



FY 2023 Goaling Guidelines

Office of Policy, Planning & Liaison

Office of Government Contracting & Business Development

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2 POLICY STATEMENT

The policy of the United States is that small businesses have the maximum practical opportunity to participate in providing goods and services to the Federal Government. Congress, in furtherance of that policy, enacted various small business goals for Federal procurement. The Small Business Act states that the Small Business Administration (SBA) is to “aid, counsel, assist, and protect, insofar as is possible, the interests of small business concerns in order to preserve free competitive enterprise, to ensure that a fair proportion of total purchases and contracts or subcontracts for property and services for the Government to maintain and strengthen the overall economy of the Nation.” Negotiating individual agency small business procurement goals is one of the most important ways by which the SBA fulfills that mission.

3 STATUTORY GOALS

What Are the Statutory Federal Small Business Procurement Goals?

Federal small business procurement goals are set by Congress, which requires that the Federal government shall direct a percentage of spending dollars to small business concerns and certain socioeconomic categories of small businesses. In 1988, Congress first enacted a procurement goal in prime contracting for small businesses. Since then, goals have been increased, extended to include some subcontracting, and applied to socially and economically disadvantaged small businesses (SDBs), service-disabled veteran-owned small businesses (SDVOSBs), woman-owned small businesses (WOSBs), and small businesses in the Historically Underutilized Business Zone (HUBZone) Program.

The Small Business Act (Section 15(g), 15 U.S.C. 644(g) (1)) includes the various small business procurement goals. ([Appendix B](#)).

In FY21 the President has set a policy of using Federal spending to support small business and advance equity, Executive Order 13985, *Advancing Racial Equity and Support for Underserved Communities through the Federal Government*. To meet the President’s goal of increasing the annual spend to SDBs to 15% by FY 2025, agencies negotiated interim Small Disadvantaged Business (SDB) prime contract goals with SBA in FY 2023 that demonstrated an improvement in procurement at the agency level and aggregates to 12% of total eligible prime contract spending for the Federal government. These SDB goals shall demonstrate improvement at each agency. Taken together across the Government, these goals shall result in the award of 12% of total eligible contract spending to SDBs. [OMB Memorandum M-22-03](#).

Small Business Category	Small Business Procurement Goals
Small Business Concerns	Not less than 23% of the total value of all prime contract awards for each fiscal year.
SDBs	Not less than 12% of the total value of prime contract and not less than 5% subcontract awards for each fiscal year.
WOSBs	Not less than 5% of the total value of all prime contract and subcontract awards for each fiscal year.
SDVOSB	Not less than 3% of the total value of all prime contract and subcontract awards for each fiscal year.
HUBZone	Not less than 3% of the total value of all prime contract and subcontract awards for each fiscal year.

4 AGENCY GOALS AND GOVERNMENT-WIDE GOALS

Who is Responsible for Achieving Government-Wide Small Business Procurement Goals?

Every Federal agency with procurement authority is responsible for contributing toward the achievement of Federal government-wide small business procurement goals. Each agency must provide the maximum practicable opportunity to small businesses to win awards and must work to improve its procurement processes to meet the goals.

What is SBA’s Responsibility?

SBA is responsible for implementing the small business goaling program to ensure that the various government-wide small business goals are established for each agency each fiscal year and for tracking and reporting on agencies’ achievements toward meeting those goals. Like other Federal agencies, SBA must also establish and achieve the statutory small business procurement goals.

5 CALCULATING SMALL BUSINESS PROCUREMENT GOALS

Small Business Prime Contracting Goals:

Are Agency Goals and Government-Wide Statutory Goals Identical?

Agency goals and government-wide statutory goals are not necessarily identical. The statutory goals are government-wide, meaning that the percentages are based on the aggregate eligible awards for contracts reported in Federal Procurement Data System – Next Generation ([FPDS-NG](#)). Each Federal agency has different program missions and procurement needs. The Small Business Act directs each agency to establish goals that represent the “maximum practicable opportunity” for small businesses to participate in the agency’s contracts. See Appendix B. SBA works with each agency to establish agency goals

that provide small businesses the maximum opportunity to win Federal contracts, given that agency's procurement needs, and that enable the government to meet the government-wide goals.

On What Basis are the Small Business Procurement Goals Calculated? Is Anything Excluded?

As stipulated in the Small Business Act, procurement goals are a percentage “of the total value of all prime contract awards” made in a fiscal year. This “base” includes awards for supplies and services to business concerns, non-profit organizations, educational institutions (including Historically Black Colleges and Universities and Minority Institutions) and state and local governments. SBA uses the FPDS-NG to generate its goaling report. If an action is not reported in FPDS-NG, it is not included from the base. Actions excluded from the goaling base include acquisitions with a statutorily mandated source, such as Federal Prison Industries or Ability One, and acquisitions on behalf of foreign governments. (For descriptions of specific Goaling Exclusions, please see [Appendix C](#))

Starting with FY 2018, SBA included in the “base” and used to calculate goals the following exclusions from prior years:

- American Institute of Taiwan
- Resale
- Utilities
- Excluded Agencies (Ex. Agencies)

6 NEGOTIATING AND ESTABLISHING GOALS:

How Do Agencies Establish Annual Small Business Prime Contract Goals with SBA?

