



# U. S. Department of Housing and Urban Development

**...How To Connect**

# HUD's Mission...

**Create strong, sustainable,  
inclusive communities and  
quality, affordable homes for  
all.**



# Doing Business With HUD...

**CONTRACTING  
OPPORTUNITIES**

# Who Is Responsible For Awarding HUD Contracts?

## HUD's Office of the Chief Procurement Officer

For information from Southern Field Contracting Operations on HUD contracting opportunities in Puerto Rico, please contact:

**Kristin Tucker**

**Telephone: (678) 732-2641**

**Email: [Kristin.L.Tucker@hud.gov](mailto:Kristin.L.Tucker@hud.gov)**

# What Does HUD Buy? HUD HQs

HUD Headquarters (Washington D.C.) awards contracts and small purchases primarily in support of HUD headquarters programs and operations. They include:

1. professional services such as:
  - research and evaluation studies,
  - business process re-engineering, and
  - technical assistance to HUD funding recipients
2. logistical and technical support for the operation of the Department nationwide such as:
  - information technology hardware,
  - systems and services, and
  - building maintenance

# What Does HUD Buy? HUD Field Operations

A large portion of HUD's field contracts and purchases support the field program operations of the Department's Office of Housing/Federal Housing Administration (FHA). The most common requirements are:

## **1. Property Management, Marketing and Sales**

- property management (M&M Field Service Managers),
- property marketing (M&M Asset Managers),
- sales closings, and
- security guard services

## **1. FHA Mortgage Insurance Support Services (Multi-family & Single Family)**

- field reviews of appraisals,
- architectural and compliance reviews,
- mortgage credit analysis,
- mortgage insurance endorsement processing (including data entry), and
- construction inspections

# Main Contracts Awarded/Administered by the Atlanta Operations Branch...

- Management & Marketing (M&M) Contractors (nation-wide):
  - Field Service Managers-Property Maintenance
  - Asset Managers-Marketing of HUD Homes
- Field Review Appraisers
- Closing Agents
  - Indiana, Illinois, Kentucky, Tennessee, Alabama, Georgia, Mississippi, Florida, North Carolina, South Carolina, Caribbean

# Management & Marketing (M&M) Contractors

## Field Service Managers:

AREA 2A-AL, FL, GA, MS, PR, VI	Innotion Enterprises, INC.	(301) 740-8998	<a href="http://www.innotion.com">HTTP://www.innotion.com</a>
	P.K. Management Group Inc.	(786) 507-6020	<a href="http://www.pkmg.net">http://www.pkmg.net</a>
	Cityside Management Corp.	(603) 423-0313	<a href="http://www.citysidecorp.com/">http://www.citysidecorp.com/</a>
	Cooper-Citiwest JV	(678) 481-8937	<a href="http://www.cooperciti.com/">http://www.cooperciti.com/</a>
	CWIS, LLC	(719) 579-7582	<a href="http://www.cwis-llc.com">http://www.cwis-llc.com</a>

## Asset Managers:

AREA 2A-AL, FL, GA, MS, PR, VI	Home Telos LP	(615) 885-6899	<a href="http://www.hometelos.com">http://www.hometelos.com</a>
	Ofori & Associates	(202) 296-0566	<a href="http://www.oforicpa.com/">http://www.oforicpa.com/</a>
	PEMCO	(808) 949-0414	<a href="http://www.hudpemco.com/">http://www.hudpemco.com/</a>

# How Do I Do Business With HUD?

## NECESSARY Steps :

- Obtain a DUNS Number-
  - A Dun & Bradstreet (D&B®) D-U-N-S® Number is a unique nine-digit sequence recognized as the universal standard for identifying and keeping track of over 100 million businesses worldwide.
- Register & Renew Annually with Central Contractor Registration (CCR)
  - [www.ccr.gov](http://www.ccr.gov)
  - CCR Assistance Center 1-888-227-2423  
M-F 8am-8pm EST

# Where To Go for Contracting Opportunities?



- Contracting Opportunities from \$10k-\$25K (Simplified Acquisitions) visit:  
<http://www.hud.gov/offices/cpo/contract.cfm>
  - Examples: Field Review of Appraisal Services & Construction Inspection Services
- Contracting Opportunities over \$25K visit the Federal Business Opportunities website: [www.fbo.gov](http://www.fbo.gov)
  - Examples: Management & Marketing Contracts & Closing Agent Services

# FedBizOpps

Click on the Agencies tab:

