

GOVERNMENT OF THE DISTRICT OF COLUMBIA
Executive Office of Mayor Muriel Bowser



Office of the City Administrator

January 15, 2021

Fiscal Year (FY) 2020 was an unprecedented year for all DC residents, businesses and the District Government. In March 2020—the second quarter of the fiscal year—Mayor Bowser declared a public health emergency and District government quickly pivoted to respond to the COVID-19 global health pandemic. To align with recommended social distancing and public safety guidelines, in just one day, over 60 percent of District government employees transitioned to a telework posture. In addition, many District agencies limited or temporarily ceased most in-person activities and services.

The global health emergency required the District to significantly reallocate financial and personnel resources to respond to the pandemic. With the change in operations and a substantial decrease in revenues, the District's response required all agencies to determine how to best provide services to District residents, visitors and employees, while maintaining the necessary protocols to help slow the spread of COVID-19.

As such, the global health pandemic greatly impacted some agencies' abilities to meet their FY20 key performance indicators (KPIs) and strategic initiatives established prior to its onset as agencies shifted resources to respond to COVID-19. Therefore, outcomes for KPIs and strategic initiatives reflect a shift in District priorities and efforts during this crisis. While we continue to believe strongly in performance tracking to improve District services, the data for FY20 is not fully indicative of agencies' performance and should be reviewed factoring in the unprecedented challenges encountered in FY 2020.

Sincerely,

A handwritten signature in black ink that reads 'Kevin Donahue'.

Kevin Donahue
Interim City Administrator



Department of Small and Local Business Development FY2020

Agency Department of Small and Local Business Development

Agency Code ENO

Fiscal Year 2020

Mission The Department of Small and Local Business Development (DSLBD) supports the development, economic growth, and retention of District-based businesses, and promotes economic development throughout the District's commercial districts.

Summary of Services The Department of Small and Local Business Development provides assistance and services to District-based businesses by positioning them to compete successfully for local, federal, and global business opportunities. DSLBD does so by advocating and promoting small business; providing one-on-one technical assistance, workshops, and training; certifying companies to do business in the city; and fostering small business development in commercial districts.

2020 Accomplishments

Accomplishment	Impact on Agency	Impact on Residents
Supporting the District's small businesses through the distribution of Robust Retail and Main Street grants totaling over \$1.5 million. These funds were used to mitigate the devastating impact of Covid 19 on the District small business community.	N/A	Over 360 DC small businesses were the recipients of these grants which allowed them to remain viable by using the funds to cover salaries, rent and other operating expenses.
B23-959 Supporting Local Business Enterprises Amendment Act of 2020	Drafting legislation has its own unique challenges. However, this process provided the agency with an opportunity to collaborate across divisions and to use the full range of our technical and professional expertise. This draft legislation is an important step to ensuring opportunity and equity for District Certified Businesses.	This legislation will strengthen the integrity CBE program by closing loopholes that allowed foreign business to gain entry into the CBE program and compete with bona fide local businesses. Moreover, this legislation will require beneficiaries to invoice the District every thirty days to further guarantee that CBE subcontractors are paid timely. Passage of this legislation will unquestionably have a positive impact on, not only District-based businesses, but also, our District's residents because when local-based businesses succeed and thrive, so do the communities, neighborhoods, and District residents who depend upon these businesses for employment, goods, and services.
DSLBD coordinated efforts to deliver over 2,995 packages of Personal Protective Equipment (PPE) to small and local businesses during Phase One of the public health emergency. DSLBD worked with five BIDs and seven DC Main Streets to successfully establish and operate twelve Distribution Zones throughout the District.	N/A	1,975 business owners received PPE kits which included protective masks, hand sanitizer, and disinfectant liquid. These kits were critical to ensuring the safety and confidence for District residents patronizing these establishments during Phase One of the reopening.

