

# **Characteristics of Recent Federal Small Business Contracting**

by

**by Eagle Eye Publishers, Inc.  
Fairfax, Virginia**

for



under contract number SBAHQ-09-M-0271

Release Date: May 2012

*This report was developed under a contract with the Small Business Administration, Office of Advocacy, and contains information and analysis that was reviewed by officials of the Office of Advocacy. However, the final conclusions of the report do not necessarily reflect the views of the Office of Advocacy.*

# Table of Contents

Introduction.....	1
Summary of Key Findings .....	2
Chapter 1: Procurement Trends Associated With Agencies That Achieve Their Negotiated Small Business Goals .....	3
Overview .....	3
Analytical Strategy.....	3
Research Methodology .....	3
Results and Analysis .....	4
Conclusion .....	9
Chapter 2: Small Business Utilization in Contracts Issued under the American Recovery and Reinvestment Act (ARRA).....	10
Overview .....	10
Analytical Strategy.....	10
Research Methodology .....	10
Results and Analysis .....	11
Chapter 3: Comparisons of How Agencies Achieve Success in Small Business Procurement .....	20
Overview .....	20
Analytical Strategy.....	20
Research Methodology .....	20
Results and Analysis .....	21
Conclusion .....	28
Appendix A: Data Sources and Methodology .....	29
Data Sources for the Analysis.....	29
Methodology for Chapter 1 .....	29
Methodology for Chapter 2.....	30
Appendix B: Additional Major Cabinet-Level and Independent Agency Small Business Procurement Trends.....	32

## List of Tables

Table 1.1 Agency Small Business Goal Achievements Ranked by Achievement – Goal Difference.....	5
Table 1.2 Small Business Utilization Intensity .....	6
Table 1.3 Small Business Births.....	6
Table 1.4 Small Business Expiration .....	6
Table 1.5 Services Share .....	7
Table 1.6 Manufacturing Share.....	7
Table 1.7 Average Contract Size.....	7
Table 1.8 Agency Transactions per Contract .....	8
Table 1.9 Fixed Price Contract Share.....	8
Table 1.10 Set-Aside Contract Dollar Share .....	8
Table 1.11 Competitive Share .....	8
Table 2.1 American Recovery and Reinvestment Act (ARRA) Agency Spending Summary FY09–FY11 YTD.....	12
Table 2.2 Top ARRA Industrial Sectors with Small Large Business Breakouts .....	13
Table 2.3 Market Composition of ARRA Prime Contracts FY09–FY11 YTD with Large/Small Breakout .....	14
Table 2.4 Overall Count of ARRA Businesses by Type of Firm.....	14
Table 2.5 ARRA Small Business Utilization Intensity by Agency, FY 2009–FY 2011.....	15
Table 2.6 Statutory Goal Compliance by Agency in the ARRA Program FY09–FY11 .....	17
Table 2.7 Statutory Goal Compliance Mapped to Goal Over- and Under-Achievement.....	17
Table 2.8 Breakdown of Key ARRA Socioeconomic Procurement Set-Aside Programs by Agency, FY 2009–FY 2011 YTD.....	19
Table 3.1 Small Business Utilization Measures .....	20
Table 3.2 Analysis of Small Business Procurement Performance by the Department of Defense–Army .....	23
Table 3.3 Analysis of Small Business Procurement Performance by the U.S. Agency for International Development.....	26
Table 3.4 Analysis of Small Business Procurement Performance by the Nuclear Regulatory Commission.....	27
Table A.1 Small Business Utilization Measures .....	30
Table B.1 Small Business Procurement Performance, Department of Defense–Air Force .....	32
Table B.2 Small Business Procurement Performance, Department of Education.....	33
Table B.3 Small Business Procurement Performance, Department of Homeland Security .....	34
Table B.4 Small Business Procurement Performance, Department of Commerce .....	35
Table B.5 Small Business Procurement Performance, Department of Defense–Other.....	36
Table B.6 Small Business Procurement Performance, Department of Energy .....	37
Table B.7 Small Business Procurement Performance, Department of Interior.....	38
Table B.8 Small Business Procurement Performance, Department of Justice .....	39
Table B.9 Small Business Procurement Performance, Environmental Protection Agency .....	40
Table B.10 Small Business Procurement Performance, Department of Health and Human Services .....	41

Table B.11	Small Business Procurement Performance, Department of Housing and Urban Development .....	42
Table B.12	Small Business Procurement Performance, Department of Labor .....	43
Table B.13	Small Business Procurement Performance, Department of Transportation .....	44
Table B.14	Small Business Procurement Performance, Department of Veterans Affairs .....	45
Table B.15	Small Business Procurement Performance, Executive Office of the President.....	46
Table B.16	Small Business Procurement Performance, General Services Administration.....	47
Table B.17	Small Business Procurement Performance, National Aeronautics and Space Administration .....	48
Table B.18	Small Business Procurement Performance, Department of Defense–Navy .....	49
Table B.19	Small Business Procurement Performance, Office of Personnel Management.....	50
Table B.20	Small Business Procurement Performance, Small Business Administration .....	51
Table B.21	Small Business Procurement Performance, Securities and Exchange Commission .....	52
Table B.22	Small Business Procurement Performance, Smithsonian Institution.....	53
Table B.23	Small Business Procurement Performance, Social Security Administration.....	54
Table B.24	Small Business Procurement Performance, State Department .....	55
Table B.25	Small Business Procurement Performance, Department of the Treasury.....	56
Table B.26	Small Business Procurement Performance, U.S. Information Agency .....	57
Table B.27	Small Business Procurement Performance, Department of Agriculture .....	58

## **Introduction**

Overall, small firms continue to struggle to achieve established agency procurement. Small successes at certain agencies, in certain programs and among individual socioeconomic categories hold the promise of higher small business utilization. However the procurement data describe small business participation rates in the federal marketplace generally lower than expected. The unique series of perspectives created for this study document current trends and shed light on not only why these trends occur but what agency practices tend to improve levels of small business participation in procurement.

The study then turns to evaluate small business utilization following and due to the American Recovery and Reinvestment Act of 2009 (ARRA, the Stimulus, or the Recovery Act). The analysis finds that the Recovery Act has been quite successful as it boosted the small business share of procurement dollars.

The analysis concludes with the publication of a new set of tables containing multi-dimensional views of small business procurement trends within each agency. The tables describe 23 different measures from a dollar, company and contract transaction perspective. They are designed to go beyond the simple analysis of small business goal achievement to expose the underlying trends driving agency small business utilization in procurement. By bringing together operational data across all agencies the goal is to identify high-impact agency small business procurement practices that can be replicated in other organizations. The data for this study come from the FY2009–FY2010 Federal Procurement Data System-Next Generation (FPDS-NG). Chapter 1 uses FY2009 data, and Chapters 2 and 3 use data from FY2009 and FY2010.

## Summary of Key Findings

Chapter 1, Procurement Trends Associated With Agencies Achieving Their Negotiated Small Business Goals:

- The factors most strongly associated with high levels of small business dollar goal achievement include the utilization rates of new, small businesses; the small firm share of all agency businesses; and the share of Fixed Price contracts.
- Increases in competitively awarded contracts, shares of manufacturing and contract size correlated negatively with agency small business spending.

Chapter 2, Small Business Utilization and the American Recovery and Reinvestment Act (ARRA):

- A total of 28 agencies reported spending \$51.7 billion on ARRA contracts from February, 2009 through December, 2010. Of this total, small firms won \$13.1 billion, or 25.5 percent of ARRA prime contract dollars.
- Seventy-six percent of all ARRA prime contract recipients were small firms
- The Departments of Energy, Health and Human Services and the Army accounted for \$34.7 billion, or 67 percent of all reported ARRA spending.
- At seven ARRA procuring agencies more than 80 percent of ARRA prime contract recipients were small businesses.

Chapter 3, Comparisons of How Agencies Achieve Success in Small Business Procurement:

- The Army grew its small business dollar share of procurement spending from 22.26 to 24.8 percent in the previous year (FY08).
- At 7.61 percent in FY 2009, USAID displayed some of the highest agency procurement shares of Woman-owned Business and Service-Disabled Veteran-Owned Business throughout government.
- Nuclear Regulatory Commission (NRC) spent one-third of its procurement dollars through the 8(a) set-aside program and one-quarter through small business set-asides after factoring in SBA excluded procurement categories.

# **Chapter 1:**

## **Procurement Trends Associated With Agencies That Achieve Their Negotiated Small Business Goals**

### **Overview**

The purpose of this analysis is to use new and traditional small business utilization measures to flag key federal agency small business buying trends that are associated with agencies achieving superior results from their small business utilization efforts. Understanding which agency acquisition practices are associated with successful small business procurement goal achievement and which are not helps to define the universe of acquisition best practices that can boost small business utilization levels across government.

### **Analytical Strategy**

To perform this analysis we designed 11 prime contract measures and compared the median and average results of these measures between agencies that did and did not achieve their negotiated small business goals. The resulting associations between acquisition practices and actual results paints a clear picture from the ground up of which practices are associated with high rates of small business utilization in procurement.

### **Research Methodology**

Using only data from the FY 2009 Federal Procurement Data System-Next Generation (FPDS-NG) database that has been adjusted for SBA excluded categories, we first measured small business procurement shares for each agency. In a table ranked by the percentage by which each agency's small business share compared with their negotiated SBA small business goal, we grouped all agencies into two groups. The first, or green group, identified agencies that met and exceeded their negotiated small business goals. The second, or red group, identified those agencies that did not meet their goal. Then we compare these two groups of agencies against one another by measuring and correlating agency statistics for:

- 1) Overall small business achievement: the small business share of each agency's federal prime contract dollars.
- 2) Small business utilization intensity: the number of active, small businesses as a share of the total number of businesses actively contracting with an agency.

- 3) Small business births: the number of new small business as a share of total small businesses.
- 4) Small business expirations: the number of small businesses that did not return from the prior year as a share of the number of small businesses in the prior year.
- 5) Services share: the small business share of the services sector.
- 6) Manufacturing share: the small business share of the manufacturing sector.
- 7) Average contract size: the median and average contract size at each agency.
- 8) Transactions per contract: the median and average number of transactions per contract.
- 9) Fixed price contracts: the median and average shares of fixed price contracts.
- 10) Set-aside contracts: the median and average shares of set-aside contracts.
- 11) Competitively awarded contracts: the median and average shares of competitively awarded contracts.

## Results and Analysis

### 1. Overall Measure

In FY 2009, 21 agencies or bureaus—35 percent of the agencies studied in this report—met or exceeded their negotiated small business procurement goals by an average of 12 percent. High achieving agencies included some of the largest government organizations such as the Army, Department of Defense (DoD)—Other, the Department of Veterans Affairs (DVA) and the Department of Homeland Security (DHS). (Table 1.1 shows the 21 agencies that met the goal in green, the balance in red.)

Thirty-nine agencies, or 65 percent, fell below their negotiated goals by an average of -13.8 percent. These agencies included the Navy, Air Force, the Department of Health and Human Services (HHS) and National Aeronautics and Space Administration (NASA). If all agencies had met their negotiated small business goals in FY 2009 they would have spent \$105.1 billion with small businesses, \$8.1 billion more than they actually achieved.

