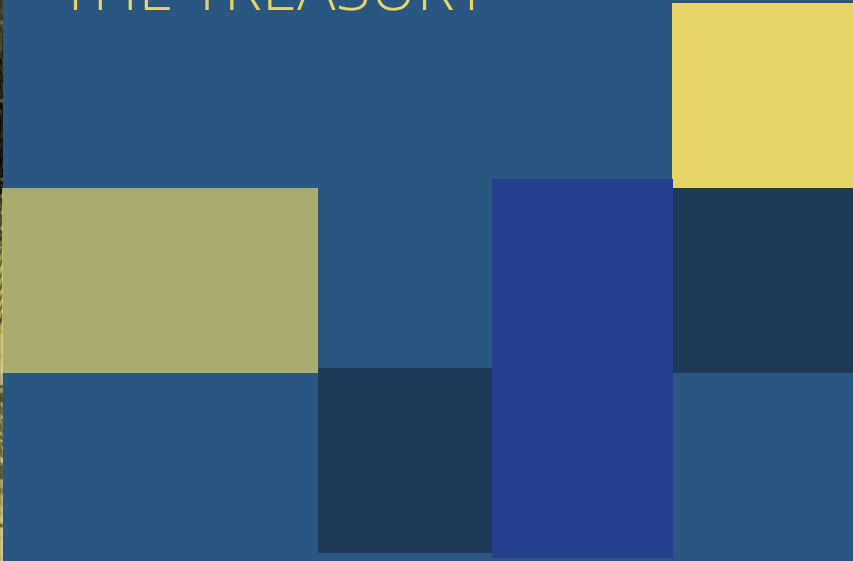
Executive Order 14091

Executive Order 14091? Executive Order (EO) 14091, “Further Advancing Racial Equity and Support for Underserved Communities Through the Federal Government”, targets specific barriers still faced by underserved communities by requiring federal agencies to integrate equity into planning and decision-making.





DOING BUSINESS
WITH THE
U.S. DEPARTMENT OF
THE TREASURY



2023 Events



Calendar of Events - External Stakeholder Engagements:

Treasury OSDDBU was represented at the following Industry Engagement - Outreach Events (Internal/External) directly contributed to the Treasury \$9.7 Billion spend for FY2023. 35.18% awarded to Small Business, \$3.4 Billion Dollars. SDB awarded over \$1.1 Billion, 11.03%. \$5 Million, 5.42% to 8(a); SDVPSB\$5 Million, 5.42% to 8(a); SDVPSB.18%, \$4 Million; WOSB 8.57%, \$8 Million, and HUBZone 3.51%, \$3 Million dollars.

February 2023	National 8(a) Small Business Conference, New Orleans, LA
March 2023	WBENC National Conference, Nashville, TN
April 2023	GTSC (Meet the Primes) Conference, Silver Springs, MD
April 2023	GPC Conference, Washington, D.C.
May 2023	2023 AEO National Conference, Detroit, MI
May 15, 2023	Doing Business w/U.S. Department of the Treasury - GTSC
MAY 16-18, 2023	FAST23 - Day 1 - FY23 Federal Acquisition Service Training Conference
May 25, 2023	MBDA Capital Region Minority Supplier Development Council (CRMSDC)
June 2023	Women Impacting Public Policy (WIPP) Matchmaker Madness, Virtual
June 7-8	U.S. Small Business Administration Veterans Small Business Advisory Committees Set to Host Virtual Public Meetings
July 27, 2023	Hybrid Matchmaking at ChallengeHer, Chicago, IL
September 2023	HUBZone 2023 Conference, Leesburg, VA

Small Business Training Week 2023

OSDBU successfully planned, coordinated, and executed Small Business Virtual Training Week 2023. Partnered with the Catalyst Center to provide virtual training to the Treasury 1101 and 1102 workforce. Invited several government agencies to present, SBA, GSA, DAU, VA, WIPP, and Small Business Industry Partner on June 20-22, 2023. Conducted a Small Business Panel with the Treasury SPE and OSDBU Executive Director on building relationships and stakeholder communication. Over 165 Treasury

Departmental Offices and Bureau personnel registered to attend the small business training June 20-22, 2023. Coordinated with the Treasury ASM the award of 13.75 CLPs for completion of training making a significant contribution to the 80 CLP bi-annual requirement for Contracting and Program Management careerist. Feedback received from an attendee: *"Thank you so much for the training provided today. It was extremely informative. As a former 1102, I like to keep abreast of new and exciting contracting innovations."*

OSDBU coordinated with GSA/FEDSIM office to provide SBIR Phase III Innovation Outreach training to the Treasury Acquisition workforce on August 10, 2023. Participants received 2.5 CLPs in FAI CSOD at completion of training. Training resulted in increased interest in awarding SBIR Phase III contracts. Treasury OSDBU coordinated and presented "How to do Business with the Department of Treasury" to the APEX Accelerators on August 31, 2023. Over 100 APEX Accelerator regional counselors and program managers attended. Feedback immediately received training was impressive and expand beyond the APEX expectations. The APEX Accelerators agreed to partner with Treasury OSDBU in accomplishing its 50 States Initiative. APEX Accelerators formally PTAC under the FY2022 NDAA was realigned under the Department of Defense Office of Small Business Programs (OSBP).

Snapshot of Bureau Small Business Awards During Fiscal Year 2023

Bureau	Small Business	Contract Value
US MINT	2031JG23P00047 Engraving surface profile measurement equipment for the Engraving Department	\$147,603.51 to SDVOSB
IRS	FOUR LLC	\$60,735,539.53
IRS	VETERANS TECH LLC	\$29,500,000.07 to SDVOSB, VOB, MOB
IRS	FCN, INC.,(2032H523F00296)	WOSB, \$22,405,006.26; NASA SEWP
IRS	THUNDERCAT TECHNOLOGY, LLC.,(2032H521F00975),	SDVOSB, \$8,649,512.55; NASA SEWP, 541519
IRS	FIVE STONES INTELLIGENCE, INC., (2032H523F00276),	\$8,294,082.36; NASA SEWP; Hispanic/ minority owned, VO
IRS	CHEROKEE NATION FEDERAL CONSULTING, L.L.C..	\$25,667,773.55 to HUBZone, SDB
Fiscal Services	ESCgov, Inc.	\$18,670,900.00 to SB
Fiscal Services	FCN, Inc.	\$2,458,721.76 to EDWOSB
Fiscal Services	Countertrade Products, Inc.	\$999,721.96 to WOSB
Fiscal Services	FCN, Inc,	WOSB, \$975,303.22, 541519
Fiscal Services	SJ Technologies,	8(a), SDB, EDWOSB, \$863,402.00, 541519
Fiscal Services	FCN, Inc,	EDWOSB, \$454,823.48, 541519
BEP	NISGA'A	\$5,060,083 to 8a ANC
BEP	FCN	\$2,219,521 to WOSB
BEP	Rio Tech Serv	\$1,501,601
BEP	NISGA'A.	\$5,060,083, 541611 8a ANC
BEP	FCN.	\$2,219,521 541519, WOSB,
BEP	Rio Tech Serv.	\$1,501,601 561520

