



Office of
General Services

2022

Division of Service-Disabled Veterans' Business Development Annual Report | December 31, 2022



Kathy Hochul
Governor
State of New York

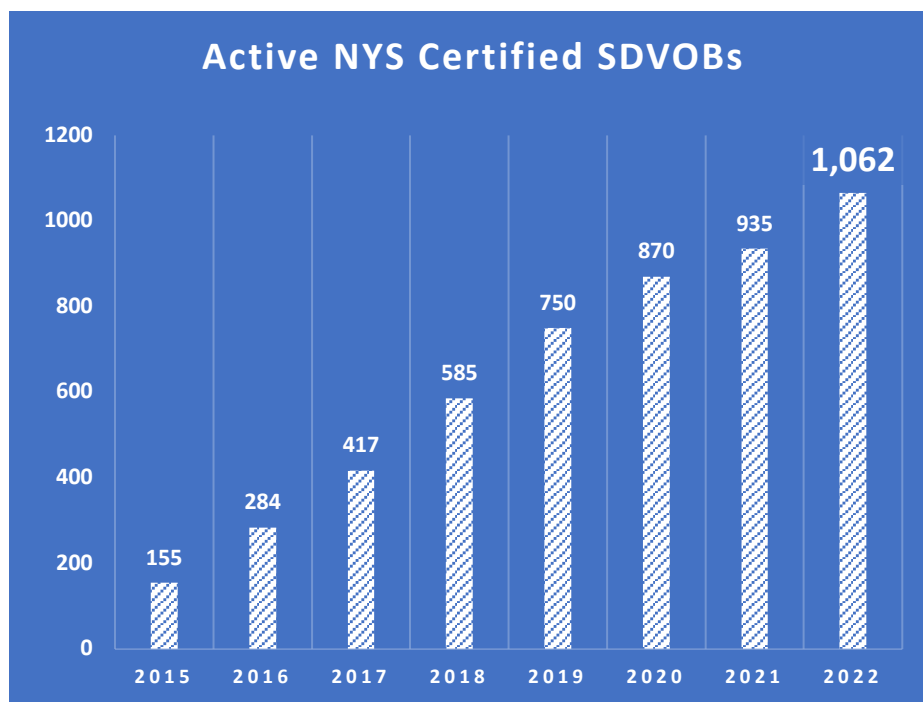
Jeanette M. Moy
Commissioner
Office of General Services

Background

In May 2014, the Service-Disabled Veteran-Owned Business Act (the Act) was signed into law, which, in addition to other measures of support, establishes a 6% participation goal for service-disabled veteran-owned companies on State contracts, the highest in the nation. As a part of that Act, the Division of Service-Disabled Veterans' Business Development (the Division) was created within the Office of General Services (OGS). The Division monitors the activities of agencies and authorities, develops statewide annual reporting and, most importantly, assists Service-Disabled Veteran-Owned Businesses (SDVOBs) in becoming certified and positioned to do business through State contracts.

Certification

The NYS SDVOB certification rate continued at a nation-leading pace, this year surpassing the milestone of 1,000 active SDVOBs. At year end, New York State now has 1,062 NYS certified SDVOBs. During 2022 the Division certified 171 new SDVOBs, and continued to perform its due diligence on applications in a timely manner. In 2022, the average time for the Division to render a decision on certification was 42.3 business days after receiving an application.



Of the 1,569 applications received since the program began, 42 (2.7%) are in process and 235 (15.0%) have been denied or withdrawn for various reasons. Of the resulting 1,292 SDVOBs that have been certified, 1,062 (82.2%) are active, 130 (10.1%) have been revoked due to buy-outs, retirement, mergers, business dissolution, or non-compliance. Another 97 (7.5%) have had their certification lapse due to failure to recertify, and three (0.2%) are not currently active or are under review. There has been one appeal, which was subsequently withdrawn.

Recertification

NYS SDVOB certifications are valid for five years. Of the 362 SDVOBs eligible for recertification beginning December 1, 2020 and ending December 31, 2022, 246 (68.0%) have recertified, four (1.1%) have recertification applications in process, eight (2.2%) are in the process of submitting applications, and 104 (28.7%) have had their certification lapse due to failure to recertify.

Continued Outreach

Outreach during 2022 began a slow transition from virtual events back to in-person trainings and events. On November 29 and 30, the premier SDVOB event, Veterans in Economic Transition Conference (VETCON) was held in person in Albany and was a tremendous success. The two-day event featured break-out sessions on Strategic Planning for Success and Succession, Opportunities with Prime Contractors (including the Buffalo Bills Stadium Project), Agency SDVOB Support Programs, Cannabis Opportunities for SDVOBs, and many more. The over 500 SDVOBs, agency representatives, prime contractors, and support organizations in attendance took advantage of the continuous one-on-one relationship building opportunities.

During 2022, the Division hosted and/or participated in over 90 webinars, training sessions, outreach meetings, and events with national, regional, state, and local entities. Additionally, the Division continued to market to and through its extensive network of veteran organizations and individual veterans.

Statewide Utilization

Disbursements to SDVOBs for the 12 months from October 1, 2021 through September 30, 2022 totaled \$175,817,073 which was a 4.1 % decrease from the prior year, due primarily to COVID-related project delays and cutbacks. Since the beginning of the SDVOB Program, the Division has seen a year-over-year average increase in disbursements of 54.4% and anticipates continued robust growth in disbursements with the implementation of the Service-Disabled Veterans’ Enterprise System (SDVES) by mid-year 2023.

SDVES will eliminate the difficulties of the current manual system associated with matching SDVOBs with appropriate opportunities, reporting SDVOB usage, the timely identification of shortfalls in usage, and other aspects impacting the Program. SDVES will also replace the manual certification process, which will allow the Division to devote more staff hours to matchmaking, agency staff training, and contract follow up.

Total Awards	3,743
Total Value of the Awards	\$ 161,367,389
Average Value of Award	\$ 43,111
Total Disbursements to SDVOBs	\$ 175,817,073

SDVOB Act Impact

The NYS SDVOB Program has become widely known as the premier SDVOB Program in the U.S. for its positive impact on the State and national veteran community. With the nation-leading 6% SDVOB goal and the widespread usage of SDVOBs by agencies, authorities, prime contractors and others, the Act not only benefits the service-disabled veteran business owners, but also has a significant impact on other veterans because SDVOBs typically look to hire veterans and give back to veteran initiatives. When the milestone of 1,000 certified SDVOBs milestone was reached, Governor Kathy Hochul issued a press release featuring three of the many success stories where an SDVOB has gone from very little in revenues to millions in a short number of years. To view the video, go to <https://ogs.ny.gov/veterans>.

Agency/Authority	SDVOB Utilization \$	SDVOB Utilization %
Adirondack Park Agency	4,185	5.23%
Agriculture & NYS Horse-Breeding Development Fund	663	0.88%
Albany County Airport Authority	99,847	1.25%
Albany Port District Commission	3,172	1.73%
Alcohol Beverage Control Board	-	0.00%
Battery Park City Authority	4,294,928	27.83%
Board of Elections	185,216	11.67%
Buffalo Fiscal Stability Authority	164	16.04%
Capital District Transportation Authority	544,056	6.70%
Cayuga County Water & Sewer Authority	-	0.00%
Central New York Regional Transportation Authority	201,834	5.65%
City University Construction Fund	17,742	0.09%
City University of New York	1,604,369	1.69%
Commission on Ethics and Lobbying in Government	4,398	39.37%
Department of Agriculture & Markets	59,724	3.82%
Department of Civil Service	66,257	43.61%
Department of Corrections & Community Supervision	1,595,471	19.57%
Department of Economic Development	-	0.00%
Department of Environmental Conservation	2,309,391	1.46%
Department of Financial Services	270,317	32.64%
Department of Health	2,425,925	18.65%
Department of Labor	11,661,333	33.56%
Department of Motor Vehicles	1,452,705	29.73%
Department of Public Service	28,186	0.55%
Department of State	566,558	15.07%
Department of Taxation & Finance	74,027	14.71%
Department of Transportation	21,682,076	3.93%
Development Authority of the North Country	129,783	3.38%
Division of the Budget	6,624	50.52%
Division of Criminal Justice Services	3,754	74.04%
Division of Homeland Security & Emergency Services	150,093	2.24%
Division of Human Rights	19,074	11.96%
Division of Military & Naval Affairs	106,520	10.67%
Division of State Police	858,444	23.33%
Division of Veterans Affairs	10,159	34.24%
Dormitory Authority of the State of New York	11,622,541	2.67%
Empire Center at the Egg	-	0.00%
Empire State Development	2,670,434	0.74%
Environmental Facilities Corporation	1,299,076	4.16%
Erie County Fiscal Stability Authority	203	1.51%
Erie County Medical Center Corporation	1,122,625	9.56%