Table 1.1 shows, per agency, for FY 2009, the overall procurement dollars, the small business procurement dollars, the negotiated small business goal percentage, and the percentage of achieved small business procurement (i.e., small business procurement dollars/overall procurement dollars). The remaining two columns evaluate the difference between the two percentages (achieved – goal), and their ratio (difference/goal), respectively. All figures are adjusted for the SBA’s excluded procurement categories.



**Table 1.1 Agency Small Business Goal Achievements Ranked by Achievement – Goal Difference**

Rank	Agency	Overall \$	Small Bus \$	Negot		Small Bus		% Over/Under
				SB Goal	SB % Achv	Achv - Goal	Negot Goal	
1	ELECTION ASSISTANCE COMMISSION	\$7,045	\$7,045	23	100	77.0000	334.78%	
2	SELECTIVE SERVICE SYSTEM	\$2,289,565	\$1,258,632	14.8877	54.9725	40.0848	269.25%	
3	NATIONAL CAPITAL PLANNING COMMISSION	\$630,323	\$419,028	31.7476	66.4783	34.7307	109.40%	
4	NATIONAL FOUNDATION ON ARTS/HUMANITIES	\$9,721,704	\$3,587,235	23	36.8992	13.8992	60.43%	
5	FEDERAL HOUSING FINANCE AGENCY	\$10,529,391	\$3,775,611	23	35.8578	12.8578	55.90%	
6	MERIT SYSTEMS PROTECTION BOARD	\$3,837,604	\$1,400,903	26.9442	36.5046	9.5604	35.48%	
7	FEDERAL LABOR RELATIONS AUTHORITY	\$1,245,091	\$775,710	46.1611	62.3015	16.1404	34.97%	
8	DEPARTMENT OF EDUCATION	\$1,423,275,113	\$245,233,366	12.7964	17.2302	4.4338	34.65%	
9	EXECUTIVE OFFICE OF THE PRESIDENT	\$71,355,755	\$16,007,376	16.8049	22.4332	5.6283	33.49%	
10	DEPARTMENT OF VETERANS AFFAIRS	\$14,325,129,276	\$4,931,487,246	28.7077	34.4254	5.7177	19.92%	
11	NATIONAL ARCHIVES AND RECORDS ADMINISTRATION	\$184,825,328	\$62,572,388	29.2037	33.8549	4.6512	15.93%	
12	ENVIRONMENTAL PROTECTION AGENCY	\$1,743,523,238	\$797,233,615	39.8129	45.7254	5.9125	14.85%	
13	DEPARTMENT OF DEFENSE - OTHER	\$40,470,687,835	\$10,093,403,979	22.2375	24.94	2.7025	12.15%	
14	DEPARTMENT OF DEFENSE - ARMY	\$127,376,844,833	\$31,157,606,058	22.2375	24.461	2.2235	10.00%	
15	DEFENSE NUCLEAR FACILITIES SAFETY BOARD	\$3,050,342	\$2,508,793	75.6705	82.2463	6.5758	8.69%	
16	DEPARTMENT OF AGRICULTURE	\$5,100,154,592	\$2,714,612,248	49.8762	53.2261	3.3499	6.72%	
17	DEPARTMENT OF ENERGY	\$31,356,968,721	\$1,947,226,029	5.87	6.2099	0.3399	5.79%	
18	DEPARTMENT OF HOMELAND SECURITY	\$11,805,816,779	\$3,958,498,802	31.9	33.5301	1.6301	5.11%	
19	DEPARTMENT OF STATE	\$2,546,330,967	\$978,118,183	37	38.4128	1.4128	3.82%	
20	DEPARTMENT OF LABOR	\$2,198,985,722	\$757,589,512	33.4152	34.4518	1.0366	3.10%	
21	U. S. TRADE & DEVELOPMENT AGENCY	\$4,786,399	\$4,688,064	97.1056	97.9455	0.8399	0.86%	
22	UNITED STATES INFORMATION AGENCY	\$18,031,684	\$7,713,136	43.9784	42.7755	-1.2029	-2.74%	
23	EQUAL EMPLOYMENT OPPORTUNITY COMMISSION	\$48,023,733	\$10,951,151	23.5772	22.8036	-0.7736	-3.28%	
24	NUCLEAR REGULATORY COMMISSION	\$201,088,924	\$70,880,753	36.7111	35.2485	-1.4626	-3.98%	
25	NATIONAL TRANSPORTATION SAFETY BOARD	\$8,005,361	\$3,848,793	50.1124	48.0777	-2.0347	-4.06%	
26	NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$14,345,609,385	\$2,024,153,812	15.3548	14.1099	-1.2449	-8.11%	
27	DEPARTMENT OF TRANSPORTATION	\$1,754,411,968	\$687,286,180	43.2819	39.1747	-4.1072	-9.49%	
28	SOCIAL SECURITY ADMINISTRATION	\$1,041,257,728	\$344,991,358	36.7023	33.1322	-3.5701	-9.73%	
29	SMALL BUSINESS ADMINISTRATION	\$92,208,891	\$55,192,665	67.0509	59.8561	-7.1948	-10.73%	
30	COMMODITY FUTURES TRADING COMMISSION	\$32,839,424	\$10,750,813	36.8344	32.7375	-4.0969	-11.12%	
31	FEDERAL ENERGY REGULATORY COMMISSION	\$29,525,076	\$12,579,176	48.1153	42.6051	-5.5102	-11.45%	
32	DEPARTMENT OF THE TREASURY	\$2,239,861,792	\$574,813,432	29.3895	25.6629	-3.7266	-12.68%	
33	FEDERAL ELECTION COMMISSION	\$11,237,086	\$4,139,867	42.4661	36.8411	-5.625	-13.25%	
34	DEPARTMENT OF HEALTH AND HUMAN SERVICES	\$17,830,436,210	\$2,932,331,937	19	16.4457	-2.5543	-13.44%	
35	RAILROAD RETIREMENT BOARD	\$12,336,698	\$5,259,194	49.2952	42.6305	-6.6647	-13.52%	
36	OFFICE OF PERSONNEL MANAGEMENT	\$675,655,586	\$163,110,525	28.9404	24.1411	-4.7993	-16.58%	
37	DEPARTMENT OF THE INTERIOR	\$4,178,751,631	\$1,904,932,562	55.4888	45.5862	-9.9026	-17.85%	
38	CONSUMER PRODUCT SAFETY COMMISSION	\$27,821,856	\$13,175,421	59.98	47.3564	-12.6236	-21.05%	
39	FEDERAL COMMUNICATIONS COMMISSION	\$136,869,158	\$55,560,441	52.8949	40.5938	-12.3011	-23.26%	
40	DEPARTMENT OF COMMERCE	\$3,048,241,402	\$1,184,913,324	50.7903	38.872	-11.9183	-23.47%	
41	SMITHSONIAN INSTITUTION	\$261,903,000	\$114,258,905	57.0061	43.6264	-13.3797	-23.47%	
42	DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT	\$743,200,325	\$376,301,145	66.331	50.6325	-15.6985	-23.67%	
43	MILLENNIUM CHALLENGE CORPORATION	\$22,958,059	\$9,484,535	54.9711	41.3124	-13.6587	-24.85%	
44	DEPARTMENT OF DEFENSE - AIR FORCE	\$61,952,080,032	\$10,303,049,422	22.2375	16.6307	-5.6068	-25.21%	
45	GENERAL SERVICES ADMINISTRATION	\$10,854,777,526	\$2,743,453,780	35.7418	25.2742	-10.4676	-29.29%	
46	DEPARTMENT OF DEFENSE - NAVY	\$89,925,688,745	\$13,882,532,892	22.2375	15.4378	-6.7997	-30.58%	
47	DEPARTMENT OF JUSTICE	\$6,656,873,549	\$1,653,342,284	36.8125	24.8366	-11.9759	-32.53%	
48	FEDERAL TRADE COMMISSION	\$63,833,499	\$29,368,407	69.8129	46.0078	-23.8051	-34.10%	
49	INTERNATIONAL TRADE COMMISSION	\$283,174	\$91,436	50.5449	32.2897	-18.2552	-36.12%	
50	NATIONAL SCIENCE FOUNDATION	\$318,414,081	\$53,368,003	28.2646	16.7606	-11.504	-40.70%	
51	SECURITIES AND EXCHANGE COMMISSION	\$133,526,007	\$38,940,815	49.6492	29.1635	-20.4857	-41.26%	
52	PEACE CORPS	\$21,885,068	\$7,784,498	60.5668	35.5699	-24.9969	-41.27%	
53	OFFICE OF SPECIAL COUNSEL	\$38,857	\$8,257	43.6141	21.2497	-22.3644	-51.28%	
54	AGENCY FOR INTERNATIONAL DEVELOPMENT	\$994,601,974	\$88,024,168	19.6	8.8502	-10.7498	-54.85%	
55	NATIONAL FOUNDATION ON ARTS/HUMANITIES	\$9,721,704	\$3,587,235	86.5193	36.8992	-49.6201	-57.35%	
56	CORPORATION FOR NATIONAL AND COMMUNITY SERVICE	\$67,221,415	\$8,838,067	31.2832	13.1477	-18.1355	-57.97%	
57	NATIONAL LABOR RELATIONS BOARD	\$43,601,568	\$3,822,872	34.0575	8.7677	-25.2898	-74.26%	
58	FEDERAL MARITIME COMMISSION	\$602,864	\$26,445	42.8555	4.3866	-38.4689	-89.76%	
59	NATIONAL MEDIATION BOARD	\$1,359,033	\$0	9.4321	0	-9.4321	-100.00%	
60	OCCUPATIONAL SAFETY & HEALTH REVIEW COMMISSION	-\$3,643	\$0	86.1513	0	-86.1513	-100.00%	
<b>Total</b>		<b>\$456,444,776,053</b>	<b>\$97,060,877,529</b>	<b>21.3%</b>				

## 2. Small Business Utilization Intensity

Table 1.2 Small Business Utilization Intensity		
Agency	Median %	Average %
All Agencies	63.26	60.42
Above SB Goal	64.40	66.81
Below SB Goal	60.47	56.98

This measure tests whether agencies achieving their small business procurement goals utilize small firms more intensely than underachieving agencies. In other words out of all the companies utilized by an agency in procurement what share of these companies were small firms? While the results of this calculation may seem obvious in fact high small business dollar shares can result from agencies issuing large contracts to a relatively small number of firms. Small business utilization intensity can also be an indicator of how actively engaged an agency is with the small business community.

Data for FY 2009 confirm agencies that achieved their negotiated small business goals display small business utilization rates nearly 10 percentage point higher than at underachieving agencies. Furthermore, at 66.8 percent, the high achieving agencies' average small business utilization rate is six percentage points higher than the average for all agencies.

## 3. Small Business Births

Table 1.3 Small Business Births		
Agency	Median %	Average %
All Agencies	13.41	17.65
Above SB Goal	15.11	18.96
Below SB Goal	13.01	16.94

The new small business share is one indication of how actively an agency is recruiting small vendors. In FY 2009 a scan of all federal vendors active in the federal sector between FY 2005 through FY 2009 showed that an average of 17.6 percent of all small businesses were new to the federal marketplace. Among agencies achieving their small business goals the new small business share of all small businesses was 2.0 percentage points higher on average than the share for agencies that did not achieve their small business goals.

