



**Office of
General Services**

2023

**Division of Service-Disabled Veterans' Business Development
Annual Report | December 31, 2023**



Kathy Hochul
Governor
State of New York

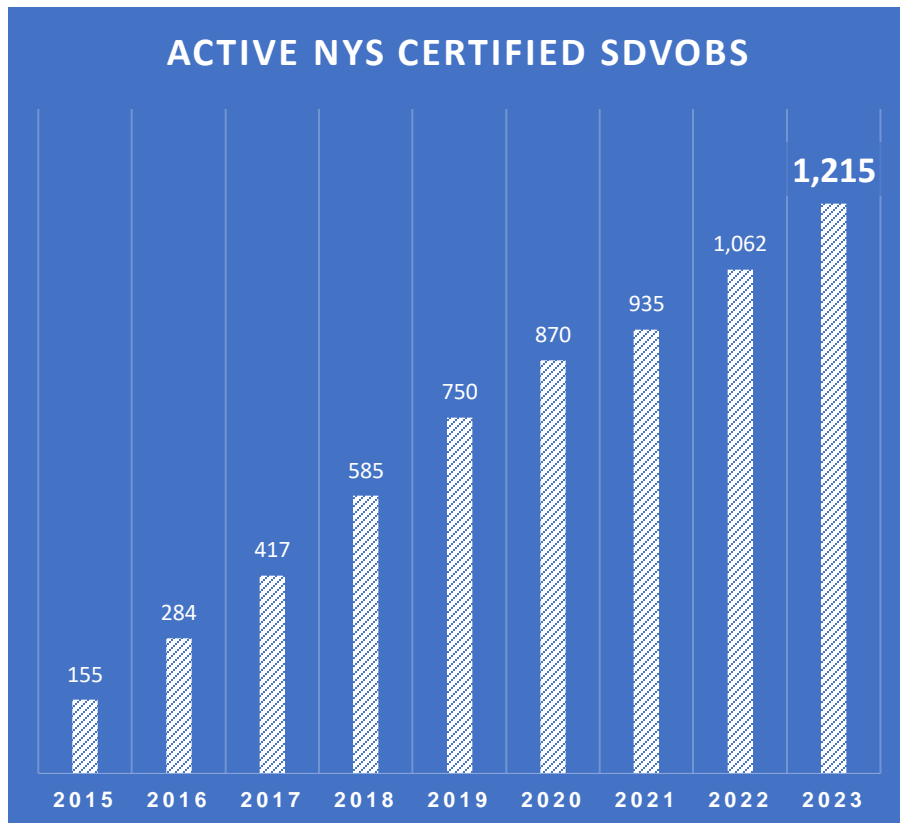
Jeanette M. Moy
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Background

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 goal for 6% of the expenditures on State contract to be directed to service-disabled veteran-owned companies, a participation goal that is 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 continues to grow at a nation-leading pace. At year end, New York State now has 1,215 NYS certified SDVOBs. During 2023, the Division certified 203 new SDVOBs and continues to perform its due diligence on applications in a timely manner. In 2023, the average time for the Division to render a decision on certification was 38.8 business days after receiving an application. With the implementation of the Service-Disabled Veterans' Enterprise System (the SDVES), applications can now be submitted electronically, and the Division can manage the processing of the applications within the SDVES.



Of the 1,832 applications received since the program began, 63 (3.4%) are in process and 282 (15.3%) have been denied or withdrawn for various reasons. Of the resulting 1,495 SDVOBs that have been certified, 1,215 (82.2%) are active, 139 (11.4%) have been revoked due to buy-outs, retirement, mergers, business dissolution, or non-compliance. Another 139 (11.4%) have had their certification lapse due to failure to recertify, and two (0.2%) are not currently active or are under review. There has been one appeal, which was subsequently withdrawn.

* The Act was formerly codified in Executive Law article 17-B, but effective April 1, 2023, the Act was moved to Veterans' Services Law article 3.

Recertification

NYS SDVOB certifications are valid for five years. Of the 515 SDVOBs eligible for recertification beginning December 1, 2020 and ending December 31, 2023, 316 (61.4%) have recertified, 15 (2.9%) have recertification applications in process, 36 (7.0%) are in the process of submitting applications, and 148 (28.7%) have had their certification lapse due to failure to recertify.

SDVOB Act Impact

The NYS SDVOB Program has become widely known as the premier SDVOB program in the United States 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.

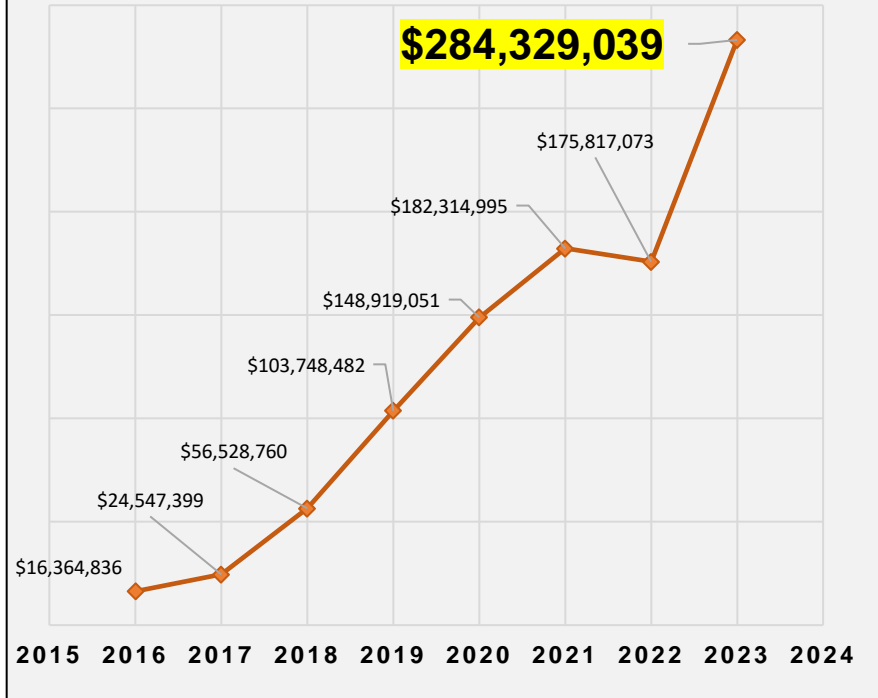
Outreach

During 2023 the Division hosted or participated in both NYS and national outreach events. The Division continued to host educational webinars for SDVOBs, agencies and authorities, and NYS prime contractors. In-person events saw a resurgence in 2023 with the Division in attendance and speaking at events looking to increase SDVOB participation on major projects with NYPA, ESD, MTA and others. These projects included the new Buffalo Bills Stadium, the public/private rebuilding of NYS Thruway Rest Stops and the new JFK Terminals (overseen by the Port Authority of NY and NJ). Executive Director Ken Williams was the featured speaker at a national Veterans in Business event in April. The year culminated with the annual major SDVOB event, Veterans in Economic Transition Conference (VETCON), held in Albany at the end of November. Over 550 were in attendance including SDVOBs, agency and authority representatives, prime contractors, and veteran support organizations. The event was a tremendous success in connecting SDVOBs with opportunities for contracts as well as providing educational information on how best to do business with New York State.

Statewide Utilization

Payments to SDVOBs for the 12 months from October 1, 2022 through September 30, 2023 totaled \$284,329,039 which was a 61.7% increase over the prior year. Since the beginning of the SDVOB Program, the Division has seen a year-over-year average increase in payments of 55.2% and anticipates continued robust growth in payments with the continued rollout of the SDVES, which will eliminate the difficulties of the former manual system associated with matching SDVOBs with appropriate opportunities, reporting SDVOB usage, timely identification of shortfalls in usage, and other aspects affecting the Program.