2020 Key Performance Indicators

Measure	Frequency	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Target	FY 2020 Quarter 1	FY 2020 Quarter 2	FY 2020 Quarter 3	FY 2020 Quarter 4	FY 2020 Actual	KPI Status	Explanation for Unmet FY 2020 Target
1 - Develop and maintain a streamlined, efficient certification process for businesses wanting to certify with the DC Government. (2 Measures)												
Percentage of applications processed in 30 business days or less	Quarterly	83%	84%	71.8%	80%	67.5%	71.3%	83.8%	83.3%	76.1%	Nearly Met	DSLBD missed the 80% target as we started FY20 well below the target (although we made progress throughout the fiscal year). The slow-down of application submissions due to the pandemic contributed to this as we needed to process a significant number of applications to bring the determined number up significantly.
Percentage of assigned applications reviewed in 10 business days or less	Quarterly	New in 2019	New in 2019	78.3%	80%	82%	84%	86%	87%	84.8%	Met	
2 - Assist agencies in complying with legal requirements in accordance with DC Code 2-218.01 et seq. (8 Measures)												

Measure	Frequency	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Target	FY 2020 Quarter 1	FY 2020 Quarter 2	FY 2020 Quarter 3	FY 2020 Quarter 4	FY 2020 Actual	KPI Status	Explanation for Unmet FY 2020 Target
Percent of waiver applications processed within 20 days or less	Quarterly	New in 2018	34.9%	47%	80%	66.7%	34%	20.3%	26.9%	37%	Unmet	Due to the COVID-19 Public Health Emergency, the process for waiver processing transitioned to a interim method. This interim method has introduced the need for multiple people to access and approve waivers through 3 different systems (Sharepoint, Quickbase, Email). This interim method coupled with other externalities have contributed to increasing the waiver approval time. In FY21, DSLBD will be using DES to centralize all waiver related activities for DSLBD staff, procuring agencies, and the CBE community. The District Enterprise Systems waiver module allows for real time dashboards, automated notifications, detailed reports which we believe will bring the waiver processing timeline in alignment with our targets.
Percent of monitored agencies who achieved their Small Business Enterprise (SBE) spend goal	Annually	New in 2018	New in 2019	73%	85%	Annual Measure	Annual Measure	Annual Measure	Annual Measure	Waiting on Data	Waiting on Data	
Percent of payment complaints resolved within 30 calendar days	Quarterly	New in 2018	New in 2019	73.3%	80%	No applicable incidents	No applicable incidents	No applicable incidents	No applicable incidents	No applicable incidents		
Percent of compliance reviews conducted within 30 calendar days	Quarterly	New in 2019	New in 2019	100%	80%	No applicable incidents	No applicable incidents	100%	100%	100%	Met	
Percent of monitored agencies participating in mandatory Expendable Budget training	Annually	New in 2019	New in 2019	100%	100%	Annual Measure	Annual Measure	Annual Measure	Annual Measure	80.68%	Unmet	We conducted 10 trainings with agencies in Q4. This measure is dependent on agency participation. All agencies were invited and encouraged to attend. However, they all did not attend.
Percent of monitored agencies reporting on subcontracting dollars with SBEs	Annually	New in 2020	New in 2020	New in 2020	50%	Annual Measure	Annual Measure	Annual Measure	Annual Measure	Waiting on Data	New in 2020	

Measure	Frequency	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Target	FY 2020 Quarter 1	FY 2020 Quarter 2	FY 2020 Quarter 3	FY 2020 Quarter 4	FY 2020 Actual	KPI Status	Explanation for Unmet FY 2020 Target
Percent of public private development projects reporting on-time	Quarterly	New in 2020	New in 2020	New in 2020	100%	80%	85.7%	85%	Waiting on Data	Waiting on Data	New in 2020	
Percent of monitored contracts achieving their SBE Goal	Annually	New in 2020	New in 2020	New in 2020	80%	Annual Measure	Annual Measure	Annual Measure	Annual Measure	Waiting on Data	New in 2020	
3 - Effectively manage the Small Business Capital Access Fund. (1 Measure)												
Total dollar amount of microloans dispersed to small businesses	Annually	New in 2019	New in 2019	\$1,572,527	\$2,000,000	Annual Measure	Annual Measure	Annual Measure	Annual Measure	\$402,350	Unmet	Due to the Covid-19 related budgetary constraints, we only made one Loan Loss Reserve grant of \$100,000 to LifeAsset to provide microloans. Typically we make grants to LEDC and Waicf which results in stronger numbers.
4 - Leverage business development through coordinated technical and financial assistance, strategic partnerships and stakeholder engagement. (3 Measures)												
Total contract dollar amount awarded to PTAC clients	Quarterly	\$57,249,375	\$27,677,089	\$56,229,274	\$40,000,000	\$3,779,841	\$4,362,223	\$5,752,842	\$20,828,395	\$34,723,301	Unmet	1. The middle of March 2020 brought in COVID-19... This virus created an unprecedented time and environment for the District based small and midsize businesses. The loss of revenue, as well as the loss of small businesses (DC PTAC clients) produced a reduction in contract award. While the DC PTAC worked in supporting our clients during pivoting and business survival, the opportunities for contract award became unattainable in many popular industry sectors. 2. 30% of DC PTAC responsibility was altered and directed to supporting District base small businesses in acquiring needed funds from the Paycheck Protection Program and the Disaster Recovery Loan Program from the Small Business Administration. This meant minimizing our efforts toward the success of influential contract awards for DC PTAC clients.
Percent of ASPIRE participants and alumni employed or self-employed by the end of the course	Annually	New in 2019	New in 2019	90%	90%	Annual Measure	Annual Measure	Annual Measure	Annual Measure	No data available		

