



**Office of
General Services**

2024

Division of Service-Disabled Veterans' Business Development Annual Report | December 31, 2024



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State of New York

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Background

The Service-Disabled Veteran-Owned Business Act (the Act) was signed into law in 2014. In 2023 the legislation was moved to Article 3 of the Veterans' Services Law. The Act establishes a highest in the nation 6% participation goal for Service-Disabled Veteran-Owned Businesses (SDVOBs) on State contracts. 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 SDVOBs in becoming certified and positioned to do business through State contracts. To date the Division has recorded payments to SDVOBs in excess of \$1.36 billion.

Certification

The SDVOB certification rate in New York State continues to grow at a nation-leading pace. At year end, NYS now has 1,285 certified SDVOBs. During 2024, the Division certified 214 new SDVOBs and continues to perform its due diligence on applications in a timely manner. In 2024, the average time for the Division to render a decision on certification was 40.6 business days after receiving an application. Of the 2,127 applications received since the program began, 60 (2.8%) are in process and 363 (17.1%) have been denied or withdrawn for various reasons. Of the resulting 1,704 SDVOBs that have been certified, 1,285 (75.4%) are active, 154 (12.0%) have been revoked due to buy-outs, retirement, mergers, business dissolution, or non-compliance. Another 262 (20.4%) have had their certification lapse due to failure to recertify, and 3 (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 There has been one appeal, which was subsequently withdrawn.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. Beginning in 2024 the Division is recertifying SDVOBs that have now been in the Program for 10 years for the second time. During 2024 the Division recertified 85 SDVOBs. Of the 800 SDVOBs eligible for their initial recertification in 2024, 415 (51.9%) have recertified, 25 (3.1%) have recertification applications in process, 84 (10.5%) have had their certifications revoked due to buy-outs, retirement, mergers, business dissolution, or non-compliance, and 276 (34.5%) have had their certification lapse due to failure to recertify. Of the 28 SDVOBs eligible for their second recertification in 2024, 12 (42.9%) have recertified, 2 (7.1%) have recertification applications in process, and 14 (50.0%) have had their certification lapse due to failure to recertify before the certification expiration date.

SDVOB Act Impact

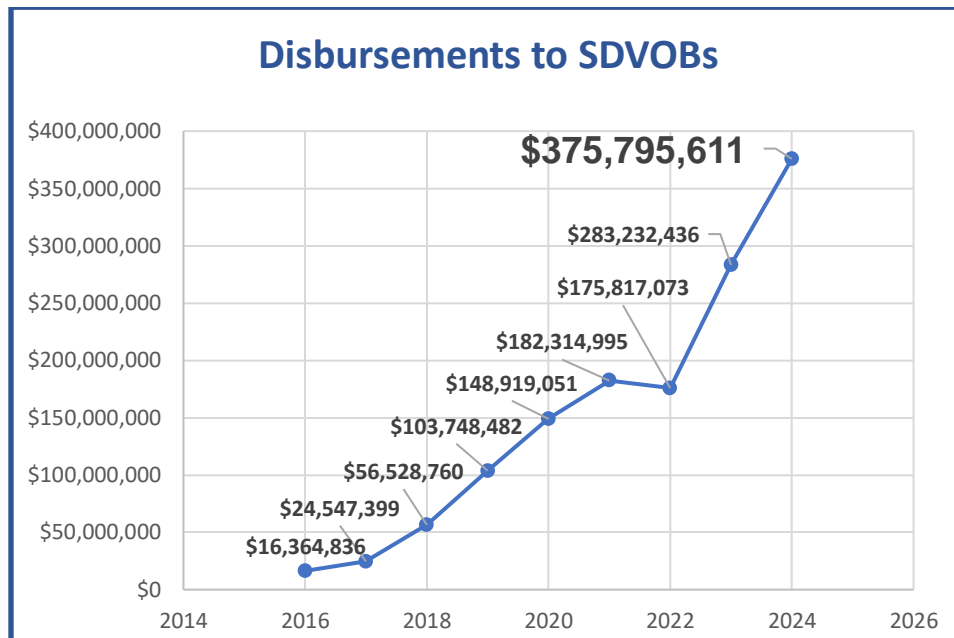
The NYS SDVOB program has become widely known as the premier SDVOB program in the United States for its positive impact on the State and national veteran community. With the nation-leading 6% SDVOB goal and the widespread usage of SDVOBs by agencies, authorities, prime contractors, and others, the Act 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

The Division continues speaking at and participating in in-person and virtual events seeking qualified businesses to apply for SDVOB status and promoting the use of SDVOBs by agencies and authorities and NYS prime contractors. In addition to email and phone assistance given to agency, authority, and prime contractor personnel, the Division hosts virtual and in-person meetings to address specific topics relating to the usage of SDVOBs on contracts. The year culminated with the annual major SDVOB event, Veterans in Economic Transition Conference (VETCON), held in Albany on December 3rd and 4th. Over 600 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

Disbursements to SDVOBs for the 12 months from October 1, 2023, through September 30, 2024, totaled \$375,795,611 which was a 32.2% increase over the prior year. Over 40% of the 97 agencies and authorities met or exceeded the 6% SDVOB goal. The State-wide percentage for disbursements to SDVOBs was 4.44% which represents a 20.3% increase over the prior year.



