3rd Quarter FY 2021
Business Forecast Webinar and Partner Update
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As Prepared

USAID Participants
- Mark Walther, Director, Bureau for Management, Office of Acquisition and Assistance
- Erin Brown, Interim Diversity, Equity, and Inclusion (DEI) Coordinator, Office of the Administrator
- Adam Phillips, Director, Bureau for Development, Democracy, and Innovation, Office of Local, Faith, and Transformative Partnerships
- Jeri Dible, Technical Advisor, COVID-19 Task Force
- Kathryn Stevens, Director, Strategic and Policy Planning Bureau for Policy, Planning, and Learning
- Deb Broderick, Deputy Director, Bureau for Management, Office of Acquisition and Assistance
- Temitayo Ifafore-Calfee, Managing Director (Acting), Office of Private Sector Engagement, Bureau for Development, Democracy, and Innovation
- John Watson, Acting Director, Office of Small and Disadvantaged Business Utilization
- Matt Johnson, Industry Liaison, Communications Director, Bureau for Management, Office of Acquisition and Assistance

Agenda
- Welcome and introductions by Matt Johnson
- Remarks from Mark Walther
- Remarks from Erin Brown
- Remarks from Adam Phillips
- Remarks from Jeri Dible
- Remarks from Kathryn Stevens
- Remarks from Deb Broderick
- Remarks from Temitayo Ifafore-Calfee
- Remarks from John Watson
- Conclusion of the call.

<div align="center">**Conference Call Transcript**</div>

Welcome and Introductions from Matt Johnson

Hello everyone and thank you for joining us today's Business Forecast Webinar and Partner Update. My name is Matt Johnson and I am USAID's Industry Liaison as well as the Communications Director for the Office of Acquisition and Assistance.

It is a pleasure to be speaking with you this morning.

We have a lot of great topics that we will be covering during today's Business Forecast and Partner update webinar.

You will be hearing not only from our office - the Office of Acquisition and Assistance, but also from colleagues from our Bureau for Development, Democracy and Innovation - specifically our Office of Private Sector Engagement and our Office of Local, Faith, and Transformative Partnerships. Also joining us today are colleagues from our COVID-19 Task Force, Bureau for Policy Planning and Learning, our Small Business Office, and the Agency's Diversity Equity and Inclusion coordinator. We have a lot of updates to share with you today.

In addition to all of these updates, our team has been busy going through all of the questions submitted related to the Business Forecast. I'm pleased to share that we have the majority of the questions answered. If you're new to joining us for a Business Forecast webinar, rather than going through all questions that we've received in advance of the event, we provide updates on what's happening at USAID and address some of the broader questions that were submitted. We will not be taking any live questions during today's event.

Later today we plan to post responses to the questions we have received on our website -- as well as a recording and transcript from this call.

We will notify you that it has been posted through our email distribution list, our Twitter handle, and our [Work with USAID](#) LinkedIn group. We will drop the links in the chat box for you.

I would like to turn the call over to Mark Walther to share a few updates.

Remarks from Mark Walther

Greetings everyone. Thanks so much for joining us for today's webinar.

We know how much you value the Business Forecast and these check-ins on a regular basis. This regular check helps us to ensure that you are getting the information you need, but allows us to share with you important updates that are happening within USAID. I'm pleased that so many of our colleagues from around the Agency are here with us today.

One of the requests that came through in this quarter's questions from a partner, was to post information on the Agency's Leader with Associate Awards or LWA as well as Blanket Purchase Agreements, alongside our current list of IDIQs. I'm pleased to share that this information will

be available on our website today. You can find the [link to this information in the chat box and in my written remarks](#).

As you are likely aware, our Business Forecast is updated daily, pulling from our internal system Acquisition and Assistance Planning system. We have continued to look for improvements to make the Forecast a more useful tool. Last quarter we released the "change log" - which allows you to identify how specific activities on the Forecast have been updated. We've also added additional fields like planned co-creation, Category Management Vehicle, Eligibility Criteria, and Principal Geographic Code.

Additionally, we have just released a new feature internally, which sends automated reminder emails to USAID staff when a particular activity has not been updated within 8 weeks. With this new feature, notifications will be sent to USAID staff reminding them to go into the A&A Plan to review the information. This new feature will help to ensure that we are getting you the most accurate information as we are planning new activities.

I would now like to turn to highlight a number of additional items.