Section 15(g)(2) of the Small Business Act requires that “the head of each Federal agency shall, after consultation with the Administration, establish goals for the participation by small business concerns, by small business concerns owned and controlled by service-disabled veterans, by qualified HUBZone small business concerns, by small business concerns owned and controlled by socially and economically disadvantaged individuals, and by small business concerns owned and controlled by women in procurement contracts of such agency.” Further, it requires that the head of each Federal agency makes consistent efforts to annually expand participation by small business concerns from each industry category in procurement contracts of the agency. SBA is responsible for ensuring that the government-wide goal for participation of small business concerns is established annually at the statutory levels and the reporting agencies' achievements

are relative to the goals. The full goaling cycle encompasses a one-year period, and a review of performance on small business contracts awarded is done each year. Goals are set each fiscal year.

Below is a description how the process works:

1. SBA negotiates with 24 Chief Financial Officer (CFO) Act of 1990 (Public Law 101-576) agencies to establish individual agency goals that, in the aggregate, constitute government-wide small business goals. A list of the 24 CFO Act agencies can be found in [Appendix D](#). In addition, SBA also negotiates a small business subcontracting goal based on recent achievement levels. Before the beginning of the fiscal year, SBA provides agencies with a proposed goal, and agencies respond with an acceptance of the proposed goal or a counter-proposed goal. For FY23, SBA also established individual agency goals for prime contracting with small disadvantaged businesses (SDBs), as directed by the Office of Management and Budget in Memorandum M-22-03.
2. SBA's Office of Government Contracting and Business Development then determines if these individual agency goals, in the aggregate, meet or exceed the government-wide statutorily goals mandated in 15(g)(1) of the Small Business Act in each small business category and by OMB memo [M-22-03](#).
3. SBA notifies the agencies of their final agency goals. For goals not negotiated (such as HUBZone and women-owned small business), SBA sets the agency goal at the statutory level for every agency.

What Happens if the SBA and Agencies Fail to Agree on Establishing Goals?

If the SBA and the agency cannot agree on the goals, the agency may submit the case to the Office of Federal Procurement Policy (OFPP) at the Office of Management and Budget (OMB) for resolution.

7 MONITORING AND EVALUATING SMALL BUSINESS GOAL ACHIEVEMENTS

Monitoring and Reporting Achievements toward Goals

The FPDS-NG is the government's authoritative source for all prime procurement data. SBA uses the information from FPDS-NG to monitor agencies' achievements against goals throughout the year. Agencies report in FPDS-NG each award over the micro-purchase threshold, including such details as:

-
- Industry;
 - Place of performance;
 - Type of contractor;
 - Whether the contractor meets SBA's size standards; and
 - Amount.

The electronic Subcontracting Reporting System (eSRS) is the government's authoritative source for all subcontracting data. Prime contractor or subcontractors submit their subcontracting reports directly into the system, and the government representative reviews and accepts (or rejects) these reports.

Can Agencies Obtain Credit for Goals in More Than One Category with One Contract?

Agencies can take credit in every category that is applicable to the recipient of the contract. When counting goaling achievements, a contract awarded to a service-disabled veteran-owned women-owned small business concern would be counted toward the SB goal, the SDVOSB goal, and the WOSB goal. However, to avoid duplicative counting, these categories are not summed to triple the total count. (However, the total SDB goal is the sum of 8(a) SDBs and non-8(a) SDBs.)

Can Agencies Obtain Credit towards Goals for option years of contracts awarded to eligible firms?

Yes. Generally, SBA determines the eligibility of small business concerns at the time of offer (13 C.F.R. § 121.404(a) – Size, § 125.18(e) – SDVO, § 127.503(h) – WOSB/EDWOSB, § 126.601 – HUBZone), at the time of award (§ 124.501(g) – 8(a) sole source), or as of the date set forth in the solicitation for the receipt of offers (§ 124.507(d) – competitive 8(a)). Agencies may receive credit for task orders and option years awarded to concerns that were eligible for the award of the underlying contract even if the size or status of the firm changes during the term of contract performance unless the concern was required to recertify its size or status pursuant to SBA regulations. The requirement for recertification is triggered by events such as acquisitions, mergers, contract novation, adverse results of a size or status protest, at the five-year term for any long-term contract, and at the request of contracting officers. See 13 C.F.R. § 121.404(g), § 124.503(h)(1)(iii), § 125.18(e)(1), § 126.601(h), § 127503(h).

8 SMALL BUSINESS GOALING REPORT

Following the end of a fiscal year, and after all agencies have certified their data, General Service Administration (GSA) – FPDS locks down (pulls the data) as of a particular date and generates the Small Business Goaling Report (SBGR) resulting from the locked data set. The

lock date is set in coordination with SBA. SBA uses that same dataset for all its analyses and reporting purposes for that fiscal year. This report calculates the overall government-wide performance against small business goals, as well as each individual agency’s performance. In the report, the total dollars are characterized as Small Business Eligible, meaning that the Exclusions mentioned above and described in Appendix C have already been removed from the base. Percentages are calculated as shown in the table below.