Total Awards	5,040
Total Value of the Awards	\$ 379,413,393
Average Value of Award	\$ 75,280
Total Disbursements to SDVOBs	\$ 375,795,611

Agency/Authority	SDVOB Utilization \$	SDVOB Utilization %
Adirondack Park Agency (APA)	4,452	17.1%
Agriculture & NYS Horse-Breeding Development Fund	495	0.9%
Albany County Airport Authority	99,776	0.5%
Albany Port District Commission	48,284	17.6%
Alcohol Beverage Control Board a/k/a State Liquor Authority (SLA)	0	0.0%
Battery Park City Authority (BPCA)	3,469,905	2.2%
Board of Elections (BOE)	15,796	0.5%
Buffalo Fiscal Stability Authority	782	25.5%
Capital District Transportation Authority (CDTA)	643,692	4.9%
Cayuga County Water & Sewer Authority (CCWSA)	0	0.0%
Central New York Regional Transportation Authority (CNYRTA)	249,167	5.8%
City University Construction Fund (CUCF)	1,117,932	3.7%
City University of New York (CUNY)	6,421,398	6.7%
Commission on Ethics and Lobbying in Government (ETHICS)	1,448	100.0%
Council on the Arts (ARTS)	0	0.0%
Department of Agriculture & Markets	176,985	2.5%
Department of Civil Service	89,757	3.0%
Department of Corrections & Community Supervision (DOCCS)	4,885,351	15.8%
Department of Economic Development (DED)	0	0.0%
Department of Environmental Conservation (DEC)	1,139,487	0.7%
Department of Financial Services (DFS)	944,079	44.8%
Department of Health (DOH)	1,798,635	3.1%
Department of Labor (DOL)	30,423,382	78.7%
Department of Motor Vehicles (DMV)	896,487	25.1%
Department of Public Service (DPS)	34,714	3.5%
Department of State (DOS)	2,795,202	48.4%
Department of Taxation & Finance	29,329	6.1%
Department of Transportation (DOT)	30,638,363	6.8%
Department of Veterans' Services (DVS)	19,119	36.7%
Development Authority of the North Country	158,557	1.3%
Division of Budget (DOB)	15,783	77.2%
Division of Criminal Justice Services (DCJS)	4,724	88.2%
Division of Homeland Security & Emergency Services (DHSES)	461,421	3.6%
Division of Human Rights (DHR)	3,813	0.9%
Division of Military & Naval Affairs (DMNA)	251,586	14.2%
Division of State Police (NYSP)	849,642	23.7%
Dormitory Authority of the State of New York (DASNY)	22,299,187	3.7%
Empire Center at the Egg (the Egg)	0	0.0%

Empire State Development (ESD)	31,424,800	35.3%
Environmental Facilities Corporation (EFC)	9,646,548	8.3%
Erie County Fiscal Stability Authority	377	1.9%
Erie County Medical Center (ECMC)	651,476	31.2%
Executive Chamber	10,172	100.0%
Gaming Commission	11,378,313	21.7%
Higher Education Services Corporation (HESC)	144,993	19.7%
Hudson River Park Trust (HRPT)	1,056,343	3.0%
Hudson River-Black River Regulating District	4,774	4.2%
Information Technology Services (ITS)	14,457,121	16.1%
Jacob Javits Convention Center	67,431	0.3%
Justice Center for the Protection of Persons with Special Needs (JC)	79,210	3.2%
Livingston County Water & Sewer Authority (LCWSA)	425,998	31.8%
Long Island Power Authority (LIPA)	9,436,134	9.1%
Metropolitan Transportation Authority (MTA)	55,505,096	8.6%
Nassau County Interim Finance Authority (NIFA)	0	0.0%
Nassau Health Care Corp.	26,890	0.8%
Natural Heritage Trust (NHT)	8,831	1.7%
New York Power Authority (NYPA)	14,076,274	3.7%
New York State Bridge Authority (NYSBA)	456,944	2.9%
New York State Energy Research & Development Authority (NYSERDA)	818,029	4.6%
New York State Homes & Community Renewal - DHCR, HTFC (HCR)	7,138,309	6.6%
New York State Homes & Community Renewal - HFA, AHC, SONYMA, MBBA, TSFC (HFA)	25,020,569	8.0%
New York State Insurance Fund (NYSIF)	3,818,434	12.8%
New York State Thoroughbred Breeding & Development Fund Corporation (NYSTBDF)	4,420	6.1%
New York State Thruway Authority (NYSTA)	7,577,071	4.7%
Niagara Falls Water Board (NFWB)	65,174	1.9%
Niagara Frontier Transportation Authority (NFTA)	2,440,230	6.4%
Office for People with Developmental Disabilities (OPWDD)	893,678	2.3%
Office for the Aging (NYSOFA)	0	0.0%
Office for the Prevention of Domestic Violence (OPDV)	0	0.0%
Office of Addiction Services and Supports (OASAS)	55,341	1.8%
Office of Children & Family Services (OCFS)	1,250,361	2.7%
Office of Employee Relations (OER)	130	0.2%
Office of General Services (OGS)	19,865,652	5.6%
Office of Mental Health (OMH)	2,333,646	0.1%
Office of Parks, Recreation, & Historic Preservation (Parks)	6,648,713	4.8%
Office of Resilient Homes and Communities (RHC)	103,748	0.9%
Office of Temporary & Disability Assistance (OTDA)	4,626,354	8.6%
Office of the Inspector General & Welfare Inspector General (OIG)	17,991	21.1%

Office of the Medicaid Inspector General (OMIG)	257,468	56.5%
Office of the State Comptroller (OSC)	367,707	3.1%
Office of Victim Services (OVS)	11,978	4.3%
Ogdensburg Bridge & Port Authority	0	0.0%
Olympic Regional Development Authority (ORDA)	3,045,257	17.0%
Port of Oswego Authority (POA)	1,694	5.5%
Public Employment Relations Board (PERB)	6,474	13.8%
Rochester Genesee Regional Transportation Authority (RGRTA)	732,510	31.4%
Roosevelt Island Operating Corporation (RIOC)	0	0.0%
Roswell Park Cancer Institute (RPCI)	238,835	0.6%
Schenectady Metroplex Development Authority (SMDA)	0	0.0%
State Commission of Correction (SCOC)	0	0.0%
State University Construction Fund (SUCF)	14,323,302	3.4%
State University of New York (SUNY)	10,243,975	1.6%
Syracuse Regional Airport Authority (SRAA)	137,870	2.5%
United Nations Development Corporation (UNDC)	271,345	2.0%
Upper Mohawk Valley Water Authority (MVWA)	0	0.0%
Westchester County Health Care Corporation (WCHCC)	4,220,638	23.8%
Workers Compensation Board (WCB)	412,253	3.4%