The screenshot shows the FedBizOpps.gov website. At the top, there is a navigation bar with tabs for Home, Getting Started, General Info, Opportunities, Agencies, and Privacy. The Agencies tab is highlighted. Below the navigation bar is a search area with a magnifying glass icon and the text "Search more than 33,700\* active federal opportunities." The search form includes fields for Posted Date (Last 90 Days), Set-Aside Code (Any), Place of Performance (Any State or Territory), Type (Any), Keyword / Solicitation #, and Agency. A Search button is located below the form. To the right of the search area is a section for RECOVERY, featuring a "SEARCH RECOVERY OPPORTUNITIES" button and a "SEARCH RECOVERY AWARDS" button. Below this is a section for FBO RECOVERY REPORTS with links for Opportunities and Awards. Further down is a section for USER GUIDES with links for Buyer, Vendor, Engineer, and Location / Agency Admin. At the bottom, there are two columns: "Buyers / Engineers" and "Vendors / Citizens", each with a login field and a "View Opportunities" or "Find Opportunities" button. The text "No login is required to" is visible below the login fields.

Federal Business Opportunities

IAE E.GOV USA.gov

Home Getting Started General Info Opportunities Agencies Privacy

Search more than **33,700\*** active federal opportunities.

Posted Date: Last 90 Days Set-Aside Code: Any

Place of Performance: Any State or Territory Type: Any

Keyword / Solicitation #: Agency:

Search

Additional criteria and multiple selections are available on the [advanced search form](#).  
\* Notices posted within the last 90 days.

[Where can I find the U.S. Coast Guard's announcement seeking innovative ideas supporting the Deepwater Horizon Response efforts for the oil spill in the Gulf of Mexico?](#)

**Buyers / Engineers**  
Government users may post, manage, and award opportunities.

Username [View Opportunities](#)  
No login is required to

**Vendors / Citizens**  
Vendors and citizens may search, monitor, and retrieve opportunities.

Username [Find Opportunities](#)  
No login is required to

**RECOVERY**  
FBO now contains Recovery and Reinvestment Act actions.

[SEARCH RECOVERY OPPORTUNITIES](#)  
[SEARCH RECOVERY AWARDS](#)

**FBO RECOVERY REPORTS**

- [Click here for Opportunities](#)
- [Click here for Awards](#)

Click [here](#) to learn more.

**USER GUIDES**

- [Buyer](#)
- [Vendor](#)
- [Engineer](#)
- [Location / Agency Admin](#)

Use [Adobe Acrobat Reader](#) to view files in PDF format.

**DEMONSTRATION VIDEOS**  
Watch demonstration videos

# FedBizOpps continued...

Federal Business Opportunities

★ FEDBIZOPPS.GOV

IAE E-GOV USA.GOV

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Buyers: [Login](#) | [Register](#) Vendors: [Login](#) | [Register](#) Accessibility

## Agencies

RETURN TO HOME

**Search Tips:** Click an agency/office below to view opportunities. Use the keyword search field to filter by agency name, abbreviation, or description. To conduct a more accurate search, use the [Advanced Search Form](#) in the Opportunities section.

Keywords:

Items 1-20 of 123 Showing  per page Jump  | [Next >](#)

	Name	Offices	Locations	Notices
	<a href="#">Administrative Office of the U. S. Courts</a>	<a href="#">79 Offices</a>	<a href="#">104 Locations</a>	<a href="#">33 Notices</a>
	<a href="#">African Development Foundation</a>	<a href="#">1 Office</a>	<a href="#">1 Location</a>	<a href="#">1 Notices</a>
	<a href="#">Agency for International Development</a>	<a href="#">3 Offices</a>	<a href="#">93 Locations</a>	<a href="#">679 Notices</a>
	<a href="#">American Battle Monuments Commission</a>	<a href="#">1 Office</a>	<a href="#">3 Locations</a>	<a href="#">0 Notices</a>
	<a href="#">Architect of the Capitol</a>	<a href="#">1 Office</a>	<a href="#">1 Location</a>	<a href="#">60 Notices</a>
	<a href="#">Armed Forces Retirement Home</a>	<a href="#">1 Office</a>	<a href="#">2 Locations</a>	<a href="#">4 Notices</a>

# FedBizOpps continued...

Federal Business Opportunities

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## Agencies

RETURN TO HOME

**Search Tips:** Click an agency/office below to view opportunities. Use the keyword search field to filter by agency name, abbreviation, or description. To conduct a more accurate search, use the [Advanced Search Form](#) in the Opportunities section.