Goal	Calculation
Small Business	Total Small Business Dollars divided by Total Small Business Eligible Dollars
SDB	Total Small Disadvantaged Business Dollars divided by Total Small Business Eligible Dollars (This includes awards made using 8(a) procedures)
SDVOSB	Total Service-Disabled Veteran-Owned Small Business Dollars divided by Total Small Business Eligible Dollars
WOSB	Total Women-Owned Small Business Dollars divided by Total Small Business Eligible Dollars
HUBZone	Total HUBZone Small Business Dollars divided by Total Small Business Eligible Dollars

For the SBGR, the funding department, not the awarding department, receives the goaling credit. The SBGR is run by funding department.

SBA also downloads the Federal Procurement Subcontract Report (SBA Version) from the Electronic Subcontracting Reporting System (eSRS) which reflects the subcontracting percentage achievements for each federal agency. These reports are released publicly and used as the basis for SBA’s Small Business Procurement Scorecard.

Each agency that fails to achieve any negotiated or statutory prime or subcontract goal is required to submit a corrective action report to SBA on why it failed to achieve the respective goal along with a proposed corrective action plan.

9 CONSOLIDATED APPROPRIATIONS ACT OF 2014:

Section 318 of the Consolidated Appropriations Act of 2014 (“CAA”), (Public Law 113-76), states:

“First tier subcontracts that are awarded by Management and Operating (M&O) Contractors sponsored by the Department of Energy (DOE) to small business concerns, small business concerns owned and controlled by service-disabled veterans, qualified HUBZone small

business concerns, small business concerns owned and controlled by socially and economically disadvantaged individuals, and small business concerns owned and controlled by women, shall be considered towards the annually established agency and government-wide goals for procurement contracts awarded.”

Starting from FY 2015, DOE’s prime contracting performance includes M&O first tier subcontracts pursuant to 15 USC 644(g)(3), to the extent DOE publicly provided information on small business subcontractors, including the names and claimed size or socioeconomic status. Any first-tier subcontracts counted towards DOE’s prime contracting goals are not counted towards DOE’s subcontracting goals.

10 SMALL DISADVANTAGED BUSINESS GOAL

In 2021 in Executive Order 13985, Advancing Racial Equity and Support for Underserved Communities through the Federal Government (the Executive Order), the President directed agencies to make Federal contracting and procurement opportunities more readily available to all eligible vendors and to remove barriers faced by underserved individuals and communities. To carry out the Executive Order, on December 2, 2021, OMB issued Memorandum No. M-22-03 and directed agencies to agree with SBA on agency-specific Small Disadvantaged Business (SDB) contract goals that will allow the Federal Government to cumulatively award at least 12% of Federal contract spend to SDBs in FY23. The goals should demonstrate improvement at each agency, OMB instructed. To achieve this goal SBA has negotiated the FY23 interim SDB prime contracting goals with the 24 CFO Act agencies that in aggregate will result in the award of 12% of the fiscal year government wide total eligible dollars spending to SDBs.

11 DOUBLE CREDIT

Starting with FY 2019, in accordance with federal law, the agencies will receive double credit, for scorecard and goaling purposes only, for prime contract awards in disaster areas that are awarded as a local area set aside and a small business or other socio-economic set aside when the vendor state is the same as the place of performance. 15 USC § 644(f).

12 DEOBLIGATIONS

Starting in the Scorecard for FY 2022, SBA interprets “awards” for the purposes of the Scorecard program to exclude certain transactions that, when included in the Scorecard, present a distorted view of the opportunities for small businesses to participate in government contracts with Federal agencies. Specifically, negative-dollar transactions (or “deobligations”) are an accounting measure that agencies use to ensure that their contract outlays match their positive-dollar contract obligations. But, when agencies enter deobligations more than a year after the associated positive-dollar obligation, the deobligation reduces the agency’s reported aggregate contract spending in the year that the agency enters the deobligation, even though the opportunities available to small business did not change. Thus, SBA excludes deobligations that are associated with prime contracts or prime orders for which the most recent positive-dollar obligation was from more than one fiscal year prior. In some cases, the contracts were completed 10 or more years prior to the deobligation. SBA published the Treatment of Deobligation in the Federal Register on June 22, 2022, Document Citation [87 FR 37371](#).

13 DATA QUALITY

Complete, accurate, and timely Federal procurement data are essential to increasing Federal small business contract awards and achieving small business contracting goals. At the agency level, in accordance with FAR 4.604(a), the Senior Procurement Executive (SPE), in coordination with the head of the contracting activity, is responsible for developing and monitoring a process to ensure timely and accurate reporting of contract actions to FPDS-NG. The Chief Acquisition Officer (CAO) of each agency is required, per FAR 4.604(c), to report its contract actions and must submit to the GSA, in accordance with FPDS-NG guidance, within 120 days after the end of each fiscal year, an annual certification of whether, and to what degree, agency Contract Action Report (CAR) data for the preceding fiscal year is complete and accurate. The GSA issues further direction in GSAM 504.6 for data quality through verification and validation responsibilities for individual agencies that requires quarterly and annual verification and validation reviews and an annual certification. Further, OMB memorandum of October 2009 requires agencies to annually submit a single FPDS-NG Data Quality Report that includes the agency’s certification of the completeness

and accuracy of its FPDS-NG data for the previous fiscal year, a description of activities to assure data input accuracy, and a summary of its policies and procedures for measuring and reporting data.