You will hear from our colleagues in our Small business office in a moment, but I want to commend them on a great small business conference last week. It was a pleasure to be able to join the annual event to highlight successes and challenges as well as celebrating the strong advocates for U.S. Small Businesses within USAID and the partner community.

We are continually looking for ways to increase our engagement with U.S. Small Businesses – partnering with our colleagues in our Office of Small and Disadvantaged Business Utilization (OSDBU) or through our Industry Liaison outreach events. Since our last partner call, we hosted an OASIS Reverse Industry Day where teams from the General Services Administration and our partners community presented to more than 200 USAID staff from around the world the benefits of using a tool like OASIS to meet the Agency's goals and objectives.

Another topic on the top of everyone's mind is the impacts of COVID-19 on our work. Throughout COVID-19, we have tried to work closely with our partners to find solutions to the challenges we are facing in this new operating environment.

In late March and early April, our office conducted a survey to understand the challenges our partners are experiencing operating during COVID-19 – particularly since the end of the Global Authorized Departure (G/AD) on December 9, 2020. Thanks to the more than 350 partners who responded to the survey.

The survey showed that in the global operating environment, partners reported an increase in operations returning to the status quo, and a decrease in conditions ranked "significantly challenging" as a result of COVID. Across all activity sectors, partners operating around the world reported slight improvements in interacting with stakeholders and activity monitoring since the end of the G/AD--this was similar across different mechanisms as well as programs/sectors. It was also clear that challenges remain. 44% self identified as new prime partners in the last 5 years. In addition, 52% of respondents noted that they will increase funding

or redirect funding to subcontracts/subawards through local and/or locally established partners to ensure continuity of operations during COVID.

Related to COVID, we know that the top concern shared by you is the access to vaccines as well as costs associated with getting the vaccines for your staff. We are working on an options memo for Agency leadership, continuing to engage the inter-agency to explore different scenarios. I hope that we will have guidance in the near future to share with you.

We are currently doing a stocktaking review of our A&A Strategy to understand how it has been implemented and how it can be adapted to the future. We understand the importance of not only diversifying how we partner, but also find ways to simplify the process. One of our major areas of focus internally is to ensure that we have adequately equipped our own A&A workforce. We would welcome feedback on the strategy - by sharing information with our team at IndustryLiaison@usaid.gov. I would also invite you to participate in our next Work with USAID webinar on July 27th at 10am. We will drop the link in the chat box.

One of the items highlighted in the current A&A strategy is the need for subaward data to be tracked. In November 2020, USAID issued an executive message to all Agency staff titled: *Ensuring We Approve Sub-Contracts and Hold Our Contractors Accountable for Reporting.* The Agency also sent a message to USAID partners and posted memoranda on the Agency Partner Notice portals informing contractors and grantees of their requirements. I would like to use this webinar today to remind our partners that reporting this information remains an important part of your award management and assists in reflecting the diversity of expertise contributing to our international humanitarian and development goals.

Another key element of our A&A Strategy is looking at ways to diversify our partner base. USAID is committed to advancing diversity, equity, and inclusion across the Agency's work, including our partnerships. As a part of this work our team has been working closely with the Agency Equity Team, who you will hear from shortly, to identify barriers and challenges that new and underserved communities face when trying to work with USAID. We would appreciate you sharing your experiences with our Industry Liaison team to help us become a more diverse and inclusive partner.

Finally, before I hand the call over to Adam, I wanted to briefly address the email hacking incident that happened last month. We understand the partner community has questions and concerns around the incident. USAID was a target of a phishing email attack that included malicious software sent through a compromised Constant Contact account. USAID did not send these malicious emails, and the Agency is working with federal authorities, including the U.S. Department of Homeland Security, the Cybersecurity and Infrastructure Security Agency (CISA) in an ongoing investigation. We encourage our partners to report any suspicious activities to their IT departments.

Remarks from Adam Phillips

Good morning, afternoon, and evening everyone. My name is Adam Nicholas Phillips and I am the director of the Local, Faith, and Transformative Partnerships Hub at USAID, or LFT Hub.

The LFT Hub sits within USAID's new Bureau for Development, Democracy, and Innovation (DDI), which is the Agency's central resource for providing responsive, integrated, world-class technical support to USAID Missions around the world.

USAID recently went through a structural reorganization over a number of years with the goal of improving the Agency's services to our staff in the field, missions, and other stakeholders around the world. The internal reorganization that led to the recent launch of DDI, and the LFT Hub was a key outcome of that goal. The LFT Hub brings together the unique perspectives from a variety of teams across the Agency that support development and diplomacy through diverse and nontraditional partnerships.