Annual Payments to SDVOBs



Total Awards	3,805
Total Value of the Awards	\$ 384,530,748
Average Value of Award	\$ 101,059
Total Payments to SDVOBs	\$ 284,329,039

Agency/Authority	SDVOB Utilization \$	SDVOB Utilization %
Adirondack Park Agency	-	0.0%
Agriculture & NYS Horse-Breeding Development Fund	-	0.0%
Albany County Airport Authority	190,780	1.3%
Albany Port District Commission	1,479	0.5%
Alcohol Beverage Control Board a/k/a State Liquor Authority	-	0.0%
Battery Park City Authority	1,358,225	3.2%
Board of Elections	65,717	4.8%
Buffalo Fiscal Stability Authority	313	4.6%
Capital District Transportation Authority	472,070	6.9%

Agency/Authority	SDVOB Utilization \$	SDVOB Utilization %
Cayuga County Water & Sewer Authority	-	0.0%
Central New York Regional Transportation Authority	227,042	6.3%
City University Construction Fund	346,720	1.5%
City University of New York	2,161,311	1.7%
Commission on Ethics and Lobbying in Government	2,568	100.0%
Council on the Arts	-	0.0%
Department of Agriculture & Markets	168,276	2.9%
Department of Civil Service	71,523	21.3%
Department of Corrections & Community Supervision	1,650,099	13.0%
Department of Economic Development	-	0.0%
Department of Environmental Conservation	697,654	0.6%
Department of Financial Services	422,215	47.8%
Department of Health	1,335,936	8.6%
Department of Labor	43,800,647	67.8%
Department of Motor Vehicles	1,420,590	36.4%
Department of Public Service	34,682	3.3%
Department of State	4,398,674	50.8%
Department of Taxation & Finance	38,380	8.8%
Department of Transportation	22,027,875	3.7%
Department of Veterans' Services	18,747	24.0%
Development Authority of the North Country	430,490	5.4%
Division of Budget	1,810	41.1%
Division of Criminal Justice Services	1,983	80.9%
Division of Homeland Security & Emergency Services	1,901,633	25.9%
Division of Human Rights	22,709	1.8%
Division of Military & Naval Affairs	137,515	13.5%
Division of State Police	740,785	37.6%
Dormitory Authority of the State of New York	22,216,794	4.1%
Empire Center at the Egg	-	0.0%

Agency/Authority	SDVOB Utilization \$	SDVOB Utilization %
Empire State Development	2,520,825	0.7%
Environmental Facilities Corporation	3,928,825	10.9%
Erie County Fiscal Stability Authority	610	4.2%
Erie County Medical Center	347,641	10.8%
Executive Chamber	18,392	100.0%
Gaming Commission	618,919	16.4%
Higher Education Services Corporation	137,229	26.5%
Hudson River Park Trust	1,372,993	3.0%
Hudson River-Black River Regulating District	3,308	2.0%
Information Technology Services	8,974,149	8.5%
Jacob Javits Convention Center	109,008	0.5%
Justice Center for the Protection of Persons with Special Needs	39,786	2.6%
Livingston County Water & Sewer Authority	-	0.0%
Long Island Power Authority	7,439,202	6.6%
Metropolitan Transportation Authority	40,536,578	6.4%
Nassau County Interim Finance Authority	-	0.0%
Nassau Health Care Corp.	133,315	1.6%
Natural Heritage Trust	15,550	2.0%
New York Power Authority	15,330,208	9.6%
New York State Bridge Authority	76,100	0.7%
New York State Energy Research & Development Authority	1,645,647	6.3%
New York State Homes & Community Renewal (DHCR)	4,963,263	7.5%
New York State Homes & Community Renewal (HFA)	12,949,561	4.5%
New York State Insurance Fund	8,023,959	42.1%
New York State Thoroughbred Breeding & Development Fund Corporation	4,302	3.5%
New York State Thruway Authority	10,696,972	5.0%
Niagara Falls Water Board	90,612	1.2%
Niagara Frontier Transportation Authority	447,320	4.6%
Office for People with Developmental Disabilities	1,624,705	4.9%
Office for the Aging	-	0.0%
Office for the Prevention of Domestic Violence	-	0.0%

Agency/Authority	SDVOB Utilization \$	SDVOB Utilization %
Office of Addiction Services and Supports	37,302	0.8%
Office of Children & Family Services	995,824	2.9%
Office of Employee Relations	139	0.2%
Office of General Services	19,445,611	5.4%
Office of Mental Health	2,920,104	0.1%
Office of Parks, Recreation, & Historic Preservation	2,089,465	1.7%
Office of Resilient Homes and Communities	272,756	1.2%
Office of Temporary & Disability Assistance	2,926,801	8.0%
Office of the Inspector General & Welfare Inspector General	952	0.7%
Office of the Medicaid Inspector General	34,394	11.6%
Office of the State Comptroller	309,665	2.1%
Office of Victim Services	115,414	10.7%
Ogdensburg Bridge & Port Authority	-	0.0%
Olympic Regional Development Authority	1,706,165	8.4%
Port of Oswego Authority	1,655	4.6%
Public Employment Relations Board	4,459	9.5%
Rochester Genesee Regional Transportation Authority	188,713	12.7%
Roosevelt Island Operating Corporation	110,326	1.0%
Roswell Park Cancer Institute	214,191	0.7%
Schenectady Metroplex Development Authority	-	0.0%
State Commission of Correction	-	0.0%
State University Construction Fund	7,213,374	1.7%
State University of New York	14,125,525	3.0%
Syracuse Regional Airport Authority	497,034	4.1%
United Nations Development Corporation	33,160	0.6%
Upper Mohawk Valley Water Authority	-	0.0%
Westchester County Health Care Corporation	2,363,699	12.8%
Workers Compensation Board	308,084	1.9%

Agency/Authority Efforts to Promote SDVOB Utilization

Adirondack Park Agency (APA)

The APA has regulatory responsibility to cover the 6.2 million-acre Adirondack Park under the APA Act and Freshwater Wetlands Act. The APA plans to meet its FY 2023-24 SDVOB Goal Plan of 6% in 2023-24 Q3 with the procurement of services. The APA educates its procurement/purchasing personnel by having monthly discussions on updates on SDVOB and requirements. The APA reviews the SDVOB directory on a regular basis to determine if any new listings can provide needed services or commodities. The APA reviews all purchases to determine if the items can be purchased from a SDVOB and then reviews the cost analysis. The APA has very few contracts and relies on discretionary purchases to meet the 6% SDVOB utilization.

Agriculture & NYS Horse-Breeding Development Fund

The Fund is a small public benefit corporation with a limited discretionary budget, but it has continued making strides in reaching its utilization plan's goal of 6%. The Fund has continued to use the services of an SDVOB vendor for advertising and marketing and will continue to seek SDVOB vendors for any projects or services we may need in the future. Much of the Fund's discretionary spending is for trade-specific purchases, which are not available from SDVOB vendors. Fund staff has attended VETCON to find more opportunities to utilize SDVOB.

Albany County Airport Authority

The Authority helps certified 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 VETCON 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's FY 2023-24 Master SDVOB Goal Plan calls for at least a 6% utilization rate for SDVOBs. To reach this goal, all Port staff are educated about SDVOB requirements at regular meetings. Port staff will continue to attend VETCON to inform SDVOBs about upcoming opportunities. The Port inserts SDVOB language in all procurement documents. Prior to the bidding of contracts, staff reviews the SDVOB directory and highlights the SDVOB focus with consultants to determine SDVOB goals. The Port monitors prime contractors to ensure that they comply with reporting requirements and that good faith efforts are made to meet the utilization goals established under the contracts.

Alcoholic 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 SDVOB goals.