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 24-25 SDVOB Goal Plan of 6% in 24-25 Q3 with the procurement of supplies. The APA educates its procurement/purchasing personnel by having monthly discussions on the SDVOB 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 the utilization 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 it may need in the future. However, much of its discretionary spending is for trade-specific purchases, which are not available from SDVOB vendors. Fund staff have attended VETCON to find more opportunities to utilize SDVOB vendors.

Albany County Airport Authority

The Authority helps certified SDVOBs identify procurement opportunities and understand procurement processes, policies, and procedures by soliciting certified SDVOBs for Airport projects. The Authority seeks to increase the pool of SDVOBs by encouraging uncertified firms to get certified by providing the pertinent information and documents required to start the certification process. The Authority attends VETCON to promote business opportunities at the Airport. The Authority ensures that prime contractors report payments to subcontractors and that they make good faith efforts to meet the utilization goals established for a contract. Assistance to prime contractors includes providing them with lists of certified SDVOBs able to perform work that falls within the scope of a contract.

Albany Port District Commission

The Port's SDVOB Master 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 in the past with the Division on identifying SDVOBs for set aside opportunities and will continue to do so, where available.

Board of Elections (BOE)

The BOE understands the importance of the SDVOB program and the opportunity it presents to SDVOB businesses. After the review of certified SDVOBs, the Board has identified the following areas of possible utilization: office furniture/supplies/equipment, IT resellers, and advertising, printing, and marketing services. As part of the BOE's day-to-day activities, the administrative office intends to regularly identify SDVOB vendors from the SDVOB directory and have an ongoing dialogue with Division staff, as necessary. The BOE 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 bidding opportunities. The BOE 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 2023-24, \$3,304.41 was spent on qualifying purchases with \$221.10 being awarded to SDVOB vendors, resulting in an SDVOB participation rate 6.69%. For the first two quarters of FY 2024-25, \$1,695.39 was spent on qualifying purchases, and \$560.72 was awarded to SDVOB vendors, resulting in a participation rate of 33.07%. A thorough cost analysis is always performed to ensure BFSA's spending is cost-effective and certified SDVOB vendors are utilized where appropriate. BFSA is committed to pursuing SDVOB vendors for Q3 and Q4 purchases to meet the 6% participation goal for FY 2024-25.

Capital District Transportation Authority (CDTA)

With utilization over 5% CDTA is headed in the right direction to meet the 6% mandate. Subcontracting opportunities have been sought through connections made at VETCON. A prime contract was just awarded to an SDVOB that will supply a specialized bus part. Staff participated in GovBuy and VETCON again this year and is asking prime contractors and State contract holders about their SDVOB subcontracting opportunities. Lastly, a mentorship program is being developed internally that would help underrepresented groups (such as SDVOBs) gain a stronger understanding of CDTA's procurement processes and how to be successful when participating.

Cayuga County Water & Sewer Authority (CCWSA)

The CCWSA has no current projects where SDVOB utilization is possible. 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 (CNYRTA)

CNYRTA procurement team focuses on utilizing the SDVOB directory for all applicable procurement opportunities. SDVOBs are included in formal contract purchases as prime vendors and regularly contacted for quotes on smaller daily purchases. CNYRTA strives to find new certified SDVOB vendors and create lasting relationships. While the previous four quarters saw a small dip in utilization numbers, CNYRTA also realized a collaboration with an SDVOB vendor providing leadership training that quickly grew from training executives and upper management to training the entire staff on relationship management.

City University Construction Fund (CUCF)

CUCF remains committed to increasing SDVOB participation in its procurements. Recently, CUCF awarded 248 requirements contracts for architecture and engineering, construction, real estate services, and legal services. All task orders to be issued under these requirements contracts will include SDVOB goals of up to 6%. CUCF will also include SDVOB goals of up to 6% in all of its RFPs and IFBs for stand-alone contracts. Further, CUCF has begun using its discretionary authority to target 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. It also co-hosts its annual MWBE & SDVOB Conference with the City University of New York.

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. COELIG is a small agency with very limited procurement opportunities. 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 are added to the available vendors who supply these goods, the agency 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.

Department of Agriculture & Markets

The Department's general approach to SDVOB inclusion is regular monitoring of potential contractual and/or discretionary spending for opportunities to utilize SDVOB providers. While SDVOB contract opportunities are limited due to the nature of the Department's mission, standard SDVOB language is included in all procurement and contract documents. The Department achieved an SDVOB utilization percentage of 12.361% in FY 2024-25 Q1. The Department will continue to attend VETCON to meet with potential entities to identify opportunities for more SDVOB utilization.

Department of Civil Service

Discretionary purchases offer the greatest opportunity for the Department to achieve its SDVOB goals. When the Department is buying commodities or services that are not available from a Preferred Source, purchasing staff perform a thorough review of the OGS centralized contracts and the SDVOB directory to identify potential vendors. The Department aims to purchase medical supplies and equipment from Mountainside Medical Equipment, Inc, which offers many items needed by the Employee Health Service unit. The Department also purchased mass emailing software from Regiment Technology Group, an SDVOB vendor on an OGS centralized contract.