Presentations



Treasury OSDBU is excited to announce a new initiative called the “50 States Initiative” that aims to maximize opportunities for small businesses across the country.

The goal of the 50 States Initiative is to ensure that small businesses and our internal stakeholders in every region have access to the resources, information, and opportunities that they need to thrive. By actively engaging with small business owners and Bureau Stakeholders that are anchored in different States, we can better understand their unique challenges and provide tailored support to address their specific needs

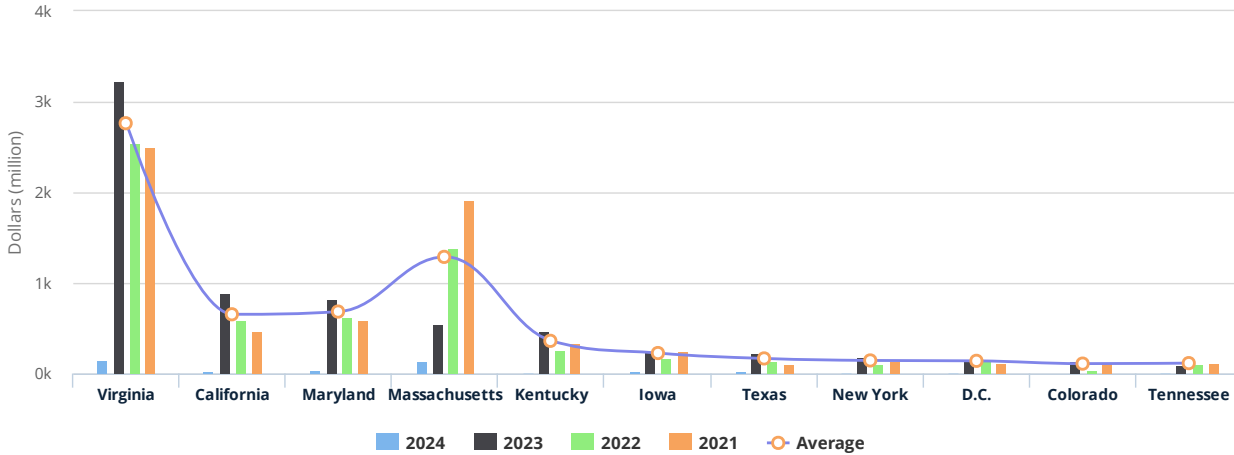
Treasury OSDBU 50 States Initiative will ensure that small businesses and our internal stakeholders in every region have access to the resources, information, and opportunities that they need to thrive. The objective of this initiative is to increase the number of Treasury Departmental Office (DO) and Bureau contractual awards are granted to small businesses, thereby fostering economic growth, creating jobs, and promoting innovation at the local level, underserved and under-resourced communities.

Federal Contract Actions By State

TREASURY, DEPARTMENT OF

Federal Contract Actions By State

Click columns to drill down to single series. Click categories to drill down both.



Highcharts.com

No	States	Dollars Obligated Aggregated, Actual Figures							
		2024	%	2023	%	2022	%	2021	%
1	VA - Virginia	\$150,905,988	26.02%	\$3,230,855,465	40.88%	\$2,551,566,755	36.27%	\$2,505,817,052	30.70%
2	CA - California	\$26,341,896	4.54%	\$895,603,895	11.33%	\$592,670,787	8.42%	\$472,861,072	5.79%
3	MD - Maryland	\$47,558,467	8.20%	\$835,329,887	10.57%	\$629,652,211	8.95%	\$586,366,712	7.18%
4	MA - Massachusetts	\$135,836,909	23.42%	\$549,938,489	6.96%	\$1,385,058,327	19.69%	\$1,927,271,566	23.61%
5	KY - Kentucky	\$20,257,081	3.49%	\$469,956,678	5.95%	\$264,651,382	3.76%	\$347,371,157	4.26%
6	IA - Iowa	\$26,763,624	4.61%	\$245,485,195	3.11%	\$178,349,040	2.54%	\$253,663,953	3.11%
7	TX - Texas	\$25,841,866	4.46%	\$238,616,107	3.02%	\$144,435,780	2.05%	\$115,907,123	1.42%
8	NY - New York	\$10,278,625	1.77%	\$183,587,505	2.32%	\$113,355,508	1.61%	\$135,548,273	1.66%
9	DC - D.C.	\$17,937,550	3.09%	\$160,336,687	2.03%	\$137,146,096	1.95%	\$121,649,979	1.49%
10	CO - Colorado	\$7,045,537	1.21%	\$142,022,876	1.80%	\$52,971,080	0.75%	\$132,435,828	1.62%
11	TN - Tennessee	\$13,940,583	2.40%	\$98,373,064	1.24%	\$115,984,783	1.65%	\$129,379,173	1.59%
12	OK - Oklahoma	\$2,962,277	0.51%	\$97,158,330	1.23%	\$146,628,857	2.08%	\$21,777,634	0.27%
13	PA - Pennsylvania	\$11,259,065	1.94%	\$92,952,762	1.18%	\$92,893,227	1.32%	\$55,325,446	0.68%
14	GA - Georgia	\$8,065,088	1.39%	\$90,202,307	1.14%	\$71,258,969	1.01%	\$66,105,182	0.81%
15	FL - Florida	\$3,493,756	0.60%	\$66,583,681	0.84%	\$45,431,284	0.65%	\$34,043,583	0.42%
16	IL - Illinois	\$37,213,872	6.42%	\$44,750,523	0.57%	\$30,219,026	0.43%	\$36,268,370	0.44%
17	NH - New Hampshire	\$191,742	0.03%	\$43,949,318	0.56%	\$26,640,247	0.38%	\$21,411,089	0.26%
18	NC - North Carolina	\$268,039	0.05%	\$42,666,281	0.54%	\$22,155,478	0.31%	\$19,356,247	0.24%
19	AL - Alabama	\$729,134	0.13%	\$36,489,485	0.46%	\$6,201,304	0.09%	\$1,822,451	0.02%
20	OH - Ohio	\$1,785,148	0.31%	\$34,109,657	0.43%	\$33,282,546	0.47%	\$42,709,284	0.52%
21	AK - Alaska	\$177,550	0.03%	\$32,535,861	0.41%	\$33,805,250	0.48%	\$21,819,532	0.27%
22	NE - Nebraska	\$15,797,983	2.72%	\$31,662,962	0.40%	\$28,270,935	0.40%	\$37,859,764	0.46%