LFT's other teams include Locally Led Development Initiatives; the Minority Serving Institution Program; the New Partnerships Initiative; the American Schools and Hospitals Abroad Initiative; the Volunteerism, Diaspora, and Foundations Engagement Initiative and the Center for Faith-based and Neighborhood Partnerships. In addition to supporting collaborations with local communities and faith-based organizations, the LFT Hub works to promote ASHA partnerships with schools and hospitals abroad, minority-serving institutions, foundations, diaspora communities, cooperatives, and volunteer organizations. I would like to provide updates from each initiative today for your awareness.

Our ASHA initiative posts an RFA annually. ASHA is currently completing final awards for the FY 2020 RFA, and undergoing their review of FY 2021 applications. ASHA anticipates posting their FY 2022 RFA in November 2021. The Limited Excess Property Program (LEPP) is managed by ASHA, and posts an RFA every 3 years. The LEPP RFA will be posted on or around May of 2023.

Through partnerships with minority serving institutions (MSIs), USAID seeks to harness the unique perspectives and capabilities of indigenous and underrepresented communities in the United States to enhance our international development and humanitarian assistance efforts. We are currently examining internal policies to ensure an environment where MSIs have maximum opportunity to become implementing partners, as well as thought leaders informing our policies and program design.

Our Cooperative Development Program is undergoing a co-creation of activities with new implementing partners to expand activities to a total of 22 target USAID countries. The purpose of these activities is to build and strengthen the capacity of cooperatives and credit unions, which are inclusive community-owned and operated businesses. The Local Works program continues to support 32 Missions with portfolios that position local partners as designers and implementers of grass roots solutions to local development challenges.

Under the Broad Agency Announcement for Locally Led Development Innovation Addendum #1, DDI/LFT Hub is co-creating technical approaches to research and development concepts to advance knowledge and practice around donor support for locally led development. Unsolicited Solutions for Locally Led Development is currently funding seven unsolicited applications globally that focus on local input, innovation, sustainability, adaptability, and local implementation. Another ten awards are in the process of co-creation. All good ideas that

support locally led development submitted by organizations that have received less than $5 million over the last five years from USAID are considered for support.

The Small Project Assistance Program is a 38 year partnership with the Peace Corps, is currently active in over 40 countries. This program is supporting community-led development through small grants, technical training activities, and other targeted investments.

USAID's Center for Faith-Based and Neighborhood Partnerships is developing a first-ever policy on religious engagement. The policy will provide guidance to USAID and implementing partner staff on how to best engage religious communities in support of our shared development goals, and will outline needs for integrating this work into agency business practices. We look forward to receiving your feedback on this draft policy when we release it for public comment later this year.

NPI is currently working with Mission colleagues to incorporate Accountability and Feedback plans into solicitations to ensure that NPI activities are responsive to local populations throughout the program cycle. When our implementing partners operate with more accountability, it advances equity and empowers local populations to take the lead in articulating and sustaining their development objectives. NPI is also working closely with the Agency Equity Team to ensure that NPI advances DEI priorities in our overseas programming.

Remarks from Erin Brown
Good morning, afternoon, and evening based on where you are in the world. My name is Erin Brown and I am the Agency's interim Diversity, Equity, and Inclusion Coordinator in the Office of the Administrator, and I also chair USAID's Agency Equity Team. As the Agency's DEI Coordinator, I am responsible for coordinating and collaborating across multiple operating units to advance DEI across what I call the 5 Ps: USAID's people, policies, processes, programs, and partnerships, and specifically in advancing the Agency's Diversity, Equity, and Inclusion Plan, which Administrator Power signed on day one of her tenure.

Given the increasingly dynamic nature and complexity of foreign assistance, it is important that USAID reflect the American public that it represents, that we include diverse people and perspectives at the table, and that we address the long-standing imbalances of power that define those who receive aid and those that deliver it. As such, a key priority of the Biden Administration and USAID Administrator Samantha Power, is to advance equity for underserved communities that have been historically marginalized in our country and in our world, not just internally, but also through our programs and partnerships. On January 20, 2021, President Biden signed Executive Order 13985, Advancing Racial Equity and Support for Underserved Communities Through the Federal Government, as one of his first acts as President. This Executive Order represents the policy of the Biden Administration that the Federal Government should pursue a comprehensive approach to advancing equity for all, including people of color and others who have been historically underserved, marginalized, and adversely affected by persistent poverty and inequality. A key component of this executive order is a mandate that all US government agencies complete an equity assessment that examines potential barriers that underserved communities and individuals may face in accessing benefits to federal programs, taking advantage of procurement and contracting opportunities and the extent to which new