Department of Corrections & Community Supervision (DOCCS)

DOCCS is committed to increasing opportunities for SDVOB vendors. SDVOBs are utilized for a variety of procurements including discretionary purchases and minor rehab projects. DOCCS connects with SDVOBs by attending events like VETCON to promote opportunities suitable to the vendor's line of business. DOCCS encourages facilities to maximize SDVOB inclusion on projects and commodity procurements. DOCCS has a dedicated MWBE/SDVOB team to promote utilization and ensure facility staff receive updates to the SDVOB directory and assistance in finding SDVOBs to meet their needs. DOCCS continues to surpass SDVOB goal requirements and remains committed to upholding 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. 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. Additionally, DEC solicits SDVOBs directly as prime contractors, when possible. Contracts with SDVOB subcontracting goals have been increasing annually. Grants have recently been awarded with SDVOB subcontracting language and are expected to significantly enhance overall SDVOB utilization. DEC's internal and external websites have been updated to include SDVOB information and compliance staff regularly engages procurement and program staff on best practices to incorporate SDVOBs in contracts and purchases. Compliance staff has 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 of these tools and instituting set-aside procurements where appropriate will enable it to achieve the 6% goal.

Department of Financial Services (DFS)

For the four most recent fiscal quarters, DFS achieved a SDVOB utilization rate of 44.83%. 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. DFS plans to continue to seek opportunities to utilize SDVOBs wherever possible, including using 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 and reviews the SDVOB directory for discretionary purchasing opportunities. 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. This year the unit has been approved to expand, enabling the dedication of more time and focus to the SDVOB maintenance process, goal assessment, and expanding opportunities.

Department of Labor (DOL)

DOL has substantially exceeded 6% SDVOB utilization over the last two years. DOL has achieved a 78% SDVOB utilization goal over the past four quarters with over \$22 million in SDVOB utilization. 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 SDVOBs on OGS centralized contracts. The SDVOB Administrator provides training to program area staff and works with them to identify procurement opportunities for 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 2024, DMV has continued to promote the utilization of SDVOBs on State contracts and discretionary set-aside purchases. DMV ensures that the SDVOB standardized solicitation and contract language are incorporated in each procurement. Procurement staff routinely search the SDVOB directory to evaluate potential purchase opportunities to be made directly with an SDVOB. To keep the agency apprised of any changes or updates to the program, DMV attends all SDVOB trainings and the annual VETCON to network with prospective SDVOBs. Due to DMV's ongoing efforts, the agency has been successful in maintaining its utilization of SDVOBs well above the 6% goal.

Department of Public Service (DPS)

DPS is making strides toward its SDVOB utilization goal of 6%. DPS has continued outreach efforts to secure contracts with SDVOB vendors 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. DPS reaches out to the Division, as needed, for assistance in connecting with SDVOBs.

Department of State (DOS)

DOS has achieved an overall utilization of 24.344% over the last four quarters. This utilization was achieved mainly through including language in procurement/contract documents and 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. The Department identifies potential vendors from the SDVOB directory and has ongoing dialogue with Division staff, as necessary. The Department utilizes statutory discretionary buying threshold as well as set-asides for SDVOB firms, when applicable, and continually encourages P-card holders to utilize SDVOB firms. The Department attends 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)

DOT's actions taken to achieve the required 6% SDVOB utilization include outreach, completing goal assessments prior to advertising, identifying SDVOB vendors that 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 Office of Diversity evaluates contract goal commitments, including good faith effort analysis.

Department of Veterans' Services (DVS)

DVS promotes SDVOB utilization 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 also 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. Nevertheless, 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.

Development Authority of the North Country

The Authority continues to look for opportunities to meet and exceed the NYS 6% SDVOB goal on procurements. While falling short of the goal, the Authority continues to promote the use of SDVOBs by utilizing the following procurement methods: use of SDVOBs as diversity suppliers on direct purchases, 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 has participated in local and regional matchmaker events and expos in the past to promote upcoming procurement opportunities with interested SDVOBs and will continue to do so.

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 certified SDVOBs. In addition, DOB continuously monitors the SDVOB directory to identify areas where purchases could be made from an SDVOB vendor and will discuss opportunities with the SDVOB 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. Over the last four fiscal quarters, DHSES had utilization percentages of 9.8% for FY 2023-24 Q3, 0.5% for FY 2023-24 Q4, 2.4% for FY 2024-25 Q1, and 1.7% for FY 2024-25 Q2. DHSES is again prioritizing identifying vendors who will provide consistent, recurring utilization, which will lead to these increased utilization numbers moving forward. DHSES remains optimistic about its SDVOB utilization moving forward into the future.

Division of Human Rights (DHR)

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 an internal list of SDVOBs that operate within industries in which it does transact business, and, for relevant procurements, SDVOBs were utilized exclusively. DHR will continue to review the SDVOB directory for similar relationships. 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 four most recent quarters exceeded 14%. 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 conducts web-based training for staff, specifically focusing on how to locate SDVOBs using the SDVOB directory. Staff are 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 includes specific steps that need to be taken to meet the quarterly utilization rate. DMNA also attends VETCON to engage with SDVOBs.

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 centralized contracts, and information on file to identify SDVOB vendors for purchases and goal setting. 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. In addition, the NYSP participates in VETCON.

Dormitory Authority of the State of New York (DASNY)

DASNY is committed to maximizing contractual opportunities for SDVOBs. DASNY employs numerous, strategies 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/services. Outreach includes direct notice of procurement opportunities to SDVOBs, participating in VETCON, organizing DASNY statewide virtual networking sessions, enrolling SDVOBs in DASNY's Registry, Plan Holders Lists & Interested Subcontractor / Suppliers Lists designed to link M/W/SDVOB/SBEs with DASNY opportunities. DASNY offers networking opportunities to connect SDVOBs to bonding assistance, capital access & back-office management. DASNY has also identified set aside projects for SDVOBs.