SBA takes a few steps to ensure that agencies verify the accuracy of the small business procurement data reported in the FPDS-NG SBGR and Annual Small Business Procurement Scorecard. Preserving the integrity of small business procurement data is essential in ensuring that small businesses have the maximum practicable opportunity to participate in the federal supply chain. To that end, SBA is dedicated to continuously enhance and improve data quality and to provide agencies with tools that help identify and correct anomalies.

The anomaly report process used by SBA focuses on a “spot-check” of specific areas for a selected number of agencies. This spot-check should be complementary to the agencies CAOs annual data certification to OFPP and GSA that their agency data is accurate, Federal Acquisition Regulation (FAR) Part 4.604, because SBA cannot correct the data reported in FPDS. For this, SBA generates the potential anomaly reports for the top ten agencies that have either small business contracts that have been awarded to businesses that appear to be large (i.e., businesses appeared in the top 100 vendor list from the SBGR data), missing NAICS codes, and/or missing contracting officer’s size determination. The reports include original contracts for each fiscal year or any modification to the original contract where the anomalies spot-check areas were identified. The spot-check utilized by SBA for anomaly reports for each fiscal year consists of a review of the areas shown in the following table for contract actions reported as small business awards.

Anomaly Category	Methodology Approach
1. Top 100 Small Business Goaling Report Vendors – Small Business Awards	The FY FPDS-NG SBGR data is analyzed to determine the top 100 vendors based on the Global (Parent) DUNS number and highest small business eligible dollars. Contracts for this vendor list are flagged as a potential anomaly if the contracting officer's business size selection is recorded as 'Small Business.' SBA excludes from anomaly reports firms that appear small under the relevant size standard.
2. Missing NAICS Codes – Small Business Awards	SBA reviews the FPDS-NG SBGR data and flags contract actions where the NAICS Code field is coded “blank” or left empty.
3. Missing Size Designation–Small Business Awards	SBA reviews the FPDS-NG SBGR data and flags contract actions where the contracting officer’s size designation is coded “blank” or is left empty.

To assist agencies in improving and ensuring procurement data quality, GSA has developed standard anomaly reports in the suite of tools available in FPDS-NG. These reports use the protocols currently available to agencies and are standardized to make them easier to use.

14 APPENDIX A: GLOSSARY OF TERMS

Term	Explanation
Anomaly	Deviation from what is normal/expected. Each year, SBA receives from GSA a preliminary fiscal year data set, which is used to generate agency-specific anomaly reports. These reports are then sent out to the agencies for their review.
CFO-Act Agencies	<p>The federal government has 24 agencies subject to the Chief Financial Officer’s (CFO) Act. The 24 agencies are:</p> <ul style="list-style-type: none"> Department of Agriculture (USDA) Department of Commerce (DOC) Department of Defense (DOD) Department of Education (EDUCATION) Department of Energy (DOE) Department of Health and Human Services (HHS) Department of Homeland Security (DHS) Department of Housing and Urban Development (HUD) Department of the Interior (DOI) Department of Justice (DOJ) Department of Labor (DOL) Department of State (STATE) Department of Transportation (DOT) Department of the Treasury (TREASURY) Department of Veterans Affairs (VA) Agency for International Development (USAID) Environmental Protection Agency (EPA) General Services Administration (GSA) National Aeronautics and Space Administration (NASA) National Science Foundation (NSF) Nuclear Regulatory Commission (NRC) Office of Personnel Management (OPM) Small Business Administration (SBA) Social Security Administration (SSA)
DUNS	Data Universal Numbering System (DUNS) is a proprietary system developed and regulated by Dun & Bradstreet (D&B) that assigns a unique numeric identifier, referred to as a "DUNS number" to each business establishment entity.
Fiscal Year	The federal government’s fiscal year runs from October 1 of each year through September 30 of the following year.

Term	Explanation
HUBZone	A HUBZone Small Business Concern means a small business concern certified by SBA as qualified for federal contracting assistance under the HUBZone program. <i>See 13 CFR § 126.10).</i>
NAICS Code	The North American Industry Classification System (NAICS) code is used by business and government communities to classify business establishments according to type of economic activity (process of production) in Canada, Mexico, and the United States of America.
OSBP	Office of Small Business Programs
OSDBU	The Office of Small and Disadvantaged Business Utilization (OSDBU) was created as part of the Small Business Act, as amended by Public Laws 95-507 and 100-507. Every CFO-Act agency (except SBA) is required to have an OSDBU, which, by statute, reports directly to the head or deputy of the agency. The primary responsibility of the OSDBU is to ensure that small businesses, SDBs, WOSBs, SDVOSBs, and HUBZone small businesses are treated fairly and that they have an opportunity to compete and be selected for a fair amount of the agency's contract dollars. For the Department of Defense (DOD), in accordance with the National Defense Authorization Act (NDAA) of 2006, the Office of Small and Disadvantaged Business Utilization (OSDBU) has been renamed as the Office of Small Business Programs (OSBP).
SBGR	The Small Business Goaling Report (SBGR) is a department level report within SAM that displays small business data for a specified time period by a funding agency.
SAM	The System for Award Management (SAM), which serves as a federal government-contracting portal, allowing business owners to register their company to do business with the federal government and to represent/self-certify as a small business concern in one place. SAM is managed by the General Services Administration (GSA).