Measure	Frequency	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Target	FY 2020 Quarter 1	FY 2020 Quarter 2	FY 2020 Quarter 3	FY 2020 Quarter 4	FY 2020 Actual	KPI Status	Explanation for Unmet FY 2020 Target
Total dollar amount in opportunities for small businesses as a result of business development matchmaking activities	Annually	New in 2019	New in 2019	\$4,853,775	\$10,000,000	Annual Measure	Annual Measure	Annual Measure	Annual Measure	\$399,600	Unmet	DSLBD had to reformat all in-person matchmaking events to web-based and a lot of contracting personnel's availability changed due to re-prioritizing to emergency procurements and some intended procurements did not come to fruition. Additionally, there may be contracts that are a result from events in the beginning of the year, however we have not been successful in confirming it with CBEs.
5 - Extend economic development to District neighborhoods through commercial revitalization initiatives and programs. (2 Measures)												
Percent of disbursements paid within 30 days	Quarterly	97.3%	98%	100%	95%	100%	100%	100%	98%	99.5%	Met	
Percent of invoices processed within 5 business days	Quarterly	78.8%	95.5%	70.5%	95%	98.3%	100%	100%	100%	99.6%	Met	

2020 Workload Measures

Measure	FY 2018 Actual	FY 2019 Actual	FY 2020 Quarter 1	FY 2020 Quarter 2	FY 2020 Quarter 3	FY 2020 Quarter 4	FY 2020 PAR
1 - Process Certified Business Enterprise (CBE) applications in an average of 30 business days (2 Measures)							
Number of Certified Business Enterprises (CBEs)	1682	1765	1786	1820	1850	1899	1838.8
Number of CBE applications received	921	1676	182	147	113	140	582
2 - Compliance Monitoring and Enforcement (6 Measures)							
Number of waivers	282	286	66	67	59	78	270
Number of payment complaints resolved	2	10	No applicable incidents	No applicable incidents	No applicable incidents	No applicable incidents	No applicable incidents
Number of complaints	1	13	No applicable incidents	No applicable incidents	3	1	4
Number of monitored agencies reporting subcontracting dollars	New in 2020	New in 2020	22	26	23	Waiting on Data	Waiting on Data
Number of public private development projects	New in 2020	New in 2020	99	103	112	113	106.8
CBE participation mandated via waiver denial (in dollars)	New in 2020	New in 2020	Annual Measure	Annual Measure	Annual Measure	Annual Measure	\$5,706,695.3
2 - Provide Compliance training and outreach to monitored agencies (1 Measure)							
Number of mandatory training sessions held	55	35	0	0	9	1	10
3 - Implement District Capitalized (2 Measures)							
Number of microloans disbursed	64	307	Annual Measure	Annual Measure	Annual Measure	Annual Measure	157
Number of jobs created/retained as a result of microloans	New in 2019	303.5	Annual Measure	Annual Measure	Annual Measure	Annual Measure	185
4 - Develop strategic partnerships to assist small business development (5 Measures)							
Number of new partnerships	16	41	Annual Measure	Annual Measure	Annual Measure	Annual Measure	29
Dollar amount of opportunities as a result of strategic partnerships	New in 2019	\$8,484,775	Annual Measure	Annual Measure	Annual Measure	Annual Measure	\$1,197,432
Number of strategic partnerships maintained	New in 2020	New in 2020	Annual Measure	Annual Measure	Annual Measure	Annual Measure	80
Number of grantees supported	New in 2020	New in 2020	80	90	126	127	423
Number of small business participants in the SBIR/STTR program	New in 2020	New in 2020	Annual Measure	Annual Measure	Annual Measure	Annual Measure	3