Battery Park City Authority (BPCA)

When a procurement opportunity arises, BPCA's procurement team conducts extensive outreach to the SDVOB community and the Division. BPCA also identifies companies owned by a service-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. SDVOBs are encouraged to apply as prime contractors. Additionally, BPCA has worked with the Division on identifying SDVOBs for an upcoming set aside opportunity.

Board of Elections

The Board understands the importance of the SDVOB program and the opportunity it presents to SDVOB businesses. After the review of the SDVOB directory, the Board has identified the following areas of possible utilization: Office Furniture/Supplies/Equipment, IT Resellers and Advertising, Printing & Marketing Services. As part of the Board's day-to-day activities, the Administrative Office intends to regularly identify SDVOB resources from the SDVOB directory and have an ongoing dialogue with Division staff, as necessary. The Board intends to actively solicit SDVOB vendors by diligently reviewing all possibilities on centralized contracts, where available, and actively solicit SDVOB vendors for all open, competitive bid opportunities. The Board will encourage P-card holders to utilize SDVOB firms by reviewing statements to identify areas where utilization could be improved.

Buffalo Fiscal Stability Authority (BFSA)

BFSA purchases are generally limited to office supplies. For FY 2022-23, \$3,362.29 was spent on qualifying purchases with \$408.72 being awarded to SDVOB making our SDVOB participation rate 12.16%. For the first two quarters of FY 2023-24 \$1,938.03 was spent on qualifying purchases and \$0 was awarded to SDVOB vendors making our participation rate for the current fiscal year 0%. It has been challenging to order office supplies from SDVOB vendors this fiscal year due to high shipping fees making potential purchases cost prohibitive. A thorough cost analysis is always performed to ensure BFSA's spending is cost-effective and SDVOB vendors are utilized where appropriate. BFSA is committed to pursuing SDVOB vendors for Q3 and Q4 purchases to reach the 6% participation goal for FY 2023-24.

Capital District Transportation Authority (CDTA)

The average utilization for the previous four quarters was 5.7% (which is the same as the previous year). While this is still under the mandated 6% utilization it is encouraging to see a steady state for usage and is higher than all previous years. CDTA has been able to find success through promoting the importance of SDVOB usage in procurement documents including how prime contractors may locate SDVOB subs. This, coupled with CDTA's more enhanced prime contractor reporting requirements, has not only ensured awareness of SDVOBs, but the capture of actual work/dollars performed by them on several large construction projects.

Cayuga County Water & Sewer Authority (the CCWSA)

The CCWSA is a component unit of Cayuga County, NY. As such, this agency is a revenue-based business with the ability to apply for local, State, federal grants and various funding opportunities when appropriate. The CCWSA is not currently under State contract or subcontract and most work is completed by maintenance employees. The CCWSA services and constructs water and sewer infrastructure and will look to partner with SDVOBs on these projects in the future when there is opportunity to contract for these services. In the interim, the CCWSA will look to utilize SDVOBs in discretionary purchasing, where appropriate. The CCWSA will utilize the SDVOB directory and contact the Division for assistance to meet SDVOB utilization requirements.

Central New York Regional Transportation Authority (CNYTRA)

The CNYRTA procurement team collectively considers the SDVOB program with every procurement opportunity. The SDVOB directory is utilized on a regular basis to find certified SDVOBs for all applicable micro and small procurements. Pre-bid meetings are conducted for applicable formal contracts to inform potential bidders about subcontracting opportunities and to share contact information of interested SDVOB vendors. Additionally, the SDVOB directory is reviewed prior to every formal contract opportunity in order to include SDVOBs as prime vendors. CNYRTA's Snow Removal Services contract was awarded to an SDVOB as a prime vendor in FY 2023-24 Q2.

City University Construction Fund (CUCF)

CUCF remains committed to increasing SDVOB participation in its procurements. Recently, CUCF awarded 248 requirements contracts for Architecture, Engineering, Construction, Real Estate, and Legal Services. All task orders to be issued under these contracts will include SDVOB goals of up to 6%. Further, CUCF has begun using its discretionary authority by targeting SDVOBs in its outreach for administrative purchases. CUCF also conducts SDVOB-focused email outreach for new solicitations. CUCF promotes and maintains its website, www.cuny.edu/cunybuilds, where firms can register to receive future CUCF solicitations, find current contracting opportunities, and contact information for partnering opportunities. CUCF participates in numerous diversity events throughout the year, including VETCON, and co-hosts its annual MWBE & SDVOB conference with CUNY.

City University of New York (CUNY)

CUNY has established system-wide SDVOB guidance, reemphasized SDVOB requirements during its monthly administrative meetings, participated in outreach activities, and continues to track SDVOB utilization system-wide. Procurement teams are strongly encouraged to exercise their informal (discretionary) purchasing authority and consider SDVOB set asides. All procurements that meet the threshold for SDVOB participation goals are reviewed and monitored by the Supplier Diversity Team. The Supplier Diversity Team also conducts SDVOB-focused email outreach for specific solicitations to further encourage the vendor community to respond to CUNY opportunities. CUNY participates in 30+ supplier diversity events and hosts an annual supplier diversity conference to encourage SDVOB firms to meet and develop business connections with CUNY's 25 colleges.

Commission on Ethics and Lobbying in Government (COELIG)

The mission of COELIG is to ensure compliance with the ethical standards imposed to foster public trust and confidence in government. Administration staff has been and continues to be trained in all procurement activities and are aware of SDVOB goals assigned to the agency. COELIG's procurement spending applies predominantly to commodities that fall under office supplies, software and hardware, office equipment, and furniture. As SDVOB vendors that supply these goods are added to the SDVOB directory, COELIG will continue to make every effort to procure accordingly.

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 and purchasing personnel routinely review SDVOB requirements.

Department of Agriculture & Markets

The Department's general approach to SDVOB inclusion is regular monitoring of potential contractual or discretionary spending for opportunities to utilize SDVOB providers. Standard SDVOB language is included in procurement and contract documents to ensure that even when no SDVOB goal is present that there is a reference to the program. The Department achieved an SDVOB utilization percentage of 6.785% in FY 2023-24 Q2 and will continue to use SDVOB vendors to reach the 6% goal. Department staff continues to attend the annual VETCON to meet with SDVOBs that could be potential vendors.

Department of Civil Service

Discretionary purchases present the greatest opportunity for the Department to achieve its SDVOB goals. When the Department is buying services or commodities that are not available from a preferred source, Department purchasing staff perform a thorough review of the OGS centralized contracts and SDVOB directory to identify potential vendors. The Department aims to purchase medical supplies and equipment from a current SDVOB that offers many items needed by the Employee Health Service unit. The Department purchased mass emailing software from another SDVOB that is a vendor on an OGS centralized contract. These purchases represent recurring needs that will allow the Department to meet its utilization goals in future years. During FY 2022-23, the Department achieved 21% SDVOB utilization.

Department of Corrections & Community Supervision (DOCCS)

DOCCS is committed to increasing opportunities available to SDVOB vendors. SDVOBs are utilized for a variety of procurements including discretionary purchases, minor rehab projects, and the like. DOCCS connects with SDVOBs by attending events like VETCON to promote projects suitable to SDVOB vendors and encourages facilities to maximize SDVOB inclusion on appropriate projects. DOCCS employs an MWBE/SDVOB team to promote SDVOB utilization and ensure facility staff receive updates to the SDVOB directory and assistance in finding SDVOBs to meet their project needs. DOCCS works with its MWBE/SDVOB team to utilize SDVOB source documents to determine SDVOB availability and ensure contracts have SDVOB goals for applicable opportunities. DOCCS continues to the 6% goal and remains committed to uphold those standards.