Term	Explanation
Scorecard	The annual Small Business Procurement Scorecard is an assessment tool that 1) measures how well federal agencies performed in reaching their small business and socio-economic prime contracting and subcontracting goals, 2) provides accurate and transparent contracting data; and 3) reports agency-specific progress. The prime and subcontracting component goals include goals for small businesses, WOSBs, SDBs, SDBOSBs, and small businesses located in Historically Underutilized Business Zones (HUBZones). A scorecard report is generated each fiscal year for each of the 24 CFO-Act agencies and for federal government-wide performance.
Service-Disabled Veteran Owned Small Business (SDVOSB)	A Service-Disabled Veteran Owned Small Business (SDVOSB) is a small business concern that is at least 51 percent of owned and controlled by one or more veterans with a disability that is service- connected (as defined in section 101(16) of title 38, United States Code), or in the case of a veteran with a permanent and severe disability, the spouse or permanent caregiver of such veteran.
Small Business Concern	Except for small agricultural cooperatives, a small business concern is a business entity, which: 1) meets SBA's size standards. 2) is organized for profit; and 3) has a place of business located in the United States, or which operates primarily within the United States, or which makes a significant contribution to the U. S. economy through payment of taxes or use of American products, materials or labor. <i>See</i> 13 C.F.R. §121.105.
Woman Owned Small Business (WOSB)	A Woman Owned Small Business (WOSB) is a small business concern that is at least 51 percent owned and controlled by one or more women who are U.S. citizens in accordance with 13 C.F.R. §§ 127.200, 127.201 and 127.202.
Small Disadvantaged Business (SDB)	A small disadvantaged business (SDB) is a small business concern which meets the requirements of 13 C.F.R. § 124.1001 to be a small business concerns owned and controlled by socially and economically disadvantaged individuals. Generally, a small business concern qualifies as SDB if it is unconditionally owned and controlled by one or more socially and economically disadvantaged individuals, as defined in SBA's 8(a) Business Development program. <i>See</i> 13 C.F.R. §§ 124.103, .104. The term also includes, in some circumstances, small businesses owned by Indian Tribes, Alaska Native Corporations, Native Hawaiian Organizations, and Community Development Corporations. <i>See</i> §§124.109, 124.110, and 124.111 for the requirements related to these entities.

15 APPENDIX B: SMALL BUSINESS ACT EXCERPTS, 15 USC 644(G)

(1) Governmentwide goals

(A) Establishment.-The President shall annually establish Governmentwide goals for procurement contracts awarded to small business concerns, small business concerns owned and controlled by service-disabled veterans, qualified HUBZone small business concerns, small business concerns owned and controlled by socially and economically disadvantaged individuals, and small business concerns owned and controlled by women in accordance with the following:

(i) The government-wide goal for participation by small business concerns shall be established at not less than 23 percent of the total value of all prime contract awards for each fiscal year.

(ii) The government-wide goal for participation by small business concerns owned and controlled by service-disabled veterans shall be established at not less than 3 percent of the total value of all prime contract and subcontract awards for each fiscal year.

(iii) The government-wide goal for participation by qualified HUBZone firms shall be established at not less than 3 percent of the total value of all prime contract and subcontract awards for fiscal year 2003 and thereafter.

(iv) The government-wide goal for participation by small business concerns owned and controlled by socially and economically disadvantaged individuals shall be established at not less than 5 percent of the total value of all prime contract and subcontract awards for each fiscal year.

(v) The Government-wide goal for participation by small business concerns owned and controlled by women shall be established at not less than 5 percent of the total value of all prime contract and subcontract awards for each fiscal year.

(B) Each agency shall have an annual goal that represents, for that agency, the maximum practicable opportunity for small business concerns, small business concerns owned and controlled by service-disabled veterans, qualified HUBZone small business concerns, small business concerns owned and controlled by socially and economically disadvantaged individuals, and small businesses owned and controlled by women to participate in the performance of contracts let by such agency. The Administration and the Administrator for Federal Procurement Policy shall, when exercising their authority pursuant to paragraph (2), ensure that the cumulative annual prime contract goals for all agencies meet or exceed the annual government-wide prime contract goal established by the President pursuant to this paragraph.