Measure	FY 2018 Actual	FY 2019 Actual	FY 2020 Quarter 1	FY 2020 Quarter 2	FY 2020 Quarter 3	FY 2020 Quarter 4	FY 2020 PAR
4 - Target resources to attract, retain and prepare businesses for procurement and other opportunities (6 Measures)							
Number of business development training/matchmaking events	New in 2019	265	Annual Measure	Annual Measure	Annual Measure	Annual Measure	296
Number of small business participants in training/matchmaking events	1514	7713	Annual Measure	Annual Measure	Annual Measure	Annual Measure	13,263
Number of business development counseling hours	1161	3602.5	Annual Measure	Annual Measure	Annual Measure	Annual Measure	5135
Number of Federal and DC government agencies participating in matchmaking from the Agency Bid Opportunity Rally	New in 2020	New in 2020	Annual Measure	Annual Measure	Annual Measure	Annual Measure	7
Percent increase of qualified CBE DC PTAC clients	New in 2020	New in 2020	Annual Measure	Annual Measure	Annual Measure	Annual Measure	21.1%
Number of training sessions for CBE small businesses that are looking to do business with DC Government and/or the Federal Government	New in 2020	New in 2020	Annual Measure	Annual Measure	Annual Measure	Annual Measure	102
4 - Workforce and service integration support (1 Measure)							
Number of businesses started through ASPIRE	New in 2019	12	Annual Measure	Annual Measure	Annual Measure	Annual Measure	0
5 - Continue to provide support and grant management to DC Main Streets and Clean Teams. (8 Measures)							
Number graffiti removed in commercial corridors by Clean Teams	8600	17,002	4988	4832	4696	5300	19,816
Number of DC Main Street Organizations	18	18	Annual Measure	Annual Measure	Annual Measure	Annual Measure	24
Amount of Neighborhood Revitalization Grants Allocated	6,955,087.4	7,818,182.7	8,296,351	795,620	0	150,000	9,241,971
Pounds of litter and recyclables collected in commercial corridors by Clean Teams	9,529,649	9,471,714	2,610,227	2,202,937	2,163,603	2,295,120	9,271,887
Commercial occupancy rate in DC Main Streets	New in 2019	90.7%	Annual Measure	Annual Measure	Annual Measure	Annual Measure	89.79%
Number of training sessions held	New in 2019	25	11	29	10	7	57
Number of jobs created for Clean Team Crew Members	New in 2020	New in 2020	91	0	94	94	279
Number of counseling sessions with Main Streets leaders	New in 2020	New in 2020	20	144	154	160	478

2020 Operations

Operations Header	Operations Title	Operations Description	Type of Operations
1 - Develop and maintain a streamlined, efficient certification process for businesses wanting to certify with the DC Government. (1 Activity)			
CERTIFICATION	Process Certified Business Enterprise (CBE) applications in an average of 30 business days	DSLBD is committed to simplifying the bureaucratic process. By simplifying the regulatory environment, we anticipate more entrepreneurs will register as CBEs and others will no longer be afraid of doing business in the city. We will also continue to make improvements to our certifications and compliance staff to maximize efficiency and ensure customer service. This is a rolling initiative.	Daily Service
2 - Assist agencies in complying with legal requirements in accordance with DC Code 2-218.01 et seq. (2 Activities)			
COMPLIANCE	Provide Compliance training and outreach to monitored agencies	To ensure agencies are fully compliant with requirements according to 2-218.01 et seq., the Compliance division will conduct ongoing training sessions and targeted outreach to key staff across monitored agencies.	Daily Service
COMPLIANCE	Compliance Monitoring and Enforcement	Compliance staff will monitor agency spend, investigate complaints, track and assess agency reporting and enforce 2-218.01 in order to ensure full compliance with the law.	Daily Service
3 - Effectively manage the Small Business Capital Access Fund. (1 Activity)			
Access to Capital	Implement District Capitalized	District capitalized is a comprehensive program that will leverage the Small Business Capital Access Fund in order to provide firm with the necessary capital to sustain and operate a business in the District.	Key Project
4 - Leverage business development through coordinated technical and financial assistance, strategic partnerships and stakeholder engagement. (3 Activities)			
BUSINESS DEVELOPMENT	Workforce and service integration support	Support the alignment of small business development, entrepreneurship, education and workforce development.	Daily Service
BUSINESS DEVELOPMENT	Develop strategic partnerships to assist small business development	The business development programs of DLSBD will aid small businesses by identifying and entering into strategic partnerships so as to leverage financial, technical and operational assistance from private, regional, state and federal partners.	Daily Service
BUSINESS DEVELOPMENT	Target resources to attract, retain and prepare businesses for procurement and other opportunities	The business development programs of DLSBD will support small businesses in obtaining contracts and other opportunities by providing training, counseling, educational outreach and matchmaking services.	Daily Service
5 - Extend economic development to District neighborhoods through commercial revitalization initiatives and programs. (1 Activity)			
COMMERCIAL CLEAN TEAMS	Continue to provide support and grant management to DC Main Streets and Clean Teams.	DSLBD will continue to provide essential assistance, grant management and oversight and technical support to Main Streets and Clean Team grantees.	Daily Service