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 visit 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. The Egg's staff will monitor the Division's website for upcoming events to connect with SDVOBs and reach out for assistance when needed.

Empire State Development (ESD)

ESD 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 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. 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 has been successful in meeting and surpassing its SDVOB goals for the past four quarters. This is the result of processes implemented to connect SDVOB vendors with department leaders encouraging them to take advantage of ECMC's discretionary procurement opportunities. ECMC reviews agreements and all competitive bids for SDVOB opportunities. If opportunities do exist on a competitive bid, ECMC will conduct a pre-bid call to educate potential respondents on SDVOB requirements such as utilization plans and reporting. ECMC continuously monitors all agreements with SDVOB goals and assists vendors to ensure they are successful in meeting 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 OGS contracts, personal service or interagency billings). Despite this, the Executive Chamber exceeded its 10% utilization goal thanks to the efforts of the procurement staff at OGS BSC who assist in identifying SDVOB spending opportunities and have attended and will continue to attend the annual GovBuy event, as well as VETCON. 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 21.73% in utilization attainment over the previous four quarters. The Commission remains committed to supporting the SDVOB program. The Commission achieves program compliance by assessing each procurement opportunity and setting goals where appropriate. SDVOB participation is monitored through monthly submissions of SDVOB utilization forms from vendors with SDVOB contract goals. Goal attainment is also sought through discretionary spending. The Commission works diligently to monitor goals to ensure SDVOB goals are being met and actively works with vendors to maximize opportunities.

Higher Education Services Corporation (HESC)

As part of the procurement process, HESC determines whether a qualified SDVOB is available to provide all or a portion of the goods or services being sought by reviewing the SDVOB directory. HESC has a relatively small discretionary budget, but HESC will continue to review all discretionary opportunities to identify opportunities for SDVOBs. HESC exceeded its SDVOB goal in FY 2023-24 and is currently on track to meet its SDVOB goal of 6% for FY 2024-25.

Hudson River Park Trust (HRPT)

HRPT's procurements vary yearly based on project types and available funding. In FY 2023-24, HRPT continued its effort to increase its utilization of SDVOBs, but has faced a slight decrease to 2.95% utilization from the 3.05% utilization reflected in the 2023 report – in large part due to the varying project types noted above. However, that is an improvement to the 1.94% utilization reflected in previous reports. HRPT attributes the overall increase to targeted staff procurement training and improved SDVOB outreach. Additionally, staff attend VETCON to amplify HRPT's marketing message. HRPT will continue its outreach and training efforts as it strives to meet its 6% FY 2024-25 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 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. The firms selected are required to utilize SDVOB sub-consultants where applicable. Where possible, the District unbundles contract deliverables. All contracts include SDVOB language, and purchasing personnel are educated regarding SDVOB legislation and requirements. The Director of Administrative Services is the SDVOB point of contact and assists staff in identifying opportunities for SDVOB utilization. The District continues to work with staff to increase awareness and to build upon current efforts.

Information Technology Services (ITS)

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 such as the annual VETCON conference, GovBuy, and the National Small Business event. ITS also works with the SDVOB program through a joint Utilization Initiative to maximize inclusion of SDVOBs to meet the agency's goal when purchasing commodities, services, and technology through an SDVOB.

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 SDVOBs 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 has contracted with an SDVOB vendor to provide stainless steel cleaning services for a period of 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 (JC)

The JC's SDVOB review process includes vetting commodities and services available through centralized contracts for SDVOB-approved vendors before procuring and closely examining the SDVOB directory before making discretionary purchases. The JC has worked to increase its SDVOB usage during 2024 by continuing to employ this approach. The agency has several SDVOB vendors that were found through the standard SDVOB review process. The JC had a booth at VETCON 2024 to increase exposure to certified vendors. Most of JC's purchasing is made through centralized contracts, which limits the opportunity for open-market procurements. Where possible, the JC will attempt to employ SDVOB set-asides. Additionally, the JC 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. LCWSA increased its

utilization rate for qualifying purchases for Q3 and Q4 of FY 2023-24 and Q1 and Q2 of FY 2024-25 to 24%. Internally, as part of 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, continues to set high standards and strategic initiatives in its procurement process to acquire goods and services and thereby increasing the utilization of SDVOBs directly through discretionary spending or indirectly through subcontracting. LIPA closely evaluates bid proposals with SDVOB goals, analyzes all reported spend on a monthly basis from our prime contractors, proactively addresses underperformance, and sets performance improvement plans as necessary. LIPA is active in the community and is committed to a robust outreach for diverse firms by attending local and regional events as well as hosting a yearly procurement fair to network with and attract SDVOB firms.

Metropolitan Transportation Authority (MTA)

The MTA is fully committed to expanding procurement opportunities for SDVOBs. MTA agencies provide ongoing training to procurement staff on requirements and collaborates with Supplier Diversity and the Department of Diversity and Civil Rights (DDCR) to identify SDVOBs for various opportunities. DDCR also invites SDVOB firms to participate in the MTA's quarterly New Firm Orientation which provides an overview of contracting opportunities and how to access them. Discretionary bid opportunities valued up to \$1.5 million are posted on the MTA website for maximum visibility, SDVOBs are encouraged to submit bids or proposals. The MTA actively participates in numerous networking events throughout the year like VETCON and Competitive Edge and targets outreach to firms providing financial services, construction services, and IT goods and consulting services.