(2) (A) The head of each Federal agency shall, after consultation with the Administration, establish goals for the participation by small business concerns, by small business concerns owned and controlled by service-disabled veterans, by qualified HUBZone small business concerns, by small business concerns owned and controlled by socially and economically disadvantaged individuals, and by small business concerns owned and controlled by women in procurement contracts of such agency.

(B) Goals established under this subsection shall be jointly established by the Administration and the head of each Federal agency and shall realistically reflect the potential of small business concerns, small business concerns owned and controlled by service-disabled veterans, qualified HUBZone small business

concerns, small business concerns owned and controlled by socially and economically disadvantaged individuals, and small business concerns owned and controlled by women to perform such contracts and to perform subcontracts under such contracts. Contracts excluded from review by procurement center representatives pursuant to subsection (l)(9)(B) shall not be considered when establishing these goals.

(C) Whenever the Administration and the head of any Federal agency fail to agree on established goals, the disagreement shall be submitted to the Administrator for Federal Procurement Policy for final determination.

(D) For the purpose of establishing goals under this subsection, the head of each Federal agency shall make consistent efforts to annually expand participation by small business concerns from each industry category in procurement contracts of the agency, including participation by small business concerns owned and controlled by service-disabled veterans, by qualified HUBZone small business concerns, by small business concerns owned and controlled by socially and economically disadvantaged individuals, and by small business concerns owned and controlled by women.

(E) The head of each Federal agency, in attempting to attain the participation described in subparagraph (D), shall consider—

(i) contracts awarded as the result of unrestricted competition.

(ii) contracts awarded after competition restricted to eligible small business concerns under this section and under the program established under section 637(a) of this title.

(F) (i) Each procurement employee or program manager described in clause (ii) shall communicate to the subordinates of the procurement employee or program manager the importance of achieving small business goals; and

(ii) A procurement employee or program manager described in this clause is a senior procurement executive, senior program manager, or Director of Small and Disadvantaged Business Utilization of a Federal agency having contracting authority.

(3) First tier subcontracts that are awarded by Management and Operating contractors sponsored by the Department of Energy to small business concerns, small business concerns owned and controlled by service disabled veterans, qualified HUBZone small business concerns, small business concerns owned and controlled by socially and economically disadvantaged individuals, and small business concerns owned and controlled by women, shall be considered toward the annually established agency and government-wide goals for procurement contracts awarded.

16 APPENDIX C: GOALING EXCLUSIONS

The following small business goaling exclusions, as shown in the Appendix of the Small Business Goaling Report, show categories of contracts that are reported to the Federal Procurement Data System – Next Generation ([FPDS-NG](#)), but are not part of the Small Business Goaling Report. The material provided below shows each exclusion category with an explanation indicating why it is excluded.

As stated in the Appendix of the Small Business Goaling Report, the FPDS-NG is a dynamic, real-time database. Updates to the FPDS-NG data, including new actions, modifications, and corrections are made on a regular basis. Such updates could result in changes to the FPDS-NG data used to compile reports on actions for current and/or prior fiscal years. Accordingly, all reports need to be viewed with this in mind. It should also be noted that availability of Department of Defense (DOD) data entered into FPDS-NG is subject to a 90-day delay for non-DOD users.

Goaling Exclusion: Javits-Wagner-O 'Day Program

Javits-Wagner-O 'Day Program (JWOD, Sheltered Workshop): Awards that have a contractor with a SAM based Sheltered Workshop designation flag equal to "Y" are excluded.

Explanation for Javits-Wagner-O 'Day Program Exclusion

The Javits-Wagner-O-Day Act (U.S.C. Section 46 et seq.) is a U. S. federal law requiring that all federal agencies purchase specified supplies and services from nonprofit agencies employing persons who are blind or have other significant disabilities. JWOD is a mandatory source.

Goaling Exclusion: UNICOR

UNICOR: Exclude the UNICOR DUNS numbers specified in APPENDIX A of the FPDS-NG Small Business Goaling Report as shown below.

DUNS LIST	
014723167	177021870
025866133	178845053
027435366	183606490
042811430	185501798
056435894	185930542
057272486	187651752
060771920	199234480
068638951	618879423
072724859	622178747
075399977	624770475
085119121	626627459
086854069	626979314
088695218	794034553
096356964	801970971
098736291	801977273
103385519	801983800

DUNS LIST	
014723167	177021870
118882161	801984964
126924018	801991969
127300429	883387995
127607732	932169972
129794269	932793250
147374714	933631806
148033947	933631814
148071236	933631939
152000998	942195132
161114251	199221480

The following UNICOR DUNS shall be excluded effective 10/1/2013:

DUNS LIST	
118575729	196069173
198353984	806788407
878435213	139397371
621502173	801972068
170419167	139611631
782184956	

Explanation for UNICOR Exclusion

Federal Prison Industries, also known as UNICOR and FPI, is a wholly owned United States government corporation created in 1934 that uses penal labor from the Federal Bureau of Prisons to produce goods and services. FPI is restricted to selling its products and services to federal government agencies. UNICOR is a mandatory source.