Agency/Authority	SDVOB Utilization \$	SDVOB Utilization %
Executive Chamber	6,092	100.00%
Gaming Commission	281,606	21.32%
Higher Education Services Corporation	3,253	2.21%
Housing Trust Fund Corporation/Governor's Office of Storm Recovery	110,583	0.48%
Hudson River Park Trust	1,404,033	3.45%
Hudson River-Black River Regulating District	1,449	0.94%
Jacob Javits Convention Center	807,414	2.67%
Justice Center for the Protection of Persons with Special Needs	30,799	0.88%
Livingston County Water & Sewer Authority	-	0.00%
Long Island Power Authority	6,163,505	6.11%
Metropolitan Transportation Authority	23,841,779	3.14%
Nassau County Interim Finance Authority	-	0.00%
Nassau Health Care Corp	14,600	0.25%
Natural Heritage Trust	-	0.00%
New York Power Authority	6,751,729	4.99%
New York State Bridge Authority	739,362	3.26%
New York State Council on the Arts	-	0.00%
New York State Energy Research & Development Authority	698,807	4.11%
New York State Homes & Community Renewal - DHCR, HTFC	2,857,190	3.89%
New York State Homes & Community Renewal - HFA, AHC, SONYMA, MBBA, TSFC	6,595,831	3.94%
New York State Insurance Fund	2,114,366	9.82%
New York State Thoroughbred Breeding & Development Fund Corporation	2,863	3.20%
New York State Thruway Authority	5,221,032	3.24%
Niagara Falls Water Board	111,304	1.22%
Niagara Frontier Transportation Authority	563,523	3.23%
Office for People with Developmental Disabilities	785,630	3.76%
Office for the Aging	3,151	36.18%
Office for the Prevention of Domestic Violence	-	0.00%
Office of Alcoholism & Substance Abuse Services	26,523	0.60%
Office of Children & Family Services	722,854	2.66%
Office of Employee Relations	-	0.00%
Office of General Services	15,924,888	6.34%
Office of Information Technology Services	5,220,102	2.35%
Office of Mental Health	539,535	0.06%
Office of Parks, Recreation, & Historic Preservation	1,894,036	1.75%
Office of Temporary & Disability Assistance	2,271,603	8.95%
Office of the Inspector General & Welfare Inspector General	687	0.37%
Office of the Medicaid Inspector General	12,795	5.96%
Office of the State Comptroller	423,334	6.95%
Office of Victim Services	1,911	0.72%

Agency/Authority	SDVOB Utilization \$	SDVOB Utilization %
Ogdensburg Bridge & Port Authority	2,305	6.27%
Olympic Regional Development Authority	2,313,574	3.92%
Port of Oswego Authority	1,168	4.50%
Public Employment Relations Board	1,133	15.78%
Rochester Genesee Regional Transportation Authority	47,182	7.50%
Roosevelt Island Operating Corporation	1,576,791	7.38%
Roswell Park Cancer Institute	431,838	1.90%
Schenectady Metroplex Development Authority	-	0.00%
State Commission of Correction	-	0.00%
State University Construction Fund	6,101,612	1.83%
State University of New York	8,408,441	1.38%
Syracuse Regional Airport Authority	537,319	14.15%
United Nations Development Corporation	27,758	0.56%
Upper Mohawk Valley Water Authority	-	0.00%
Westchester County Health Care Corporation	2,473,955	8.33%
Workers Compensation Board	593,957	2.25%

Agency/Authority Efforts to Promote SDVOB Utilization

Adirondack Park Agency

The NYS Adirondack Park Agency has regulatory responsibility to cover the 6.2 million-acre Adirondack Park under the Adirondack Park Agency Act and Freshwater Wetlands Act. The Agency met its FY 22-23 SDVOB Goal Plan of 6% in 22-23 Q2 with the procurement of services. The Agency educates its procurement/purchasing personnel by having monthly discussions on updates to SDVOB legislation and requirements. The Agency reviews the SDVOB directory on a regular basis to determine if any new listings can provide needed services or commodities. The Agency reviews all purchases to determine if the items can be purchased from a SDVOB and then reviews the cost analysis. The Agency has very few contracts and relies on discretionary purchases to meet the 6% SDVOB utilization.

Agriculture & NYS Horse-Breeding Development Fund

In 2022, the Fund has continued making strides in reaching its utilization plan's goal of 6%. One of the main reasons for the recent decline in SDVOB disbursements was the discontinuation of video streaming of races. In Q2 of 2021-22, due to COVID restrictions in attendance, the Fund contracted with an SDVOB vendor for video streaming. This service was no longer necessary in 2022-23. The Fund will continue to seek SDVOB vendors for any projects or services it may need in the future. Representatives of the Fund attended VETCON in the past to find more opportunities to utilize SDVOB.

Albany County Airport Authority

The Authority helps SDVOB firms identify procurement opportunities and understand procurement processes, policies and procedures by soliciting certified SDVOBs for upcoming projects with the information they need to qualify, propose or bid. The Authority seeks to increase the pool of available SDVOB firms by encouraging uncertified firms to get certified as SDVOBs by providing the pertinent information and documents required to start the certification process. The Authority attends the annual SDVOB Conference to promote business opportunities at the Airport. The Authority works closely with prime contractors to ensure that they comply with requirements to report payments to subcontractors and that they make good faith efforts to meet the utilization goals established for the contract. Assistance to prime contractors includes providing them with lists of certified SDVOBs able to perform specific types of work that falls within the scope of the contract.

Albany Port District Commission

The Port had utilization rates of 5.5%, 2.6%, .4% and 2.5% in the previous four quarters. The Port's 2022-23 SDVOB Goal Plan calls for utilizing at least 6% SDVOBs. All staff are educated regarding SDVOB requirements at regular meetings. Port staff attended VETCON 2022 to inform SDVOBs about upcoming opportunities. The Port puts SDVOB language in all procurement documents. Prior to the bidding of contracts, staff reviews the SDVOB directory and highlights the SDVOB focus with consultants in order to determine SDVOB goals. The Port monitors prime contractors to ensure that they comply with the reporting requirements and that they make good faith efforts to meet the utilization goals established under the contracts.

Alcohol Beverage Control Board a/k/a State Liquor Authority (SLA)

The SLA is hosted by OGS for finance and contracting. Many commodities and services used by the SLA are acquired through centralized contracts. Other spending is made using purchase orders and P-cards. The SLA has consistently sought to identify opportunities for SDVOBs. The agency will continue to evaluate its purchasing needs and to seek opportunities to purchase from SDVOB vendors. The SLA remains committed to making a good-faith effort to increase SDVOB participation and to utilizing certified vendors for discretionary spending, where feasible, to reach the SDVOB goals.

Battery Park City Authority (BPCA)

When a procurement opportunity arises, BPCA's procurement team conducts extensive outreach to both the SDVOB community and the Division. BPCA also identifies companies owned by a disabled veteran but not yet certified as an SDVOB to connect them with the Division for certification. BPCA has several opportunities in the areas of resiliency, design and construction, engineering, office and technical

consulting, legal services, and many other areas. BPCA is consistently a leader in SDVOB utilization, and we are also proud to include underwater construction as one of our largest contract areas that have been awarded to SDVOB firms as prime contractors.

Board of Elections (BOE)

The BOE understands the importance of the SDVOB program and the opportunity it presents to SDVOB businesses and is committed to achieving its 6% SDVOB goal. After review of the SDVOB vendors currently certified, BOE has identified the following areas where we could possibly utilize SDVOBs - Office Furniture/Supplies/Equipment, IT Resellers and Advertising, and Printing & Marketing Services. BOE intends to actively solicit SDVOB vendors for all open, competitive bid opportunities. BOE will also continually encourage its P-Card holders to utilize SDVOB firms by reviewing statements to identify areas where utilization could be improved.

Buffalo Fiscal Stability Authority (BFSA)

The BFSA continues to search the SDVOB database to identify vendors that provide the goods/services to meet our annual goal of 6% SDVOB spending. A thorough cost analysis is performed to ensure the BFSA's spending is cost-effective and SDVOB vendors are utilized where appropriate. BFSA purchases are generally limited to office supplies. Due to the COVID-19 pandemic, BFSA purchasing of office supplies decreased as all staff worked remotely. Meeting the SDVOB participation goal for FY 2021-22 was challenging, but the BFSA continued to strive to meet the goals of this beneficial program. For FY 2021-22 our SDVOB participation rate was 7.34%. For the first two quarters of FY 2022-23 our participation rate is 17.12%.

Capital District Transportation Authority (CDTA)

The average utilization for the previous four quarters is 5.7%, which, while still under the 6% utilization, is higher than last year (which was 4.2%). CDTA has put even more emphasis not only on the importance of including SDVOBs on contracts when awarding the contracts but on ensuring that our reporting mechanisms capture all SDVOB participation on contracts, which has been difficult to do in the past. This emphasis has proven successful in capturing utilization on several large contracts. CDTA is also making more contract purchases from SDVOBs whenever possible and is currently utilizing them for facility supplies, office supplies, and several other categories of items/services.

Cayuga County Water & Sewer Authority (CCSWA)

CCSWA has not had new water and/or sewer projects thus far during this fiscal year. Most work is completed by maintenance employees. Currently there are no known projects in the immediate future. We are in a transitional period. New staff are becoming aware of the programs and various mandates. As projects are approved, CCWSA will reach out to the SDVOB program representatives for guidance finding contracts and contractors. Information regarding the program options is on our website for interested parties.