Keywords:

Items 1-7 of 7

	Name	Locations	Notices
	<a href="#">Department of Housing and Urban Development</a>	<a href="#">13 Locations</a>	<a href="#">86 Notices</a>
	<a href="#">Department of Housing and Urban Development / OCPO, Northern (Philadelphia) Field Contracting Operations</a>	<a href="#">4 Locations</a>	<a href="#">44 Notices</a>
	<a href="#">Department of Housing and Urban Development / OCPO, Office of Policy and Systems</a>	<a href="#">1 Location</a>	<a href="#">0 Notices</a>
	<a href="#">Department of Housing and Urban Development / OCPO, Office of Program Operations</a>	<a href="#">1 Location</a>	<a href="#">7 Notices</a>
	<a href="#">Department of Housing and Urban Development / OCPO, Office of Support Operations</a>	<a href="#">1 Location</a>	<a href="#">10 Notices</a>
	<a href="#">Department of Housing and Urban Development / OCPO, Southern (Atlanta) Field Contracting Operations</a>	<a href="#">2 Locations</a>	<a href="#">7 Notices</a>
	<a href="#">Department of Housing and Urban Development / OCPO, Western (Denver) Field Contracting Operations</a>	<a href="#">3 Locations</a>	<a href="#">18 Notices</a>

# FedBizOpps continued...

Home Getting Started General Info Opportunities Agencies Privacy

Buyers: [Login](#) | [Register](#) Vendors: [Login](#) | [Register](#)  Accessibility

## Department of Housing and Urban Development: Opportunities

[RETURN TO AGENCIES](#) [RETURN TO LIST \(AGENCIES\)](#)

Opportunities Profile Offices Locations

Opportunities List Advanced Search Archives

Keyword / Solicitation #:   TIPS Posted Date:

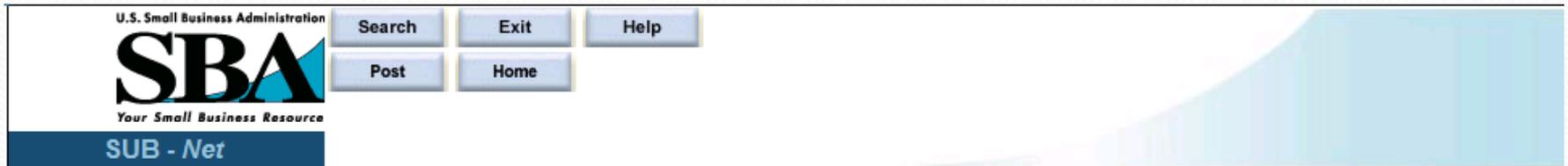
[+ More Search Fields](#) [Search by Classification, NAICS code, Recovery actions, and more](#)

1 - 20 of 86 Sort By  Showing  per page [1](#) | [2](#) | [3](#) | [4](#) | [5](#) »

Opportunity	Agency/Office/Location ▼	Type ▼ / Set-aside ▼	Posted On ▲
 <a href="#">Single Family Field Review of Appraisal Services - Columbus OH Area</a> R03AH0033 R -- Professional, administrative, and management support services	Department of Housing and Urban Development OCPO, Northern (Philadelphia) Field Contracting Operations Minneapolis Operations Branch	Combined Synopsis/Solicitation / Total Small Business	Jul 30, 2010
 <a href="#">CPD Managers Conference</a> R0DOT0006 X -- Lease or rental of facilities	Department of Housing and Urban Development OCPO, Office of Support Operations Office of Support Operations, NO	Combined Synopsis/Solicitation	Jul 30, 2010
 <a href="#">Single Family Field Review of Appraisal Services - Baltimore, MD Area</a> R03AH0037 R -- Professional, administrative, and management support services	Department of Housing and Urban Development OCPO, Northern (Philadelphia) Field Contracting Operations Minneapolis Operations Branch	Combined Synopsis/Solicitation / Total Small Business	Jul 30, 2010

# Subcontracting Opportunities

[www.sba.gov/subnet](http://www.sba.gov/subnet)



[Text Only](#)

## **U.S. Small Business Administration Subcontracting *Network***

### **[American Recovery and Reinvestment Act \(ARRA\) Subcontract Solicitations](#)**

[ARRA Prime Contracts Solicitations](#)

[Iraq Reconstruction RFP's](#)

The use of SUB-Net fulfills the function set forth in [Federal Acquisition Regulation \(FAR\) 5.206](#), Notice of Subcontracting Opportunities, for contractors and subcontractors to post notices and thereby increase competition for subcontracts.