Goaling Exclusions: Department of Defense (DOD)

Based on the Department of Defense's (DOD's) request, acquisitions performed outside of the U.S. and U.S. Territories* in connection with Contingency Operations (10 U.S.C. §101(a) (13)), were excluded from goaling base for FY 2016 and FY 2017. Beginning with FY 2018, the above exclusion from goaling was revised. NDAA 2017 revised the Small Business Act and provided a broader exclusion for contracts or task orders awarded by the DOD that: is conducted pursuant to section 22 of the Arms Export Control Act (22 U.S.C. 2762); is a humanitarian operation as defined in section 401(e) of title 10, United States Code; is for a contingency operation, as defined in section 101(a) (13) of title 10, United States Code; is to be awarded pursuant to an agreement with the government of a foreign country in which Armed Forces of the United States are deployed; or where both the place of award and the place of performance are outside of the U.S. and U.S. territories. These exclusions apply where:

Code A 'Contingency operation as defined in 10 U.S.C 101(a) (13)' for the Data Element Contingency, Humanitarian and Peacekeeping Operation" effective in FPDS-NG when the date signed is equal to or greater than 10/01/2015.

Code 'B' 'Humanitarian or Peacekeeping Operation as defined in 10 U.S.C 2302(8)' for the Data Element Contingency, Humanitarian and Peacekeeping Operation" effective in FPDS-NG when the date signed is equal to or greater than 10/01/2017.

Code 'ZSF' 'Status of Forces Agreements' for "DOD Acquisition Program" effective in FPDS-NG when the date signed is equal to or greater than 10/01/2017.

All contracts that have the 'Country Where Award Issued' Code as other than U.S. or U.S. Territories* and the 'Place of Performance' as other than US or US Territories, and the Funding Agency is DOD, and the date signed is equal to or greater 10/01/2017.

All records where the place of performance is equal to any country on the below list and the Funding Agency is DoD and the Date Signed is equal to or greater than 10/01/2017.

'Afghanistan', 'Albania', 'Armenia', 'Australia', 'Austria', 'Azerbaijan', 'Belarus', 'Belgium', 'Belize', 'Benin', 'Bosnia and Herzegovina', 'Brazil', 'Bulgaria', 'Burkina Faso', 'Burundi', 'Cambodia', 'Cameroon', 'Canada', 'Central African Republic', 'Chad', 'Comoros', 'Democratic Republic of the Congo', 'Cote D'Ivoire', 'Croatia', 'Cyprus', 'Czech Republic', 'Denmark', 'El Salvador', 'Estonia', 'Finland', 'France', 'Gabon', 'Georgia', 'Germany', 'Ghana', 'Greece', 'Grenada', 'Guatemala', 'Guinea', 'Guyana', 'Haiti', 'Honduras', 'Hungary', 'Iceland', 'Iraq', 'Ireland', 'Israel', 'Italy', 'Japan', 'Jordan', 'Kazakhstan', 'Korea', 'Kosovo', 'Kyrgyzstan', 'Latvia', 'Liberia', 'Lithuania', 'Luxembourg', 'Macedonia', 'Madagascar', 'Mali', 'Malta', 'Moldova', 'Montenegro', 'Mozambique', 'Nepal', 'Netherlands', 'Nicaragua', 'Niger', 'Nigeria', 'Norway', 'Panama', 'Papua New Guinea', 'Philippines', 'Poland', 'Portugal', 'Romania', 'Russian Federation', 'Rwanda', 'Saint Kitts and Nevis', 'Saint Lucia', 'Samoa', 'Senegal', 'Serbia', 'Seychelles', 'Singapore', 'Slovakia', 'Slovenia', 'Solomon Islands', 'South Africa', 'Spain', 'Sri Lanka', 'Sudan', 'Suriname', 'Swaziland', 'Sweden', 'Switzerland', 'Tajikistan', 'Timor-Leste', 'Tonga', 'Trinidad and Tobago', 'Turkey', 'Turkmenistan', 'Uganda', 'Ukraine', 'United Kingdom', 'Uzbekistan'.

The 'Country Where Award was Issued' will be derived from the Country of the Contracting Office associated with the contract. Based on this derivation the following exclusion applies:

-All contracts that have the 'Country Where Award was Issued' Code as other than USA or USA Territories and the Place of Performance as other than USA or USA Territories, and the Funding Agency is DoD, and Date Signed is equal to or greater 10/01/2017

* U.S. Territories:

AMERICAN SAMOA [UNITED STATES] UNITED STATES MINOR OUTLYING ISLANDS MIDWAY ISLANDS [UNITED STATES] NORTHERN MARIANA ISLANDS [UNITED STATES]

GUAM [UNITED STATES]

PUERTO RICO [UNITED STATES]

NAVASSA ISLAND [UNITED STATES]

JARVIS ISLAND [UNITED STATES]

BAKER ISLAND [UNITED STATES]

HOWLAND ISLAND [UNITED STATES]
JOHNSTON ATOLL [UNITED STATES]
KINGMAN REEF [UNITED STATES]
PALMYRA ATOLL [UNITED STATES]
VIRGIN ISLANDS [UNITED STATES]
WAKE ISLAND [UNITED STATES]
UNITED STATES MISCELLANEOUS PACIFIC ISLANDS

Reference:

https://www.fpds.gov/Reports/manage/html/preview_Small_Business_Goaling_Report.html

Explanation for DOD's Exclusions

The exclusion is statutorily required by the Small Business Act.