Central New York Regional Transportation Authority (CNYRTA)

CNYRTA was able to achieve the 6% SDVOB utilization goal in FY22 Q4 and FY23 Q1 hitting 6.498% and 6.997% respectively. This achievement is a direct reflection of the procurement department's efforts to engage SDVOBs through our micro and small purchases as well as utilization realized through the two formal contracts that are held by certified SDVOBs as a prime vendor. CNYRTA continues to conduct pre-bid meetings for all applicable formal contracts to inform potential bidders about subcontracting opportunities. Additionally, the SDVOB directory is reviewed regularly by the procurement staff, and opportunities are sent to businesses that meet the description in each specification.

City University Construction Fund (CUCF)

CUCF remains committed to increasing participation in the SDVOB program. CUCF conducts analysis of procurements to identify opportunities for SDVOBs in all categories of work. CUCF intends to conduct workshops on the various contract requirements to identify opportunities for SDVOB vendors. CUCF continues its outreach efforts through our website (www.cuny.edu/cunybuilds) by providing information on partnering opportunities on projects and links to support organizations and by emailing open

solicitations. CUCF participates in the Competitive Edge SDVOB Conference, VETCON, and other events targeting SDVOB vendors. Procurement and Construction Administration colleagues are educated on SDVOB guidelines to promote and identify greater opportunities for SDVOB vendors.

City University of New York (CUNY)

CUNY remains committed to increasing SDVOB participation in its procurement opportunities. CUNY has established system-wide SDVOB guidance, reemphasizes SDVOB requirements during its monthly administrative meetings, participates in outreach activities, and continues to track SDVOB utilization system-wide. Procurement teams are strongly encouraged to exercise their discretionary purchasing authority and consider set asides when it is in the best interest of the organization. All procurements that meet the threshold for SDVOB participation goals are reviewed and monitored by the Supplier Diversity Team during the appropriate stages of the procure-to-pay process. The Supplier Diversity Team also conducts SDVOB-focused email outreach for specific solicitations in an effort to further encourage the vendor community to respond to CUNY opportunities. CUNY participates at 30+ supplier diversity events each year and also hosts an annual supplier diversity conference to encourage SDVOB firms to meet and develop business connections with CUNY's 25 colleges, selected prime contractors and suppliers, and CUNY's Supplier Diversity Team. Additional information is available on our Sell to CUNY website (cuny.edu/selltocuny).

Commission on Ethics and Lobbying in Government

The mission of the New York State Commission on Ethics and Lobbying in Government is to ensure compliance with the ethical standards imposed to foster public trust and confidence in government. Administrative staff has been trained in all procurement activities and are aware of the SDVOB goals assigned to the agency. All service and commodity discretionary procurements are required to attempt to utilize SDVOB vendors for purchases to include office supplies, computer hardware, and audit services. As SDVOB vendors are added to the available vendors who supply these goods and services, the agency will procure accordingly.

Department of Agriculture & Markets (DAM)

DAM tries to identify discretionary spending set asides for SDVOBs, but these opportunities still prove to be scarce. A majority of our SDVOB spending is tied to our spending through OGS on construction and consultant contracts. We continue to search for potential SDVOB opportunities and include the standard SDVOB language in our procurement and contract documents. We also continue to attend the annual VETCON Conference to meet with SDVOBs to identify opportunities for utilization.

Department of Civil Service (DCS)

Discretionary purchases present the greatest opportunity for DCS to achieve its SDVOB goals. When DCS is buying services or commodities that are not available from a preferred source, purchasing staff perform a thorough review of the centralized contracts and the SDVOB directory to identify potential vendors. DCS aims to purchase medical supplies and equipment from Mountainside Medical Equipment, Inc. (an SDVOB vendor), which offers many items needed by the Employee Health Service unit. DCS purchased mass emailing software from Vanguard Tech Group, Inc. (an SDVOB vendor on a centralized contract). These purchases represent recurring needs that will allow DCS to meet its utilization goals in future years. During Fiscal Year 2021-22, DCS achieved 44% SDVOB utilization by purchasing from these vendors.

Department of Corrections & Community Supervision (DOCCS)

DOCCS will continue efforts to increase procurement opportunities available to SDVOB vendors. SDVOBs provide essential goods/services to DOCCS facilities via discretionary purchases, minor rehab projects, and as subcontractors. We encourage our facilities to utilize SDVOB vendors when appropriate. DOCCS assists facilities in finding SDVOBs by searching the SDVOB directory and canvassing suitable vendors. Our attendance at VETCON and similar events continues to enhance our knowledge base related to SDVOB vendors and has increased our use of SDVOBs. We distribute updated SDVOB vendor lists to our facilities upon receipt and encourage the use of these vendors during regularly scheduled calls with DOCCS personnel. Our agency strives to meet/exceed the 6% SDVOB goal and diligently promotes SDVOB use for all appropriate procurements.

Department of Economic Development (DED)

DED is among the agencies and public benefit corporations under the umbrella of Empire State Development (ESD). DED has internal guidance for all staff on the purchasing, RFP and contract management process. Within this guidance, program staff are instructed to contact ESD's Office of Contractor and Supplier Diversity (OCSD) for a determination of SDVOB goals, if applicable, on procurements. Program staff are familiar with the purchasing oversight guidance, which includes information on the consideration of SDVOBs for different procurement types. ESD attends VETCON to meet SDVOBs and identify potential firms for future opportunities. OCSD created a policies and procedures manual that includes establishing goals, contract management and maximizing utilization. ESD will continue to focus on discretionary opportunities for SDVOBs where possible and will host internal agency-wide trainings to increase utilization.

Department of Environmental Conservation (DEC)

Compliance staff receive procurements during the internal routing process and implement SDVOB goals in all applicable contracts by researching the SDVOB directory and comparing available certified businesses to each scope of work and location. Additionally, DEC solicits SDVOBs directly to increase our use of SDVOBs as prime contractors. Contracts with SDVOB subcontracting goals have been increasing annually. Once grants updated with the SDVOB subcontracting language are awarded, they are expected to significantly enhance overall SDVOB utilization. Compliance staff have partnered with the purchase-order/commodities section in a training program aimed at enhancing program staff understanding of SDVOB requirements. The use of SDVOBs is part of a certified business checklist, required of each procurement under \$50k. DEC believes that continued implementation along with these tools and instituting set-aside procurements, where appropriate, will help achieve the 6% goal.

Department of Financial Services (DFS)

Over the last year, DFS achieved a utilization rate of 32.64%, which is an increase of over 12% from the last reported figure. As more and more SDVOBs have been added to centralized contracts, DFS's opportunities to do business with them has expanded. DFS regularly reviews the directory of certified firms for any new goods or services that may be able to be obtained from SDVOBs and plans to continue to seek opportunities to utilize them wherever possible, including the increased discretionary purchasing authority that has recently been afforded.

Department of Health (DOH)

DOH sets a 6% SDVOB goal on Statewide Health Care Facility Transformation Program (SHCFTP) capital projects and reviews the SDVOB directory for discretionary purchases. DOH meets with capital awardees to discuss SDVOB language, assists with the SDVOB directory, and pursues SDVOB spending opportunities. The agency reviews submitted SDVOB utilization plans and waivers to monitor good-faith efforts under capital projects, maximizing utilization and enforcing compliance. We partner with DASNY, seeking SDVOB opportunities via facilities maintenance projects, aligning SDVOBs found within the directory with capital and facility opportunities. SHCFTP III will be awarded with a 6% SDVOB goal on each award. DOH is looking forward to a dynamic SDVOB web-based compliance system to track SDVOB goal efforts more effectively.

Department of Labor (DOL)

DOL has been successful in achieving and substantially exceeding the 6% SDVOB utilization goal over the last two years. DOL attributes its successful utilization to routinely soliciting SDVOBs for discretionary purchases. The SDVOB Administrator advises procurement and contract staff of updates to the SDVOB directory and the addition of SDVOBs to the centralized contracts. The SDVOB Administrator works with program areas as procurements are being developed to determine if there is opportunity for SDVOBs and provides training to program area staff. The SDVOB Program Unit assists prime contractors in finding and utilizing SDVOBs. DOL participates in forums to identify SDVOBs that can provide goods and services to the Department. DOL will continue to implement policies and procedures to ensure that certified SDVOBs have opportunity for maximum feasible participation in the performance of DOL contracts.

Department of Motor Vehicles (DMV)

Throughout 2022, DMV has continued to promote the utilization of SDVOBs on State contracts and subcontracts. DMV ensures that the SDVOB standardized solicitation and contract language are incorporated in each procurement. Staff search the list of certified SDVOBs for potential participation and to see where purchases can be made directly from an SDVOB. DMV attends all SDVOB trainings to keep the agency apprised of any changes/updates to the program and attended VETCON 2022 to network with prospective SDVOBs. Due to DMV's ongoing efforts, the agency has been successful in maintaining our utilization of SDVOBs (e.g., FY 2021-22 Q3: 30.787%, Q4: 36.962%; FY 2022-23 Q1: 16.873%, Q2: 28.843%).