25	RI - Rhode Island	\$190,358	0.03%	\$23,507,160	0.30%	\$13,831,621	0.20%	\$7,726,217	0.09%
26	MI - Michigan	\$4,048,091	0.70%	\$22,002,385	0.28%	\$20,799,367	0.30%	\$23,308,531	0.29%
27	WA - Washington	\$153,282	0.03%	\$20,451,267	0.26%	\$8,842,267	0.13%	\$5,429,931	0.07%
28	NJ - New Jersey	\$1,672,942	0.29%	\$17,277,140	0.22%	\$20,255,806	0.29%	\$16,750,861	0.21%
29	WV - West Virginia	\$643,774	0.11%	\$17,174,584	0.22%	\$6,328,269	0.09%	\$3,307,223	0.04%
30	OR - Oregon	\$1,673,638	0.29%	\$13,604,289	0.17%	\$16,215,302	0.23%	\$5,749,680	0.07%
31	MN - Minnesota	\$1,390,519	0.24%	\$13,258,903	0.17%	\$14,366,323	0.20%	\$10,014,176	0.12%
32	IN - Indiana	\$59,534	0.01%	\$8,731,944	0.11%	\$6,635,596	0.09%	\$3,976,901	0.05%
33	UT - Utah	\$125,853	0.02%	\$7,621,071	0.10%	\$157,008,739	2.23%	\$372,701,852	4.57%
34	ND - North Dakota	\$1,010,332	0.17%	\$7,506,079	0.09%	\$6,309,880	0.09%	\$7,258,035	0.09%
35	AZ - Arizona	\$140,435	0.02%	\$6,018,962	0.08%	\$8,913,719	0.13%	\$8,382,313	0.10%
36	NM - New Mexico	\$0	0.00%	\$5,702,550	0.07%	\$3,735,841	0.05%	\$3,747,438	0.05%
37	MO - Missouri	\$512,315	0.09%	\$4,963,219	0.06%	\$2,707,583	0.04%	\$9,289,003	0.11%
38	MS - Mississippi	\$96,612	0.02%	\$3,758,667	0.05%	\$3,462,046	0.05%	\$3,125,610	0.04%
39	WI - Wisconsin	\$167,646	0.03%	\$3,299,464	0.04%	\$2,971,534	0.04%	\$2,292,806	0.03%
40	NV - Nevada	\$1,890,526	0.33%	\$3,211,687	0.04%	\$3,296,639	0.05%	\$13,729,940	0.17%
41	DE - Delaware	\$230,473	0.04%	\$2,803,933	0.04%	\$3,130,486	0.04%	\$3,724,661	0.05%
42	LA - Louisiana	\$14,494	0.00%	\$2,370,861	0.03%	\$1,606,939	0.02%	\$1,217,490	0.01%
43	PR - Puerto Rico	\$0	0.00%	\$2,278,921	0.03%	\$3,619,204	0.05%	\$860,111	0.01%
44	SC - South Carolina	\$57,324	0.01%	\$1,571,487	0.02%	\$1,057,204	0.02%	\$976,781	0.01%
45	SD - South Dakota	\$-17,109	-0.00%	\$1,534,850	0.02%	\$854,041	0.01%	\$801,193	0.01%
46	KS - Kansas	\$23,783	0.00%	\$965,768	0.01%	\$1,218,313	0.02%	\$6,616,475	0.08%
47	MT - Montana	\$0	0.00%	\$604,698	0.01%	\$447,298	0.01%	\$920,764	0.01%
48	AR - Arkansas	\$0	0.00%	\$355,226	0.00%	\$145,262	0.00%	\$72,598	0.00%
49	VT - Vermont	\$0	0.00%	\$140,081	0.00%	\$95,583	0.00%	\$116,477	0.00%
50	HI - Hawaii	\$-14,909	-0.00%	\$56,355	0.00%	\$100,063	0.00%	\$22,429	0.00%
51	WY - Wyoming	\$600	0.00%	\$21,820	0.00%	\$198,479	0.00%	\$1,058,989	0.01%
52	GU - Guam	\$0	0.00%	\$0	0.00%	\$0	0.00%	\$0	0.00%
53	VI - Virgin Islands	\$0	0.00%	\$0	0.00%	\$0	0.00%	\$0	0.00%
54	ME - Maine	\$0	0.00%	\$-78,000	-0.00%	\$81,264	0.00%	\$250,179	0.00%
GRAND TOTAL :		\$580,014,959		\$7,904,215,611		\$7,034,687,361		\$8,162,233,911	

TIP 1: Click on a State name to reveal Agencies contracting within the State, click the graph icon to generate fresh graphs.

TIP 2: County Data is contained within each State under Agency listings

TIP 3: This report provides data for companies located in a State for each transaction recorded in the federal procurement data system

Source:  FEDMINE analysis of Federal Procurement Data system - Next Generation Data (FPDS-NG)

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Presentations

OSDBU Treasury Small Business Electronic Capabilities Statement (SB-eCS) System

August 31, 2023

APEX Accelerator Training Session

- Attend Vendor Outreach Events
- View Small Business Forecast

Account

Approval

Information

Get to know Treasury opportunities

- Open an account
- Get OSDBU approval
- Create profile
- Socio-economic category
- Business Size
- Capability Statement
- Get to know Treasury Opportunities
- Attend Vendor Outreach Events
- View Small Business Forecast

Presentations

The Department of Treasury
Office of Small & Disadvantaged Business Utilization

BUSINESS INNOVATION RESEARCH AND TECHNOLOGY PROGRAMS INITIATIVE

The Treasury, Office of Small and Disadvantaged Business Utilization (OSDBU) would like to draw your attention to the Small Business Innovation Research (SBIR) program, particularly Phase III.