Department of Economic Development (DED)

DED has internal guidance for all staff on the purchasing, RFP, and contract management process. Within this guidance, program staff are instructed to contact the Office of Contractor and Supplier Diversity (OCSD) for a determination of SDVOB goals, if applicable, on procurements. Program staff also need to be familiar with the OGS Business Services Center's purchasing oversight guidance, which includes information on the consideration of SDVOBs for different procurement types. DED staff attend 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. DED 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)

DEC makes a goal determination for each contract by researching the SDVOB directory and comparing the available certified businesses to each scope of work and location. Additionally, DEC solicits SDVOBs directly to increase the use of SDVOBs as prime contractors. Grants have recently been awarded with SDVOB subcontracting language and are expected to significantly enhance overall SDVOB utilization. Compliance staff 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 purchase order/commodity procurement under \$50K. DEC believes that these steps, along with instituting set-aside procurements where appropriate, will enhance its efforts to achieve the 6% goal.

Department of Financial Services (DFS)

This period, DFS increased its utilization rate to 47.8%. As more SDVOBs have been added to OGS centralized contracts, DFS's opportunities to do business with them has expanded. DFS regularly reviews the SDVOB directory 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 of up to \$500,000.

Department of Health (DOH)

DOH sets a 6% SDVOB goal on Statewide Health Care Facility Transformation Program (SHCFTP) capital projects, as well as, reviewing the SDVOB directory for discretionary purchases. DOH meets with capital awardees to discuss SDVOB language, assist with the SDVOB directory, and pursue SDVOB spending opportunities. DOH reviews submitted SDVOB utilization plans and waivers to monitor good-faith efforts under capital projects, maximizing utilization and enforcing compliance. DOH partners with DASNY, seeking SDVOB opportunities via facilities maintenance projects, aligning SDVOBs found within the directory with capital and facility opportunities. SHCFTP IV will be awarded with a 6% SDVOB goal on each award.

Department of Labor (DOL)

DOL has been successful in achieving and substantially exceeding the required 6% SDVOB utilization goal over the last two years. DOL has achieved a 67% SDVOB utilization goal over the past four quarters with over \$20 million in SDVOB utilization expenditures. 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 increase of SDVOBs on OGS centralized contracts. The SDVOB Administrator works with program areas as procurements are being developed to determine if there are opportunities for SDVOBs and provides training to program area staff. DOL will continue to implement policies and procedures to ensure that certified SDVOBs have the opportunity for maximum feasible participation in the performance of DOL contracts.

Department of Motor Vehicles (DMV)

Throughout 2023, 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 SDVOB directory 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 or updates to the program and attended VETCON 2023 to network with prospective SDVOBs. Due to DMV's ongoing efforts, the agency has been successful in exceeding the SDVOB utilization goal.

Department of Public Service (DPS)

DPS greatly exceeded the 6% utilization goal prior to 2020 but was unable to meet the goal in FYs 2020-21, 2021-22, and 2022-23 due to the pandemic, stay-at-home orders, and the fiscal crisis (utilization was around 3%). 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 NYS 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 and services needed. Despite these challenges, DOS has achieved an overall utilization of 58.15% over the last four quarters. This utilization was

achieved mainly through including language in procurement contract documents, disseminating information to DOS 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

Procurement staff routinely utilize several techniques as part of the Department's strategy to maximize SDVOB utilization. SDVOB language is included in Department contracts and solicitations. In accordance with the Department's procedure, staff identifies SDVOB resources from the SDVOB directory and consults with Division staff, as necessary. The Department utilizes the statutory discretionary buying threshold as well as set asides for SDVOB firms, when applicable, and continually encourages Department P-card holders to utilize SDVOB firms. The Department attended the 2023 VETCON to meet potential SDVOB firms, publishes any bid opportunities of \$50,000 or greater in the Contract Reporter, and publishes projected procurements of \$5,000 to \$50,000, quarterly.

Department of Transportation (DOT)

The actions taken to achieve the required 6% SDVOB utilization includes outreach, completing goal assessments prior to advertising, identifying SDVOB vendors who can perform the work items on the contract, seeking additional SDVOB participation during post award when additional work items are added to the contract, tracking payments to SDVOB vendors in EBO (subcontractors), and SFS (prime contractors), and training staff on how to solicit SDVOB vendors for projects. The Pre-Award Unit within the Office of Construction, as well as the Office of Diversity, evaluates contract goal commitments, including good faith effort analysis. DOT's SDVOB goal guidance is 6%. DOT reports and tracks utilization plans, waivers and good faith efforts on the DOY public website.

Department of Veterans' Services (DVS)

DVS promotes New York State's SDVOB program at outreach events across New York State. Given that DVS's target audience is veterans, including veteran business owners, DVS's 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 promotes the State's SDVOB opportunities on its 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 purchase of promotional items to use at the agency's outreach events.

Development Authority of the North Country

The Authority continues to look for opportunities to meet and exceed the NYS 6% SDVOB goal on procurements. The Authority was able to obtain SDVOB utilization in the past 4 quarters by promoting the use of SDVOBs utilizing the following procurement methods: use of SDVOBs as diversity suppliers on centralized contracts, procuring commodities and services through the Authority's 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 direct solicitation of 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 Budget (DOB)

DOB's goal is to purchase services and commodities from SDVOBs as much as practicable based on the established statewide procurement guidelines. Given 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 a SDVOB vendor and will discuss opportunities with Division staff. 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 includes SDVOB language in solicitations and contracts. Quarterly meetings are held with DCJS program procurement liaisons to encourage the use of SDVOB vendors. Informative communications pertaining to the SDVOB program are sent to program areas. DCJS includes an SDVOB segment to the agency as part of its "Procurement 101" training and has uploaded SDVOB information to the DCJS Intranet. DCJS procurement staff promote the use of SDVOB vendor utilization when there is an opportunity for an SDVOB to provide needed commodities and services.

Division of Homeland Security & Emergency Services (DHSES)

DHSES reviews all purchases for SDVOB opportunities. This process involves the agency's Finance Unit seeking opportunities when available throughout the purchasing workflow. DHSES utilizes SDVOB vendors and resellers and has been and will continue to increase utilization moving forward as staff continues to network with various vendors and resellers. Over the last four fiscal quarters, DHSES had utilization percentages of 32.2% for FY 2022-23 Q3, 4.6% for 2022-23 Q4, 18.8% for 2023-24 Q1, and 39.9% for 2023-24 Q2. DHSES has identified vendors who will provide consistent, recurring utilization, which will lead to these increased utilization numbers moving forward. DHSES Finance remains optimistic about its SDVOB utilization moving forward into the future.

Division of Human Rights (DHR)

DHR worked diligently to increase its utilization of SDVOBs in FY 2022-23. DHR proactively reviews the SDVOB directory prior to every discretionary purchase but encounters challenges because of the limited number of SDVOBs able to provide the specific goods and services DHR needs. DHR does maintain a small list of SDVOBs that operate within industries in which it does transact business, and, for relevant procurements, SDVOBs were utilized exclusively. On an ongoing basis DHR conducts reviews of its SDVOB utilization together with current market pricing.

Division of Military & Naval Affairs (DMNA)

DMNA's SDVOB utilization for the two most recent quarters was greater than 6%. This is attributed to using set asides and directing certain programs to utilize SDVOB vendors for annual purchases. To ensure that the SDVOB utilization rate continues to be met, DMNA conducted web-based training in January 2023. During this training, a demonstration was provided on how to locate SDVOBs using the SDVOB directory. Staff were also encouraged to seek and refer potential SDVOBs to the appropriate points of contact to gain certification. DMNA continues to monitor all procurement requisitions for compliance by reviewing individual requests to ensure that SDVOBs have been considered for procurement opportunities. DMNA's Fiscal Policy Memorandum P-008C, updated on September 22, 2023, includes specific steps that need to be taken in order to meet the quarterly utilization rate. DMNA also attended VETCON 2023 to engage with SDVOBs.