Department of Public Service (DPS)

DPS greatly exceeded the 6% utilization goal prior to 2020 but was unable to meet the goal in FYs 20-21 and 21-22 due to the pandemic, stay-at-home orders, and fiscal crisis. Utilization is rising again as staff have returned to the office. DPS has continued outreach efforts to secure contracts with the SDVOB community by advertising open competitive procurement opportunities in the Contract Reporter and on DPS's website, with the expectation that this will generate more competition and increase the likelihood of SDVOB participation. DPS's procurement staff are aware of all SDVOB regulations and guidelines and attend training when available.

Department of State (DOS)

DOS's challenges in achieving SDVOB utilization include limited discretionary spending and the available SDVOB vendor pool which does not often match the types of commodities/services needed by DOS. Despite these challenges, DOS has achieved an overall utilization of 19% over the last four quarters. This utilization was achieved mainly through including language in procurement/contract documents and disseminating information to our grantees and encouraging the use of certified SDVOBs. DOS provides training to agency staff to promote awareness and encourage grantees to utilize SDVOBs. DOS has also increased SDVOB utilization through targeted purchasing efforts. DOS intends to continue creating opportunities for SDVOB participation to the maximum extent possible.

Department of Taxation & Finance (DTF)

To maximize SDVOB utilization, DTF procurement staff routinely include SDVOB language in DTF contracts and solicitations, identify SDVOB resources from the SDVOB directory, consult with Division staff as necessary, utilize statutory discretionary buying threshold as well as set asides for SDVOB firms when applicable, continually encourage P-card holders to utilize SDVOB firms, attend VETCON, publish any bid opportunity of \$50,000 or greater in the Contract Reporter, publish projected procurements of \$5,000 to \$50,000 quarterly, and require contractors to submit quarterly utilization reports to DTF for monitoring of performance.

Department of Transportation (DOT)

DOT intends to work closely with the Division to reach the statewide 6% goal. DOT plans to work with Regional Design Offices to provide guidance on how to assess opportunities for SDVOBs on set asides for construction contracts. DOT purchasing compliance staff will continue to conduct staff training in FY 2023 to review the SDVOB program with DOT buyers across the State including the use of SDVOB set asides. DOT will continue to include SDVOBs in our federally funded WorkSmartNY Orientation program. This program is targeted for newly certified firms and for firms that DOT has categorized as underutilized on DOT projects.

Development Authority of the North Country

The Authority continues to look for opportunities to meet and exceed the 6% SDVOB goal on procurements. Our total utilization for FY 2021-22 was 3.75% (a large increase from the previous fiscal year), and we were able to obtain this by promoting the use of SDVOBs utilizing the following procurement methods: the use of SDVOBs as diversity suppliers on centralized contracts, procuring commodities/services through the Authority's SDVOB discretionary spend option, encouraging SDVOBs to sign up on the Authority's website portal to receive email notifications when new IFB/RFP opportunities are posted, setting SDVOB participation goals on IFBs and RFPs where applicable, and

directly soliciting qualified SDVOBs when IFBs and RFPs are released. The Authority also participates in local and regional matchmaker events and expos to promote its upcoming procurement opportunities and speak with interested SDVOBs.

Division of the Budget (DOB)

DOB's goal is to purchase services and commodities from SDVOBs as much as practicable. Based on DOB's pattern of spending and the makeup of certified SDVOBs, DOB's strategy is focused primarily on the purchase of office supplies. DOB evaluates all service and commodity procurements to gauge whether they are suited for subcontracting goals, set asides, or direct purchase from a certified SDVOB. In addition, DOB continuously monitors the SDVOB directory to identify areas where purchases could be made from an SDVOB vendor. DOB's procurement staff are aware of all SDVOB regulations and guidelines and will continue to evaluate all procurements for SDVOB utilization.

Division of Criminal Justice Services (DCJS)

As an annual average, DCJS is on track to meet or exceed the 6% goal. DCJS's total disbursements to SDVOB vendors for the previous quarters are: FY 22-23 Q2 67.35%, FY 22-23 Q1 0%, FY 21-22 Q4 92% and FY 21-22 Q3 47.75%. DCJS includes SDVOB language in solicitations and contracts and holds quarterly meetings with DCJS program procurement liaisons to encourage the use of SDVOB vendors. Informative communications pertaining to SDVOB are sent to program areas, and DCJS includes an SDVOB segment to the agency as part of its "Procurement 101" training. DCJS has uploaded SDVOB information to the DCJS Intranet, and DCJS promotes the use of SDVOB vendor utilization when there is an opportunity for a SDVOB to provide needed commodities/services.

Division of Homeland Security & Emergency Services (DHSES)

DHSES reviews all purchases for SDVOB opportunities. DHSES utilizes SDVOB vendors and resellers and looks to increase our utilization moving forward. In FY 2021-22 utilization was 1.06% for Q3, and 1.66% for Q4. In FY 2022-23, it was 1.28% for Q1 and 6.1% for Q2. DHSES has recently identified a vendor that will provide consistent, recurring utilization, which will lead to increased percentages moving forward. DHSES is optimistic with SDVOB utilization moving forward into the future.

Division of Human Rights (DHR)

DHR's procurement department actively pursues SDVOB vendors in its purchasing efforts. While there was limited opportunity for DHR to engage in purchasing during the COVID-19 pandemic, the agency's SDVOB utilization has continued to be in line with previous levels. As DHR restarts in-person activities, it will continue to engage with certified SDVOB vendors. DHR remains committed to making a good-faith effort to increase SDVOB participation and to utilizing certified vendors for discretionary spending, where feasible, to exceed the SDVOB goals. DHR reaches out to the Division when needed.

Division of Military & Naval Affairs (DMNA)

To ensure SDVOB utilization, DMNA conducted web-based training for staff in November 2021 and January 2022 on how to find SDVOBs using the SDVOB directory. DMNA personnel were also encouraged to seek and refer potential SDVOBs to the appropriate points of contact to gain certification. This training emphasized the importance of utilizing SDVOBs and encouraged all programs within our agency to reach out to these vendors for availability and pricing. DMNA continues to monitor all procurement requisitions for compliance by reviewing individual requests to ensure that SDVOBs have been considered and/or selected for available procurement opportunities. DMNA attended the 2022 VETCON, where DMNA participants were able to engage with certified SDVOBs to widen its vendor pool and increase the agency's utilization with certified vendors.

Division of State Police (NYSP)

NYSP has developed purchasing guidelines that are distributed to all employees that are involved in purchasing and/or contracting. Specific instructions regarding the identification, solicitation, and use of SDVOBs are included in this document. NYSP utilizes the SDVOB directory, OGS contract listings, and information on file to identify SDVOB vendors for purchases. Solicitations received from SDVOB vendors and all promotional materials are kept on file electronically and are added to current or future bidder lists

as appropriate. This file is reviewed by purchasing staff to ensure familiarity with vendors that provide required goods and/or services. Correspondence or other marketing contacts received from businesses are reviewed, and the information is added to our files for future reference. In addition, the NYSP participates in VETCON.

Division of Veterans' Services (DVS)

DVS promotes New York State's SDVOB goal at outreach events across New York State. Given that our target audience is veterans, including veteran business owners, our public-centered programs provide a golden opportunity to increase awareness of the SDVOB certification process and NYS's desire to contract with SDVOBs for goods and services. DVS also promotes the State's SDVOB opportunities on our social media platforms. DVS's own contracting opportunities with SDVOBs are limited. Most of DVS's largest purchases are exempt. DVS will strive to meet the 6% SDVOB goal in the upcoming fiscal year, primarily through the purchase of promotional items to use at the agency's outreach events.

Dormitory Authority of the State of New York (DASNY)

DASNY maximizes procurement opportunities for SDVOBs by setting SDVOB goals on all procurements. DASNY employs strategies/programs to identify, notify, educate, and support SDVOBs. DASNY engages SDVOBs for prime and subcontracting opportunities in construction, construction-related professional services, technology, operations, and commodities/services. Outreach includes direct notice of procurement opportunities, participating in NYS virtual matchmaking events, organizing virtual networking sessions, and enrolling SDVOBs in DASNY's Business Registry. DASNY's Opportunity Programs Group meets with other divisions to identify SDVOB opportunities. DASNY's Capital Management Plan provides bonding assistance, capital access and backend management to SDVOBs in construction. DASNY's Pilot and Term CM Build programs provide prime contracting opportunities for SDVOBs.

Empire Center at the Egg (the Egg)

The Egg's primary strategy for increasing SDVOB participation is through distribution of periodic email reminders for Egg staff to revisit the SDVOB directory on a regular basis, to inquire with current vendors to see if their firm or business would be eligible for SDVOB certification, and to ask other local arts venues if they are aware of any local vendors who may be eligible for SDVOB certification.

Empire State Development (ESD)

The Office of Contractor and Supplier Diversity assesses goals on procurements, analyzing the subcontracting opportunities and availability of SDVOBs on projects. ESD regularly attends VETCON to meet SDVOBs, discuss ESD procurement opportunities, and identify potential SDVOB firms for future opportunities. ESD also focuses on outreach to SDVOBs to increase utilization within available subcontracting opportunities and includes SDVOBs in discretionary spending opportunities wherever possible. To meet 6% SDVOB utilization, ESD plans on continued outreach efforts to SDVOBs, including targeted project-specific outreach to discuss upcoming opportunities and tangible ways that firms can access upcoming contracting opportunities. ESD will continue to strongly promote and encourage SDVOB participation on all applicable ESD grant and loan projects.