Nassau County Interim Finance Authority (NIFA)

All NIFA RFPs have a SDVOB goal of 6%. NIFA's Executive Director oversees implementation of NIFA's policy and directs the Authority's efforts to grant SDVOBs an opportunity to compete for the Authority's business. As a result of an outreach program conducted in 2020, NIFA included six broker dealers in the remarketing team for the debt restructuring that was executed in February 2021. NIFA intend to execute a tender offer later this year involving the same broker/dealers. NIFA continues to include a SDVOB dealer/broker in its monthly bids and will actively continue its outreach for inclusion of SDVOBs to fill its business needs.

Nassau Health Care Corp.

As the Corporation continues to strive towards 6% SDVOB utilization, it is looking to expand its 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 in procuring directly from SDVOBs. Most often, NHT raises funds for a portion of a given program/project and holds those funds until needed. NHT encourages agency partners to contact SDVOB vendors by providing a list of all SDVOB businesses to regional procurement staff. 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 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)

NYPA/Canal Corporation is committed to increasing SDVOB participation in its contracts as it leads New York's transition to a carbon-free economy by providing affordable, clean, and reliable electricity and support for NYS's historic canal system. NYPA/Canals has established organization-wide SDVOB

guidance, emphasizes SDVOB participation requirements to buyers, and tracks SDVOB utilization. NYPA/Canals offers free business development programs to SDVOB firms to enhance their capacity and capabilities for participating in government contracts. Procurements are reviewed for SDVOB participation, with goals established and monitored by the Supplier Diversity team throughout the procure-to-pay process. Buyers are encouraged to use discretionary purchases, consider set-aside procurement methods, and advertise contract opportunities on nypa.gov/procurement. NYPA/Canals participates in over 30 supplier diversity events annually and hosts an annual expo to help SDVOB firms learn about NYPA/Canals contracts and connect with contractors, suppliers, and the Supplier Diversity Team.

New York State Bridge Authority (NYSBA)

Each year, the Bridge Authority analyzes the capital plan for opportunities that will allow it to maximize SDVOB participation throughout the procurement processes. NYSBA performs prospective, concurrent and retrospective reviews to determine where solicitation improvement is appropriate and to identify any forecasted commodity, service, or construction-related projects that may permit a significant SDVOB contribution. NYSBA has been fortunate over the past four quarters to be able to increase its spending with SDVOB firms, which has increased its utilization percentage. NYSBA's utilization management processes and workflows will continue to direct operations to anticipate strategic requirements to engage SDVOB firms and promote higher SDVOB goals within NYSBA.

New York State Energy Research & Development Authority (NYSERDA)

To encourage NYS certified SDVOB participation within the NYSERDA's contracts and procurements and ensure that 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 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 temporary services firms. NYSERDA participates each year in VETCON to communicate contracting opportunities for SDVOB vendors.

New York State Homes & Community Renewal (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 in accordance with State law. Prime contractors must submit a plan to meet the assigned goal or demonstrate all efforts to solicit SDVOB subcontractors. 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 available. Each funding award issued through HFA is assessed for SDVOB opportunities and assigned an appropriate goal in accordance with State law. Prime contractors must submit a plan to meet the assigned goal or demonstrate all efforts to solicit SDVOB subcontractors.

New York State Insurance Fund (NYSIF)

NYSIF continues to exceed the 6% target goal for SDVOB utilization. In the last four quarters NYSIF had a total SDVOB utilization of \$3,860,405, or 12.35%, more than the projected amount of \$299,152. NYSIF endeavors to continue to review each procurement prior to release to determine what goals would be appropriate based on the pool of SDVOBs, capability, procurement value and 6%-dollar value of the contract, and to employ all procurement options available within the scope of the SDVOB program to maximize utilization. NYSIF attends and sponsors VETCON and other SDVOB outreach events throughout the year. NYSIF posts all utilization plans on its website at NYSIF.com.

New York State Thoroughbred Breeding & Development Fund Corporation (NYSTBDF)

NYSTBDF continues to try to identify discretionary spending for SDVOBs, but since the Fund has very limited discretionary spending opportunities, these opportunities are scarce. NYSTBDF continues to purchase some office supplies from the SDVOB vendor that was identified last year. NYSTBDF 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 (NYSTA)

All procurements are evaluated prior to advertisement to determine opportunities for SDVOB participation. NYSTA will continue to monitor the SDVOB directory to identify firms that can be utilized. Procurements within the discretionary spending authority where competition can be established are a priority. For procurements above the discretionary authority, solicitations are reviewed for SDVOB opportunities, and SDVOBs are added to the bidders list. NYSTA maintains the following strategies to increase SDVOB utilization: conduct outreach and training to SDVOB firms on “How to Do Business” with NYSTA, send notifications to SDVOB firms on all eligible procurement opportunities, conduct yearly NYSTA staff training, and attend SDVOB outreach events.

Niagara Falls Water Board (NFWB)

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

Niagara Frontier Transportation Authority (NFTA)

NFTA’s procurement team conducts training for all managers and supervisors on how to find and utilize SDVOB suppliers. 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. In the last four quarters, NFTA has exceeded the SDVOB goal of 6%.

Office for People with Developmental Disabilities (OPWDD)

OPWDD will continue to work towards its 6% SDVOB goal by utilizing SDVOB vendors for discretionary spending. OPWDD will ensure that any nonprofits conducting Environmental Modifications (Emods) include eligible SDVOB vendors on the bidders list. To increase SDVOB utilization, OPWDD intends to assign goals to additional types of nonprofit services other than Emods. The compliance team will provide statewide training for all procurement units to increase awareness of SDVOB utilization requirements. The team will also ensure that contract managers understand how to gauge SDVOB open market service availability. 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 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 consistently pursues any opportunities to utilize SDVOBs. Additionally, the Assistant Director of Equity and Inclusion works collaboratively with the OPDV’s Executive Director to ensure on a continuous basis that SDVOB purchasing goals are, and continue to be, a priority. OPDV continually strives to incorporate SDVOBs into its limited purchasing expenditures.