Division of State Police

The Division of State Police has developed purchasing guidelines that are distributed to all employees that are involved in purchasing or contracting. Specific instructions regarding the identification, solicitation, and use of SDVOBs are included in this document. The Division of State Police utilizes the SDVOB directory, OGS centralized contract listings, and information on file to identify SDVOBs for purchases and goal setting. Solicitations and promotional material received from SDVOBs 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 services. Correspondence or other marketing contacts received from businesses are reviewed and the information is added to our files for future reference. In addition, staff participate in VETCON.

Dormitory Authority of the State of New York (DASNY)

DASNY remains committed to maximizing contractual opportunities for SDVOBs. DASNY employs numerous strategies and programs to identify, notify, educate, and support SDVOBs. DASNY engaged SDVOBs for prime and subcontracting opportunities in construction, construction-related professional services, internet technology, operations, and commodities and services. Outreach includes direct notice of procurement opportunities to SDVOBs; participating in VETCON, and the MWBE/SDVOB Forum; organizing DASNY's statewide virtual networking sessions, enrolling SDVOBs in DASNY's Registry, Plan Holders Lists & Interested Subcontractor/Suppliers List designed to link MWBEs/SDVOBs/SBEs with DASNY opportunities. DASNY's Opportunity Programs Group meets regularly with other divisions to identify opportunities for SDVOBs. DASNY's Capital Management Plan provides bonding assistance, capital access and backend management to SDVOBs. DASNY's MWBE/SB Pilot Program (PAL § 1678(29)) provides opportunities for SDVOB participation.

Empire Center at 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, 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. Unfortunately, the non-exempt contracting opportunities for the Egg are extremely limited, and the Egg has been unable to identify SDVOBs that provide the commodities and services needed.

Empire State Development (ESD)

ESD's Office of Contractor and Supplier Diversity assesses goals on procurements and analyzes the subcontracting opportunities and availability of SDVOBs on projects. ESD staff regularly attend VETCON to meet SDVOBs, discuss ESD procurement opportunities, and identify potential SDVOB firms for future opportunities. ESD has also focused 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 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. With regular purchases, the

SDVOB directory list is consulted. The Authority will consider SDVOBs for discretionary purchases such as office supplies, where appropriate, and consult with the Division as needed.

Erie County Medical Center (ECMC)

ECMC's SDVOB utilization rate for the past four quarters exceeded 6%. This is a result of a process to help promote the use of SDVOBs by connecting business owners at ECMC with SDVOBs to increase discretionary spend opportunities. ECMC reviews both contracts and competitive bids prior to issuing for SDVOB goals. If goals apply on a competitive bid, ECMC conducts pre-bid calls where potential respondents are educated on SDVOB requirements and reporting and requires a utilization plan to be submitted as a bidding requirement. ECMC continuously monitors all agreements with SDVOB goals to ensure prime contractors are meeting their goals and to assist any vendors that may have difficulties in achieving their goals.

Executive Chamber

The Executive Chamber is a relatively small agency, and nearly all of its spending is non-discretionary. Almost all the expenses are exempt from SDVOB reporting (agency-specific contracts/leases, purchases from preferred sources or centralized contracts, personal service costs, or interagency billings). Despite this, the Executive Chamber exceeded its 10% utilization goal thanks to the efforts of the procurement staff at 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 exceeding the 6% SDVOB goal, averaging 16.4% in utilization attainment over the previous four quarters (FY 2022-23 Q3, 2022-23 Q4, 2023-24 Q1, 2023-24 Q2). The Commission remains steadfast in its support of the SDVOB program. The Commission achieves program compliance by assessing each procurement opportunity and setting goals wherever possible by using the SDVOB directory to identify and source potential vendors. SDVOB participation is also sought through discretionary spending. The Commission monitors SDVOB goals to ensure vendors are meeting set goals and actively works with vendors to ensure compliance.

Higher Education Services Corporation (HESC)

Before beginning the procurement process, HESC determines whether a qualified SDVOB is available to provide 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 discretionary procurements, there have been limited opportunities to utilize SDVOBs. HESC will continue to review all discretionary opportunities to identify opportunities for SDVOBs and is currently on track to meet its SDVOB goal for FY 2023-24.

Hudson River Park Trust (HRPT)

In FY 2023-24, HRPT has continued its concerted effort to increase its utilization of SDVOB certified vendors but has faced a slight decrease to 3.05% utilization from the 3.58% utilization reflected in the 2023 report – in large part due to the varying nature of construction and other projects. But that is an improvement to the 1.94% utilization reflected in the 2022 report. As such, HRPT attributes the increase largely to targeted staff procurement training and improved SDVOB outreach. Additionally, HRPT staff attended the 2023 VETCON to amplify HRPT's marketing message. HRPT will continue its outreach and training efforts as it strives to meet its 6% FY 2023-24 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 Regulating District's overall strategy consists of identifying firms from the SDVOB directory serving the North Country. All purchases are reviewed to determine SDVOB opportunities. The Regulating District relies upon discretionary purchases to achieve its SDVOB goals. Additionally, the Regulating 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, the Regulating District will unbundle contract deliverables. All contracts include SDVOB language and purchasing personnel are educated regarding SDVOB requirements. The Director of Administrative Services is the SDVOB point of contact and assists staff in identifying opportunities for SDVOB utilization. The Regulating District will continue to work with staff to increase awareness and to build upon its current efforts.

Information Technology Services (ITS)

ITS considers SDVOB utilization in the order of precedence including preferred sources, 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 ongoing efforts like the annual VETCON conference and the NYS Small Business Tour. ITS also works with the SDVOB program staff to maximize inclusion of SDVOBs when purchasing commodities, services, and technology.

Jacob Javits Convention Center

The Corporation aims to meet or exceed the 6% SDVOB goal. To this end, (a) bidders of contracts expected to exceed \$50,000 are encouraged to subcontract SDVOB, (b) for projects below \$50,000, the Corporation solicits bids with a primary focus on SDVOB companies suitable to the work required, (c) 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 (d) for projects over \$50,000, staff will contact the SDVOB liaison with the project information for additional help reaching prospective vendors. The Corporation expects utilization to increase in the upcoming quarters as it recently contracted with an SDVOB vendor to provide stainless steel cleaning services for the next three years. To increase utilization, the Corporation will continue to be more proactive in engaging SDVOB companies to participate in upcoming bid opportunities.

Justice Center for the Protection of Persons with Special Needs

The Justice Center's SDVOB review process includes vetting commodities and services available through centralized contracts for SDVOB vendors before procuring and closely examining the current SDVOB directory before making discretionary purchases. The Justice Center has worked to increase its SDVOB usage during 2023 by continuing to employ this approach. The agency has several SDVOB vendors that were found through the standard SDVOB review process. The Justice Center had a booth at VETCON 2023 to increase exposure to certified vendors. Most of the Justice Center's purchasing is made through centralized contracts, which limits the opportunity for open-market procurements. Where possible, the agency will attempt to employ set asides. Additionally, the Justice Center will explore utilizing SDVOB resellers to further increase utilization, where applicable.

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

PSEG Long Island, acting as agent for the Long Island Power Authority, engages in several activities and events designed to promote the utilization of SDVOBs. These include (i) hosting an annual conference where SDVOB attendance is encouraged and SDVOB vendors have an opportunity to interact and build relationships with the procurement team; (ii) attending four to five other diversity events and conferences throughout the state including VETCON; (iii) providing SDVOB training to all PSEG Long Island procurement staff to ensure that all stakeholders understand the importance of complying with SDVOB engagement processes; and (iv) requiring all qualifying vendor bid response documentation to contain SDVOBs to be used, percentage of contract dollars to be spent, and fully documented good faith efforts.