## 4. Small Business Expiration

Table 1.4 Small Business Expiration		
Agency	Median %	Average %
All Agencies	16.40	20.42
Above SB Goal	14.55	18.39
Below SB Goal	16.67	21.51

The share of small business expiration is a potential indicator of how unfavorable an agency's procurement environment is for a small firm. This indicator measures the share of each agency's FY 2008 small business population that did not return to the federal marketplace in FY 2009 as indicated by the absence of an active FY 2008 DUNS number in the FY 2009 FPDS-NG database. Agencies meeting their small business procurement goals lost 18.4 percent of their vendors while agencies not meeting their goals lost 21.5 percent.

## 5. Agency Services Share

Table 1.5 Services Share		
Agency	Median %	Average %
All Agencies	92.40	86.20
Above SB Goal	87.81	84.42
Below SB Goal	93.32	87.16

Services contracts are traditionally a strong market for small federal prime vendors. FY 2009 contract statistics show that over eight out of ten procurement dollars were spent on services. Interestingly, high small business share-achieving agencies actually display a

slightly smaller services share, on average, than underperforming agencies. This indicates agencies can be successful by identifying qualified small manufacturing firms for a range of mid-tier projects.

## 6. Agency Manufacturing Sector Share

Table 1.6 Manufacturing Share		
Agency	Median %	Average %
All Agencies	7.60	13.80
Above SB Goal	12.19	15.58
Below SB Goal	6.68	12.84

Government manufacturing purchases are dominated by large defense systems and platforms. We normally expect the small business share of manufacturing prime vendors to be low relative to services. An analysis of FY 2009 government

manufacturing spending indeed displays an average of 13.8 percent small business manufacturing share. Because the Army met its small business goals its manufacturing spending is included in the group of high achieving agencies which tends to improve the outlook. The Army is the largest procuring organization measured in this study.

## 7. Agency Average Contract Size

Table 1.7 Average Contract Size		
Agency	Median \$	Average \$
All Agencies	\$156,794	\$378,836
Above SB Goal	\$141,792	\$506,886
Below SB Goal	\$184,491	\$309,886

In recent years several trends have contributed to contract consolidation and an increase in average contract size. Not surprisingly the 2009 data show that increasing contract size correlates negatively with small business

agency procurement shares. Because the Army met its small business goals for FY 2009 its large contracts skew the average contract size for agencies meeting their small business goals. The median contract size showing high achieving agencies with smaller contracts than low achieving agencies is more reflective of the general trend that fewer small firms win large awards.

## 8. Transactions Per Contract

Agency	Median	Average
All Agencies	2.01	2.37
Above SB Goal	2.00	2.03
Below SB Goal	2.02	2.55

Large contracts are usually associated with multiple transactions and this is what drives the negative correlation between transactions per contract and small business procurement share. In FY 2009 agencies that exceeded their small business goal display .52 fewer transactions per

contract than low achieving agencies on average. This could indicate high achieving agencies performed more small tasks or that they were more successful at breaking up large requirements into projects addressable by small firms.

## 9. Fixed Price Contract Share

Agency	Median %	Average %
All Agencies	64.12	64.59
Above SB Goal	66.72	66.34
Below SB Goal	61.27	63.65

Fixed price contracts minimize risk for government agencies and are a commonly used tool among contract officers working with small firms where it is easier to price discrete quantities of delivered goods and services. In FY 2009 approximately two-thirds of all

procurement spending was on some type of fixed price contract. Data for that year show that agencies exceeding their small business procurement goals used fixed price contracts about 2.7 percentage points more often than low performing agencies on average.

## 10. Set-Aside Contract Dollar Share

Agency	Median %	Average %
All Agencies	6.59	8.62
Above SB Goal	8.53	10.57
Below SB Goal	6.18	7.57

Small business set-aside provisions are applied to contract solicitations by agencies seeking to restrict contract bidding and award exclusively to a pool of eligible small and/or disadvantaged firms. Set-asides, which can be

mandatory or discretionary, are one of the most direct tools with which agencies can increase the small business procurement share. FY 2009 data show that on average agencies that exceed their small business procurement goals use set-asides 3 percentage points more often than lower achieving agencies on average.

## 11. Competitive Contract Dollar Share

Agency	Median %	Average %
All Agencies	61.93	59.96
Above SB Goal	72.14	65.09
Below SB Goal	58.04	57.20

In FY 2009 agencies that met or exceeded their small business procurement goals competed nearly two thirds of their dollar

awards (65.1 percent) while under-achieving agencies competed 57.2 percent. The competitive categories included all forms of full and open competition including GSA Schedule contracts, a type of competitively awarded contract in which small firms traditionally perform strongly. Overall, however, statistics suggest that small firms perform best utilizing the range of preference and incentive programs devoted to small business.

## Conclusion

High-achieving agencies that meet their negotiated small business procurement goals have the following characteristics compared to agencies not meeting their goals:

- 1) They utilize small businesses more intensely.
- 2) They attract more new small firms to their agencies.
- 3) They retain small firm participation longer. High achieving agencies lose fewer small firms each year in aggregate than low achieving agencies.
- 4) They may or may not spend more on services and manufacturing than their under-achieving counterparts.
- 5) They successfully negotiate contracts with small firms despite conducting large procurements.
- 6) They keep the number of task and delivery orders per contract relatively low.
- 7) They conduct more fixed price contracts.
- 8) They utilize the socioeconomic set-aside programs more intensively.
- 9) They award more dollars utilizing full and open competitions.

Overall, high-achieving agencies appear to be more effective in their outreach to the small business community and in managing their existing small business relationships. Their effectiveness cuts across market segments, meaning that the types of goods and services procured do not pre-determine successful small business utilization. Large contracts also do not preclude effective small business outreach. However this means that successful agencies must manage smaller contracts effectively by breaking tasks up into manageable parts and by issuing more competitive, fixed price awards appropriately sized for small firms. High-achieving agencies also utilize small business set-aside programs more intensively than low-achieving agencies.

In sum, FY 2009 statistics suggest that agencies with a multi-faceted, well-organized approach to small business relations can achieve a high degree of small business participation in procurement even while facing market and spending trends that skew spending toward large firms.

## **Chapter 2:**

# **Small Business Utilization in Contracts Issued under the American Recovery and Reinvestment Act (ARRA)**

### **Overview**

The purpose of this analysis is to describe patterns of small business utilization on contracts issued as part of the American Recovery and Reinvestment Act (ARRA). ARRA was the federal government's attempt to stimulate economic activity during America's most serious economic slowdown since the Great Depression. ARRA called for spending \$870 billion in tax and hiring incentives, loan guarantees, grants and prime contracts over the FY 2009 - FY 2011 period. Many incentives were directed particularly to small firms. This analysis looks at the small business utilization resulting from the approximately \$51.7 billion in ARRA procurement spending in an effort to compare ARRA contracting with ongoing small business procurement goals and programs.

### **Analytical Strategy**

To conduct this analysis, Eagle Eye identified 19 small business procurement measures that describe a broad range of federal agency spending patterns under ARRA. Among these measures are the standard measures of agency small business statutory goal achievement as well as numerous market and award-oriented measures that place small business accomplishments in the context of broader agency spending practices.

### **Research Methodology**

Using only ARRA data from the FY2009 - FY2011 FPDS-NG database that has been adjusted for SBA excluded categories, we compared agencies against one another by measuring and correlating agency procurement statistics for:

#### **Market and Agency Summary**

- ARRA spending down by major NAICS Industrial Sectors
- ARRA spending down by specific 6-digit NAICS markets
- Overall ARRA program small business utilization by agency small business goal
- ARRA contract characteristics

## **Other SBA Statutory Goal Achievements**

- Small and Disadvantaged Business (SDB) Awards
- Historically Underutilized Business Zones (HUBZone) Business Awards
- Women Owned Business (WOB) Awards
- Service Disabled Veteran Owned Small Business (SDVOSB) Awards

## **Set-Aside Programs**

- 8(a) Set-Aside
- Total Small Business Set-Aside
- Partial Small Business Set-Aside
- HUB Zone Set-Aside
- Service-Disabled Veteran-Owned Business Set-Aside
- Small Purchase Awards (\$3,000 - \$100,000)

## **Other Contract Practices**

- GSA Schedule
- New Definitive Contracts
- Indefinite Delivery, Indefinite Quantity (IDIQs)
- Consolidated Contracts With Multiple Product Service Codes
- Small Business Utilization Intensity

## **Results and Analysis**

### **1. Agency Overview**

Between February, 2009 and December 2010 federal agencies spent approximately \$51.7 billion on ARRA prime awards through 102,454 unique prime contract vehicles. These contracts have been moderately favorable to small firms compared to agency contracting overall. Since the first reported ARRA contract awards in February 2009 through the most recent in December 2010, small firms won \$13.1 billion, or 25.5 percent of the \$51.7 billion dollars awarded by the 28 participating agencies. In FY 2009, the first, partial fiscal year of the ARRA program, ARRA contract spending amounted to \$19.3 billion or 1.4 percent of reported FY 2009 agency contract spending. These figures take into account the SBA excluded spending categories.