policies or guidance may be necessary to advance equity. To implement that mandate, USAID's equity assessment has three focus areas within the context of foreign assistance : 1) Program management -- particularly "how we show up at the table" in partner countries in planning, delivering, assessing, and adapting development programming, and particularly whether the lack of equity in our relationships with stakeholders impacts the planning, delivering, assessing and adapting of development programming; 2) Institutionalization of racial and ethnic equity in USAID programming, and 3)Procurement regulations, policies and practices that make it difficult and expensive for new organizations from underserved communities to partner with USAID and enhance capacity. On August 9th, I will submit our equity assessment report to the Office of Management Budget that will include both findings on barriers to equity and recommendations for changes to policies or practices and new policies or practices necessary to address those barriers. I want to ensure you that voices of the implementing partner community were solicited during this process. We have conducted five focus groups to date with implementing partners with an additional two focus groups this week. After completion of the equity assessment report, I will work with the Office of Acquisition and Assistance for avenues to share findings with existing and potential partners so that we may continue the dialog and work together collaboratively to advance DEI across USAID programs and partnerships, and in our respective organizations.

Remarks from Jeri Dible

Good morning and thank you for having me today. I'm Jeri Dible and am pleased to provide you with updates on USAID's response to the COVID-19 pandemic.

On March 9, USAID activated a COVID-19 Program and Operations Strategy Task Force to ensure a coordinated whole-of-Agency approach to tackling COVID-19 around the world. The COVID Task Force, led by Executive Director Jeremy Konyndyk, is organized into four pillars:

- Pillar 1: Program and Strategic Planning,
- Pillar 2: Policy Engagement and Communications,
- Pillar 3: Program Operations, Administration, and Budget, and
- Pillar 4: USAID Workforce Support

In addition to providing central coordination, the COVID Task Force also works to ensure alignment of our USAID COVID-19 response with broader U.S. Government priorities. USAID's approach has been informed by a forthcoming U.S. Government COVID-19 Response and Recovery Plan, to which USAID contributed significantly. This interagency Response Plan includes five objectives, ranging from addressing urgent health and humanitarian needs to strengthening global health security architecture to prevent, detect and respond to future pandemic threats. USAID is currently drafting an Agency-specific plan to implement and advance objectives from the interagency plan within our mandate.

The interagency Response Plan also informs the strategic use of funding to respond to the COVID-19 pandemic. Under the American Rescue Plan Act of 2021, $11.5 billion was appropriated for the global COVID-19 response and USAID will directly manage a large portion of that funding. With this funding, USAID has moved immediately to address urgent health and humanitarian needs. In recent weeks, this has included shipments of critical medical supplies to

save lives in India, Bangladesh and several other South Asian countries facing dire COVID-19 crises. We have also developed initial plans for USAID's broader humanitarian and health response, including for programs that will support vaccine readiness, mitigate COVID-19 morbidity and mortality, and address urgent COVID-19 related food insecurity. As of last week, humanitarian response activities funded by ARPA have begun in 26 countries. COVID Task Force Executive Director Jeremy Konyndyk described USAID's response when he and Department of State Global COVID Response Coordinator, Gayle Smith, testified in front of the Senate Foreign Relations Committee on May 12th. A recording of the hearing is available here.

We are also excited to work with the White House and other U.S. Government partners to rapidly act on the Biden Administration's recently announced vaccine dose sharing commitments. In addition to the U.S. Government's $2 billion contribution to COVAX, the Biden Administration announced in early June that the United States would share at least 80 million excess doses from the U.S. stockpile with countries in need, the majority of which will go through COVAX. And just last week, President Biden announced that the U.S. will purchase and donate an additional 500 million Pfizer vaccines to 92 low- and lower middle-income countries and the African Union to accelerate the global fight against COVID-19. The U.S. Government is committed to working with COVAX and other partners to ensure that these vaccines are delivered equitably, to the greatest number of countries and to those most in need. USAID recognizes the historic nature of these recent commitments and looks forward to participating in vaccine distribution efforts to achieve global vaccination coverage.