Environmental Facilities Corporation (EFC)

EFC evaluates all corporate procurements for professional services for SDVOB participation and targets applying a 6% goal whenever feasible. EFC also uses its discretionary spending authority to utilize SDVOBs for professional services and for the purchase of information technology products and miscellaneous office supplies whenever feasible. In addition, EFC regularly participates in conferences and outreach events. EFC has developed guidance for recipients of EFC financial assistance and contractors and subcontractors on EFC-funded projects to assist in compliance with EFC's programmatic requirements. As part of this guidance, EFC sets a 6% SDVOB participation goal for State-funded projects and encourages the use of SDVOBs on federally funded projects.

Erie County Fiscal Stability Authority

The Authority focuses its efforts on reviewing the SDVOB directory for vendors of the goods and services that the Authority needs to procure. The Authority targets SDVOB vendors in any relevant RFP process by directly reaching out to those vendors to apprise them of opportunities with the Authority.

Erie County Medical Center Corporation (ECMCC)

ECMCC's strategies to increase SDVOB utilization include: assessing all competitive bids for SDVOB participation requirements applicable to the procurement, utilizing a process to review for discretionary spending opportunities before issuing a competitive bid, including SDVOBs in outreach efforts to encourage self-performing prime opportunities on competitive bids, conducting pre-bid calls where potential respondents are educated on SDVOB requirements and reporting, requiring a utilization plan to be submitted as a bidding requirement, working with initially deficient respondents to identify SDVOBs and cure deficient plans, updating ECMCC's web page with procurement opportunities, continuously educating staff on the importance of including SDVOB goals in its contracts, and connecting SDVOBs with business owners at ECMCC.

Executive Chamber

The Executive Chamber is a relatively small agency and nearly all of its spending is non-discretionary, as almost all of the expenses are either agency-specific contracts/leases, purchases from preferred sources or centralized contracts, or exempt, such as personal service or interagency billings. Despite this, the Executive Chamber consistently exceeded its 42.5% utilization goal and hit 100% each of the preceding four quarters. This was made possible thanks to the efforts of the procurement staff at the OGS Business Services Center who assist in identifying SDVOB spending opportunities and have attended and will continue to attend the annual GovBuy event, as well as VETCON, when given the opportunity. Moving forward, the Executive Chamber will continue to make targeted approaches to maximize SDVOB spending.

Gaming Commission

The Commission is currently meeting and exceeding the 6% SDVOB goal, as witnessed by the utilization attained for the past and current FY. The Commission is averaging a 21.38% utilization goal over the past four quarters. The Commission remains unwavering in its dedicated support of the SDVOB program. The Commission achieves program compliance by assessing each procurement opportunity and setting goals as applicable by using the SDVOB directory. The Commission uses the goal plan as a mechanism to identify eligible expenditures along with a review of RFP and purchases prior to release for bid. In addition, the Commission has policies and procedures in place for SDVOB program participation. The Commission also monitors SDVOB contract goals to ensure vendors are meeting set goals and works with vendors that may need assistance.

Higher Education Services Corporation (HESC)

Before beginning the procurement process, HESC determines whether a qualified SDVOB is available to provide all or some of the goods or services being sought. HESC's purchasing staff reviews the SDVOB directory to ensure that qualified vendors are properly identified and involved. Due to the nature and generally small number of HESC procurements, there have been limited opportunities to utilize SDVOBs. HESC will continue its practices, while educating procurement staff of ongoing requirements and new opportunities, with the hope that additional SDVOB vendors can be identified to fulfill HESC's needs.

Housing Trust Fund Corporation/Governor's Office of Storm Recovery (GOSR)

For GOSR contracts that utilize State funding, GOSR ensures that goals for SDVOBs are incorporated where feasible. For federally funded GOSR contracts, GOSR continues to encourage compliance with NY SDVOB requirements and the use of SDVOB firms where feasible. GOSR conducts direct outreach to SDVOBs regarding new GOSR contract opportunities.

Hudson River Park Trust (HRPT)

HRPT's procurement opportunities typically vary significantly from year to year based on the nature of the construction and other projects undertaken, and the amounts of available funding. In 2022, HRPT

continued its concerted effort to increase its utilization of SDVOB certified vendors, resulting in a marked increase to 3.45% utilization from the 1.94% utilization reflected in the 2021 report. HRPT attributes the increase largely to targeted staff procurement training and improved SDVOB outreach. Additionally, Procurement and Compliance staff attended the 2022 VETCON to amplify the HRPT's marketing message. HRPT will continue its outreach and training efforts as it strives to meet its 6% FY 2022-23 SDVOB utilization goal and is pursuing opportunities to directly engage SDVOBs as primes, including set-aside and discretionary procurements.

Hudson River-Black River Regulating District

The Hudson River – Black River Regulating District's overall strategy consists of identifying SDVOB firms from the SDVOB directory serving the North Country. All purchases are reviewed to determine SDVOB opportunities. The District relies upon discretionary purchases to achieve its SDVOB goals. Additionally, the District sends "general requests for qualifications" to all engineering firms demonstrating hydraulic/hydrologic capabilities. All proposals requiring hydraulic/hydrologic capabilities are sent to those firms identified. The firms selected are required to utilize SDVOB sub-consultants where applicable. Where possible, we unbundle contract deliverables. All contracts include SDVOB language and purchasing personnel are educated regarding SDVOB legislation and requirements. The Compliance Officer is the SDVOB point of contact and assists staff in identifying opportunities for SDVOB utilization. The District will continue to work with staff to increase awareness and to build upon our current efforts.

Jacob Javits Convention Center

To attempt to reach the goal of awarding a 6% of procurement contracts to SDVOBs, the Center has implemented the following: bidders of contracts expected to exceed \$50,000 are encouraged to subcontract SDVOBs; for projects below \$50,000, the Center solicits bids with a primary focus on SDVOB companies suitable to the work required; the Purchasing Department maintains a list of SDVOB by area of expertise, and individuals responsible for soliciting bids and proposals reach out to SDVOBs to encourage them to submit bids; and for projects over \$50,000 Center staff will contact the SDVOB liaison with the project information for additional help reaching prospective vendors. To increase our numbers, we will need to be more proactive in engaging SDVOB companies to participate on the upcoming bid opportunities.

Justice Center for the Protection of Persons With Special Needs

Our SDVOB review process includes vetting commodities and services available through centralized contracts for SDVOB vendors before procuring and closely examining the most recent eligible SDVOB vendor tracking sheets before making discretionary purchases. The Justice Center has worked to increase its SDVOB usage during 2022 by continuing to employ this approach. The agency has several SDVOB vendors that we have found through our standard SDVOB review process. The Justice Center had a booth at VETCON 2022 to increase our exposure to certified vendors. Most of our purchasing is made through centralized contracts which limits the opportunity for open-market procurements. Where possible, the agency will attempt to utilize the SDVOB set-aside contracting option. Additionally, we will begin using the SDVOB reseller on the centralized office supply contract to further increase utilization.

Livingston County Water & Sewer Authority (LCWSA)

LCWSA is committed to maximizing SDVOB opportunities. While LCWSA has very few contracts and subcontracts that meet the State contract amount thresholds, the LCWSA has taken proactive steps internally and externally to encourage SDVOB participation in LCWSA contracts. Internally, as part of its regular staff meetings, staff are reminded of the SDVOB directory and are encouraged to utilize the directory whenever practical. As part of construction meetings for ongoing contracts, contractors and subcontractors are encouraged to seek additional opportunities to utilize certified SDVOBs.

Long Island Power Authority (LIPA)

PSEG Long Island, on behalf of LIPA, sets a 6% goal on eligible contracts for SDVOB participation. We hold prime vendors and contractors contractually accountable to continuously employ good-faith efforts by unbundling project scopes to increase SDVOB utilization. In addition, we utilize discretionary spend, when possible, to establish direct business relationship with SDVOBs. PSEG Long Island continues to

actively seek strategic ways to increase SDVOB participation in our supply chain. Our Supplier Diversity Team attends every pre-bid meeting, reviews every bid proposal for diverse spend, and meets with our prime contractors quarterly to share successes and address compliance issues. We also actively participate in various events in the community to increase outreach efforts to meet and network with SDVOBs.

Metropolitan Transportation Authority (MTA)

MTA remains fully committed to increasing its procurement opportunities to SDVOBs. MTA has disbursed a total of \$23,841,779 to SDVOBs during the previous four quarters. MTA agencies have continued their efforts to train their procurement staff on SDVOB requirements, solicit SDVOBs for commodity purchases, identify SDVOB resources from the list of certified firms, and notify prime contractors of the SDVOB program. MTA's discretionary procurement, with its threshold increased to \$1.5 million, allows for solicitation of SDVOBs without a formal competitive process in order to maximize utilization. MTA encourages its procurement staff to participate in outreach events focused on opportunities for SDVOBs, including the annual VETCON and Competitive Edge events, to help SDVOBs develop relationships and generate business opportunities with the MTA and its operating agencies. MTA also has a procurement focus for certified SDVOBs in the areas of financial services, construction, and information technology.