**Table 2.1 American Recovery and Reinvestment Act (ARRA) Agency Spending Summary FY09–FY11 YTD**

Rank	Agency	ARRA Overall \$	ARRA Small Bus \$	Negot SB Goal	ARRA SB % Achv	ARRA Achv - Goal	ARRA % of SB Goal
1	DEPARTMENT OF EDUCATION	\$15,327,411	\$10,779,610	12.7964	70.329	57.5326	449.6%
2	DEPARTMENT OF DEFENSE - AIR FORCE	\$962,811,425	\$693,592,007	22.2375	72.0382	49.8007	223.9%
3	DEPARTMENT OF DEFENSE - ARMY	\$6,089,749,607	\$3,179,969,062	22.2375	52.2184	29.9809	134.8%
4	DEPARTMENT OF LABOR	\$166,672,858	\$109,733,842	33.4152	65.8379	32.4227	97.0%
5	DEPARTMENT OF DEFENSE - NAVY	\$986,943,144	\$421,418,429	22.2375	42.6994	20.4619	92.0%
6	DEPARTMENT OF ENERGY	\$15,186,919,310	\$1,707,765,791	5.87	11.245	5.375	91.6%
7	DEPARTMENT OF DEFENSE - OTHER	\$8,723,924	\$3,114,037	22.2375	35.6954	13.4579	60.5%
8	ENVIRONMENTAL PROTECTION AGENCY	\$328,514,398	\$191,954,784	39.8129	58.4312	18.6183	46.8%
9	SMITHSONIAN INSTITUTION	\$18,241,870	\$14,556,288	57.0061	79.796	22.7899	40.0%
10	DEPARTMENT OF AGRICULTURE	\$974,380,414	\$636,294,727	49.8762	65.3025	15.4263	30.9%
11	DEPARTMENT OF STATE	\$1,123,379,841	\$483,946,159	37	43.0795	6.0795	16.4%
12	DEPARTMENT OF HEALTH AND HUMAN SERVICES	\$13,506,917,818	\$2,863,300,431	19	21.1988	2.1988	11.6%
13	SMALL BUSINESS ADMINISTRATION	\$22,963,645	\$16,646,219	67.0509	72.4894	5.4385	8.1%
14	DEPARTMENT OF VETERANS AFFAIRS	\$3,951,954,155	\$1,087,234,011	28.7077	27.5113	-1.1964	-4.2%
15	DEPARTMENT OF TRANSPORTATION	\$248,409,857	\$95,085,528	43.2819	38.2777	-5.0042	-11.6%
16	DEPARTMENT OF THE INTERIOR	\$1,353,343,454	\$610,921,840	55.4888	45.1417	-10.3471	-18.6%
17	FEDERAL COMMUNICATIONS COMMISSION	\$69,122,784	\$28,501,748	52.8949	41.2335	-11.6614	-22.0%
18	NATIONAL AERONAUTICS AND SPACE ADMIN.	\$952,329,753	\$101,340,942	15.3548	10.6414	-4.7134	-30.7%
19	DEPARTMENT OF HOUSING AND URBAN DEV'MENT	\$12,337,941	\$5,510,792	66.331	44.6654	-21.6656	-32.7%
20	DEPARTMENT OF JUSTICE	\$17,988,240	\$3,835,838	36.8125	21.3241	-15.4884	-42.1%
21	DEPARTMENT OF COMMERCE	\$427,855,675	\$104,700,932	50.7903	24.4711	-26.3192	-51.8%
22	DEPARTMENT OF HOMELAND SECURITY	\$238,605,366	\$35,630,833	31.9	14.933	-16.967	-53.2%
23	GENERAL SERVICES ADMINISTRATION	\$4,692,529,199	\$769,668,819	35.7418	16.402	-19.3398	-54.1%
24	AGENCY FOR INTERNATIONAL DEVELOPMENT	\$176,100,367	\$13,505,397	19.6	7.6691	-11.9309	-60.9%
25	SOCIAL SECURITY ADMINISTRATION	\$22,284,170	\$2,683,859	36.7023	12.0438	-24.6585	-67.2%
26	DEPARTMENT OF THE TREASURY	\$68,293,579	\$1,346,655	29.3895	1.9719	-27.4176	-93.3%
27	NATIONAL SCIENCE FOUNDATION	\$35,638,944	\$658,856	28.2646	1.8487	-26.4159	-93.5%
28	CORP FOR NATIONAL AND COMMUNITY SERVICE	\$13,866,330	\$144,916	31.2832	1.0451	-30.2381	-96.7%
<b>Total</b>		<b>\$51,672,205,479</b>	<b>\$13,193,842,352</b>	<b>25.53</b>			

Thirteen agencies exceeded their small business procurement goals by an average of 21.5 percent while fifteen agencies fell below their goals. At 25.5 percent the ARRA small business share over two years is 4.2 percentage points higher than the 21.3 percent overall small business procurement share achieved by agencies in FY 2009 (including FY 2009 ARRA dollars).

If agencies had awarded ARRA contracts for exactly the amount called for in their negotiated small business procurement goals they would have issued \$10.6 billion in ARRA contracts. This means that small firms gained an extra \$2.6 billion toward agency small business procurement goals as a result of ARRA prime contracts. A look at the higher achieving agencies tells why: the three largest spending ARRA spending agencies, Department of Energy (DOE), Health and Human Services (HHS) and Army, all significantly exceeded their negotiated small business goals with their ARRA awards. In fact all major, participating branches of DoD exceeded their small business goals issuing ARRA contracts. Although the Department of Education exceeded its goal by the highest percentage difference DOE, HHS and the military services made the biggest dollar impact.

## 2. Market Overview

Table 2.2 shows that between FY 2009 and FY 2011 YTD, agencies participating in the ARRA program concentrated 87 percent of their ARRA prime contract spending in just four industrial



sectors: Construction; Professional, Scientific and Technical Services; Administrative Support, Waste Management and Remediation; and Manufacturing. For small firms over 80 percent of all ARRA spending went to infrastructure projects and services. The top two sectors, Construction and Professional Services, accounted for 53 percent of ARRA spending overall and 71 percent of small vendor ARRA contract revenue. Manufacturing represented only 11.7 percent of overall ARRA contract spending and just 9 percent of small business revenue.

Table 2.3 provides a further breakout of ARRA spending into the top 25 six-digit NAICS categories, confirms that 25 out of over 800 active ARRA NAICS markets accounted for 82 percent of all ARRA spending. A quick glance down the NAICS code column confirms the predominance of NAICS Groups 23 (Construction), 54 (Professional Services) and 56 (Administrative Support). Small firms tend to be under-represented in Group 54 ARRA spending, which encompasses an array of high-technology research and professional services. The average size of the 102,454 ARRA contracts is \$504,345 over the nearly two-year ARRA payout period. Agencies issued a total of 513,500 transactions against these contracts generating an average number of transactions per contract factor of 5 and an average transaction value of \$100,627, well within small business performance capabilities.

<b>Table 2.2 Top ARRA Industrial Sectors with Small Large Business Breakouts</b>			
<b>NAICS Sector</b>	<b>Small Business</b>	<b>Large Bus / Other</b>	<b>Total FY09-FY00 YTD</b>
Construction	\$6,148,218,878	\$7,352,360,846	\$13,500,579,725
Professional, Scientific, and Technical Services	\$3,017,295,726	\$10,314,815,413	\$13,332,111,138
Administrative Support; Waste Management and Remediation Services	\$1,662,336,656	\$9,850,159,275	\$11,512,495,932
Manufacturing	\$1,161,022,144	\$4,763,791,583	\$5,924,813,727
Wholesale Trade	\$147,146,062	\$2,557,585,360	\$2,704,731,422
#N/A	\$199,316,808	\$1,556,358,760	\$1,755,675,568
Finance and Insurance	\$94,746,965	\$831,423,760	\$926,170,726
Information	\$204,590,773	\$261,893,738	\$466,484,511
Retail Trade	\$137,981,929	\$224,187,589	\$362,169,518
Agriculture, Forestry, Fishing, and Hunting	\$143,227,322	\$23,926,698	\$167,154,020
<b>Grand Total</b>	<b>\$12,915,883,264</b>	<b>\$37,736,503,024</b>	<b>\$50,652,386,287</b>
<b>NAICS Sector</b>	<b>Small Business</b>	<b>Large Bus / Other</b>	<b>Total FY09-FY00 YTD</b>
Construction	47.60%	19.48%	26.65%
Professional, Scientific, and Technical Services	23.36%	27.33%	26.32%
Administrative Support; Waste Management and Remediation Services	12.87%	26.10%	22.73%
Manufacturing	8.99%	12.62%	11.70%
Wholesale Trade	1.14%	6.78%	5.34%
#N/A	1.54%	4.12%	3.47%
Finance and Insurance	0.73%	2.20%	1.83%
Information	1.58%	0.69%	0.92%
Retail Trade	1.07%	0.59%	0.72%
Agriculture, Forestry, Fishing, and Hunting	1.11%	0.06%	0.33%
<b>Grand Total</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

**Table 2.3 Market Composition of ARRA Prime Contracts FY09–FY11 YTD with Large/Small Breakout**

Rank	NAICS	NAICS Description	Large/Other \$	Large/Oth %	Small Bus \$	Small Bus %	Grand Total	Overall %
1	236220	Commercial and Institutional Building Construction	\$4,547,698,023	62.7%	\$2,701,088,876	37.3%	\$7,248,786,899	14.0%
2	561210	Facilities Support Services	\$5,369,121,420	94.9%	\$286,995,352	5.1%	\$5,656,116,771	10.9%
3	562910	Remediation Services	\$2,877,318,634	76.3%	\$891,324,509	23.7%	\$3,768,643,143	7.3%
4	541710	Research and Development in the Physical, Engineering, and Life Sciences	\$2,598,911,361	96.9%	\$84,288,518	3.1%	\$2,683,199,879	5.2%
5	237990	Construction	\$1,368,195,643	52.5%	\$1,235,873,549	47.5%	\$2,604,069,192	5.0%
6	424210	Drugs and Druggists' Sundries Merchant Wholesalers	\$2,450,869,495	100.0%	\$388,160	0.0%	\$2,451,257,656	4.7%
7	325412	Pharmaceutical Preparation Manufacturing	\$2,106,853,813	99.8%	\$3,306,725	0.2%	\$2,110,160,537	4.1%
8		<blank>	\$1,556,358,760	88.6%	\$199,316,808	11.4%	\$1,755,675,568	3.4%
9	541611	Administrative Management and General Management Consulting Services	\$1,147,839,973	73.4%	\$415,592,887	26.6%	\$1,563,432,860	3.0%
10	541990	All Other Professional, Scientific, and Technical Services	\$1,296,662,204	91.9%	\$113,920,116	8.1%	\$1,410,582,320	2.7%
11	237310	Highway, Street, and Bridge Construction	\$652,636,905	50.1%	\$651,230,856	49.9%	\$1,303,867,761	2.5%
12	541711	Biotechnology	\$972,613,791	86.9%	\$146,156,510	13.1%	\$1,118,770,301	2.2%
13	541712	Research and Development in the Physical, Engineering, and Life Sciences (Except Biotechnology)	\$930,439,396	88.2%	\$124,680,925	11.8%	\$1,055,120,321	2.0%
14	562211	Hazardous Waste Treatment and Disposal	\$865,259,613	87.2%	\$127,422,921	12.8%	\$992,682,535	1.9%
15	541512	Computer Systems Design Services	\$671,098,060	75.8%	\$214,197,713	24.2%	\$885,295,774	1.7%
16	541330	Engineering Services	\$585,786,983	67.1%	\$287,436,525	32.9%	\$873,223,509	1.7%
17	325414	Biological Product (except Diagnostic) Manufacturing	\$811,107,494	96.9%	\$25,951,668	3.1%	\$837,059,161	1.6%
18	541519	Other Computer Related Services	\$186,058,521	22.7%	\$632,390,398	77.3%	\$818,448,919	1.6%
19	524114	Direct Health and Medical Insurance Carriers	\$736,994,546	100.0%	-\$9,795	0.0%	\$736,984,751	1.4%
20	236210	Industrial Building Construction	\$264,565,875	54.1%	\$224,093,287	45.9%	\$488,659,162	0.9%
21	541310	Architectural Services	\$363,452,412	75.3%	\$119,314,055	24.7%	\$482,766,467	0.9%
22	336111	Automobile Manufacturing	\$435,694,035	96.2%	\$17,291,145	3.8%	\$452,985,180	0.9%
23	541511	Custom Computer Programming Services	\$198,242,178	50.0%	\$198,284,859	50.0%	\$396,527,036	0.8%
24	541690	Other Scientific and Technical Consulting Services	\$266,315,107	77.6%	\$76,756,228	22.4%	\$343,071,335	0.7%
25	238220	Plumbing, Heating, and Air-Conditioning Contractors	\$65,264,592	19.5%	\$269,811,161	80.5%	\$335,075,753	0.6%
		All Other	\$5,153,014,155	55.4%	\$4,146,738,397	44.6%	\$9,299,752,552	18.0%
		<b>Total</b>	<b>\$38,478,372,989</b>	<b>74.5%</b>	<b>\$13,193,842,353</b>	<b>25.5%</b>	<b>\$51,672,215,342</b>	<b>100.0%</b>

### 3. Company Overview

Since the start of the ARRA program in FY 2009 the 28 active agencies in the ARRA program have issued prime contracts to a total of 26,378 companies. As summarized in Table 2.4, over three-quarters of these firms are small businesses; together they won 25 percent of all ARRA contract dollars. Summing the number of unique companies from agency to agency yields a different company total, 31,246. *This indicates that 4,868 companies, including 2,853 small businesses, performed ARRA work for multiple agencies.*

**Table 2.4 Overall Count of ARRA Businesses by Type of Firm**

	Total	Small	WOB	SDB	8a	HUBZone	SDVOSB
<b>Count</b>	26,378	20,023	4,179	2,220	1,906	1,434	1,366
<b>Share</b>	100.0%	75.9%	15.8%	8.4%	7.2%	5.4%	5.2%

Table 2.5 breaks the ARRA program expenditure down by agency, and detailed company counts and shares by socioeconomic category. The table is ranked by the small business share, or the number of small ARRA vendors as a share of an agency's total ARRA vendors. The most intensive user of small ARRA vendors is the Department of Agriculture. Nearly 90 percent of the department's vendors were small firms. They are followed by the Department of Labor (83.3 percent) and the Air Force (82.9 percent).