Remarks from Kathryn Stevens

Good morning, everyone. My name is Kathryn Stevens, and I am currently serving as the Acting Deputy Assistant to the Administrator (S/DAA) for the Policy Planning and Learning Bureau -- also known as "PPL."

As you can imagine, there is a lot happening in our bureau right now as we identify how to adapt and respond to new and emerging Administration priorities. On March 3rd, President Biden released Interim National Security Strategic Guidance, which frames a set of overlapping crises that USAID is being called on to address. These include the global pandemic, a racial justice crisis, and a deepening climate emergency. The Guidance also establishes a number of national security priorities, including: reinvigorating our alliances and partnerships worldwide; leading in international institutions; and joining with like-minded partners to strengthen democracy globally, as well as at home.

The release of this Interim Guidance is an important step to ultimately issuing a new USAID Policy Framework after the National Security Strategy is finalized. We expect that the new Framework will be more comprehensive of all of USAID's priorities and will provide new thinking about how to apply a model of sustainable and accountable foreign assistance.

While these new priorities are being defined, we temporarily paused the review and approval of new Country Development and Cooperation Strategies (CDCSs), Regional Strategies (RDCSs), and Strategic Frameworks. During this pause, we are encouraging Missions to continue analytic work, consultations, and other key elements of strategic planning. In addition, we are

encouraging Missions with recently approved strategies to consider Administration priorities that may affect strategy implementation, such as the global COVID-19 pandemic.

We are in the process of finalizing interim policy guidance that will guide our missions in pivoting strategies and programs to address these new policy priorities.

Finally, of particular interest to you all, we are continuing efforts to strengthen and elevate the COR/AOR function at USAID. As many of you know, PPL became USAID's institutional home for COR/AOR coordination in late 2019, and we have been working hard over the last year-plus to enhance training, improve Agency-wide coordination here in Washington, and streamline and clarify compliance tasks. Ultimately we want to see our COR/AORs spend more time on what matters most: engaging with you -- our partners -- to solve problems; remove roadblocks; and navigate complexity to achieve our topline development goals.

Remarks from Deb Broderick

We continue to make progress in the area of Category Management, which remains an Agency Priority Goal. Through May 2021, we increased Spend Under Management (SUM) from $1.8M to $2.0M, an increase of 11.1% from previous month and our Best in Class (BIC) spend increased from $80.4M to $100.1M, or a 24.5% increase in BIC spend. While these are significant increases, year to date we are just at 53% of our SUM target and 49% of our BIC target, so pedal to the metal for the 4th Quarter. USAID's FY21 targets are: $204.39M obligated contract dollars for BIC, and $3.85B obligated contract dollars for SUM. These are Agency level targets and are not subdivided amongst Bureaus or between Washington and Missions. That said, the majority of CM contract dollars will be obligated in Washington, due to the nature of the work in Washington versus the Missions. Washington B/IOs and COs are therefore our target audience when communicating Agency CM requirements. Outside of the IT Category, the majority of the Agency's contract dollars are spent in the Professional Services Category. OASIS is therefore our primary contract solution for meeting the Tier 3/BIC target. The Multiple Award Schedule (MAS) is our primary contract solution for Tier 2 and to help meet our SUM target.

A reminder that there are two fields on the Business Forecast that will help Industry understand whether or not USAID intends to issue a solicitation under a CM solution. If the "Award/Action Type" field indicates "Other Federal Order (FAR 16.505)" that is an indication that the CO intends to use another Federal Agency's contract to fulfill the requirement. In this situation, the "Category Management Contract Vehicle" field will most likely indicate OASIS and the appropriate OASIS Pool, or another BIC contract. If the "Award/Action Type" field indicates "GSA Schedule Order (FAR 8.405)" that is an indication that the CO intends to use the GSA Schedule to fulfill the requirement. In this situation, the "Category Management Contract Vehicle" field should indicate MAS and the SIN number associated with the procurement. If you find that the fields are mismatched or that the "Category Management Contract Vehicle" field does not display the correct information, please reach out to the CO indicated in the Forecast to

request the information be corrected. The fields are new to both Industry and our COs, so it will take some time to build the habit of correctly completing the fields. We appreciated Industry working with us to make these fields as useful as possible.

Section 889 remains a critical priority for the Agency. We continue to engage with OMB, ODNI. While there is much discussion on a path forward, there has been no decision on the best path forward. Covered technology increases our vulnerability, so it is important for our implementing partners to begin moving away from these technologies. As soon as we have additional information to share, we will let our partners know.