2020 Strategic Initiatives

Strategic Initiative Title	Strategic Initiative Description	Completion to Date	Status Update	Explanation for Incomplete Initiative
Continue to provide support and grant management to DC Main Streets and Clean Teams. (2 Strategic initiatives)				

Strategic Initiative Title	Strategic Initiative Description	Completion to Date	Status Update	Explanation for Incomplete Initiative
Collaborate with DSLBD IT Manager to transition from Quickbase to Salesforce (DES)	Migrate grants operations or create significant upgrade to existing Quickbase applications thereby streamlining grants applications and management. This is conditional on funding for Salesforce platform.	0-24%	This initiative is indefinitely on hold due to lack of funding for DES.	This initiative is not attainable at this time due to lack of funding for DES.
Create six new Main streets and two new Clean Teams	In FY20, DSLBD will create six new Main Street programs and two new Clean Teams. Provide training and capacity building to new grantees to ensure successful first year. New Main Streets: -Upper Georgia Avenue -Upper Bladensburg Avenue -Glover Park -Cleveland Park -Logan Circle -U Street New Clean Teams: -Trinidad -Roving Ward 5 Related to the following budget enhancements: COMMERCIAL REVITALIZATION Districts Proposed Budget To support Main Streets and Clean Teams (one-time) COMMERCIAL REVITALIZATION Districts Proposed Budget To support Main Streets, Clean Teams, and Healthy Food Programs	Complete	Six new Main Streets programs were created and one new clean team (Trinidad) was created. The original budget for Roving Ward 5 was not feasible to run a Clean Team. Instead, those \$50k were re-allocated to enhance the Ft. Lincoln clean team.	
Develop strategic partnerships to assist small business development (4 Strategic initiatives)				
Launch Mentor Protégé Program	Launch a pilot Mentor Protégé program to stimulate the growth in capacity of Small Business Enterprises (SBEs) and Certified Business Enterprises (CBEs) through mentorship from Prime contractors seeking to bid on Department of General Services (DGS) projects. The Mentor will be required to have up to five Small Business Enterprise (SBE) protégés with annual revenue ranging from \$250,000 to \$20M in an effort to aide in resource sharing to grow Small Business Enterprises (SBEs) internal capacity (business, bonding, and bidding capacity).	50-74%	DSLBD has completed the program materials but is still working with DGS to execute the program. During FY20 DSLBD performed CBE capacity building activities with other agencies and continued to work with DGS to determine the best way forward to execute the mentor protégé program. As the success of the program is determined by the projects available to complete the pilot program, DGS is a vital partner in the completion of this initiative.	DSLBD has completed the program materials but is still working with DGS to execute the program. During FY20 DSLBD performed CBE capacity building activities with other agencies and continued to work with DGS to determine the best way forward to execute the mentor protégé program. As the success of the program is determined by the projects available to complete the pilot program, DGS is a vital partner in the completion of this initiative.
Formalize Dream Grants Programming	DSLBD will formalize Dream Grant programming to surrounding the existing Ward 7 & 8 micro-business Dream Grants. This will include deploying training in the Wards, increasing outreach to be weekly sessions during the grant application period, and increasing promotion and technical assistance for both grantees and applicants. Related to Budget Enhancement: BUSINESS OPP AND ACCESS TO CAPITAL Mayors Proposed Budget To support the Aspire to Entrepreneurship Program (\$250k) and Dream Grant Funding (\$200k) (one-time) 450000 LOCAL FUND	75-99%	We launched the FY21 Dream Grant competition in August, with extra effort on accessibility of the grant. We conducted an outreach session with technical assistance partners to ensure they were prepared to support applicants and could provide any additional feedback about accessibility of the grant program. For the grant competition, we offered several supports to applicant businesses. We offered three information sessions, three paperwork eligibility bootcamps, and three eligibility determination options prior to the close of the grant to support businesses navigating the DC government regulatory requirements for businesses and grants. We also answered all inquiries regarding the grant with a turn around time of one business day. We started a monthly Dream Grantee stakeholder networking session for grantees across all years, and helped to network several Ward 7 & 8 businesses for business opportunities through this. We paused these during the open grant competition round for FY21 that started in August. We will continue similar networking engagement in the new fiscal after the grant competition for FY21 is complete.	We started a monthly Dream Grantee stakeholder networking session for grantees across all years, and helped to network several Ward 7 & 8 businesses for business opportunities through this. We paused these during the open grant competition round for FY21 that started in August. We will continue similar networking engagement in the new fiscal after the grant competition for FY21 is complete.
Establish Food Business Support	DSLBD will expand direct support to food businesses in low access to healthy food areas of the city through partnership with the Food Policy Council and working to expand programs aimed directly at supporting micro food businesses through strategic partnerships. A strategic partnership would fall under a strategic partnership agreement, a process that is being piloted in Inno.ED this year. This may include funding through tentatively identified capital sources external to government, and ecosystem coordination through the SEED fellowship. Related to budget enhancement: COMMERCIAL REVITALIZATION Districts Proposed Budget To support Main Streets, Clean Teams, and Healthy Food Programs 1040255 0100 LOCAL FUND	Complete	Through Inno.ED's engagement with the Food Policy Council we have helped to raise awareness about the need to support hyper locally owned small food businesses in areas of DC with low access to healthy food. This has helped create a space of awareness with partner agencies like OP and DMPED. While we cannot directly trace the impacts of this continued work, we believe it has helped create more funding opportunities and regular recognition of these needs with governmental and non-governmental partners. Our work on these topics will continue into the next Fiscal Year, and our strategic partnership with the Food Policy Council remains strong.	
Create access to lines of credit for Small Business Enterprises	DSLBD will be to work to increase the capacity to Small Business Enterprises (SBE) by creating access to lines of credit (LOC) through local Community Development Financial Institutions (CDFI). DSLBD will grant \$200,000 in funding specifically for one or more CDFIs loan loss reserve fund(s). In turn the CDFI will leverage the loan loss reserve grant to create a pool of \$2M in funding for SBEs to access in LOCs up to \$100,000. The LOCs will improve the balance sheets of the SBEs, ultimately increasing their ability to secure surety bonding.	Complete	CityFirst Enterprise originated a \$140,000 line of credit to a CBE resulting on the CBE being able to complete a \$1M project.	
Provide Compliance training and outreach to monitored agencies (1 Strategic Initiative)				

