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FROM MIKE GIFFORD: Section 3 Business Registry

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To: jhaining@gmail.com

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**Housing Agency Procurement Assistance**

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Procurement Professionals,

Please see the following link to HUD's Section 3 registry: <http://www.hud.gov/sec3BIZ>. I strongly recommend that housing agencies utilize this listing, as appropriate, when doing outreach pertaining to the procurements and competitive solicitations the agency issues (including, but not limited to, quotes, bids, RFPs, and RFQs).

A few additional thoughts:

All firms on this listing that are "allegedly" registered as Section 3 firms may typically be self-certified only, so do not automatically assume that the firms listed thereon are actual Section 3-qualified firms (HUD states such within the very detailed introductory information within the link).

It has been my experience with this listing that a number of the firms that have registered are not actually Section 3-qualified firms; in fact, several of them who I have talked to in the past either didn't know what the definition of a Section 3 firm is or believe that because they are a woman- or minority-owned firm (for example), they are automatically qualified as a Section 3 firm (this, of course, is not accurate because Section 3 has an income-based qualification and race and gender has no affect on).

Regardless, because these are firms that wish to do business with housing agencies, the listing is, in my opinion, a good resource to review and to add to each of your outreaches, as appropriate (and you most likely will "pick-up" some actual Section 3-qualified firms if you utilize this listing). Accordingly, I recommend that housing agencies utilize this listing as an additional outreach resource; just be sure to comply with HUD's direction within the introductory information.

I hope that this information and my comments is of a help and benefit to your housing agency.

Regards,

Michael S. Gifford, C.P.M., CPSD
Housing Agency Procurement Assistance

I have a consulting practice providing procurement- and contracts-related mentoring, training, and technical assistance to housing agencies. I help housing agencies conduct procurement and contracts in a HUD-compliant and "best practice" manner. [Click here](#) to see my full resume. Please do not hesitate to contact me if you have any questions or concerns pertaining to procurement and contracts (initial answering of questions is "no charge"). As I am either on-the-road or on the phone a lot, an initial contact by e-mail is best; please be sure to include your return telephone number (office/cellular) so that I can call you back.

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