

**Department of State**  
**2010 Small Business Procurement Scorecard**

<p><b>A</b></p> <p><b>102.6</b></p>
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FPDS-NG Data as of April 29, 2011  
eSRS Data as of May 31, 2011

<b>Prime Contracting Achievement:</b>			<b>103.54</b>
	<b>2009 Achievement</b>	<b>2010 Goal</b>	<b>2010 Achievement</b>
<b>Small Business</b>	33.94%	34.00%	34.62% (\$1.423B)
<b>Women Owned Small Business</b>	4.08%	5.00%	4.70% (\$0.193B)
<b>Small Disadvantaged Business</b>	15.10%	5.00%	17.39% (\$0.715B)
<b>Service Disabled Veteran Owned Small Business</b>	1.87%	3.00%	2.59% (\$0.107B)
<b>HUBZone</b>	2.71%	3.00%	2.82% (\$0.116B)

<b>Sub Contracting Achievement:</b>			<b>97.16</b>
	<b>2009 Achievement</b>	<b>2010 Goal</b>	<b>2010 Achievement</b>
<b>Small Business</b>	63.41%	54.30%	57.10%
<b>Women Owned Small Business</b>	6.47%	5.00%	12.10%
<b>Small Disadvantaged Business</b>	2.48%	5.00%	3.70%
<b>Service Disabled Veteran Owned Small Business</b>	27.54%	3.00%	1.80%
<b>HUBZone</b>	1.40%	3.00%	1.70%

<b>Plan Progress:</b>		<b>100</b>
<ul style="list-style-type: none"> <li>✓ Full response</li> <li>* Unacceptable response</li> <li>↔ Partial response</li> </ul>		
✓ Has implemented a strategy to increase the number of competitively awarded contracts to small businesses.		✓
✓ Has demonstrated top-level Agency commitment to small business contracting.		✓
✓ Planned significant events to increase small business participation in the procurement process during the period.		✓
✓ Demonstrated the small business data is accurately reported in FPDS-NG during the period. Verified & Cleared FPDS-NG Anomalies.		✓
✓ Demonstrated the policies and procedures are in place to ensure compliance with subcontracting plans and attainment of subcontracting goals during the period.		✓
✓ Demonstrated no unjustified bundling has taken place during the period.		✓
✓ Planned training to contracting staff/managers in executing small business/socioeconomic procurements during the period.		✓
✓ Planned to collaborate with SBA on formulation of small business procurement policy initiatives during the period.		✓
✓ Agency submits all strategic plans and reports that became due to SBA during the reporting period.		✓

<b>Grading Scale</b>	
A+	≤ 150% but ≥ 120%
A	< 120% but ≥ 100%
B	< 100% but ≥ 90%
C	< 90% but ≥ 80%
D	< 80% but ≥ 70%
F	< 70%

**Comments:****Graded Agency:**

FY10 was a building year for the Department of State. Achievements increased in all goaling categories. The linking of program offices and funding Bureaus to the goaling process has begun their focusing on small businesses as viable solutions to their needs. Major programs are being challenged to promote small business subcontracting and mentor protégé teaming. Our large business prime contractors exceeded two of their five goals. We are actively participating in the SBA Small Business Advisory Council and have improved internal processes to improve the quality of data reported on contract awards.

During FY10, the small and small disadvantaged business goals were achieved. Even though there is still work to be done in the three other categories, American small business prime contractors received \$404 million dollars more in FY10 than they did in the previous fiscal year.

**SBA:**

The Department of State (State) met 2 of its 5 prime contracting goals: Small Business and Small Disadvantaged Business. However, it did not meet its prime contracting goals for Women Owned Small Business, Service-Disabled Veteran Owned Small Business and HUBZone.

Fiscal year 2010 prime contracting achievement saw increases over FY2009 in all categories: Small Business, Women Owned Small Business, Small Disadvantaged Business, Service-Disabled Veteran Owned Small Business and HUBZone.

State regularly attends Small Business Procurement Advisory Council meetings.