Also see SBA's [Subcontracting Opportunities Directory](#)  
DSBS-Dynamic Small Business Search Engine in [CCR](#) - Central Contractor Registration

# Fiscal Year 2010 Procurement Forecast

Website: [www.hud.gov/offices/osdbu/4cast.cfm](http://www.hud.gov/offices/osdbu/4cast.cfm)

## Homes & Communities

U.S. Department of Housing and Urban Development

### Small and Disadvantaged Business Utilization

Marketing to HUD

Outreach Events

News

Goals & Accomplishments

Small Business Policies

About OSDBU

Forms

HUD news

Homes

Resources

Communities

Working with HUD

Tools

Webcasts

Mailing lists

RSS Feeds

Help



Small & Disadvantaged Business Utilization

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## Fiscal Year 2010 Forecast of Contracting Opportunities

HUD is committed to ensuring that small, very small, small disadvantaged, 8(a), women-owned, HUBZone and veteran-owned businesses participate fully in departmental contracting activities. The publication of this document will assist the small business community by providing advanced notice of HUD's procurement plans for the Fiscal Year. The document is intended to be dynamic, subject to changes as priorities change, and will be updated periodically.

- ▶ [Download FY 2010 Forecast, Version 17, issued 07/19/10](#) (MS Word Format)
- ▶ [Download FY 2010 Forecast, Version 17, issued 07/19/10](#) (PDF Format)

**Printing Instructions:** The Forecast is formatted to print on legal size paper. If you prefer to print it on letter size paper, the formatting can be manually changed to letter size in the MSWord file (above). To manually change the formatting to print the Forecast on letter size paper:

- Download the Forecast in MSWord format (above).
- Open the Forecast with your MSWord program.
- Select "File" from the MSWord menubar.



[Information by State](#)



[Print version](#)

### Related Information

- ▶ [HUD subcontracting opportunities](#)
- ▶ [FedBizOpps](#) (Governmentwide contracting opportunities)

# SBA & GSA Programs

- To become certified through 8A Business Development Program at SBA; visit the Self Assessment Tool for eligibility at <http://training.sba.gov:8000/assessment>

- To join the GSA Schedules Program

**MAS Helpdesk (National Customer Service Center)**

(800) 488-3111

Fax (816) 926-6952

[mashelpdesk@gsa.gov](mailto:mashelpdesk@gsa.gov)

# How Do I Get A Contract To Build New Housing For HUD?

- HUD DOES NOT DIRECTLY BUILD HOUSING!
- Grants for construction of elderly housing and housing for people with disabilities.
- Provides funding to local and State governments for [economic development programs](#).
- Public housing agencies receive funds from HUD to create and maintain housing for low-income families, the elderly, and persons with disabilities.

# How Do I Become An Inspector?

## Uniform Physical Conditions Standard (UPCS) Certified

- **Do you qualify?**
  - Performed at least 250 'property' inspections 'personally'.
  - Must possess computer skills
  - Have technical Knowledge in Residential and/or Commercial Building Trades
- **Complete Candidate Assessment Questionnaire & email to:**  
[inspectorassessmentform@hud.gov](mailto:inspectorassessmentform@hud.gov)
- **Get approved by PIH-REAC**
- **Register & Complete Phases of Inspector Certification Training**
- <http://www.hud.gov/offices/reac/products/pass/insp-cert.cfm>



# How Do I Become A HUD Approved Appraiser?



- **Do you qualify?**
  - Be a certified appraiser .
  - Not be listed on GSA's Excluded Parties List System (**EPLS**), HUD's Limited Denial of Participation (**LDP**) list, or the Credit Alert Interactive System (**CAIVRS**).
- **Complete FHA Roster Application online.**
- **Submit Application Online.**

Website:

[http://www.hud.gov/offices/hsg/sfh/appr/appl\\_instr.cfm](http://www.hud.gov/offices/hsg/sfh/appr/appl_instr.cfm)

# Freedom of Information Act Requests (FOIA)

To obtain information through the Freedom of Information Act (FOIA) for past contracts that have been awarded for similar services across the country, please contact:

**Ms. Emma Newsome, FOIA Liaison, at**  
**[emma.newsome@hud.gov](mailto:emma.newsome@hud.gov).**

# Office of Small & Disadvantaged Business Utilization

1-202-402-5477

Ensures small businesses are treated fairly and are able to compete.

Sharman Lancefield, Director

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**Today's PowerPoint and additional information can be found at the following website:**

[www.hud.gov/puertorico](http://www.hud.gov/puertorico)