Use of Phase III SBIR as a Streamlined Contracting Method Across Federal Government, offering a flexible and effective method for contracting with small businesses.

This program offers a streamlined contracting method, including sole source authorities, that aligns with the goals of these Executive Orders and can be instrumental in achieving our Department objectives in our **Strategic Plan**, focused on **Objective 1.3**, which speaks to Economically Resilient Communities that promotes equitable financial recovery and growth through support and flow of capital to small businesses, households, and underserved communities.

By leveraging this program, we can stimulate innovation, promote economic growth, and advance the goals of **Executive Orders 14091 and 13985**.

Contractors.

- Capabilities will be shared with the Chief Information Officer (CIO) for sole source acquisitions.
- Candidate may be asked to demonstrate your IT capabilities.

Treasury SBIR Mailbox: OSDBU_SBIR@treasury.gov

SBIR-STTR America's Seed Fund: <https://www.sbir.gov>

- Department of the Treasury, Office of Small and Disadvantaged Business Utilization (OSDBU) would like to draw your attention to the Small Business Innovation Research (SBIR) program, particularly Phase III.
- Encourage the Use of Phase III SBIR as a Streamlined Contracting Method Across Federal Government, offering a flexible and effective method for contracting with small businesses
- This program offers a streamlined contracting method, including sole source authorities, that aligns with the goals of these Executive Orders and can be instrumental in achieving our Department objectives in our Strategic Plan, focused on Objective 1.3, which speaks to Economically Resilient Communities that promotes equitable financial recovery and growth through support and flow of capital to small businesses, households, and underserved communities.
- By leveraging this program, we can stimulate innovation, promote economic growth, and advance the goals of Executive Orders 14091 and 13985.

Presentations



This Presentation highlights access to Department of Treasury programs

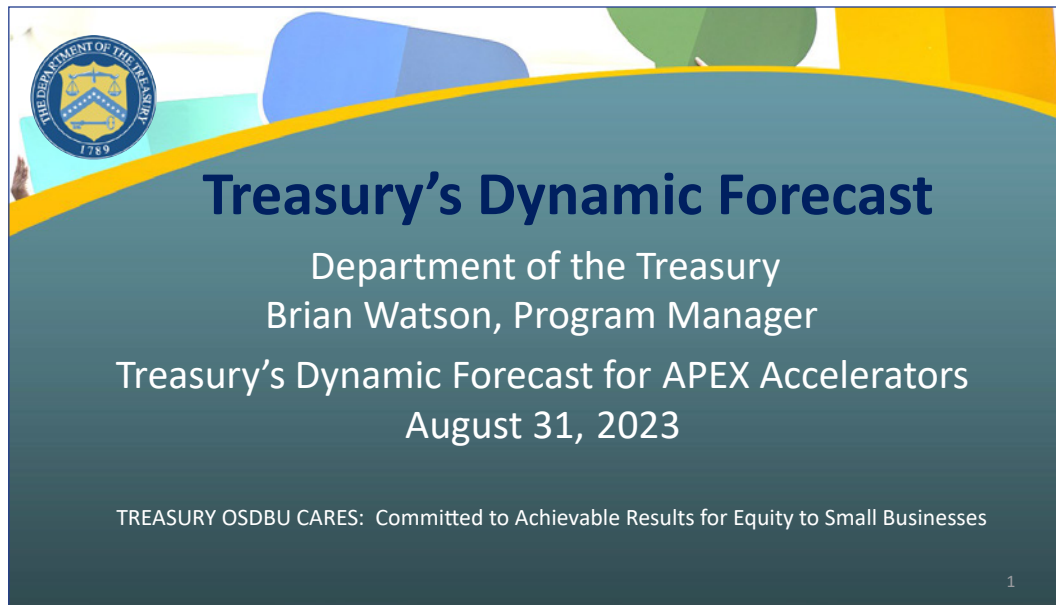
- **The CDFI Program**

Access to affordable financial products and services is a staple of economically vibrant communities. Yet at least one quarter of American households do not have a bank account or rely on costly payday lenders and check-cashing outlets. Additionally, many small businesses and critical community development projects lack access to the capital investment necessary to spark economic growth in their communities. The Community Development Financial Institutions Program (CDFI Program) actively works to address these issues by investing federal resources—which are matched with private funding—in CDFIs working to serve low-income and underserved people and communities.
- **Project Reach**

Project REACH promotes financial inclusion through greater access to credit and capital. REACH stands for Roundtable for Economic Access and Change, and the project brings together leaders from the banking industry, national civil rights organizations, business, and technology to reduce specific barriers that prevent full, equal, and fair participation in the nation's economy.
- **State Small Business Credit Initiative (SSBCI)**

The American Rescue Plan Act reauthorized and expanded the State Small Business Credit Initiative (SSBCI) to provide \$10 billion to support small businesses and empower them to access the capital needed to invest in job-creating opportunities as the country emerges from the pandemic. SSBCI provides funds to states, the District of Columbia, territories, and Tribal governments to promote American entrepreneurship, support small business ownership, and democratize access to capital across the country, including in underserved communities.

Presentations



- The Department of the Treasury purchases a wide variety of goods and services.
- Our procurement expenditures will exceed over 8 billion dollars in fiscal year 2023.
- Treasury's Forecast of Contract Opportunities include micro purchases and contract actions below 250,000; contract actions above \$250,000; and contracts over 750,000, which typically requires a subcontracting plan
- Treasury OSDBU is committed to increasing contracts awarded to small businesses. Treasury's forecast will assist small businesses:
 - Identify procurement opportunities early in the acquisition process
 - Market product and services at vendor outreach/match-making events
 - Tool to help businesses be more competitive in Treasury

Presentations



America's Small Business Development Centers (SBDC) provide management and technical assistance to more than one million small business owners and aspiring entrepreneurs each year. Your local SBDC provides no fee face-to-face business consulting and low-cost training on operational & strategic planning, accessing capital, marketing, regulatory compliance, international trade and more.

The SBDCs are a partnership that includes Congress, SBA, the private sector, and the colleges, universities and state governments that host and manage SBDCs across the nation. America's SBDC network is a cost-effective way to create jobs, grow the economy, enhance American competitiveness and fulfill the American dream.

