

**STATUS REPORT**

**LOUISIANA INITIATIVE FOR SMALL  
ENTREPRENEURSHIPS  
(THE HUDSON INITIATIVE)**

**2017-2018 FISCAL YEAR  
(July 1, 2017 – June 30, 2018)**

*Presented to*

Senate Committee on Finance

House Committee on Appropriations

By  
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Commissioner of Administration

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**LOUISIANA INITIATIVE FOR SMALL ENTREPRENEURSHIPS  
(THE HUDSON INITIATIVE)**

**2017 - 2018 FISCAL YEAR STATUS**

For the period July 1, 2017 through June 30, 2018, the total reported state expenditure on contracts with certified Hudson Initiative small entrepreneurships was approximately \$31,284,811.00. At the end of the June 30, 2018 fiscal year period, LED reported one thousand seventy-seven (1,077) certified Hudson Initiative small entrepreneurships. Of this number, a total of eight hundred and forty-two (842) were enrolled in LaGov.

For the previous fiscal year (July 1, 2016 through June 30, 2017), the total reported expenditure on contracts was approximately \$29,125,978.56. The table below is an overview of expenditures to Hudson Initiative small entrepreneurships for fiscal years July 1, 2016 through June 30, 2017 and July 1, 2017 through June 30, 2018. The DOA and state agencies in concert with LED are continuing our efforts to inform businesses about the program and to encourage their certification. The DOA is also encouraging state agencies to maximize their efforts in contracting with small entrepreneurships.

**TABLE 1**

**BREAKDOWN OF FISCAL YEAR '18 EXPENDITURES**

The chart below illustrates the expenditures on contracts with certified Hudson Initiative small entrepreneurships according to the three available procurement accounting systems used by the executive branch.

<b>HUDSON INITIATIVE SUMMARY EXPENDITURES</b>		
	EXPENDITURES FY '17 07/01/16 – 06/30/17	EXPENDITURES FY '18 07/01/17 – 06/30/18
ISIS and LaGov (Office of State Procurement and Facility Planning and Control) Agencies	\$18,873,427.09	\$ 21,568,811.48
Non-ISIS/LaGov Agencies (Universities, Colleges & LSUHSC HOSPITALS)	5,116,428.38	7,579,605.06
Department of Transportation and Development	5,136,123.09	2,136,394.46
<b>TOTAL</b>	<b>\$29,125,978.56</b>	<b>\$31,284,811.00</b>

Note: Due to limited reporting capabilities, these figures do not reflect expenditures earned by small entrepreneurships engaged as subcontractors.

## ADDITIONAL INITIATIVE REQUIREMENTS IMPOSED BY STATUTE

**A. La. R.S. 39:2007(C) requires the Commissioner of Administration to provide periodic training for relevant state employees to acquaint them with the requirements of the initiative and administrative law related thereto.**

**B. La. R.S. 39:2007(D) requires the Commissioner of Administration to conduct a training program at least semiannually to acquaint small entrepreneurships with state procurement and public contract proposal and bidding practices.**

On behalf of the Commissioner, the Office of State Procurement conducts outreach activities to acquaint small entrepreneurships with state contracting and procurement, to encourage certification and to encourage small entrepreneurships to enroll in the state’s electronic vendor notification system, LaGov.

Examples of these types of activities include:

Date	Event	Location	Topic
September 29, 2017	New OSP Employee Orientation	DOA Rm 2-147	Purchasing 101 and H&VI
August 2, 2017	Mayor’s Office of Economic Development	Regional Trans Management Center New Orleans, LA	Procurement Overview and Opportunities
September 14, 2017	Louisiana Housing Council	Sams Town Casino Shreveport, LA	OSP Website Navigation
November 14, 2017	LDH OPH Nutrition	DOA 1-141 Colorado Room	MMCAP, Purchasing 101, H&VI and Specification Writing
February 9, 2018	New OSP Employee Orientation	DOA Rm 2-147	Purchasing 101 & H&VI
March 27, 2018	14 <sup>th</sup> Annual Connecting Businesses with Contracts Conference	Southern University	How to Do Business with the State and H&VI
March 29, 2018	Agency Wide Training	DOA LA Purchase Room	Basic Fundamentals of Purchasing and H&VI
April 17, 2018	PTAC Training	LMA	How to Do Business with the State and H&VI
May 1, 2018	OSP Wide Training	Thomas Jefferson Room A & B	Basic Fundamentals of Purchasing and H&VI
June 21, 2018	LSU Joint Business Contracting Workshop	LSU	How to Do Business with the State and H&VI

**Attachment A**  
**Hudson Initiative Report**  
**July 1, 2017 through June 30, 2018**

Department	Expenditure Amount
01. Executive Dept.	\$ 5,377,668.37
03. Veterans Affairs	\$ 232,517.86
04 - 139. Secretary of State	\$ 106,800.45
04 - 141. Office of the Attorney General	\$ 5,156.00
04 - 146. Lieutenant Governor	\$ -
04 - 147. State Treasurer	\$ 15,461.00
04 - 158. Public Service Commission	\$ 10,285.16
04 - 160. Agriculture and Forestry	\$ 32,944.00
04 - 165. Commissioner of Insurance	\$ 290,109.74
05. Economic Dev.	\$ 70,837.71
06. Culture, Rec., Tourism	\$ 5,623,226.27
07. Department of Transportation and Development	\$ 2,136,394.46
08a. Corrections	\$ 511,170.17
08b. Public Safety	\$ 64,786.47
08c. Juvenile Justice	\$ 291,090.53
09. Health and Hospitals	\$ 360,702.14
10. Children of Family Services	\$ 56,611.00
11. Natural Resources	\$ 123,253.13
12. Revenue	\$ 8,855.50
13. Department of Environmental Quality	\$ 1,559,829.70
14. Workforce Comm.	\$ 1,251,845.69
16. Wildlife & Fisheries	\$ 731,257.21
17. Civil Service	\$ 35,178.71
19. DOE, Schools	\$ 2,831,023.58
19. Higher Education	\$ 7,648,481.97
21 - 800. Office of Group Benefits	\$ -
21 - 804. Office of Risk Management	\$ 190.00
21 - 806. LA Property Assistance Agency	\$ -
21 - 807. Federal Property Assistance	\$ 4,223.60
21 - 815. Office of Technology Services	\$ 1,873,038.05
21 - 816. Division of Administrative Law	\$ 2,342.75
21 - 820. Office of State Procurement	\$ -
21 - 829. Office of Aircraft Services	\$ 29,529.78
<b>Grand Total</b>	<b>\$ 31,284,811.00</b>