Metropolitan Transportation Authority (MTA)

MTA remains fully committed to increasing its procurement opportunities to SDVOBs. MTA agencies provide ongoing training to procurement staff on requirements and work closely with Supplier Diversity and MTA's Department of Diversity and Civil Rights to identify firms on the MTA bidders list for various opportunities. Additionally, MTA invites SDVOB firms to attend MTA's New Firm Orientation, which is held quarterly. The orientation provides an overview of contracting opportunities with MTA agencies and explains how to access opportunities. SDVOBs are invited to participate in discretionary solicitations for goods and services valued up to \$1.5 million without a formal competitive process. MTA participates in numerous outreach events throughout the year, including VETCON and Competitive Edge events, to network with SDVOBs. MTA has identified a few areas where it sees a potential for SDVOB growth and expects to target outreach to firms providing financial services, construction, and information technology.

Nassau County Interim Finance Authority (NIFA)

All of NIFA's RFPs have a SDVOB goal of 6%. In addition, proposers who are certified as a SDVOBs should include this information in their proposal. NIFA intends to execute a tender offer later this year involving SDVOB broker/dealers identified in a prior year's outreach. NIFA continues to include an SDVOB broker/dealer in its monthly bids. NIFA will actively continue its outreach for inclusion of SDVOBs to fill its business needs.

Nassau Health Care Corp.

As Nassau Health Care Corp. continues to strive towards 6% SDVOB utilization, it is looking to expand our utilization of SDVOBs in the areas of engineering and construction. Additionally, the Corporation has identified and made efforts to buy supplies through an SDVOB vendor, which will significantly improve SDVOB utilization going forward. The Corporation will continue to advertise to SDVOBs and reach out to the Division to help identify SDVOBs as needed. Additionally, the Corporation will continue to search for SDVOB vendors that can be utilized in discretionary purchasing.

Natural Heritage Trust (NHT)

Most procurements are done by NHT's partnering agency staff (NYS Parks and NYS DEC), so NHT is somewhat limited to agency SDVOB programs in reaching goals. Most often, NHT raises funds for a portion of a given program or project and holds those funds until they're 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 brings to the attention of regional staff that the requirements of SDVOB usage within the partnering agencies also applies to services and commodities that the NHT holds funds for.

New York Power Authority (NYPA)

NYPA/Canal Corporation remains committed to increasing SDVOB participation in its contract portfolio as the State fosters a green economy across all sectors and supports its historic canal system. NYPA/Canals established Authority-wide SDVOB guidance, reemphasizes SDVOB requirements to its buyers, and continues to track and monitor SDVOB utilization. The Authority offers supportive business development programs, free of charge, to SDVOB firms interested in developing their capabilities to perform on its projects. 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. Buyers are strongly encouraged to exercise their discretionary purchasing authority and consider set asides. The Authority participates in 30+ supplier diversity events each year across the State and hosts an annual supplier diversity expo to encourage SDVOB firms to learn more about its contracts and to develop business connections with its contractors, suppliers, and NYPA's Supplier Diversity Team.

New York State Bridge Authority (NYSBA)

NYSBA is committed to continuously advancing SDVOB participation. The bulk of NYSBA's spending is on construction, but few SDVOBs have bid as prime contractors on those projects. Although prime contractors must attempt to meet the SDVOB goals through subcontractors and suppliers, the infrequent nature of NYSBA contracts sometimes results in inconsistent utilization. NYSBA attempts to make up the difference with commodities and service projects, but NYSBA spend in these areas is not sufficient to adequately offset that deficiency. As always, NYSBA looks to leverage future procurements to achieve better SDVOB utilization.

New York State Energy Research & Development Authority (NYSERDA)

To encourage SDVOB participation within NYSERDA's contracts and procurements and ensure that information on the updated status of SDVOB vendors is made available to all staff, staff routinely search the SDVOB directory for qualified vendors to procure goods and services. New solicitations are reviewed for SDVOB opportunities and 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. NYSERDA continues to find success in contracting with Information Technology and Temp Services firms. NYSERDA participates each year in VETCON to communicate contracting opportunities for SDVOB vendors.

New York State Homes & Community Renewal (HCR)

HCR and Housing Trust Fund Corporation continue to incorporate SDVOB participation in all applicable contracting and subcontracting opportunities. 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 good faith efforts to solicit qualified subcontractors listed in the SDVOB directory. Additionally, HCR 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 Housing Finance Agency (HFA)

HFA continues to incorporate SDVOB participation in all applicable contracting and subcontracting opportunities. Each funding award issued through the agency is assessed for SDVOB opportunities and assigned an appropriate goal. Prime contractors must submit a plan to meet the assigned goal or demonstrate good faith efforts to solicit qualified subcontractors listed in the SDVOB directory.

New York State Insurance Fund (NYSIF)

NYSIF continues to exceed the 6% target goal for SDVOB utilization by taking advantage of the SDVOB directory for many procurement opportunities. NYSIF's total SDVOB utilization of \$11,214,911 for the previous four quarters has surpassed the goal plan projection of \$1,564,741 for an average utilization of 32.73%. This was facilitated by the issuance of several large IT contracts to SDVOB vendors. NYSIF's goal is to always meet or exceed the 6% utilization target. To this end, NYSIF reviews the SDVOB directory regularly for newly certified vendors and potential procurement opportunities. NYSIF will continue to attend and sponsor outreach events and foster relationships with current SDVOB vendors for future opportunities. NYSIF utilizes all procurement options under the SDVOB program to maximize SDVOB utilization, including discretionary procurement and set asides. At present, most of NYSIF procurement opportunities are in the services and commodities categories. NYSIF posts all utilization plans on its website at NYSIF.com.

New York State Thoroughbred Breeding & Development Fund Corporation

The Fund continues to try to identify discretionary spending for SDVOBs, but because the Fund has limited discretionary spending, the opportunities are scarce. But this year the Fund was able to identify an SDVOB vendor that could provide some needed office supplies. The Fund will continue to search for potential SDVOB opportunities and will continue to utilize the current SDVOB vendors it has developed a relationship with for additional commodity and service purchases as needed.

New York State Thruway Authority

All procurements are evaluated prior to advertisement to determine if the scope of work provides any opportunities for SDVOB participation. The Authority will continue to monitor the SDVOB directory and identify firms that can be utilized on its heavy highway projects. Procurements within the discretionary spending authority and where competition can be established will also be prioritized. For those procurements above the discretionary authority, solicitations will be reviewed for SDVOB opportunities and potential certified SDVOBs will be added to the bidders list. The Authority has implemented the following strategies to increase the overall SDVOB utilization: increase outreach and training to potential certified SDVOB firms on "How to Do Business" with the Authority, send upcoming opportunities notifications to SDVOB firms in the project's location, conduct yearly Authority staff training to ensure compliance SDVOB requirements, and continue to attend SDVOB outreach events to identify firms for participation.

Niagara Falls Water Board (NFWB)

NFWB and its new Acting Executive Director are committed to finding and evaluating potential SDVOB opportunities to meet or exceed the State's 6% SDVOB utilization goal. All bids and RFPs will be reviewed for SDVOB goals and appropriate model language will be incorporated. Communication has been made to contractors to look for SDVOB subcontractor opportunities, and SDVOB goals will be included on NFWB projects, where appropriate. Along with larger contracts, NFWB will look at additional opportunities to meet SDVOB utilization goals with smaller discretionary purchases such as office and printing supplies.

Niagara Frontier Transportation Authority (NFTA)

NFTA conducts training for all managers and supervisors on how to find and utilize SDVOB suppliers. In early 2023, NFTA updated its Procurement University, which provides additional online training on how to fulfill the requirements of the NFTA's 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 New York State 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 its discretionary spending. OPWDD will ensure that any nonprofits conducting environmental modifications for OPWDD review any eligible SDVOB vendors to include on the bidder's list. The subject bid results are subsequently reviewed by the SDVOB compliance team. OPWDD will reach out to OPWDD regional managers to ensure that they are aware of participating SDVOBs available on the OGS centralized contracts. OPWDD's compliance team will ensure that subcontractor utilization goals are considered for all non-exempt, non-excluded procurements. The compliance team will ensure that qualifying SDVOB prime contractors are notified of competitive solicitation opportunities.