Presentations



The Catalyst Center for Business & Entrepreneurship, a 501(c)(3) nonprofit, has served as a driver for economic growth and job creation in North Alabama since 2003. The Catalyst currently serves as the host organization for The Women's Business Center serving North Alabama, The REACH Women's Business Center serving Central and South Alabama and the TechRich Center serving Technology & Innovation businesses, Government Contracting, Veterans as well as the SBA 7(j) Technical & Management Assistance Program.

Trivia Quiz for APEX Accelerator Training Day



U. S. Department of the Treasury Trivia Quiz for APEX Accelerator Training Day

August 31, 2023

1. What is the Primary Function of the Department of Treasury?

ANSWER: The management of the money resources of the United States has always been the primary function of the Department of the Treasury.

2. What war was occurring when the Department of Treasury began?

ANSWER: The history of the Department of the Treasury began in the turmoil of the American Revolution when the Continental Congress at Philadelphia deliberated the crucial issue of financing a war of independence against Great Britain.

3. Who served as the first Secretary of the Treasury from 1789 to 1795?

ANSWER: At the inauguration of the constitutional government in 1789 Alexander Hamilton (1757- 1804), George Washington's former military aide and a renowned financier, was appointed the first Secretary of the Treasury and thus he became the architect of the structure of the Department.

4. What year did the First Congress of the U.S. enact that there will be a Department of Treasury?

ANSWER: The First Congress of the United States was called to convene in New York on March 4, 1789, marking the beginning of government under the Constitution. On September 2, 1789, Congress created a permanent institution for the management of government finances: *Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, that there shall be a Department of Treasury.*

5. Where is the headquarters for the Department of Treasury?

ANSWER: The Treasury Building is located at 1500 Pennsylvania Avenue, NW, in Washington, D.C. was designated a National Historic Landmark in 1972.

6. How many columns are on the front of the Treasury Building?

ANSWER: The Treasury building is of granite ; over 460 feet in length and 266 feet wide. The east front has colonnade of Ionic columns, 300 feet long. These columns are 42 in number.

1

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22. Which office produces U.S. currency?

ANSWER: U.S. currency is produced by the U.S. Mint. Both organizations are part of the Department of the Treasury.

3

Department of Treasury?

organized into two major components:
U.S.

Secretary of the Treasury?

Adeyemo is the Deputy Secretary.

Age of the Treasury workforce?

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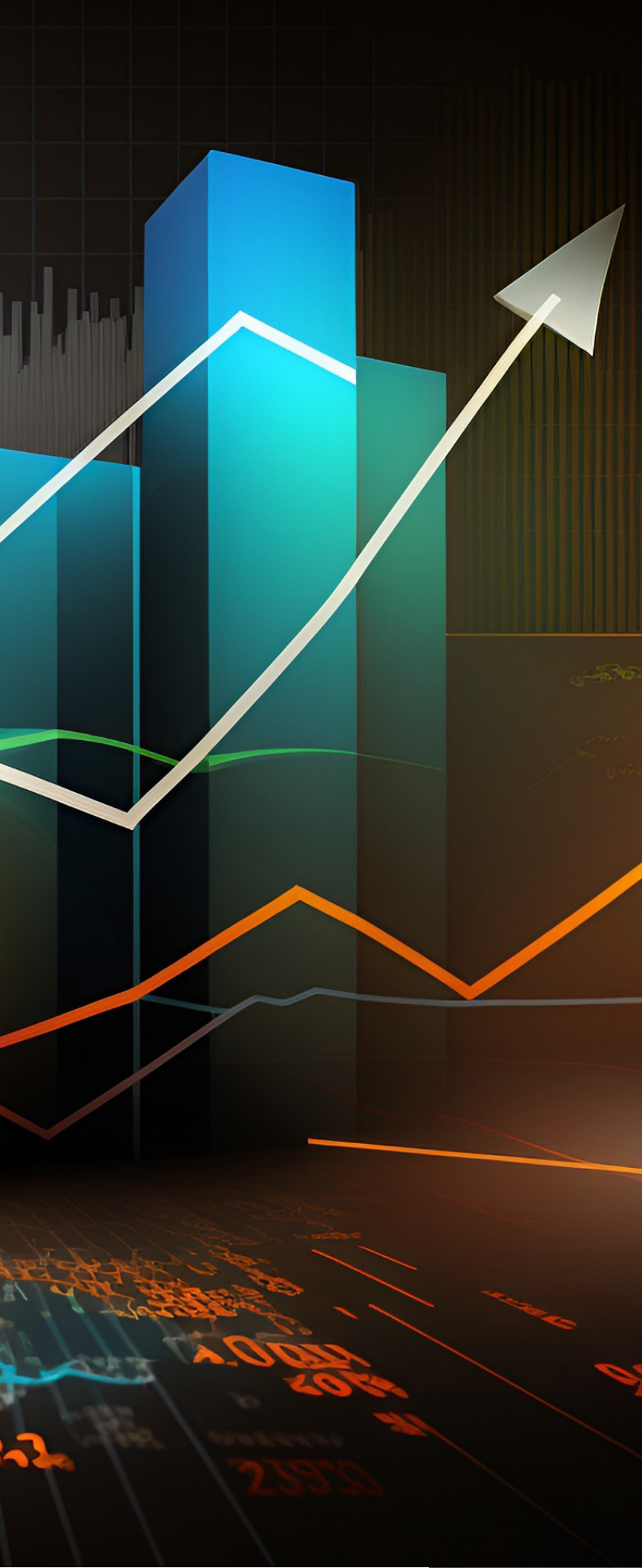
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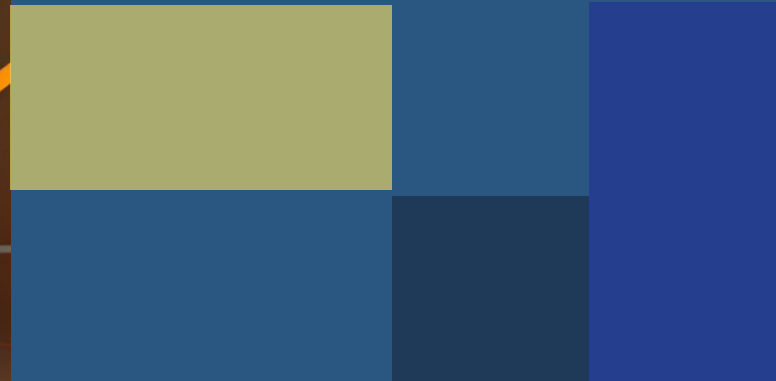
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TREASURY IN NUMBERS