Agency	Total Comps	SB	SB %	SDB	SDB %	WOB	WOB %	HUB	HUB %	SDVOSB	SDVOSB %	8a	8a %
USDA	1,856	1,646	88.69	210	11.31	298	16.06	401	21.61	77	4.15	192	10.34
DOL	287	239	83.28	26	9.06	109	37.98	14	4.88	8	2.79	24	8.36
AF	391	324	82.86	199	50.90	70	17.90	109	27.88	29	7.42	176	45.01
FCC	61	50	81.97	4	6.56	13	21.31	5	8.20	6	9.84	4	6.56
DOI	2,061	1,687	81.85	213	10.33	304	14.75	199	9.66	96	4.66	194	9.41
ARMY	2,568	2,065	80.41	526	20.48	394	15.34	383	14.91	153	5.96	471	18.34
GSA	3,022	2,430	80.41	328	10.85	594	19.66	192	6.35	172	5.69	236	7.81
DVA	7,470	5,725	76.64	242	3.24	907	12.14	145	1.94	783	10.48	168	2.25
DOC	181	129	71.27	23	12.71	23	12.71	6	3.31	3	1.66	19	10.50
HHS	9,319	6,300	67.60	599	6.43	1522	16.33	158	1.70	220	2.36	513	5.50
DOE	1,656	1,100	66.43	215	12.98	222	13.41	49	2.96	56	3.38	193	11.65
NAVY	182	118	64.84	66	36.26	33	18.13	44	24.18	4	2.20	59	32.42
SMITH	11	7	63.64	4	36.36	1	9.09	3	27.27	0	0.00	4	36.36
NASA	179	113	63.13	21	11.73	21	11.73	6	3.35	5	2.79	19	10.61
SBA	45	28	62.22	18	40.00	6	13.33	4	8.89	2	4.44	16	35.56
EPA	63	39	61.90	13	20.63	7	11.11	2	3.17	12	19.05	8	12.70
DHS	44	27	61.36	8	18.18	4	9.09	2	4.55	1	2.27	8	18.18
CNCS	7	4	57.14	2	28.57	1	14.29	0	0.00	0	0.00	1	14.29
DOJ	36	20	55.56	7	19.44	3	8.33	1	2.78	0	0.00	7	19.44
DOT	81	44	54.32	15	18.52	7	8.64	13	16.05	3	3.70	13	16.05
DED	21	11	52.38	2	9.52	2	9.52	2	9.52	1	4.76	2	9.52
NSF	8	4	50.00	3	37.50	2	25.00	0	0.00	1	12.50	2	25.00
STATE	1,590	735	46.23	142	8.93	254	15.97	43	2.70	63	3.96	127	7.99
TREAS	13	5	38.46	1	7.69	2	15.38	1	7.69	2	15.38	1	7.69
HUD	21	8	38.10	6	28.57	3	14.29	1	4.76	0	0.00	6	28.57
DOD-OTHER	8	3	37.50	1	12.50	1	12.50	0	0.00	0	0.00	1	12.50
SSA	16	4	25.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
USAID	49	11	22.45	3	6.12	8	16.33	1	2.04	1	2.04	3	6.12

The Department of Health and Human Services, the Department of Veterans Affairs and the General Services Administration are the heaviest users of small ARRA vendors in terms of the total number of companies. Despite this fact, neither the General Services Administration nor the Department of Veterans Affairs met their dollar goals for small business procurement. Five of the top 10 heaviest agency users of small ARRA firms met or exceeded their small business goals meaning that some agencies use small firms intensively for projects with small dollar values.

#### **4. Other Statutory Goal Category Characteristics of ARRA Spending**

In terms of statutory goal compliance the ARRA program has been a complete success. Not only has the overall government small business procurement goal of 23 percent been exceeded by two percentage points but the other four statutory goals have been exceeded as well. This is documented in Table 2.7, below, where success is represented in green and underachievement in red.

While agency performance on individual goals was spotty several large agencies exceeded SBA statutory goals by substantial amounts or missed by a small percentage. Five agencies met all statutory goals in their ARRA procurement programs. These include: Army; State Department; Department of Agriculture; Air Force; and the Federal Communication Commission. Seven agencies did not meet any statutory goals through ARRA procurement. These agencies included: Department of Energy; General Services Administration; Department of Homeland Security; Treasury; National Science Foundation; Social Security Administration; and Department of Defense–Other.

Only eight out of the 28 active ARRA awarding agencies met their service disabled veteran owned small business goals, while 18 met the small disadvantaged business goal, 13 met the HUBZone goal, and 13 met their women-owned business goal. The combined overage of the eight successful agencies in the service disabled veteran category was enough to bring total ARRA service disabled veteran spending over the overall 3 percent threshold.

**Table 2.6 Statutory Goal Compliance by Agency in the ARRA Program FY09–FY11**

Agency	Overall \$	SDB \$	SDVOSB \$	HUBZone \$	WOB \$
DOE	\$15,186,919,310	\$566,783,561	\$305,783,152	\$162,519,095	\$225,625,267
HHS	\$13,506,917,818	\$1,376,890,233	\$180,900,705	\$205,959,891	\$839,734,224
DOD-ARMY	\$6,089,749,607	\$1,408,614,205	\$204,674,708	\$1,170,466,267	\$656,309,225
GSA	\$4,692,529,199	\$176,200,341	\$45,648,659	\$79,379,635	\$189,133,137
DVA	\$3,951,954,155	\$96,349,640	\$875,659,471	\$84,504,645	\$49,840,763
DOI	\$1,353,343,454	\$216,334,229	\$27,732,290	\$164,456,615	\$105,288,087
STATE	\$1,123,379,841	\$140,137,583	\$38,028,123	\$68,499,445	\$123,812,570
DOD-NAVY	\$986,943,144	\$187,525,582	\$4,061,447	\$149,264,258	\$172,204,996
USDA	\$974,380,414	\$199,117,469	\$39,735,895	\$238,541,435	\$130,272,016
DOD-AF	\$962,811,425	\$520,917,840	\$43,372,343	\$249,507,363	\$118,403,988
NASA	\$952,329,753	\$59,810,699	\$1,352,122	\$4,286,269	\$8,336,198
DOC	\$427,855,675	\$30,575,818	\$1,970,470	\$6,699,217	\$11,194,041
EPA	\$328,514,398	\$74,591,986	\$58,100,532	\$13,252,665	\$10,877,399
DOT	\$248,409,857	\$21,302,206	\$1,193,562	\$50,510,053	\$10,303,410
DHS	\$238,605,366	\$8,850,855	\$1,239,741	\$7,118,640	\$7,693,838
USAID	\$176,100,367	\$1,141,638	\$3,659	\$227,900	\$11,846,475
DOL	\$166,672,858	\$38,020,488	\$4,847,123	\$26,390,237	\$13,893,670
FCA	\$69,122,784	\$4,692,696	\$9,748,446	\$7,610,531	\$6,312,151
TREAS	\$68,293,579	\$349,053	\$985,580	\$349,053	\$12,022
NSF	\$35,638,944	\$640,100	\$18,756	\$0	\$16,332
SBA	\$22,963,645	\$13,617,927	\$124,741	\$1,547,360	\$7,317,809
SSA	\$22,284,170	\$0	\$0	\$0	\$0
SMITH	\$18,241,870	\$9,696,036	\$0	\$5,440,608	\$1,946,176
DOJ	\$17,988,240	\$3,350,983	\$0	\$77,938	\$139,548
DED	\$15,327,411	\$402,033	\$600,000	\$626,227	\$746,198
CNCS	\$13,866,330	\$967,965	\$0	\$0	\$7,700
HUD	\$12,337,941	\$3,719,773	\$0	\$187,443	\$1,791,702
DOD-OTHER	\$8,723,924	\$226,537	\$0	\$0	\$226,537
<b>Grand Total</b>	<b>\$51,672,205,479</b>	<b>\$5,160,827,476</b>	<b>\$1,845,781,525</b>	<b>\$2,697,422,790</b>	<b>\$2,703,285,479</b>

**Table 2.7 Statutory Goal Compliance Mapped to Goal Over- and Under-Achievement**

Agency	Sum of Overall \$	SDB %	SDVOSB %	HUBZone %	WOB %
DOE	\$15,186,919,310	3.7%	2.0%	1.1%	1.5%
HHS	\$13,506,917,818	10.2%	1.3%	1.5%	6.2%
DOD-ARMY	\$6,089,749,607	23.1%	3.4%	19.2%	10.8%
GSA	\$4,692,529,199	3.8%	1.0%	1.7%	4.0%
DVA	\$3,951,954,155	2.4%	22.2%	2.1%	1.3%
DOI	\$1,353,343,454	16.0%	2.0%	12.2%	7.8%
STATE	\$1,123,379,841	12.5%	3.4%	6.1%	11.0%
DOD-NAVY	\$986,943,144	19.0%	0.4%	15.1%	17.4%
USDA	\$974,380,414	20.4%	4.1%	24.5%	13.4%
DOD-AF	\$962,811,425	54.1%	4.5%	25.9%	12.3%
NASA	\$952,329,753	6.3%	0.1%	0.5%	0.9%
DOC	\$427,855,675	7.1%	0.5%	1.6%	2.6%
EPA	\$328,514,398	22.7%	17.7%	4.0%	3.3%
DOT	\$248,409,857	8.6%	0.5%	20.3%	4.1%
DHS	\$238,605,366	3.7%	0.5%	3.0%	3.2%
USAID	\$176,100,367	0.6%	0.0%	0.1%	6.7%
DOL	\$166,672,858	22.8%	2.9%	15.8%	8.3%
FCC	\$69,122,784	6.8%	14.1%	11.0%	9.1%
TREAS	\$68,293,579	0.5%	1.4%	0.5%	0.0%
NSF	\$35,638,944	1.8%	0.1%	0.0%	0.0%
SBA	\$22,963,645	59.3%	0.5%	6.7%	31.9%
SSA	\$22,284,170	0.0%	0.0%	0.0%	0.0%
SMITH	\$18,241,870	53.2%	0.0%	29.8%	10.7%
DOJ	\$17,988,240	18.6%	0.0%	0.4%	0.8%
DED	\$15,327,411	2.6%	3.9%	4.1%	4.9%
CNCS	\$13,866,330	7.0%	0.0%	0.0%	0.1%
HUD	\$12,337,941	30.1%	0.0%	1.5%	14.5%
DOD-OTHER	\$8,723,924	2.6%	0.0%	0.0%	2.6%
<b>Grand Total</b>	<b>\$51,672,205,479</b>	<b>10.0%</b>	<b>3.6%</b>	<b>5.2%</b>	<b>5.2%</b>
		SDB Goal = 5%	SDVOSB Goal = 3%	HUBZone Goal = 3%	WOB Goal = 5%

## **5. Agency Utilization of Set-Aside Contracts For ARRA Procurements**

An analysis of the major small business contract set-aside programs used in ARRA awards reveals that just over 15 percent of all ARRA prime contract dollars were awarded under set-aside conditions. In other words, less than one out of every seven ARRA dollars was set-aside for a small business. These could be set asides for small businesses, minority-owned firms, HUBZone firms, service-disabled veterans, or reserved for small businesses on the basis of the small (under \$100,000) size of the contract.