Nassau County Interim Finance Authority (NIFA)

All of NIFA's RFPs have a SDVOB goal of 6% and proposers identify ways to assist NIFA in achieving the goal. NIFA conducted one RFP and one RFQ in 2022 without successfully garnering any attention from SDVOB accounting or consulting firms. As a result of a 2020 outreach program, we included six broker-dealers in the remarketing team for the debt restructuring that we executed in February 2021, and we continue to include a SDVOB broker-dealer in our monthly bids. We will actively continue our outreach for inclusion of SDVOBs to fill our business needs.

Nassau Health Care Corp.

The last four quarters we have seen \$14,600 in spend to SDVOBs. We are looking to expand our utilization of SDVOBs, particularly in the areas of engineering and construction. Additionally, we have made efforts to buy supplies through Tony Baird Electronics (an SDVOB vendor), which would help our utilization of SDVOBs significantly. We will continue to advertise to SDVOBs and reach out to the Division to find SDVOBs wherever we can. Additionally, wherever possible, we will ask our prime vendors to subcontract to SDVOBs.

Natural Heritage Trust (NHT)

Most procurements are done by our partnering agency staff (NYS Parks and NYS DEC), so NHT is somewhat limited to its own internal purchasing to achieve SDVOB goals. Most often, NHT raises funds for a portion of a given program or project and holds those funds until they are needed. NHT continues to encourage agency partners to contact SDVOB vendors when they are procuring services or products by providing a list of all SDVOB businesses to staff responsible for procurements in their regions. A compliance form is distributed to all regions requiring them to report on which SDVOBs were contacted for bids. NHT Executive Staff consistently bring to the region's attention that the requirements of SDVOB usage within our partnering agencies also applies to services and commodities that the NHT holds funds for.

New York Power Authority (NYPA)

Over the next five years, NYPA/Canal Corporation's plan is to increase SDVOB usage through bold initiatives such as Surety Bonding Training, Mentor Protégé, and Small Business Programs as well as using increased discretionary purchasing opportunities. We continue to increase our outreach events to garner and support our SDVOB with a mix event (in person and virtual) to meet and greet our buyers and end users and learn about upcoming procurement opportunities. NYPA/Canal Corporation is dedicated to show support to not only the SDVOB program, but to the SDVOB firms and community through outreach, training events, and most importantly relationship building and opportunities where we can incorporate solid foundational goals.

New York State Bridge Authority

The last few years have been demanding on everyone, and the NYS Bridge Authority took that challenge to heart when we knew that our already underperforming utilization would be further affected by budgetary constraints across all aspects of our procurements. In support of our SDVOB mission, we maintained our resolve to keep SDVOB firms engaged with the Authority and have generally sustained a foothold through direct bid notifications and direct general contact whenever the opportunity arises. We are optimistic about future prospects and set our sights on exceeding the utilization we achieved during 2022.

New York State Council on the Arts (NYSCA)

NYSCA has limited discretionary operational funding. Much of the NYSCA budget is allocated to salaries, rent, and utilities. The remaining allocation supports travel, supplies, and equipment. Due to NYSCA's small size, its budget and its mission, there are very few opportunities for agency contracting. Most of NYSCA's procurement is done through discretionary purchasing. All State procurement guidelines and regulations are followed and, when necessary, the Contract Reporter is utilized. NYSCA's procurement/purchasing personnel continue to search for opportunities for SDVOBs.

New York State Energy Research & Development Authority (NYSERDA)

To encourage NYS certified SDVOB participation in NYSERDA's contracts and procurements, information on the updated status of SDVOB vendors is made available to all staff. NYSERDA staff routinely search the SDVOB directory for qualified vendors to procure goods and services. New solicitations are reviewed for SDVOB opportunities and the required SDVOB provisions are included in the solicitation indicating up to a 6% goal for vendors where appropriate. Furthermore, the SDVOB goal plan and planned actions are reviewed with executive sponsors annually. We continue to find success contracting with Information Technology and Temp Services firms.

New York State Homes & Community Renewal and Housing Trust Fund Corporation (HCR)

HCR continues to incorporate SDVOB participation in all applicable contracting and subcontracting opportunities available. Each funding award issued through HCR is assessed for SDVOB opportunities and assigned an appropriate goal. Prime contractors must submit a plan to meet the assigned goal or demonstrate all efforts to solicit NYS certified SDVOB subcontractors. Additionally, the agency will be creating virtual and in-person networking forums where SDVOB firms are introduced to HCR's development and construction partners to facilitate meaningful business relationships that will improve SDVOB participation.

New York State Homes & Community Renewal - HFA, AHC, SONYMA, MBBA, TSFC

New York State Homes and Community Renewal's Housing Finance Agency continues to incorporate SDVOB participation in all applicable contracting and subcontracting opportunities. Each funding award issued through this agency is assessed for SDVOB opportunities and assigned an appropriate goal. Prime contractors must submit a plan to meet the assigned goal or demonstrate all efforts to solicit NYS certified SDVOB subcontractors.

New York State Insurance Fund (NYSIF)

In the previous four quarters, NYSIF had SDVOB utilization in excess of 6% and continuously endeavors to meet at least the 6% SDVOB utilization target; the 2022-2023 goal is \$1,564,741. NYSIF reviews each procurement before its release to determine the appropriate goal based on the SDVOB pool, capability, procurement value, and dollar value of the contract. NYSIF continues to utilize all available procurement options under the SDVOB program to maximize SDVOB utilization, including discretionary procurement and set asides. NYSIF's bona fide efforts to meet the 6% utilization target for SDVOB procurement include utilizing the contracts compliance report to monitor contracts with SDVOB goals for compliance. NYSIF also posts approved utilization plans for SDVOBs on its website.

New York State Thoroughbred Breeding & Development Fund Corporation

The Fund reviews the SDVOB directory regularly for new certifications and potential procurement opportunities to help assist the Fund in achieving our goal. The Fund does not have any construction

purchases and is limited to looking for new opportunities from commodity and service vendors. In 2023, we will be issuing an RFP for our year-end audit and will utilize the SDVOB directory to look for qualified auditing firms. We will also continue to reach out to SDVOB vendors for future discretionary spending opportunities. In addition, the Fund will continue to utilize the SDVOB vendors it has developed a relationship with for additional commodity and service purchases as needed.

New York State Thruway Authority (NYSTA)

All construction contracts, consultant agreements, commodity and non-engineering procurements are evaluated prior to advertisement to determine if the scope of work provides any opportunities for SDVOB participation. NYSTA will continue to monitor the SDVOB directory and identify firms that can be utilized on its heavy highway projects. NYSTA looks for opportunities to set aside procurements within the discretionary spending authority, where competition can be established. For those procurements above the discretionary authority, solicitations are reviewed for SDVOB opportunities and potential certified SDVOBs are added to the bidders list. NYSTA has implemented the following strategies to increase SDVOB utilization: sending upcoming opportunities notifications to SDVOB firms in the project's location, performing pre-bid meetings to facilitate SDVOB firms and prime contractors' relationships, conducting yearly staff training to ensure compliance with the SDVOB Act, and continuing to attend SDVOB outreach events to identify firms for participation.

Niagara Falls Water Board

The Board is recommitted to find and evaluate potential SDVOB opportunities. All bids and RFPs will be reviewed for SDVOB goals, and the appropriate model language will be incorporated. Communication will be made to contractors to look for SDVOB subcontractor opportunities. The Board will look at additional opportunities to meet SDVOB goals by looking into smaller discretionary purchases such as office and printing supplies. In addition, responsibility for the SDVOB program has been shifted to a higher-level position.

Niagara Frontier Transportation Authority (NFTA)

The NFTA Procurement Team conducts training for all managers and supervisors on how to find and utilize SDVOB suppliers. In mid-2022 we created Procurement University, which provides additional online training on how to fulfill the requirements of our SDVOB Program. NFTA personnel attend SDVOB training with the Division when offered. NFTA makes every effort to ensure SDVOBs are aware of contracting opportunities by advertising contracts greater than \$25,000 in local papers and the Contract Reporter. Additionally, NFTA reviews the SDVOB directory and sends opportunities to businesses that meet the description in each specification. Prior to bid submissions, a pre-bid meeting is conducted to inform potential bidders about subcontracting opportunities and NFTA's commitment to maximize utilization of SDVOBs.

Office for People With Developmental Disabilities (OPWDD)

OPWDD will continue to make a good faith effort to utilize SDVOB vendors for our discretionary spending. For the past four quarters our utilization percentage averaged 3.79%. OPWDD will ensure that staff include all eligible SDVOB vendors on the bidders list for all regional offices. Providers must solicit bids from a minimum of three SDVOBs for Environmental Modification projects, and Vehicle Modification projects. These subcontracts are typically 85% of the total contract value. An Excel spreadsheet is used to tabulate SDVOB utilization on these projects. OPWDD will continue to create an awareness of SDVOB utilization in all procurement opportunities and will review any potential set-aside opportunities in an effort to increase participation.