DID YOU KNOW

Treasury Successfully Exceeded the Performance Goals

2023 Performance Goals



2022 Performance Goals



2021 Performance Goals





SMALL BUSINESS PROGRAM GOALS AND ACCOMPLISHMENTS - With SetAsides											By Funding Requesting Agency ID				
AGENCY : Treasury, Department Of															
Contract Awards	FISCAL YEAR 2023 (\$000)					FISCAL YEAR 2022 (\$000)					FISCAL YEAR 2021 (\$000)				
	10/01/2023 to 09/28/2023					Agency Certified					Agency Certified				
Goals and Accomplishments with Exclusions and without Exclusions	Goals %	# Actions	\$ Awarded	# Actions	\$ Awarded	Goals %	# Actions	\$ Awarded	# Actions	\$ Awarded	Goals %	# Actions	\$ Awarded	# Actions	\$ Awarded
Obligated Dollars & Percentages	\$/%	#/%	\$/%	#/%	\$/%	\$/%	#/%	\$/%	#/%	\$/%	\$/%	#/%	\$/%	#/%	\$/%
Total Prime Contracts	N/A	13,720	\$5,447,596	17,748	\$9,940,812	N/A	14,907	\$4,406,722	18,934	\$9,157,304	N/A	16,032	\$4,549,131	19,646	\$9,456,485
Total Small Business (SB)	\$1,852,183	8,727	\$2,449,231	10,613	\$3,530,383	\$1,498,285	9,380	\$1,949,836	11,084	\$3,445,565	\$1,046,300	9,956	\$1,722,797	11,569	\$3,747,255
	34.0%	63.6%	45.0%	77.4%	64.8%	34.0%	62.9%	44.2%	74.4%	78.2%	23.0%	62.1%	37.9%	72.2%	82.4%
Total Small Disadvantaged Business (SDB) (includes 8(a))	\$272,380	3,991	\$1,112,180	4,581	\$1,124,367	\$220,336	4,326	\$932,080	4,726	\$943,971	\$227,457	4,186	\$723,217	4,548	\$732,873
	5.0%	29.1%	20.4%	33.4%	20.6%	5.0%	29.0%	21.2%	31.7%	21.4%	5.0%	26.1%	15.9%	28.4%	16.1%
Total Woman-Owned SB	\$272,380	2,927	\$888,117	3,180	\$904,519	\$220,336	3,175	\$638,831	3,440	\$656,080	\$227,457	3,653	\$618,126	3,868	\$623,476
	5.0%	21.3%	16.3%	23.2%	16.6%	5.0%	21.3%	14.5%	23.1%	14.9%	5.0%	22.8%	13.6%	24.1%	13.7%
Total HUBZone SB	\$163,428	904	\$349,275	976	\$353,121	\$132,202	988	\$363,372	1,070	\$371,590	\$136,474	986	\$205,538	1,038	\$206,537
	3.0%	6.6%	6.4%	7.1%	6.5%	3.0%	6.6%	8.2%	7.2%	8.4%	3.0%	6.2%	4.5%	6.5%	4.5%
Total Service-Disabled Veteran-Owned SB	\$163,428	944	\$405,246	1,244	\$410,427	\$132,202	995	\$313,656	1,156	\$320,181	\$136,474	1,010	\$363,859	1,140	\$366,933
	3.0%	6.9%	7.4%	9.1%	7.5%	3.0%	6.7%	7.1%	7.8%	7.3%	3.0%	6.3%	8.0%	7.1%	8.1%

Notes Date Run: Sep 29, 2023

Prime contracts, as reported to the Federal Procurement Data System-Next Generation (FPDS-NG) include: acquisitions exceeding the micro-purchase threshold (including purchase card and all task/delivery orders against existing Federal contract vehicles or schedules, regardless of dollar amount).

- Contract data includes: all active contract dollars awarded by and/or on behalf of the funding agency and reported to FPDS-NG.
- Contract data excludes: independent purchase card activity below \$3,000; utilities; leasing; interagency agreements, unless reported by Federal agencies awarding on behalf of the Treasury, Department Of and electing to report to FPDS-NG; any contract activity excluded by the U.S. Small Business Administration guidelines for "Goaling" purposes; grants; cooperative agreements; and when sources of supply or service are directed by law or regulation but are excluded from acquisition reporting. See the FPDS-NG Government Users Manual Version 1.4 at: https://www.fpds.gov/downloads/Manuals/FPDS_NG_Users_Manual_V1.4.pdf

Negotiated small business program goals and reported performance are based on total acquisition contract dollars. Contract actions and performance are presented for informational purposes.

- Small business prime and subcontract goals are negotiated every two years.
- Small business subset prime and subcontract goals, as prescribed by law.

Set-Asides include: total and partial, as prescribed by law or regulation and may include sole source dollar and action amounts, when authorized.**

NRC negotiated small business subcontracting goal for Fiscal Years 2010 and 2011 is 40%. Other small business-related subcontracting goal categories, as prescribed by law.

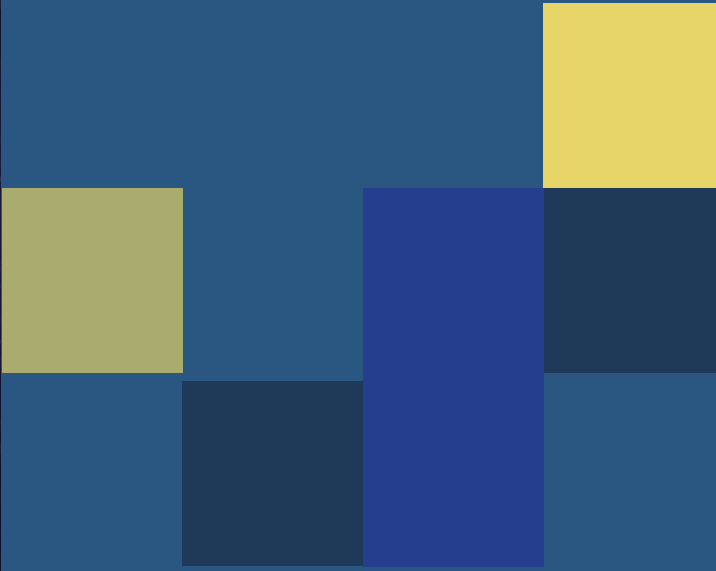
FEDMINE, LLC is the source of data, compiled from NRC acquisition data reported to FPDS-NG.