The five largest users of ARRA set-asides include: Army; Health and Human Services; Department of Energy; Department of Veteran Affairs; and Air Force. Together these five agencies accounted for 78 percent of all ARRA set-aside spending since February 2009.

Seven of the 10 largest users of set-aside contracts, and nine of the top 12, met or exceeded their negotiated small business goals issuing contracts as part of the ARRA program. These agencies, or bureaus, are highlighted in green in Table 2.5. They include: Army; Health and Human Services; Department of Energy; Air Force; Department of Agriculture; Navy; and State. The Environmental Protection Agency and the Department of Labor round out the top 12.

As detailed in Table 2.8, the most popular ARRA set-aside program in terms of total dollars awarded is the 8(a) program, including 8(a) competed and 8(a) sole source awards. 8(a) set-asides are followed in popularity by small business set-asides, service-disabled veteran-owned small business and then by HUBZone.

Agencies appear to develop proclivities for certain types of set-asides. For example, the Army accounts for 34.5 percent of all ARRA 8(a) set-asides, 30 percent of all ARRA small business set-asides and 55 percent of ARRA HUBZone set-asides. At 31.8 percent the Army accounted for nearly one-third of all ARRA set-aside spending, nearly double the next nearest agency, HHS. In terms of its own agency spending, over 40 percent of Army's ARRA dollar awards were made under set-aside terms. The Department of Energy, which accounted for 29.3 percent of all ARRA spending awarded 50.6 percent of all awards Reserved for Small Business under the Simplified Acquisition Threshold (between \$3,000 and \$100,000).

Set-asides appear to be associated with high levels of small business utilization in the ARRA program. At around 15 percent of total ARRA dollars they are not the determining factor but obviously an indicator of active agency engagement with small business.

**Table 2.8 Breakdown of Key ARRA Socioeconomic Procurement Set-Aside Programs by Agency, FY 2009–FY 2011YTD**

Agency	Set-Aside Types (\$millions)						Sum of Agcy Set-Aside \$	Set-Aside % of Agcy \$	NONE/OTH	Total
	8A	RSB	VSA	HUBZONE	SB	SDVOSB				
ARMY	\$1,030.68	\$0.00	\$0.00	\$476.10	\$864.59	\$101.56	2,472.93	40.61%	\$3,616.82	\$6,089.75
HHS	\$597.59	\$0.23	\$0.00	\$63.95	\$560.96	\$85.68	1,308.40	9.69%	\$12,198.52	\$13,506.92
DOE	\$247.55	\$14.72	\$0.00	\$4.06	\$607	\$0	873.26	5.75%	\$14,314	\$15,186.92
DVA	\$1.48	\$0.33	\$34.66	\$0.00	\$25.41	\$798.56	860.44	21.77%	\$3,091.51	\$3,951.95
AF	\$438.23	\$0.00	\$0.00	\$67.49	\$48.30	\$10.56	564.58	58.64%	\$398.24	\$962.81
USDA	\$132.22	\$0.04	\$0.00	\$97.12	\$147.99	\$11.83	389.20	39.94%	\$585.18	\$974.38
NAVY	\$154.30	\$0.00	\$0.00	\$35.55	\$104.84	\$1.47	296.16	30.01%	\$690.78	\$986.94
DOI	\$127.32	\$1.18	\$0.00	\$57.18	\$69.54	\$12.94	268.16	19.81%	\$1,085.18	\$1,353.34
STATE	\$82.26	\$0.68	\$0.00	\$13.69	\$59.45	\$2.63	158.70	14.13%	\$964.68	\$1,123.38
GSA	\$46.07	\$0.00	\$0.00	\$0.74	\$109.21	\$2.11	158.13	3.37%	\$4,534.40	\$4,692.53
EPA	\$10.67	\$0.00	\$0.00	\$13.13	\$67.34	\$28.22	119.37	36.34%	\$209.15	\$328.51
DOL	\$33.47	\$0.00	\$0.00	\$21.27	\$49.02	\$0.00	103.76	62.25%	\$62.91	\$166.67
NASA	\$18.95	\$0.00	\$0.00	\$0.00	\$51.80	\$0.00	70.75	7.43%	\$881.58	\$952.33
DOC	\$12.65	\$0.01	\$0.00	\$0.00	\$29.36	\$0.00	42.02	9.82%	\$385.83	\$427.86
DOT	\$21.10	\$0.00	\$0.00	\$14.58	\$0.05	\$1.06	36.79	14.81%	\$211.62	\$248.41
DHS	\$10.14	\$0.00	\$0.00	\$0.10	\$12.59	\$0.00	22.83	9.57%	\$215.77	\$238.61
FCC	\$0.00	\$11.74	\$0.00	\$0.00	\$2.03	\$0.00	13.76	19.91%	\$55.36	\$69.12
SMITH	\$8.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	8.96	49.14%	\$9.28	\$18.24
SBA	\$7.79	\$0.00	\$0.00	\$0.00	\$0.01	\$0.00	7.80	33.98%	\$15.16	\$22.96
HUD	\$2.03	\$0.19	\$0.00	\$0.00	\$0.00	\$0.00	2.22	17.96%	\$10.12	\$12.34
DOJ	\$1.56	\$0.00	\$0.00	\$0.00	\$0.23	\$0.00	1.79	9.96%	\$16.20	\$17.99
NSF	\$0.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.02	0.64	1.80%	\$35.00	\$35.64
TREAS	\$0.00	\$0.00	\$0.00	\$0.35	\$0.00	\$0.13	0.48	0.70%	\$67.81	\$68.29
DOD-OTH	\$0.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.23	2.60%	\$8.50	\$8.72
DED	\$0.00	\$0.00	\$0.00	\$0.00	\$0.01	\$0.00	0.01	0.04%	\$15.32	\$15.33
USAID	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00	0.00%	\$176.10	\$176.10
SSA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00	0.00%	\$22.28	\$22.28
CNCS	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00	0.00%	\$13.87	\$13.87
<b>Grand Total</b>	<b>\$2,985.88</b>	<b>\$29.11</b>	<b>\$34.66</b>	<b>\$865.33</b>	<b>\$2,809.26</b>	<b>\$1,057.13</b>	<b>\$7,781.37</b>	<b>15.06%</b>	<b>\$43,890.84</b>	<b>\$51,672.21</b>

## 6. Conclusion

Relative to the federal government’s overall small business utilization ARRA procurement spending successfully utilized small firms both in terms of numbers of companies and in terms of dollars spent. The most significant small business accomplishments resulting from ARRA procurement include:

- Between February, 2009 and December, 2010 small firms won \$13.1 billion, or 25.5 percent of the \$51.7 billion dollars awarded by the 28 participating agencies.
- Nearly one-half of all ARRA procurement spending occurred in the Construction sector, a labor-intensive market segment heavily represented by small firms.
- 76 percent of all companies issued contracts as part of the ARRA were small businesses.
- At seven agencies, over four out of five ARRA vendors were small firms.
- In terms of statutory SBA procurement goal compliance the ARRA program has been a complete success. The government exceeded the combined small business procurement goal of 23 percent as well as the four statutory socioeconomic goals (SDB, SDVOSB, WOB, HUBZone).
- Over 15 percent of all ARRA prime contract dollars were awarded under set-aside terms.

## Chapter 3: Comparisons of How Agencies Achieve Success in Small Business Procurement

### Overview

The purpose of this analysis is to visualize key agency small business procurement practices that identify causes of and potential solutions to small business procurement challenges across government.

### Analytical Strategy

Develop a multi-dimensional dollar, company and transaction summary that explains current agency small business procurement measures in the context of both recent, internal agency trends and government-wide trends in order to quickly assess potential solutions to the ongoing challenges of small business utilization in procurement.

### Research Methodology

Using only data from the FY 2009-2010 FPDS-NG database that have been adjusted for SBA excluded categories, we measure small business utilization in five broad areas: socioeconomic; company; set-aside programs; contract vehicles; and industry. Within each broad category, the analysis enumerates specific small business performance measures that document successes and flag areas of concern for remedial action by agency small business officials. The 23 measures developed for this analysis are shown in table 3.1.

**Table 3.1 Small Business Utilization Measures**

Statutory Goal Categories	Company Measures	Contract Vehicles	Set-Aside Programs	Top 5 Agency NAICS
All Small Businesses	New Small Bus	GSA Schedule	All Set-Asides	NAICS 1
Small Disadvantaged	Expired Small Bus	IDIQs	8(a)	NAICS 2
Woman-Owned		GSA STARS	HUBZone	NAICS 3
HUBZone		GSA VETS	Small Business	NAICS 4
Service-Disabled			Small Disadv Bus	NAICS 5
			Service-Disabled	
			\$3K-\$100K Purch	



## Results and Analysis

The three representative agency tables that follow assess agency small business achievements in the context of current and prior-year agency and government-wide small business practices. The percentages in each table reveal the extent to which available procurement practices and tools help each agency utilize small vendors to meet their organization's missions. The dollar, company and transaction percentages are designed to portray not only what trends are occurring but why they occur.

Offering this kind of information available in real time reports or dashboards makes it possible for small business offices to calibrate procurement practices as the fiscal year progresses in order to leverage maximum impact from remaining, available budget and staff resources. The availability of similar information simultaneously across all agencies promotes dialogue about the meaning of the data and encourages inter-agency collaboration as each organization works to maximize small business utilization.

Three representative agencies are highlighted in this chapter. Twenty-seven additional, cabinet level and independent agencies appear in Appendix B. The three highlighted agencies represent one large, medium and small government agency. They include the Army, the U.S. Agency for International Development, and the Nuclear Regulatory Commission. Their tables are each accompanied by a short interpretation of observed agency small business procurement trends.