Office of Addiction Services and Supports (OASAS)

OASAS continues to make good faith efforts to utilize SDVOB vendors for discretionary spending as well as encourage goals in solicitations. OASAS has utilized four SDVOB vendors over the past four quarters and posted two discretionary procurements this past year that were available only to MWBE and SDVOB vendors. OASAS also awarded a \$2.38M contract to a SDVOB vendor resulting from an RFP. Program staff will continue to seek out SDVOB vendors on OGS centralized contracts when possible and notify purchasing staff of such vendors. Agency staff attended the 2024 VETCON to network with SDVOB vendors.

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, planning, and participation in outreach events, 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 availability of SDVOB resources to fulfill contract needs. OCFS's Purchasing Unit 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. As a means of promoting SDVOB utilization, OER has a link on its website to the Division's website.

Office of General Services (OGS)

OGS currently has 811 awarded design-and-construction contracts with SDVOB subcontracting goals and 24 contracts awarded to certified SDVOB prime contractors/consultants. The Office of Business Diversity (OBD) team reviews procurements to assess opportunities for SDVOBs and their availability to set an achievable goal. Advertised procurements and OGS discretionary purchases are distributed to SDVOBs for their awareness to participate. The OBD team monitors contracts to ensure compliance and to assess the contractor's good faith efforts. The team also participates in outreach events to inform, educate, and engage SDVOB firms on OGS contracting opportunities and procedures. The agency will continue to pursue initiatives to increase SDVOB utilization.

Office of Mental Health (OMH)

OMH is committed to growing SDVOB participation within all procurement opportunities. When a contract or purchasing need arises, OMH reviews the scope of work and utilizes the SDVOB directory to search for possible prime, or subcontractors, all of which are added to the bidder's list for that procurement. Many of OMH's 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, let them know of the procurement opportunity, and any areas that they may be utilized. OMH will continue to work closely with the vendor community to increase SDVOB utilization.

Office of Parks, Recreation, & Historic Preservation (Parks)

The past four quarters represent the highest SDVOB utilization to date for Parks, with two out of four quarters exceeding 6%. Utilization for the current fiscal year has exceeded the utilization reported for the previous fiscal year. In recent years Parks has established goals on any construction project that does not contain exemptions or exclusions. Parks is now seeing increased utilization as a result. The list of exemptions and exclusions is refined each year to ensure that Parks is identifying where there is no availability to include goals. Parks regularly engages with primes to keep them on track and help them navigate through any issues. As the number of SDVOBs included on utilization plans increases, Parks hopes to reach 6% for the current fiscal year.

Office of Resilient Homes and Communities (RHC)

Although RHC is a permanent program office under HTFC and part of a larger State agency, most contracts previously entered into by RHC are federally funded and would therefore not be defined as a "State contract." Future procurements related to RHC, both federally and State funded, will be performed by HTFC. 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 requirements are followed, including those pertaining to SDVOBs.

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 endeavors 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 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. In FY 2023-24, OIG forged new relationships with SDVOBs resulting in an increase in utilization year over year. Over the previous four quarters OIG/WIG achieved over an 8% utilization with SDVOBs.

Office of the Medicaid Inspector General (OMIG)

OMIG is committed to supporting New York State's efforts to utilize SDVOBs. OMIG actively incorporates SDVOBs into its procurement processes whenever appropriate, including bidder lists and discretionary purchases. In FY 2023-24, OMIG exceeded the mandated 6% SDVOB utilization goal. The agency will continue to prioritize SDVOB participation in future procurements, fostering economic opportunities for veterans and strengthening New York's commitment to supporting those who have served our country.

Office of the State Comptroller (OSC)

OSC's efforts to attain its FY 2024-25 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 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, a small agency with limited State spending on non-personal services, makes efforts to procure commodities and services from SDVOB vendors. When making discretionary purchases, OVS procurement staff review the SDVOB directory. OVS procurement staff also search OGS centralized contracts for potential SDVOBs for open market purchases. These efforts have assisted in reaching the 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 Authority's deficit budget for the FY 2024-2025 was \$2.575M. Bridge toll income has increased to approximately 87% of pre-COVID numbers with a year-to-date loss of about \$439,000 in bridge revenue.

With a new airline at the airport, anticipation is high that the Authority will begin seeing load factors above the 40% mark. Non-essential maintenance and capital expenditures are still being deferred. The Authority will look to utilize SDVOBs as subcontractors or possibly even use SDVOB set asides when capital projects begin again. The Authority will reach out to the Division as needed for assistance.

Olympic Regional Development Authority (ORDA)

ORDA has exceeded the 6% goal and averaged 19.2% SDVOB utilization for the past four quarters. ORDA will continue to strive to achieve 6% utilization by building upon its current efforts and continuing to educate and train procurement staff. ORDA will continue to conduct and attend outreach events, assist veterans with becoming certified, and develop SDVOB set-aside opportunities where possible. Additionally, ORDA will distribute a list of interested SDVOB vendors to all contractors bidding projects. ORDA analyzes each procurement to determine SDVOB goals by conducting a search of the SDVOB directory and contacting the qualified firms directly. ORDA will continue to work with contractors to develop a remedial action plan when goals are not met.

Port of Oswego Authority (POA)

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, POA's needs and costs vary greatly from quarter to quarter, year to year. This becomes apparent in how greatly POA's utilization fluctuates. POA consistently strives to locate additional avenues to secure new SDVOB vendors that it can utilize on a regular basis. Every contract is monitored for compliance, and the POA is very hands-on in its approach to ensure that good faith efforts are being met on all levels of purchasing.