*See worksheet page "Small Business Exclusion" for complete discussion of SB exclusion process.

** See worksheet page "Set-Aside Codes" for full list.



AWARDS



Treasury OSDBU 2023 Shining Star Awards

The Treasury OSDBU Shining Star Award is presented to Treasury Departmental Office and Bureau workforce members that have gone above and beyond to support the OSDBU's Small Business mission and vision.

LIST OF RECIPIENTS

Ali Pourghassemi, Industry Liaison, Internal Revenue Service

Tony Arcadi, Treasury Office of the Chief Information Officer Team

Sean Fox, Treasury Office of the Chief Information Officer Team

Iain Molland, Treasury Office of the Chief Information Officer Team

Justin Knight, Treasury Office of the Chief Information Officer Team

Ro Merenov, Office of the Procurement Executive (OPE)

William Marcinko, Director, CIO Enterprise Content Management (ECM) Team

Helena Mainoo, Program Manager, Enterprise Content Management (ECM) Team

Bailey Ashby, CIO Enterprise Content Management (ECM) Team

Tiffany Carter, CIO Enterprise Content Management Team (ECM) Team

Joseph (Joe) Dellasanta, CIO Enterprise Content Management Team (ECM)

Diane Dudasko, CIO Enterprise Content Management Team (ECM)

Sean Fox, CIO Enterprise Content Management Team (ECM)

Teri Greene, CIO Enterprise Content Management Team (ECM)

Noah Iturriaga, CIO Enterprise Content Management Team (ECM)

Joong Om, CIO Enterprise Content Management Team (ECM)

Nathan Ranney, CIO Enterprise Content Management Team (ECM)

Roger Mishoe, Office of the Chief Data Officer (OCDO)

Trevor Norris, Deputy Assistant Secretary for Human Resources (DASHR)

Tanya Everett, Deputy Associate Director, Management Division, FinCEN

Snider Page, Office of Civil Rights & EEO

Andre Faulk, Office of Civil Rights & EEO

Katrina Beasley, Office of Civil Rights & EEO

Torrance D. Chism, Treasury Acquisition Institute (TAI)



SPECIAL THANKS TO OUR RESOURCE PARTNERS

★ ★ ★
ALBERT GALLATIN
SECRETARY OF THE TREASURY

GENIUS OF FINANCE
SENATOR AND REPRESENTATIVE
COMMISSIONER FOR THE TREATY OF GENT
MINISTER TO FRANCE AND GREAT BRITAIN
AND STEADFAST
CHAMPION OF DEMOCRACY

• 1761 • 1849 •

Business Partnership Network



U.S. Department of the Treasury Office of Small and Disadvantaged Business Utilization Business Partnership Network

The U.S. Department of the Treasury, Office of Small and Disadvantaged (OSDBU) Strategic Plan outlines the establishment of the Business Partnership Network that aims to foster collaboration between Treasury Prime Contractors and small businesses. The Business Partnership Network will leverage the resources of the Treasury SB-eCS Market Research Repository, our Top 25 NAICS codes, small business resources, prime business matchmaking, Pitch Day and Industry Day engagements. The plan also includes the implementation of Prime Contractors mentoring program to provide guidance and support to small businesses seeking subcontracting opportunities with Treasury Departmental Offices and the Bureaus. All activities and initiatives outlined in this plan will adhere to the guidelines set forth the Federal Acquisition Regulations (FAR) which provides guidance and support for the Prime Contractors mentoring programs and the acquisition procedures outline in the U.S. Department of the Treasury Acquisition Procedures. Under FAR Subpart 19.7, the Business Partnership Network mirrors the Mentor-Protégé Program and we seek to encourage Treasury Prime Contractors to assist business proteges in enhancing their capabilities to perform on Treasury Departmental Offices and the Bureaus contractual requirements. This program allows Prime Contractors to provide developmental assistance, such as technical guidance and subcontracting opportunities to eligible small business proteges. The U.S. Department of the Treasury adheres to these regulations and procedures, ensuring that Prime Contractors have the necessary framework and incentives to mentor small businesses and foster their growth and success. Additionally, the DTAP procedures incorporate the requirements of the FAR, including the evaluation and selection process for Prime Contractors, subcontracting plans, and the monitoring and reporting of subcontracting activities. By aligning with the FAR and implementing the Business Partnership Network Program, the U.S. Department of the Treasury, Office of Small and Disadvantaged Business Utilization aims to create a supportive and equitable environment for small businesses to include those located in underserved and under-resourced communities an opportunity to

Resource Partners



[By Black](#)



[The Culture Equity](#)



[The Catalyst Center](#)



[The U.S. Black Chambers, Inc](#)



[The Diverse Organization of Firm](#)



[The Greater Washington Hispanic Chamber of Commerce](#)



[US Pan Asian American Chamber of Commerce](#)



[National Minority Supplier Development Council Inc.](#)



[US Rural Chamber](#)



[Montgomery Chamber](#)

Resource Partners



[DC Procurement Technical Assistance Center](#)



[AFCEA](#)



[SCORE](#)



[CEBOT](#)



[The American Council for Technology-Industry Advisory Council](#)



[The Government Technology & Service Coalition](#)



[Virginia Procurement Technical Assistance Center](#)



[Maryland Procurement Technical Assistance Center](#)



[Columbia University Facilities and Operations](#)



[Montgomery College Business Solutions](#)

Resource Partners



[Bowie State Entrepreneurship Innovation Center](#)



[The Inner City Capital Connections](#)