### **1. Analysis of Small Business Procurement Performance at a Large Federal Agency: Department of Defense–Army**

In FY 2010 year-to-date the Army met four out of five small business statutory goals (Table 3.2). Despite growing its women-owned business procurement share .47 percentage points Army still missed the 5 percent women-owned business statutory goal by .51 percentage points. Army grew its small business dollar share in every statutory goal category, including a .75 percentage point increase in women-owned business, yet fell short of its 5 percent goal. The Army is experiencing success with its small business outreach as indicated by its 150 percent increase in the dollar share of all Army small businesses that are new to the federal marketplace. The Army's small business share of all Army vendors dropped slightly year-over-year but grew in the other four major statutory goal categories. This suggests potential contract consolidation and larger awards to some majority-owned small firms. The large reduction in the lost small business category is potentially an encouraging trend as it indicates more small business incumbents were retained from FY 2009-2010 than were retained from FY 2008-2009. Despite falling in several set-aside categories overall set-asides dollar share grew from FY 2009-2010, primarily driven by growth in small business set-asides. Shares of small business contract transactions grew slightly in all but the small disadvantaged business category suggesting Army may be having modest success in diversifying sources on large requirements.

Army's small business share of GSA Schedule contracts declined slightly despite a small rise in small business dollar share, indicating relatively fewer but larger GSA Schedule awards to small firms. Set-aside and GSA Schedule dollars, along with STARS and VETS contracts are below government-wide averages, flagging these as potential strategies for growing small business shares in the coming year. Four out of the Army's five major NAICS categories showed growth in small business utilization in FY 2009-2010 although two out of the five were below the corresponding government-wide shares. Outreach to an experienced network of small firms in these markets could raise small firm utilization.

**Table 3.2 Analysis of Small Business Procurement Performance by the Department of Defense–Army**

Small Business Goal:	Shares of Spending In ...				Shares of Companies In ...				Shares of Contract Transactions In ...			
	... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency	
... And identified as:	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD
<b>Socioeconomic</b>												
All Small Businesses	21.28%	22.79%	22.26%	24.80%	81.62%	81.02%	79.36%	78.44%	50.04%	51.70%	62.16%	63.36%
Small Disadv Businesses	6.84%	6.75%	8.08%	8.17%	5.47%	5.31%	9.18%	9.40%	7.86%	7.74%	10.13%	9.85%
Woman-Owned Businesses	3.99%	4.48%	3.67%	4.42%	15.73%	16.06%	14.87%	15.63%	11.09%	11.48%	14.68%	14.78%
HUBZone Businesses	2.75%	2.75%	3.26%	4.63%	3.12%	3.20%	4.68%	4.85%	3.36%	3.34%	5.00%	5.01%
Svc Disabled Businesses	3.99%	4.48%	3.67%	4.42%	15.73%	16.06%	14.87%	15.63%	11.09%	11.48%	14.68%	14.78%
<b>Company</b>												
New SBs	9.71%	9.99%	5.17%	13.09%	24.47%	22.21%	15.31%	14.09%	7.09%	5.44%	2.95%	3.43%
Lost SBs *	54.67%	30.44%	22.42%	2.30%	37.68%	3.28%	0.98%	0.46%	18.68%	7.89%	1.86%	0.37%
<b>Set-Aside Programs</b>												
All Set-Asides	10.34%	12.11%	12.16%	15.03%	39.40%	40.46%	47.26%	47.80%	13.52%	16.34%	16.52%	18.88%
8(a)	7.97%	9.37%	7.03%	7.11%	6.71%	6.41%	9.45%	9.36%	5.32%	9.27%	7.20%	11.12%
HUBZone	4.85%	6.26%	3.03%	2.69%	4.42%	4.08%	4.96%	4.44%	2.31%	6.18%	3.23%	6.81%
Small Business	9.48%	12.14%	8.38%	9.33%	34.92%	37.37%	43.42%	42.86%	10.64%	16.95%	13.33%	18.41%
SDB	4.23%	5.58%	0.00%	1.54%	3.53%	3.00%	0.00%	3.07%	1.97%	5.70%	0.00%	6.01%
SDVOSB	4.87%	6.60%	2.51%	2.01%	5.23%	4.87%	5.28%	4.68%	2.52%	6.52%	2.99%	6.50%
\$3K - \$100K	4.28%	5.60%	2.20%	1.53%	7.47%	3.98%	3.81%	3.07%	2.43%	5.81%	2.58%	6.01%
<b>Contract Vehicles</b>												
GSA Schedule	1.31%	1.57%	0.63%	0.76%	3.42%	3.74%	5.44%	6.06%	4.26%	4.45%	5.41%	5.38%
IDIQs	12.72%	13.33%	14.45%	15.55%	18.72%	19.70%	21.32%	22.56%	27.99%	29.05%	42.16%	43.46%
GSA STARS	0.11%	0.16%	0.02%	0.01%	0.10%	0.10%	0.08%	0.08%	0.07%	0.08%	0.02%	0.02%
GSA VETS	0.04%	0.06%	0.01%	0.01%	0.02%	0.02%	0.01%	0.01%	0.01%	0.01%	0.00%	0.00%
<b>Top 5 NAICS FY09-FY10</b>												
541330–Engineering Services	15.77%	17.80%	14.48%	16.85%	54.39%	52.91%	56.83%	54.39%	33.33%	33.37%	29.75%	31.15%
236220–Commercial and Institutional Building Construction	35.67%	41.24%	33.06%	45.25%	63.06%	62.39%	83.08%	84.50%	77.41%	75.06%	65.91%	66.23%
336992–Military Armored Vehicle, Tank, and Tank Component Manufacturing	2.58%	3.97%	1.79%	3.39%	73.08%	65.22%	70.31%	73.15%	53.11%	37.73%	32.27%	28.46%
237990–Other Heavy and Civil Engineering Construction	32.16%	32.44%	47.96%	35.73%	62.75%	57.89%	80.79%	79.93%	74.84%	76.81%	77.83%	80.78%
336411–Aircraft Manufacturing	2.58%	2.96%	5.36%	5.92%	51.61%	54.55%	38.57%	42.59%	46.73%	43.73%	31.00%	25.86%

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA statutory dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.

## **2. Analysis of Small Business Procurement Performance at a Medium Federal Agency: U.S. Agency for International Development (USAID)**

In FY 2010 USAID exceeded three out of five statutory goal measures, failing in overall small business and HUBZone dollar achievement (Table 3.3). Shares of agency expenditures devoted to small business, small disadvantaged business, and HUBZones fell, leading to a 9 percentage point underage in small business goal achievement. USAID continues to rely heavily on large vendors to fulfill its domestic and overseas missions. Small business utilization and transaction shares in statutory goal categories fell in all but small business, indicating relatively smaller awards to relatively fewer small firms. This portends continued under-achievement in statutory categories unless USAID can leverage and accelerate its strong growth in new firm spending and utilization. USAID's small business dollar share fell in four out of seven set-aside categories and remained below the government-wide set-aside ratio. Every set-aside category's small business dollar, company and transaction share was below the government-wide share. These are potential areas for increased staffing, more training or for more research into source selection.

USAID's small business share of GSA Schedule spending declined year-over-year after exceeding government-wide shares in FY 2009 making this an under-utilized tool for small business goal achievement as well. The small vendor share grew in four out of five of the top agency NAICS market categories, particularly in NAICS 541690, Other Scientific and Technical Consulting Services. Four out of the five top NAICS categories are below the corresponding government-wide small business share. This indicates more outreach to an experienced network of small firms in these markets could raise small firm utilization in USAID's core markets.

## **3. Analysis of Small Business Procurement Performance at a Small Federal Agency: Nuclear Regulatory Commission (NRC)**

In FY 2010 NRC grew its small business dollar share in four out of five statutory goal categories, falling less than 2 percentage points in overall small business achievement (Table 3.4). Given NRC's growth in dollar shares of small disadvantaged business, women-owned business, HUBZone and service-disabled veteran-owned small business, and given the overall growth of small business utilization from 55 percent to 60 percent, there appears to have been a downward trend in the amount of dollars awarded to majority-owned small vendors. NRC also funds other Department of Energy contracts with large firms which may also factor into the year-over-year decline in small business dollar and transaction share. The four-fold increase in the dollar share of NRC's new small businesses combined with the slight increase in new small business utilization indicates that NRC is experiencing success with its small business outreach efforts and issuing relatively larger contracts to some of these new, small firms. Individual dollar categories of set-aside contracts tied to socioeconomic goals grew in dollar, company and transaction share despite a slight drop in the share of all set-aside spending. This is likely the result of a drop in an uncharted set-aside category. NRC's small business dollar share of GSA Schedule contracts is five times greater than the overall government share, making these

contracts an important vehicle for NRC small business goal achievement. Yet this share fell by .89 percent year-over-year. Small business participation in GSA Schedules grew while transaction share dropped, indicating fewer larger schedule awards to small firms. Three of NRC's five largest NAICS categories showed declines in small business dollar, company and transaction shares indicating relatively heavier reliance on small firms in its larger markets. One of NRC's top five NAICS categories, 562211 (Hazardous Waste Treatment and Disposal) showed no small business participation over the last two years.