Office for the Aging (NYSOFA)

NYSOFA's SDVOB spending has historically increased due to expanded opportunities for purchases from commodity vendors. NYSOFA maintains records on its SDVOB activities and reports compliance efforts of the agency. NYSOFA reviews its utilization goal on a quarterly basis and reviews its efforts to increase SDVOB participation in procurement opportunities. NYSOFA reaches out to the Division for guidance and technical assistance, as needed.

Office for the Prevention of Domestic Violence (OPDV)

OPDV is responsible for following purchasing procedures and vigorously pursues all opportunities to utilize SDVOBs. Additionally, the Assistant Director of Equity and Inclusion works collaboratively with OPDV Director of Finance and Administration to ensure on a continuous basis that SDVOB purchasing goals are, and continue to be, a priority. Whenever purchases are to be made, OPDV staff consult the SDVOB directory, and they have incorporated SDVOBs into the agency's limited purchasing opportunities.

Office of Addiction Services and Supports (OASAS)

OASAS continues to make good faith efforts to utilize SDVOBs for discretionary spending as well as encourage goals in solicitations. OASAS has utilized two SDVOB vendors consistently throughout the past fiscal year. Opportunity Program staff will continue to seek out SDVOB vendors on OGS centralized contracts and reseller opportunities whenever possible. In addition, OASAS staff attended the in-person VETCON held in November. Many new staff have joined the Contracts and Procurements and Purchasing units at OASAS this year, and OASAS will reach out to the Division to schedule training for this new staff.

Office of Children & Family Services (OCFS)

OCFS promotes SDVOB utilization and participation in all OCFS contracting and subcontracting opportunities. Goals are determined based on the goods and services being procured for each contract. OCFS encourages program areas and contractors to consider SDVOB utilization at a minimum of 6% of their discretionary spending. Utilizing kick-off meetings and planning, OCFS offers programs assistance in locating certified SDVOBs prior to the release of each procurement to accurately reflect SDVOB opportunities and also conducts goal assessments, taking into consideration specific factors pertaining to each procurement, to determine if there are SDVOB resources that could fulfill contract needs. OCFS's Purchasing Unit additionally maximizes the use of SDVOBs for all discretionary purchases by reviewing the SDVOB directory and utilizing centralized contracts.

Office of Employee Relations (OER)

OER seeks to procure with SDVOBs 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. New York State 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.

Office of General Services (OGS)

OGS currently has 685 awarded construction contracts with SDVOB subcontracting goals and 50 contracts awarded to certified SDVOB prime contractors and anticipates these numbers to increase. All applicable OGS procurements are assessed for SDVOB opportunities and availability to set an achievable goal. Contracting opportunities are disseminated to certified SDVOBs for all advertised procurements via multiple outreach vehicles, including OGS discretionary purchases. Contracts are monitored weekly with the assistance of electronic attainment tracking notifications from the OGS Design and Construction Unit to ensure the utilization of SDVOBs. The Office of Business Diversity within OGS will continue to participate in outreach events to inform, educate, and engage SDVOB firms on OGS contracting opportunities. The OGS Compliance Team directly interacts with prime contractors to ensure good faith efforts are adhered to during the life cycle of OGS contracts. The Compliance Team is also responsible for gathering and reviewing detailed good faith effort documentation prior to granting waivers.

Office of Mental Health (OMH)

OMH is committed to the growth of SDVOB participation within all procurement opportunities. When a contract or purchasing need arises, the Bureau of Procurement Enterprise Services (BPES) reviews the scope of work. BPES then utilizes the SDVOB directory to search for possible prime contractors, or subcontractors, all of which are added to the bidders list for that procurement. Many solicitations require mandatory site visits, and during that time staff explain the contract goals. OMH encourages all attendees to reach out to SDVOB subcontractors directly to let them know of the procurement opportunity and any areas in which they may be utilized. Waiver requests are reviewed for good faith efforts by staff for completeness, and then approved by their supervisor. BPES will continue to work closely with the vendor community, and OMH staff, to utilize SDVOBs to the maximum extent feasible.

Office of Parks, Recreation, & Historic Preservation

The Agency's utilization percentage continues to grow. Currently the Agency has 2.05% in these first two quarters, which is double what was reported for the previous fiscal year. The Agency continues to focus its efforts on construction and is establishing goals higher than 6%, where applicable. The Agency has seen a very large growth in the use of SDVOB subcontractors as well as some primes. Incorporating SDVOB vendors into the established pre-assessment process for MWBEs has helped increase participation. The Diversity Compliance staff has increased and is being more diligent in monitoring contracts regularly to be sure SDVOB goals are being achieved.

Office of Resilient Homes and Communities (RHC)

In October 2022, RHC, successor to the former temporary office known as the Governor's Office of Storm Recovery, was formed under the Housing Trust Fund Corporation (HTFC), a public benefit corporation under the umbrella of Homes and Community Renewal (HCR). RHC will work with HCR/HTFC to ensure that proper documentation related to SDVOB utilization is collected and reviewed throughout the lifecycle of future contracts procured under HTFC related to RHC funding, where required. For any new federally funded RHC contracts, HTFC/RHC shall continue to encourage compliance with SDVOB requirements and the utilization of SDVOB firms, where applicable and feasible. For any new RHC contracts that utilize State funding, HTFC/RHC will ensure that all applicable standards and requirements are followed, including those pertaining to SDVOB.

Office of Temporary & Disability Assistance (OTDA)

OTDA supports the efforts to promote economic opportunities for disabled veterans, and to ensure that there are no barriers that impair the access of SDVOBs to State contracting opportunities. OTDA affirmatively commits to engaging in efforts to increase opportunities for SDVOBs in all agency procurements by encouraging contractors to procure from SDVOBs. OTDA also routinely reviews exclusions and exemptions lists to identify opportunities towards increasing the agency's discretionary purchasing of goods and services from SDVOBs. OTDA actively conducts outreach to SDVOBs and attends events targeted to the SDVOB community. Currently, OTDA is exceeding the statewide SDVOB utilization rate of 6%.

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

OIG is fully committed to procurement practices in support of SDVOBs. All OIG staff members responsible for procurement regularly consult the SDVOB directory to determine purchasing opportunities. 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 and MWBEs. 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 bidder lists and are targeted for discretionary purchases whenever appropriate. OMIG exceeded the required 6% SDVOB utilization for FY 2022-23. OMIG will remain extremely committed to supporting the State's effort to utilize SDVOBs.

Office of the State Comptroller (OSC)

OSC's efforts to attain its FY 2023-24 SDVOB goal include changes that emphasize inclusion of SDVOBs in procurement opportunities. These changes are comprised of directives to procurement staff to incorporate SDVOBs where feasible as well as continued training of program staff. These efforts have fostered a culture that encourages SDVOB inclusion in procurements that will assist OSC in its continued efforts to match certified SDVOBs with specialized services that align with OSC's major areas of procurement such as auditing, information technology, and software. To meet the State's 6% SDVOB utilization goal, OSC will continue to participate in outreach events and advance the procurement strategies described above.

Office of Victim Services (OVS)

OVS is a small agency with limited State spending on non-personal services. The agency makes efforts to procure commodities and services from SDVOB vendors. 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. These efforts have assisted in reaching OVS's 6% utilization goal overall. SDVOB utilization in some quarters is less than this percentage due to the timing of purchases, but the average utilization is aligned with OVS's master goal plan.