Remarks from Temi Ifafore-Calfee

Greetings, everyone. My name is Temitayo Ifafore-Calfee and I'm the Acting Managing Director in the Private Sector Engagement Hub for the Bureau for Development, Democracy, and Innovation.
I'm excited to give you an overview of the PSE Hub, what we're up to, and how you can engage with us. I'd like to start with an overview of where USAID currently stands with working with the private sector.
As you may know, today's development landscape is very different from the time when USAID was set up. Today, we see USAID as a provider of market-based solutions in an enterprise-driven model, as opposed to a public sector-led development model. One of the trends that drive this is the public resource gap. The world faces an annual gap of $2.5 trillion to finance and achieve the 17 Sustainable Development Goals that are necessary to create a better future.
As a result, private investment and private sector resources are needed. The other trend is private sector readiness. The business community's articulated goals around social, environmental, and governance themes are aligned now more than ever with USAID's mission.
- Socially aware business is good business.
- And what follows is that consumer awareness of business' social performance and demand for responsibly-sourced products and services is growing.
- Growing company recognition of global development issues as core business risks: poverty; climate change; water scarcity; deforestation; etc.
- Engaging with the private sector is not new to USAID--we have been working with the private sector through Global Development Alliances and the Development Credit Authority for around 20 years.

But since the 2018 PSE Policy came out, we are making a deliberate move from public sector-led to enterprise-driven development, and we are rethinking the way we deliver US development assistance. Based on the Policy, the PSE Hub is leading the effort to rethink our collective approach. We envision the Hub as a catalyst for scaling and mainstreaming PSE across the Agency through enterprise-wide systems changes.
There are 4 key components of our strategy that will help set the conditions for this systemic change. They are:
1. Building Institutional Capacity -- training, skills, sharing knowledge and insights.
2. Improving our Partner Experience -- making it easier for partners to work with us.

3. Increasing Applied Insight to Drive Impact and Partner Value -- learning and adapting our approach to what works well.
4. Piloting and Scaling Engagement Innovation -- USAID needs new tools and ways to partner with the private sector. We are leading in developing these.

PSE embodies strategic collaboration, aligning with the private sector, and rethinking roles. For USAID, it means we are taking a strategic approach to planning and programming where we consult, strategize, align, collaborate, and implement with the private sector for greater scale, sustainability, and effectiveness of development or humanitarian outcomes.

None of us can afford to overlook engagement with the private sector as they work in partnership with communities to build their capacities to plan, finance, and implement sustainable solutions to their own challenges. The private sector can help provide the goods and services communities need in both development and humanitarian contexts in a sustainable way. Some operating principles will guide us in this work:

- Identify market-based solutions
- Build relationships
- Enhance the PSE toolbox
- Share lessons

We want to engage with and we are excited to see what partnerships come from this event and others in the future. Read some of our stories of market-based approaches: https://usaid-pse.exposure.co/. Check out our website: https://www.usaid.gov/work-usaid/private-sector-engagement. And for more information, please contact at globalpartnerships@usaid.gov.

Remarks from John Watson

Good morning everyone, my name is John Watson, acting Director of the Office of Small and Disadvantaged Business Utilization. Thank you to those of you that were able to attend last week's 13th Annual Small business (virtual) conference. Our theme was "60 years of building capacity and diversity through small business partnerships." The conference featured welcoming remarks from Administrator Samantha Power and Congresswoman Barber Lee, who both stressed the importance of small business to the agency and Diversification of our partner base. Pre-conference survey data gave us indications of the challenges small businesses have partnering with the agency and attendance was high for the workshop on Small Business Success and Challenges. We will be conducting additional outreach activity around this topic soon.

Congratulations to the FY20 winners; Integra Small Business of the Year and Palladium, Large Prime Business of the Year.

Because the event was virtual, we were able to capture some key engagement metrics and audience interactions; we had 464 attendees logged-on, 805 live stream views and 30,410 total interactions of taps, views and votes cast during the event. We will strive to make portions of the event available online as soon as it is compliant for all audiences.

We expect to hear good news soon from the Small Business Administration about USAID's small business goal performance in FY20. The agency small business percentage was 14.83

percent against a goal of 12 percent. Year to date FY21 small business percentage is 10.8 percent against a goal of 12.5 percent.

Please continue to work with OSDBU as we advocate to expand worldwide opportunities for prime and subcontracting partnerships with small businesses.