Office for the Aging (NYSOFA)

The majority of NYSOFA's budget is distributed to Area Agencies on Aging (AAAs) from federal and State funded programs based on statutory formulas. NYSOFA also administers contracts with not-for-profit community aging service providers. NYSOFA strongly encourages its contractors to utilize SDVOBs for any non-personal service discretionary spending and includes standard SDVOB language in each contract and competitive offering. NYSOFA purchasing staff annually attends VETCON in an effort to continue to identify SDVOB contractors for future procurements. Additionally, NYSOFA staff frequently reference the SDVOB directory to identify new SDVOB suppliers.

Office for the Prevention of Domestic Violence (OPDV)

OPDV vigorously pursues any/all opportunities to utilize SDVOBs. Additionally, the Assistant Director of Equity and Inclusion works collaboratively with the OPDV Director of Finance and Administration to ensure on a continuous basis that SDVOB purchasing goals are, and continue to be, a priority. OPDV understands that whenever purchases are to be made, the SDVOB directory must be consulted and considered to continue to meet or exceed the agency's SDVOB goals. To that end, we have incorporated SDVOBs into our limited purchasing opportunities and look forward to growing our support to those entities as more become certified.

Office for Victim Services (OVS)

OVS is a small agency with limited State spending on non-personal services, but it makes efforts to procure commodities and services from SDVOB vendors whenever possible. With the expansion of our office, we have made efforts to procure office supplies regularly through SDVOB vendors. These efforts have assisted OVS in increasing its SDVOB utilization. When making discretionary purchases, OVS procurement staff review the lists of SDVOB vendors on the centralized contracts and search for potential bidders for open market purchases in the SDVOB directory. SDVOB utilization in some quarters are less than this percentage due to the timing of purchases, but the average utilization is aligned with our master goal plan.

Office of Addiction Services and Support (OASAS)

OASAS continues to make good faith efforts to utilize SDVOBs for discretionary spending as well as encourage goals in solicitations, where feasible. OASAS utilized two SDVOB vendors for the purchase of \$27K in PPE in Q1 of FY 2022-23. Opportunity Program staff will continue to seek out SDVOB vendors on centralized contracts/reseller opportunities when possible. In addition, OASAS staff attended the in-person 2022 VETCON. Many new staff have joined the Contracts and Procurements and Purchasing units at OASAS this year. OASAS intends to invite Division staff to provide technical assistance and guidance on how to purchase with SDVOBs, as was done in 2019.

Office of Children & Family Services (OCFS)

OCFS promotes the utilization, and increased participation, of certified SDVOBs. Subcontracting opportunities and subsequent goals are determined based on the goods and services being procured for each contract. OCFS encourages our contractors to consider SDVOB utilization at a minimum of 6% of their discretionary spending, attends VETCON and assists our prime contractors in locating certified SDVOBs. To accurately reflect SDVOB opportunities, prior to the release of a procurement, OCFS conducts goal assessments, taking into consideration specific factors pertaining to the procurement, including reviewing the SDVOB directory to determine if there are SDVOB resources that could fulfill our contractor's needs. OCFS's Purchasing Unit maximizes the use of SDVOBs for its discretionary purchases by reviewing the SDVOB directory for all purchase opportunities.

Office of Employee Relations (OER)

OER seeks to procure with SDVOB vendors whenever possible. All agency procurement and contract documents include language for use of SDVOBs and each procurement is assessed for SDVOB prime and subcontracting opportunities. Contract Reporter ads include the agency's SDVOB goals for that procurement, as applicable. As a means of promoting SDVOB utilization, OER has a link on its website to the Division's website.

Office of General Services (OGS)

The OGS SDVOB utilization average for the past four quarters is 6.34%. The OGS Design & Construction unit has awarded 595 contracts that contain SDVOB goals, and 21 contracts have been awarded to prime contractors that are SDVOBs. Contracting opportunities are disseminated to certified SDVOBs for all advertised procurements. The OGS Office of Business Diversity (OBD) continues to participate in outreach events to inform, educate, and engage SDVOB firms on OGS contracting opportunities. OBD directly interacts with prime contractors to ensure that good-faith efforts are adhered to during the life

cycle of our contracts. OBD is also responsible for gathering and reviewing detailed pertinent good-faith effort documentation prior to granting waivers.

Office of Information Technology Services (ITS)

ITS considers SDVOB utilization in the order of precedence including preferred source, set asides, centralized contracts, agency contracts, and open market purchases. ITS incorporates SDVOB utilization language into contracts and encourages all contractors to utilize SDVOB suppliers. Continuous outreach and guidance are provided to SDVOBs about navigating the procurement process through electronic communication along with in-person outreach during the annual VETCON event. ITS works with Division staff through a joint utilization initiative to maximize inclusion of SDVOBs to meet the agency's goal to purchase commodities, services, and technology through a certified SDVOB.

Office of Mental Health (OMH)

OMH continues to be committed to the growth of SDVOB participation in our procurements. When a contract or purchasing need arises, the Bureau of Procurement Enterprise Services (BPES) reviews the scope of work for potential areas for subcontracting. BPES then utilizes the SDVOB directory to search for possible prime, or subcontractors, all of which are added to the bidders list for that procurement. Many of our solicitations require mandatory site visits, and during that time we explain the SDVOB contract goals. We encourage all attendees to reach out to SDVOB subcontractors directly and let them know of the procurement opportunity and any other areas where they may be utilized. Waiver requests are reviewed by staff for completeness. In the coming new year, BPES will continue to work closely with our vendor community and OMH to staff to utilize SDVOBs to the best of our ability.

Office of Parks, Recreation, & Historic Preservation

The agency's utilization percentage is trending upwards. The first two quarters in our current fiscal year is consistent when compared to the previous year. Most utilization appears in quarter 4 as this is when construction contracts are active and making payments. Construction is where our efforts are focused as there is more availability for subcontracting opportunities and suppliers. Last fiscal year we incorporated SDVOB vendors into our established pre-assessment process for MWBE. This allows us to see the true breakdown of each project and the availability of vendor types in the project area. This has been working well and has established goals on more contracts than in the past. Our Diversity Compliance staff has increased, and we are now monitoring contracts regularly to be sure SDVOB vendors are being paid and goals are being achieved. Looking to the future, we expect to see continued growth in the program and are consistently striving to meet the 6% goals.

Office of Temporary & Disability Assistance (OTDA)

During the 2022 calendar year, OTDA has done the following to promote the SDVOBs program: established SDVOB participation goals and amplified OTDA's commitment to maximizing spend with SDVOBs in all applicable procurements and purchases; conducted evaluations of new and current contracts to clarify eligible spending; identified and solicited SDVOBs for the purchase of goods and services, increasing agency's discretionary purchasing from SDVOBs; apprised procurement staff of the increased discretionary purchasing threshold of \$500,000; forwarded the SDVOB directory to all procurement and purchasing staff; enhanced the internal review process to identify potential set asides for SDVOBs; established new internal compliance roles to increase participation; and participated in outreach in supporting SDVOBs. We will continue to work with the Division to ensure we institutionalize SDVOB best practices.

Office of the Inspector General/Office of the Welfare Inspector General (OIG)

OIG is fully committed to procurement practices in support of SDVOBs. All Inspector General staff members responsible for procurement regularly consult the SDVOB directory to determine purchasing opportunities, and in FY 2022-23, OIG has forged new relationships with SDVOBs resulting in increases in OIG's utilization. OIG continuously reviews procurement policies and procedures to ensure that every effort is made to utilize and support SDVOBs.

Office of the Medicaid Inspector General (OMIG)

OMIG is committed to supporting the State's effort to utilize SDVOBs. As such, it is OMIG's policy to encourage and foster equal participation for SDVOBs in the provision of goods and services. While OMIG maintains relatively few contracts, SDVOBs are included in bidders lists and are targeted for discretionary purchases whenever appropriate. OMIG remains extremely committed to supporting the State's effort to utilize SDVOBs.

Office of the State Comptroller (OSC)

OSC's attainment of its FY22 SDVOB goal is the result of changes that emphasize inclusion of SDVOBs in procurement opportunities. These changes include directives to procurement staff to include SDVOBs where feasible as well as continued training of program staff. These efforts have fostered a culture that encourages SDVOB procurement. OSC's SDVOB spending has increased over the previous four quarters, which helped OSC achieve a utilization rate of 6.9%. This increase is attributed to SDVOBs winning software maintenance/support contracts as well as purchasing of supplies. In an effort to expand procurement opportunities, OSC will continue to participate in outreach events and advance the strategies described above. OSC will explore further integration of additional tools such as set asides.

Ogdensburg Bridge & Port Authority

Discretionary spending is currently the only source of SDVOB utilization for the Authority. Although bridge toll income and airline activity has slowly begun to increase, the Authority's discretionary spending continues to be curtailed. Non-essential maintenance continues to be deferred as have capital expenditures determined to be non-critical. The Authority is currently looking to see if there is an SDVOB supplier of cleaning supplies & products that would come close to the State contract pricing that the Authority is currently receiving from the non-SDVOB vendor. The Authority will be looking into other steps such as this one going forward and will reach out to the Division for assistance in connecting with SDVOBs, when needed.