Ogdensburg Bridge & Port Authority

The Ogdensburg Bridge & Port Authority has a \$3M deficit budget for FY 2023-2024. As such, there was no 6% goal established. Bridge toll income is hovering around 80% of pre-pandemic numbers through September, and the average load factor at airport is approximately 36% with the new airline. With these figures and outlook, the Authority's discretionary spending continues to be curtailed. Non-essential maintenance continues to be deferred as are non-critical capital expenditures. The Authority will be looking to make small strides to onboard SDVOBs as general supply vendors and move on from there as the financial picture stabilizes.

Olympic Regional Development Authority (ORDA)

ORDA has achieved a SDVOB utilization rate of 8.36% for the past four quarters. ORDA will continue to strive to achieve the 6% SDVOB goals by building upon its current efforts and continuing to educate and train procurement staff. ORDA continues 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, ORDA distributes 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 of 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 not, works with the contractors to develop a remedial action plan to achieve these goals.

Port of Oswego Authority (POA)

The POA has been, and will continue to be, as diligent as possible in ensuring that contracts are met with good faith efforts to encourage the highest level of SDVOB participation. The POA's most concentrated efforts have been in the discretionary spend area. Due to the specialized nature of the business, the POA's needs at any given time and the costs can vary greatly, which causes SDVOB utilization to fluctuate as well. The POA consistently strives to locate new SDVOB vendors that it can utilize on a regular basis. Every contract will continue to be monitored for compliance to maximize utilization. The POA will continue to work closely with prime contractors to facilitate their success in utilizing SDVOB subcontractors on projects where SDVOB goals have been established.

Public Employment Relations Board (PERB)

PERB considers SDVOBs for all discretionary spending, contracts, and other expenditures and strives to meet the 6% SDVOB procurement goal each year. Given that PERB is a small agency with little to no contractual spending on an annual basis, efforts to meet the 6% procurement goal focus mainly on discretionary purchases. Giving procurement consideration to SDVOBs has been integrated into PERB's procedures when selecting vendors. Purchasing authorizations are centralized in PERB's Office of Administration. PERB uses the SDVOB directory when purchasing and visits the SDVOB website to remain informed on new requirements. Staff participate in GovBuy training, including Best Practices for Contracting with SDVOBs. PERB strives to become more informed on the procurement process and meet or exceed its goals each year.

Rochester Genesee Regional Transportation Authority (RGRTA)

This year RGRTA tripled its utilization spend and experienced a 70% increase in utilization percentage. This success is attributable to two reasons: (1) the procurement team's effort to locate SDVOB resellers on centralized contracts and (2) actively seeking SDVOBs to register with RGRTA's Supplier Portal, which allows vendors to identify their certifications and select categories to receive procurement notifications. The latter effort resulted in an SDVOB being awarded a construction contract as the prime vendor. To continue this positive momentum, RGRTA continues to participate in regional small-business events to meet vendors and discuss upcoming purchasing opportunities. An internal reorganization resulted in the creation of the position of Supplier Diversity Coordinator, whose focus will be on promoting RGRTA's Civil Rights and Diversity programs.

Roosevelt Island Operating Corporation (RIOC)

RIOC intends to continue to develop SDVOB business opportunities through construction contracts and seeking opportunities for discretionary purchasing. Procurement staff conduct annual training with buyers in order to relay the resources to assist in achieving SDVOB utilization. In an effort to continue to develop opportunities and relationships, RIOC's Director of Procurement attended VETCON 2023. RIOC also intends to leverage opportunities to use SDVOBs through the use of OGS centralized contracts.

Roswell Park Cancer Institute

Roswell continues to strive to make its program transparent and accessible for all participants, building upon the framework that has delivered a robust MWBE program. By engaging local business leaders and SDVOB contractors, Roswell is identifying impediments and barriers to businesses that wish to contract with the Institute. Roswell ensures that contractors understand the expectation that there will be good faith efforts to utilize SDVOBs. Roswell will continue to host on-site meetings with vendors and work closely with buyers to identify potential opportunities for increased participation. Roswell will also continue to attend various conferences to connect with the SDVOB community.

Schenectady Metroplex Development Authority (Metroplex)

Metroplex actively works to encourage SDVOB utilization in its procurements as well as with private projects for which it is providing financial assistance. Outreach efforts include utilizing the SDVOB directory and educating businesses and private developers about SDVOB goals. Contract language is included in competitive procurement contracts and purchases, and Metroplex also identifies potential SDVOB applicants in Schenectady County and refers businesses that meet SDVOB criteria to the Division.

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 and services that could be obtained from an SDVOB vendor.

State University Construction Fund (SUCF)

SUCF is a public benefit corporation with SUNY as the Fund's only client. SUCF primarily engages in the design and construction of SUNY campus facilities. SDVOB goals are set on all procurements and must have a SDVOB goal determination prior to release of procurement advertisements. SDVOB participation on SUCF projects is monitored for compliance with set goals. SUCF 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. SUCF conducts extensive outreach and communication to SDVOB firms for advertised procurements. SUCF staff participate in outreach events, matchmaking opportunities, and project walkthroughs. SUCF also has an online registry where SDVOBs can register to receive notices about upcoming projects and procurements.

State University of New York (SUNY)

SUNY promotes and supports the utilization of SDVOBs by all 30 State-operated campuses through the implementation of software that: (1) identifies certified firms based on scope of work, (2) sets goals for SDVOB participation, and (3) downloads certified firms for outreach. SUNY has also implemented contract system compliance software for managing prime contractor performance vis-a-vis SDVOB subcontract participation and payment. SUNY delivers mandatory training for campus procurement staff on the best practice use of these applications and procedures. SUNY regularly participates in VETCON 2023. Lastly, SUNY emphasizes maximizing the use of set asides opportunities.

Syracuse Regional Airport Authority

The Authority is working to grow its SDVOB roster and build stronger relationships with the SDVOB certified businesses that 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. The Authority attends the annual VETCON to promote upcoming business opportunities at the Airport and remains committed to making a good-faith effort to increase SDVOB participation.

United Nations Development Corporation (UNDC)

UNDC promotes SDVOB utilization by assessing State contracts for goals, listing established goals in ads and RFPs, and encouraging contractors to utilize SDVOBs as subcontractors and suppliers. UNDC's website includes information about SDVOB requirements, and UNDC's bid package includes information about SDVOB requirements. When assessing State contracts for goals, UNDC staff analyze the scope of work for potential subcontracting opportunities and availability of SDVOBs. For awarded contracts that include SDVOB participation, UNDC requires the contractor to submit quarterly compliance reports. UNDC's strategies to increase SDVOB utilization include educating staff on the importance of including SDVOB goals in State contracts, reviewing procurements for potential SDVOB set asides, increasing outreach to SDVOBs, and unbundling project scopes to increase SDVOB utilization.

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, NY. 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 is a relatively small number of SDVOBs within the region, MVWA works to identify SDVOB vendors by searching data for those who can possibly provide the needed 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 and thus far in FY 2023-24 included a meeting with department leaders to inform them about WCHCC's supplier diversity commitment and initiative to include doing business with SDVOB vendors. Other efforts have included 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 or services from SDVOBs. WCHCC will continue to strive towards the 6% SDVOB utilization goal by considering SDVOBs for discretionary purchases, where appropriate, and consulting the Division as needed.

Workers Compensation Board (WCB)

WCB's FY 2023-24 SDVOB goal of 6% has an estimated spend of approximately \$1,588,920. Agency contracts are the primary source for helping achieve this goal. The WCB's Business Process Re-Engineering (BPR) initiative is a multi-year effort to improve the WCB's underlying technology systems that support the organization. The development of the BPR On-Board Platform will provide a significant opportunity for SDVOB participation. Goals for contracts are evaluated based on identified vendors in the SDVOB directory. It is policy to complete a review of vendor certification and send a formal response approving plans, or a determination that additional information is needed. Contract utilization is reviewed and tracked quarterly throughout the term of the contract.