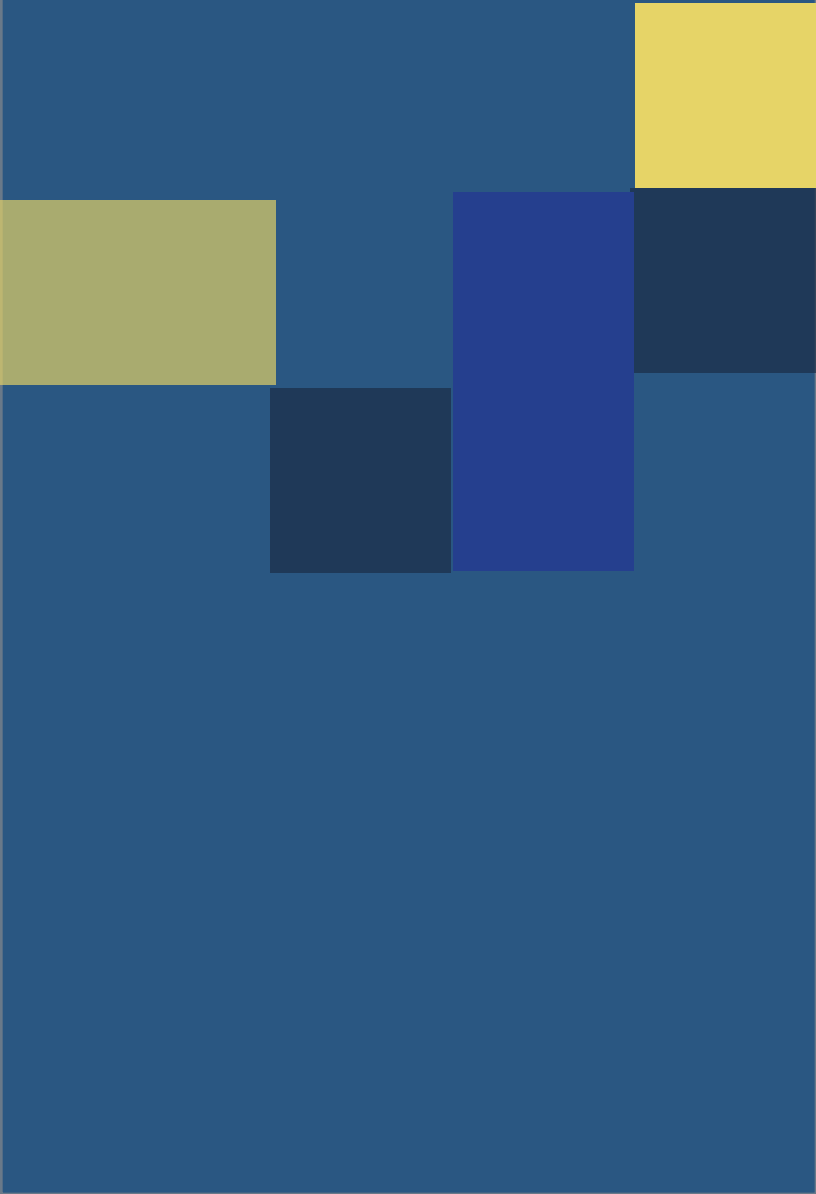
[Women Impacting Public Policy](#)



[The AAMU Center for Entrepreneurship, Innovation,
and Economic Development](#)



TESTIMONIALS



Testimonials

The Department of the Treasury and the Maryland Procurement Technical Assistance Center (MDPTAC) hosted a Small Business Industry Day aimed at increasing its small business goals while expanding contract opportunities for the small business community. "I've met with great small businesses here today. I'm following up with two firms hoping to have them present their capabilities to our team soon."

Karen Mahon, U.S. Department of Education

"Please invite us to all of your events! We've participated in four of your events this year and they have been very beneficial to the growth of my firm. Connecting with agency officials can be extremely difficult and I've made some great Treasury and Education contacts today. Thank you for inviting us to this event."

CMT Services Inc.

"This was one of our first Agency Industry Day events and we were so proud of the outcome. Not only did Hubzone & 8(a) certified businesses get to connect with key officials, we heard great feedback about the coordination leading up to this event. Thank you. "

MD PTAC, Denise Warner

"What a wonderful event! This was my first Reverse Industry day event and I have never been able to connect with such key agency decision makers. Thank you Lisa Jenkins for inviting me to participate and I'm hopeful we will be able to expand our services to more bureaus within Treasury after the connections we've made. Thank you so much!"

Lisa Firestone, Managed Care Advisors

"On May 20th, 2020, I had the opportunity to attend the USPAACC webinar that featured "Doing Business with the U.S. Department of the Treasury." What a great event it was! Very insightful I learned so much more about all the resources available, not only for the Asian American Community, but for all other eligible small disadvantaged businesses. I am looking forward to attending many events such this one again. Thank you so much."

**Judith Joseph-Hyppolite, President,
21st Century Management Services, Inc. d/b/a 21st Century Home Care**

Testimonials

"Norfolk State University has now positioned itself as the HUB for an HBCU Collaborative Cohort to inform other HBCUs of Federal presence and funding opportunities, increase HBCU's success at receiving funding, and provide HBCUs with real-life examples of best practices."

Norfolk State University

"Small Businesses have a difficult time engaging with key agency decision makers. We need more Indus-try Days such as this one. An event well organized and facilitated. Thank you."

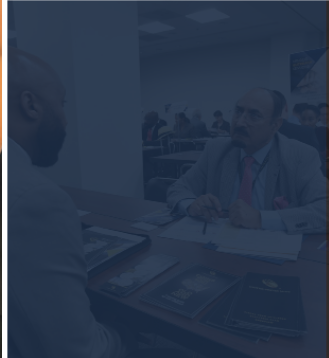
Antonio Doss, U.S. Small Business Administration

"Treasury's initiative to facilitate the opportunity for HBCUs to attract contracts, in addition to their pursuit of grants, offers the possibility of increased research capacity for our institutions. Moreover, the addition of diversity professionals as part of the procurement boards, will accelerate this process"

Victor McCrary, VP for Research & Graduate Programs, University of the District of Columbia

"Treasury OSDBU winning formula includes high-performing MBEs, HBCUs, and industry in the equation to ensure equity within the contracting and grant funding ecosystem. Treasury OSDBU thought leadership will prepare us all for national and global economic development using acquisition innovation, enterprise modernization, and advocacy to build capacity and authentic accountability within Treasury and other future forward federal and DOD organizations. The OSDBU advocacy garners support from SBA and GSA officials, resulting in positive outcomes and barrier removal for EDWOSB/HUBZone pipeline and workforce expansion efforts."

Susan Mitchell, President & CEO, Guardians of Honor





WWW.TREASURY.GOV/OSDBU