Strategic Initiative Title	Strategic Initiative Description	Completion to Date	Status Update	Explanation for Incomplete Initiative
<p>Complete the development of the next six phases of the District's Enterprise System (DES).</p>	<p>The DES will provide transparency in the procurement process, hold Agencies and Developers accountable for setting and meeting goals to hire small and local businesses, and challenge local businesses to participate in the CBE Community to meet needs of Agencies and Government-Assisted Project Developers. In FY2020, DSLBD plans to deliver components of the DES - Compliance, Grants Management, and Business Training & Opportunities.</p> <p>Compliance Release 2.X</p> <ul style="list-style-type: none"> • Planned Release Investigations FY20 Q1 (Internal and Public Site access) • Planned Release Public Private Development Management FY20 Q1/Q2 (Internal and Primes) • Planned Release Payment Verification FY20 Q1/Q2 (Internal, Primes, and Subcontractors) • Planned Release Waivers FY20 Q1 (Internal, Agency Users, Public Site access) <p>Business Opportunities Release 3.0 – Planned Release FY20 Q2/Q3 (Internal and Public Access)</p> <p>Grants Management Release 4.0 – Planned Release FY20 Q2/Q3 (Internal and Public Access)</p>	<p>25-49%</p>	<p>For FY20 Q4, the development team remained on pause from doing DES development due to COVID 19. The team temporarily returned in September to complete the development of the Waiver module. The development was completed on September 30. The waiver module will be pushed to the agencies and public users once the agency users receive training material and have been sufficiently trained by the Compliance staff in FY21. The other planned releases have been moved to FY21. Development will begin in FY21 if funding is available.</p>	<p>The strategic initiative was not completed in FY20 due to COVID-19 spending freeze, resource adjustments, and budget reallocations. No funding was received for this initiative for FY21. The initiative cannot move forward unless we receive more funding for DES.</p>