Olympic Regional Development Authority (ORDA)

ORDA will continue to strive to achieve the 6% SDVOB goal by building upon its current efforts. We will continue to conduct and attend outreach events, assist veterans with becoming certified and as well as develop set-aside opportunities for SDVOB firms wherever possible. Additionally, we distribute a list of interested SDVOB vendors to all contractors bidding projects for ORDA. ORDA analyzes each procurement to determine SDVOB goals by conducting a search via the SDVOB directory and contacting the qualified firms directly to determine interest. ORDA monitors every contract over the SDVOB thresholds on a quarterly basis to determine if SDVOB goals are being met, and, if they are not, works with the contractors to develop a remedial action plan to achieve these goals.

Port of Oswego Authority

After some training and guidance, we have been able to expand our efforts on discretionary purchasing, and now we are seeing our numbers greatly improving. We anticipate that this upward progression will only continue to improve. We are very diligent in ensuring that contracts are met with good-faith efforts in an attempt to encourage the highest level of SDVOB participation. We oversee all contracts to ensure that good-faith efforts are being made and are well-documented. As always, we aim to improve SDVOB utilization wherever possible and strive to discover new vendors whenever a new opportunity arises. We were able to secure a new electronics vendor this year, and we have made it one of our regularly solicited vendors.

Public Employment Relations Board (PERB)

PERB's effort is to increase participation by SDVOBs with respect to contracts and subcontracts. It is the policy of PERB to make discretionary purchases from SDVOB businesses when possible and when pricing is competitive. Consideration of SDVOB businesses has been integrated into our procedures when selecting vendors for discretionary purchases, along with preferred source. All Office of Administration staff will be directed to the SDVOB website to remain informed on any new legislation or requirements. Staff will also be required to attend the SDVOB class at GovBuy and to attend the annual VETCON.

Rochester Genesee Regional Transportation Authority (RGRTA)

Procurements valued at \$25,000 or more without DBE goals are assessed for SDVOB goals. Firms registered in RGRTA's Supplier Portal receive notices of contract opportunities based on categories they select. If non-registered SDVOB firms are identified, RGRTA issues additional event notifications. Interested firms with contact information appear on the posted plan holders' list, creating networking opportunities. Where applicable, pre-bid meetings are held, creating additional networking opportunities and opportunities to emphasize the applicable civil rights and diversity goals. Purchases below \$25,000 may utilize either quotes or discretionary spend depending on value. SDVOB firms are considered as available. RGRTA participates in regional small business events to meet firms and discuss upcoming purchasing opportunities. RGRTA seeks assistance from the Division during difficult procurements.

Roosevelt Island Operating Corporation (RIOC)

RIOC intends to continue to develop SDVOB business opportunities through contract compliance as well as discretionary purchasing. A recent training was conducted for procurement, and the opportunities for using SDVOBs was included in this training. RIOC reviews utilization through the year through quarterly reporting as well as with regular billing review and management of our larger contracts. To better achieve these goals, RIOC's procurement staff attended VETCON this year. After a challenging three years of the COVID-19 pandemic, reengaging with the SDVOB community was a great opportunity to make connections and develop some more business contacts and relationships.

Roswell Park Cancer Institute

The Institute continues to conduct interviews with SDVOBs that are interested in working with us, and whose services are relevant to our needs. We have continued to develop relationships and have awarded some long-term contracts for services that will give 100% spend to SDVOBs for the life of the project. Efforts are being made to have on-site meetings with each vendor that wants one in the initial implementation phase of the program. Institute staff work closely with buyers in individual departments to identify potential opportunities for increased participation by SDVOBs. Institute staff is committed to attending the VETCON every year as well as participating in vendor fairs throughout Western New York. The Institute continues to share success stories and get referrals of SDVOBs from other member organizations of the Buffalo Niagara Medical Campus.

Schenectady Metroplex Development Authority

The Authority actively works to encourage SDVOB utilization in our procurement as well as with private projects by utilizing the SDVOB directory and educating businesses and private developers about the program. SDVOB contract language is included in competitive procurement contracts and purchases. The Authority also works to identify potential SDVOB applicants in Schenectady County and assists in expediting certification for businesses that meet SDVOB criteria. We will continue to work closely with the Division to identify SDVOBs for any future procurement opportunities.

State Commission of Correction (SCOC)

SCOC is hosted by DCJS for finance and contracts, and DCJS ensures that SDVOB language is included in solicitations and contracts. Informative communications pertaining to SDVOB are provided, as appropriate. The DCJS procurement team promotes SDVOB vendor utilization and solicits SDVOB vendors for commodities/services that could be obtained from an SDVOB vendor.

State University Construction Fund (SUCF)

All procurements subject to the SDVOB Act must have a SDVOB goal determination prior to release of procurement advertisements. SDVOB participation on SUCF projects are monitored for compliance with set goals. Fund Opportunities and Procurement staff do continuous reviews of procurements and the SDVOB directory to identify and match opportunities for set asides exclusive for SDVOB bidding. Additionally, all procurements and the directory are reviewed to determine the appropriate goal for subcontracting opportunities for SDVOBs. Email blasts are sent to SDVOBs for advertised procurements, and SUCF staff participate in outreach events for SDVOBs. All RFP and contract language complies with

the statute, and SUCF staff associated with procurement are educated/updated on SDVOB program requirements/expectations.

State University of New York (SUNY)

SUNY actively promotes and supports the utilization of SDVOBs by all 30 campuses through the implementation of a software automation tool that quickly finds SDVOB firms for every scope of work in every procurement, sets goals for SDVOB participation, and downloads a list of SDVOB firms for outreach via an email blast. We have also implemented contract system compliance software for managing prime contractor performance vis-a-vis SDVOB subcontract participation and payment. We deliver mandatory training sessions for campus procurement staff on the best practice use of these applications, which includes a “Boot Camp” refresher. We presented a “Doing Business with SUNY” panel discussion at this year’s VETCON. We have hired an Assistant Director to further develop strategies to grow the program and utilization. Lastly, emphasis will be placed on maximizing the availability of set asides.

Syracuse Regional Airport Authority (SRAA)

SRAA is working to grow its list of SDVOB firms and build stronger relationships with the SDVOB certified businesses the Authority currently utilizes. The Authority works on a vendor-by-vendor basis to help SDVOBs understand procurement processes, policies, and procedures for upcoming projects. SRAA attends the annual SDVOB Conference to promote upcoming business opportunities at the Airport. The SRAA remains committed to making a good-faith effort to increase SDVOB participation.

United Nations Development Corporation (UNDC)

UNDC’s efforts to promote utilization of SDVOBs include assessing State contracts for SDVOB goals, listing established goals in ads and RFPs, and encouraging contractors to utilize SDVOBs as subcontractors. When assessing State contracts for SDVOB goals, staff considered UNDC’s SDVOB Goal Plan, the contract and subcontract scopes of work, the potential subcontract opportunities, the number of SDVOBs available to perform the work, and their geographic location. UNDC has an MWBE/SDVOB forms package that includes information about SDVOB requirements and is provided to prospective bidders. UNDC has language on its website that includes information about the SDVOB program and New York State’s 6% SDVOB participation goal. UNDC requires prime contractors with SDVOB subs to submit quarterly reports tracking their SDVOB spend. UNDC expects to increase SDVOB utilization as the number of capital projects increases in 2023.

Upper Mohawk Valley Water Authority (MVWA)

Contracting opportunities are limited for the MVWA, which owns and operates a water supply, treatment, transmission, and distribution system that serves a population of about 130,000 people in the eastern portion of Oneida County, New York. Principal water system components include the water intake at Hinckley Reservoir, a direct filtration water treatment plant, pump stations, water storage facilities, approximately 704 miles of transmission and distribution mains, and related appurtenances. Although there are only 27 SDVOBs with a home region of Mohawk Valley, the MVWA works diligently to identify SDVOB vendors that can possibly provide goods and services. MVWA includes SDVOB goals in RFPs and in contracting language when subcontractors are involved and enlists the assistance of the Division when needed.

Westchester County Health Care Corporation (WCHCC)

WCHCC’s SDVOB outreach efforts include meeting with site and department leaders to inform them about WCHCC’s supplier diversity commitment and initiative, which includes doing business with SDVOB vendors. Other efforts have include emailing the updated lists of certified SDVOB vendors to WCHCC’s department leaders to ensure they have the most recent information should opportunities become available for their department to procure goods and/or services from SDVOBs. WCHCC will continue to strive to get SDVOB vendors on board our program.

Workers Compensation Board (WCB)

Procurements to support the operations of the WCB are often exacting and require specific skillsets, specialized work, and knowledge. Agency contracts fall primarily within the industry category of services and consultants in the fields of finance, legal, administration, and technical. WCB procurement staff evaluate all procurements for utilization. Routine procedures including SDVOB directory searches and outreach notices of upcoming solicitations will continue. As the majority of WCB's goal is fulfilled under agency contracts, additional focus will be given to providing prime contractors with status updates regarding fulfilling utilization goals over the term of the contract and assistance to support good-faith efforts to locate qualified subcontractors.