Goaling Exclusion: Funded by Foreign Entity

Acquisitions by agencies on behalf of foreign governments or entities or international organizations: Actions that are funded by foreign entities ("Funded by Foreign Entity" = 'Yes' OR "Foreign Funding" = 'Foreign Funds - FMS' or 'Foreign Funds - non-FMS') are excluded from the report.

Explanation for Funded by Foreign Entity Exclusion

These are government to government transactions for military and non-military supplies and services where the funds from the foreign government pass-through the purchasing agency to the supplier at no cost to the U.S. Government.

Goaling Exclusion: Lease

Product Service Codes for Leases in the format X***. (data is included when the signed date is equal to or greater than October 1, 2013)

Explanation for Lease Exclusion

Leases are included to the extent reported in FPDS-NG.

Goaling Exclusion: TRICARE

Tricare DODAAC - H94002 (based on Contracting Code) and Tricare DODAAC - HT9402 (based on Contracting Office Code)

Explanation for TRICARE Exclusion

Tricare is a health care program of the United States Department of Defense Military Health System. Tricare provides civilian health benefits for U.S Armed Forces military personnel, military retirees, and their dependents, including some members of the Reserve Component. The Tricare program was managed by Tricare Management Activity (TMA) under the authority of the Assistant Secretary of Defense (Health Affairs). Tricare is the civilian care component of the Military Health System, although historically, it also included health care delivered in the military medical treatment facilities.

On 1 October 2013, TMA was disestablished, and Tricare responsibility was transferred to the Defense Health Agency (DHA) which was established on the same day.

Tricare DODAAC – H94002 and HT9402 (based on Contracting Office Code) – Reason: under TRICARE, service-members and retirees are able to choose the doctors and medical facilities. The procurements awarded by the Defense Health Agency office identified by H94002 and HT9402 primarily funds contract actions to support these actions after the service-member makes their choice (i.e., the contracting office does not have control as to whether small business considerations are applied).

Goaling Exclusion: 00NAF (based on Contracting Officer Code)

Centers for Medicare & Medicaid Services (CMS) non-appropriated funded contracts - 00NAF. (based on Contracting Officer Code)

Explanation for Centers for Medicare & Medicaid Services (CMS) non-appropriated funded contracts - 00NAF Exclusion

These are non-appropriated funds and are not part of the goaling base. The Federal Acquisition Regulation (FAR) applies to appropriated funds by executive agency.

Goaling Exclusion: Department of Education's Not-for-Profit (NFP)

Department of Education's Not-for-Profit (NFP) Loan Servicing contracts listed below (Base and any Modification), plus any Award (Base or Modification) which references one of these contract numbers should be excluded. The data are excluded when the signed date is equal to or greater than October 1, 2013.

Explanation for Department of Education's Not-for-Profit (NFP) Exclusion

These contract numbers represent the Department of Education's Not-for-Profit Loan Servicing (NFP) contracts. These are the contracts awarded pursuant to the Student Aid and Fiscal Responsibility Act of 2009 (P.L. 111-152).

Contract Number Servicer:
EDFSA11D0012 MISSOURI HIGHER
EDUCATION LOAN AUTHORITY
EDFSA12D0003 UTAH HIGHER
EDUCATION ASSISTANCE AUTHORITY
EDFSA12D0005 EDUCATIONAL
SERVICES OF AMERICA, INC.
EDFSA12D0006 ASPIRE RESOURCES INC.
EDFSA12D0007 NEW HAMPSHIRE
HIGHER EDUCATION LOAN CORP
EDFSA12D0012 OKLAHOMA STUDENT
LOAN AUTHORITY
EDFSA13D0001 VERMONT STUDENT
ASSISTANCE CORPORATION

The statute requires the Department of Education to use NFP contractors for this particular service, so there is no small business opportunity.

17 APPENDIX D: CFO ACT AGENCIES

USDA	Department of Agriculture (1200)
DOC	Department of Commerce (1300)
DOI	Department of the Interior (1400)
DOJ	Department of Justice (1500)
DOL	Department of Labor (1600)
State	Department of State (1900)
Treasury	Department of the Treasury (2000)
OPM	Office of Personnel Management (2400)
SSA	Social Security Administration (2800)
NRC	Nuclear Regulatory Commission (3100)
VA	Department of Veterans Affairs (3600)
GSA	General Services Administration (4700)
NSF	National Science Foundation (4900)
EPA	Environmental Protection Agency (6800)
DOT	Department of Transportation (6900)
DHS	Department of Homeland Security (7000)
USAID	United States Agency for International Development (7200)
SBA	Small Business Administration (7300)
HHS	Department of Health and Human Services (7500)
NASA	National Aeronautics and Space Administration (8000)
HUD	Department of Housing and Urban Development (8600)
DOE	Department of Energy (8900)
Education	Department of Education (9100)
DOD	Department of Defense (9700)