Public Employment Relations Board (PERB)

PERB consistently 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 very 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 routinely uses the SDVOB directory when purchasing and visits the Division website regularly to remain informed on new legislation or requirements. Staff participate in GovBuy training, including Best Practices for Contracting with SDVOBs. PERB consistently 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 once again tripled its utilization spend. This success is attributable to an SDVOB securing a \$600,000 low-bid construction contract as the prime. A second low-bid construction contract valued at \$338,000 was secured by an SDVOB as the prime vendor which will be reflected in upcoming utilization reports as that project progresses. Because these one-time contract awards cannot be guaranteed in the future, RGRTA continues to ensure it exceeds the SDVOB goal through the utilization of SDVOB resellers on centralized contracts as well as subcontracting on formal procurements issued by RGRTA. Staff continues to participate in regional small business events to meet vendors and discuss upcoming purchasing opportunities.

Roosevelt Island Operating Corporation (RIOCI)

RIOCI continues its efforts, from procurement to operations, to support and develop SDVOB business opportunities by seeking opportunities for discretionary purchasing. Procurement staff trains and shares valuable tools and resources within the corporation regarding SDVOB engagement and purchasing options. RIOCI has had to greatly reduce development spending and focus on maintenance and operational work that cannot be delayed. With fewer new projects, RIOCI is seeing lower utilization. To continue to develop opportunities and relationships, RIOCI's Director of Procurement attended VETCON 2024. RIOCI recognizes the importance of the SDVOB program, and this annual marketing and networking event is great for developing new relationships and bringing this connection back to Roosevelt Island

Roswell Park Cancer Institute (RPCI)

RPCI looks to grow its SDVOB program by continuing to ensure it is 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, RPCI is identifying impediments and barriers to businesses that wish to contract with RPCI. In addition to the inclusion of SDVOB standard contract language, RPCI communicates its expectation that there will be good faith efforts made by contractors and vendors to utilize SDVOBs. RPCI will continue to attend networking events like VETCON, host on-site meetings with vendors, and work closely with buyers to identify potential opportunities for increased SDVOB participation.

Schenectady Metroplex Development Authority (SMDA)

SMDA actively works to encourage SDVOB utilization in its procurement as well as with private projects in which SMDA is providing financial assistance. Outreach efforts include utilizing the SDVOB directory and educating businesses and private developers about the SDVOB goals. SDVOB contract language is included in competitive procurement contracts and purchases. SMDA also identifies potential SDVOB applicants in Schenectady County and assists in expediting certification for businesses that meet SDVOB criteria. Meeting a goal of 6% will occur as more SDVOBs are registered, specifically those that are located and do business in Schenectady County. SMDA 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 for SCOC. 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)

The majority of SDVOB participation occurs as subcontractors and subconsultants to prime contractors. SDVOB goals are set on all relevant procurements and must have a SDVOB goal determination prior to release of procurement advertisements. SUCF staff do continuous reviews of procurements and the SDVOB directory to identify opportunities for SDVOB set asides. SUCF conducts extensive outreach and communication to SDVOB firms for advertised procurements. SUCF staff participate in outreach events including VETCON, matchmaking opportunities and schedule project walkthroughs for perspective bidders. SUCF also has an online registry where SDVOB firms can register to receive notices of all upcoming projects and procurements.

State University of New York (SUNY)

SUNY remains committed to increasing procurement opportunities for SDVOBs. The Office of Supplier Diversity (OSD) is responsible for ensuring SUNY's compliance with the SDVOB requirements and strives to create a level playing field on which SDVOBs can compete fairly for SUNY procurements. All procurements that meet the threshold for SDVOB participation are assessed for goals. OSD conducts on-going training with procurement staff at all appropriate SUNY institutions to discuss best practices. OSD assists campuses with identifying opportunities, conducting outreach, and monitoring contract participation-goal compliance for SDVOB activity. Campuses are strongly encouraged to utilize SDVOB discretionary procurements and set-asides. SUNY also participates in numerous matchmaking and outreach events throughout the year, including VETCON, to engage with the SDVOB community.

Syracuse Regional Airport Authority (SRAA)

SRAA is working to grow the number of SDVOBs it works with and build stronger relationships with the certified SDVOBs the SRAA currently utilizes. The SRAA works on a vendor-by-vendor basis to help SDVOBs understand procurement processes and policies and procedures for upcoming projects. SRAA competitive procurement contracts and purchases contain set goals for SDVOB participation with the expectation that there will be good faith efforts to utilize SDVOBs. SRAA will continue to attend various conferences to connect with the SDVOB community.

United Nations Development Corporation (UNDC)

UNDC promotes SDVOB utilization by assessing State contracts for SDVOB goals, listing established SDVOB goals in ads and RFPs, and encouraging contractors to utilize SDVOBs as subcontractors and suppliers. When assessing State contracts for goals, UNDC staff analyze the scope of work and perform searches in the SDVOB directory. UNDC strategies to increase utilization include training staff on SDVOB Operations Guidance, reviewing procurements for potential SDVOB set asides, and attending VETCON. UNDC staff attempt to identify upcoming projects that may provide opportunities for SDVOB participation, and potential SDVOB vendors for those projects. When potential SDVOB vendors are identified, UNDC staff send them a copy of the Contract Reporter ad. UNDC monitors contracts and requires contractors to submit quarterly compliance reports.

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 the SDVOB directory 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 throughout FY 2024-25 include an executive 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 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 and/or services from SDVOBs. WCHCC had SDVOB utilization in excess of 20% for the most recent quarters and will continue to strive to meet its SDVOB utilization commitment.

Workers Compensation Board (WCB)

WCB's FY 2024-25 SDVOB goal plan set 6% of budget disbursements to SDVOB vendors with spend estimated in the amount of \$ 2,039,313. Agency contracts are the primary source for helping achieve this goal. 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 OnBoard 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.