

Small Business Administration

FY2016 Small Business Procurement Scorecard

A

118.19%

FPDS-NG Prime Contracting Data as of Feb. 20, 2017

eSRS Subcontracting Data as of Mar. 14, 2017

Prime Contracting Achievement:			96.63%
	2015 Achievement	2016 Goal	2016 Achievement
Small Business	78.18%	72.75%	73.70% (\$111.6 M)
Women Owned Small Business	23.08%	5.00%	21.73% (\$32.9 M)
Small Disadvantaged Business	39.14%	5.00%	39.48% (\$59.8 M)
Service Disabled Veteran Owned Small Business	7.02%	3.00%	11.20% (\$17.0 M)
HUBZone	5.57%	3.00%	6.54% (\$9.9 M)

Subcontracting Achievement:			12.03%
	2015 Achievement	2016 Goal	2016 Achievement
Small Business	95.20%	39.00%	92.30%
Women Owned Small Business	29.50%	5.00%	22.60%
Small Disadvantaged Business	28.60%	5.00%	23.50%
Service Disabled Veteran Owned Small Business	0.10%	3.00%	0.10%
HUBZone	0.00%	3.00%	0.00%

Success Factors		9.53%
<u>Plan Progress Success Factor Grading Scale:</u> Factor Subtotal Score / 7		Peer Review Score
1. Commitment to Small Business Utilization - The Agency demonstrated, through action and documented evidence, a commitment to utilize small businesses to obtain goods and services.		0.97
2. Effective Engagement of Senior Level Management in Achieving Small Business Goals - The Agency's senior leadership (i.e. Deputy Secretary, Chief Acquisition Officer, Senior Procurement Executive, senior program managers, and OSDBU Director) demonstrated, through action and documented evidence, that they have clearly communicated the importance of achieving the agency's Small Business contracting goals through the chain of command to the contracting officer level.		1.00
3. Data Quality of Small Business Contracting - The Agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality.		0.97
4. Training of Acquisitions Staff - The Agency demonstrated a commitment to small business utilization through regular training of acquisitions staff on the issues/procedures/policies/regulations impacting small businesses.		0.87
5. Outreach to Small Business - The Agency demonstrated, through action and documented evidence, a commitment to growing their small business supplier base and increasing awareness of contracting opportunities for small businesses.		1.00
6. Bundling Avoidance, Justification and Mitigation - The Agency demonstrated, through action and documented evidence, a clearly communicated policy to address and mitigate the adverse effects of contract bundling on small businesses. (For applicable dollar threshold for the agency, see FAR subpart 7.104)		0.93
7. OSDBU Organization - The Agency demonstrated, through action and documented evidence, compliance with Section 1691 - Offices of Small and Disadvantaged Business Utilization - of the National Defense Authorization Act (NDAA) of 2013.		0.93

<u>Prime and Subcontracting Grading Scale:</u>
A+ < 150% but ≥ 120%
A < 120% but ≥ 100%
B < 100% but ≥ 90%
C < 90% but ≥ 80%
D < 80% but ≥ 70%
F < 70%

Total	6.67
-------	------

Comments:

Graded Agency:

In Fiscal Year 2016, the SBA exceeded the primary utilization target as well as all socio-economic subgoals. SBA's success was achieved through a combination of strategic acquisition planning, high level management focus across the agency on SB Utilization and diligent day to day management of procurement execution. SBA operates under a de facto rule to find Small Business prime vendors for each action, turning to large businesses only when market research indicates that small business vendors cannot perform the work. As a result, SBA has continued to receive the highest small business utilization target of any federal agency.

After many years of exceeding the prime target, SBA has consistently received a higher annual prime target during negotiations with GCBD. This constant increase led to a scenario where it is now mathematically challenging for SBA to receive an A+. The highest current factor that contributes to the overall score is the small business utilization and the total amount over the goal that each agency achieves.

SBA's high primary utilization rate and dedication to small business first does not allow for many opportunities to meet the subcontracting utilization targets because the majority of contracts above the subcontracting threshold were awarded to a small business prime contractor. In fact, we achieved the subcontractor goal through 2 subcontractor reports which is unsustainable in the long term. Due to our few subcontract awards the ability for SBA to achieve all four Subcontracting socio-economic category goals is extremely difficult. In future, consideration should be given to eliminating or reducing the subcontracting goal as it is not relevant to an organization with a highly achieving rate of prime contract awards.