**Table 3.3 Analysis of Small Business Procurement Performance by the U.S. Agency for International Development**

Small Business Goal:	Shares of Spending In ...				Shares of Companies In ...				Shares of Contract Transactions In ...			
	... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency	
... And identified as:	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD
<b>Socioeconomic</b>												
All Small Businesses	21.28%	22.79%	16.02%	10.55%	81.62%	81.02%	41.88%	52.25%	50.04%	51.70%	32.55%	39.64%
Small Disadv Businesses	6.84%	6.75%	10.42%	6.56%	5.47%	5.31%	11.88%	11.35%	7.86%	7.74%	13.02%	9.42%
Woman-Owned Businesses	3.99%	4.48%	7.05%	7.61%	15.73%	16.06%	18.75%	17.56%	11.09%	11.48%	14.32%	12.58%
HUBZone Businesses	2.75%	2.75%	3.19%	0.29%	3.12%	3.20%	3.75%	1.28%	3.36%	3.34%	6.25%	1.40%
Svc Disabled Businesses	3.99%	4.48%	7.05%	7.61%	15.73%	16.06%	18.75%	17.56%	11.09%	11.48%	14.32%	12.58%
<b>Company</b>												
New SBs	9.71%	9.99%	0.00%	10.19%	24.47%	22.21%	0.00%	16.39%	7.09%	5.44%	0.00%	10.12%
Lost SBs *	54.67%	30.44%	16.70%	0.03%	37.68%	3.28%	2.99%	1.64%	18.68%	7.89%	3.20%	0.61%
<b>Set-Aside Programs</b>												
All Set-Asides	10.34%	12.11%	0.52%	2.83%	39.40%	40.46%	7.50%	8.57%	13.52%	16.34%	5.21%	4.92%
8(a)	7.97%	9.37%	1.69%	1.51%	6.71%	6.41%	8.13%	5.78%	5.32%	9.27%	7.55%	2.49%
HUBZone	4.85%	6.26%	1.42%	0.31%	4.42%	4.08%	5.63%	1.93%	2.31%	6.18%	5.73%	0.61%
Small Business	9.48%	12.14%	1.68%	1.90%	34.92%	37.37%	10.63%	6.64%	10.64%	16.95%	8.85%	3.34%
SDB	4.23%	5.58%	0.00%	0.31%	3.53%	3.00%	0.00%	1.93%	1.97%	5.70%	0.00%	0.61%
SDVOSB	4.87%	6.60%	1.42%	0.36%	5.23%	4.87%	6.25%	2.36%	2.52%	6.52%	5.99%	0.73%
\$3K - \$100K	4.28%	5.60%	1.42%	0.32%	7.47%	3.98%	5.63%	2.14%	2.43%	5.81%	5.73%	0.79%
<b>Contract Vehicles</b>												
GSA Schedule	1.31%	1.57%	3.86%	0.99%	3.42%	3.74%	3.75%	4.93%	4.26%	4.45%	3.65%	2.31%
IDIQs	12.72%	13.33%	5.20%	5.12%	18.72%	19.70%	13.13%	11.56%	27.99%	29.05%	10.68%	7.66%
GSA STARS	0.11%	0.16%	0.00%	0.00%	0.10%	0.10%	0.63%	0.00%	0.07%	0.08%	0.26%	0.00%
GSA VETS	0.04%	0.06%	0.00%	0.00%	0.02%	0.02%	0.00%	0.00%	0.01%	0.01%	0.00%	0.00%
<b>Top 5 NAICS FY09-FY10</b>												
541611-Administrative Management and General Management Consulting Services	27.82%	26.47%	38.86%	5.70%	57.02%	55.66%	31.58%	56.67%	40.58%	41.03%	34.00%	40.72%
541990-All Other Professional, Scientific, and Technical Services	8.17%	10.29%	1.79%	4.97%	50.00%	53.02%	31.25%	38.81%	51.40%	53.72%	22.22%	24.32%
541690-Other Scientific and Technical Consulting Services	0.00%	24.98%	0.00%	12.44%	0.00%	55.42%	0.00%	50.00%	0.00%	54.70%	0.00%	55.56%
541511-Custom Computer Programming Services	38.41%	36.65%	16.87%	39.21%	54.85%	58.13%	66.67%	40.00%	58.69%	57.11%	66.67%	33.33%
541618-Other Management Consulting Services	29.87%	27.37%	10.95%	11.45%	57.62%	59.46%	25.00%	22.73%	50.90%	51.17%	27.27%	25.00%

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA statutory dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.

**Table 3.4 Analysis of Small Business Procurement Performance by the Nuclear Regulatory Commission**

Small Business Goal:	Shares of Spending In ...				Shares of Companies In ...				Shares of Contract Transactions In ...			
	... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency	
... And identified as:	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD
<b>Socioeconomic</b>												
Small Businesses	21.28%	22.79%	30.55%	28.12%	81.62%	81.02%	56.44%	59.75%	50.04%	51.70%	47.41%	46.71%
Small Disadv Businesses	6.84%	6.75%	13.37%	12.04%	5.47%	5.31%	14.69%	13.70%	7.86%	7.74%	16.02%	16.02%
Woman-Owned Businesses	3.99%	4.48%	4.90%	5.79%	15.73%	16.06%	10.56%	13.42%	11.09%	11.48%	8.09%	9.67%
HUBZone Businesses	2.75%	2.75%	3.60%	3.71%	3.12%	3.20%	2.31%	2.68%	3.36%	3.34%	4.58%	4.41%
Svc Disabled Businesses	3.99%	4.48%	4.90%	5.79%	15.73%	16.06%	10.56%	13.42%	11.09%	11.48%	8.09%	9.67%
<b>Company</b>												
New SBs	9.71%	9.99%	8.11%	36.11%	24.47%	22.21%	8.48%	9.22%	7.09%	5.44%	4.61%	5.59%
Lost SBs *	54.67%	30.44%	0.08%	0.02%	37.68%	3.28%	1.17%	0.24%	18.68%	7.89%	0.54%	0.33%
<b>Set-Aside Programs</b>												
All Set-Asides	10.34%	12.11%	14.53%	14.17%	39.40%	40.46%	17.66%	18.50%	13.52%	16.34%	14.80%	17.04%
8(a)	7.97%	9.37%	33.32%	33.84%	6.71%	6.41%	9.90%	12.99%	5.32%	9.27%	11.14%	14.89%
HUBZone	4.85%	6.26%	22.44%	23.81%	4.42%	4.08%	0.83%	4.24%	2.31%	6.18%	0.81%	3.66%
Small Business	9.48%	12.14%	25.27%	26.82%	34.92%	37.37%	6.44%	11.72%	10.64%	16.95%	3.81%	7.88%
SDB	4.23%	5.58%	0.00%	23.50%	3.53%	3.00%	0.00%	3.95%	1.97%	5.70%	0.00%	3.39%
SDVOSB	4.87%	6.60%	22.92%	23.67%	5.23%	4.87%	2.15%	5.23%	2.52%	6.52%	1.48%	3.90%
\$3K - \$100K	4.28%	5.60%	22.77%	23.53%	7.47%	3.98%	2.64%	4.24%	2.43%	5.81%	1.63%	3.66%
<b>Contract Vehicles</b>												
GSA Schedule	1.31%	1.57%	7.90%	7.01%	3.42%	3.74%	16.50%	17.09%	4.26%	4.45%	12.05%	10.45%
IDIQs	12.72%	13.33%	16.25%	15.72%	18.72%	19.70%	28.38%	28.39%	27.99%	29.05%	29.15%	27.37%
GSA STARS	0.11%	0.16%	0.20%	0.47%	0.10%	0.10%	0.17%	0.28%	0.07%	0.08%	0.20%	0.43%
GSA VETS	0.04%	0.06%	0.00%	0.00%	0.02%	0.02%	0.00%	0.00%	0.01%	0.01%	0.00%	0.00%
<b>Top 5 NAICS FY09-FY10</b>												
541512--Computer Systems Design Services	23.22%	25.18%	10.44%	8.12%	56.03%	51.28%	77.78%	73.68%	49.07%	48.88%	66.67%	59.62%
541519--Other Computer Related Services	47.03%	53.58%	66.18%	51.63%	61.83%	60.96%	75.00%	67.31%	58.57%	61.39%	64.11%	55.56%
443120--Computer and Software Stores	31.74%	31.27%	13.60%	28.25%	66.67%	68.60%	64.52%	60.00%	33.06%	32.14%	18.18%	47.25%
562211--Hazardous Waste Treatment and Disposal	3.84%	9.87%	0.00%	0.00%	63.46%	57.14%	0.00%	0.00%	66.70%	60.98%	0.00%	0.00%
541990--All Other Professional, Scientific, and Technical Services	8.17%	10.29%	22.50%	14.52%	50.00%	53.02%	26.19%	46.43%	51.40%	53.72%	35.06%	32.00%

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA statutory dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.

## Conclusion

As the Army, USAID and NRC data demonstrate, each agency takes a unique path toward small business utilization, demonstrating different strengths and weaknesses. As small business officials meet to compare experiences they may want to consider questions like:

- What is driving the Army's surge in spending with small firms as well as the increase in small firm utilization and contract transaction shares—all in the face of a relative decline in the year-over-year shares of new small business utilization?
- What are the causes of USAID's and NRC's recent drop in small business dollar share and how do they compare? Can the Army's success in this category inform practices at USAID and NRC?
- Why is NRC's share of dollars spent through socioeconomic set-aside programs so much higher than other agencies? Is it a question of traditional high usage of set-asides, recent staff training?
- What can Army learn from NRC's success in attracting WOB vendors?
- Given that NRC's utilization of new, small businesses increased less than a percentage point from FY 2009 to FY 2010, what is driving NRC's four-fold increase in new small business spending?
- Why is USAID's small business share of GSA Schedule contracts seven times higher than the Army's? Is this helping or hindering small business goal achievement for USAID?

Comparing sets of standard, multi-dimensional procurement measures across agencies takes the analysis of small business utilization beyond simple goal assessment to actually uncovering reasons for over- and under-achievement. As reasons for differing levels of performance become clear agencies can take appropriate measures to address needed change in a timely manner as the year progresses and in the context of each agency's available resources.



# Appendix A: Data Sources and Methodology

## Data Sources for the Analysis

### 1. Federal Procurement Data System - Next Generation (FPDS-NG).

FPDS-NG is the federal government's central repository for reports of agency prime contract actions. According to Federal Acquisition Regulations Part 4.601, contract actions are "any oral or written action that results in the purchase, rent, or lease of supplies or equipment, services, or construction using appropriated dollars over the micro-purchase threshold, or modifications to these actions regardless of dollar value. Contract action does not include grants, cooperative agreements, other transactions, real property leases, requisitions from Federal stock, training authorizations, or other non-FAR based transactions." All contract actions used in these reports were downloaded from the FPDS-NG web site at [https://fpdsng.com/fpdsng\\_cms/index.php/archives](https://fpdsng.com/fpdsng_cms/index.php/archives).

To render the data in this study consistent with the way the U.S. Small Business Administration (SBA) analyzes its small business procurement goal achievements Eagle Eye applied the SBA's Exclusions process to all spending data. The SBA's Exclusion's process excludes certain categories of spending from the overall universe of spending data against which small business procurement achievements are measured.

For further consistency with the SBA's annual Goaling Report, Eagle Eye aggregated all agency spending by the funding agencies that pay for contracts, not the awarding agencies that administer them.<sup>1</sup>

### Methodology for Chapter 1

To prepare the contracts data for analysis Eagle Eye created and calculated 10 measures of small business performance from the FPDS-NG FY 2009 data. These consist of the following:

- 1) Small business utilization intensity: the number of active, small businesses as a share of the total number of businesses actively contracting with an agency.
- 2) Small business births: the number of new small business as a share of total small businesses.

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<sup>1</sup> The excluded spend categories are listed at [https://www.acquisition.gov/faqs\\_whataboutfpds.asp#q11](https://www.acquisition.gov/faqs_whataboutfpds.asp#q11) along with a discussion about usage of funding and awarding agencies in SBA goaling measures.

- 3) Small business deaths: the number of small businesses that did not return from the prior year as a share of the number of small businesses in the prior year.
- 4) Agency small business market trends: the small business share of the services sector.
- 5) Agency small business market trends: the small business share of the manufacturing sector.
- 6) Contract size: the median and average contract size at each agency.
- 7) Transactions per contract: the median and average number of transactions per contract.
- 8) Fixed price contracts: the median and average shares of fixed price contracts.
- 9) Set-aside contracts: the median and average shares of set-aside contracts.
- 10) Competitively awarded contracts: the median and average shares of competitively awarded contracts.

Each of these measures was calculated for agencies overall and separately for over- and under-achieving agencies.

### Methodology for Chapter 2

To perform this analysis of the American Recovery and Reinvestment Act data Eagle Eye extracted and analyzed all contract transaction records reported in the FPDS-NG database covering the entire period February 2009 through December 2010. Eagle Eye extracted all contract transaction records exhibiting an ARRA flag = True, and organized the analysis by agency, NAICS sector and individual NAICS market and company. We merged ARRA agency data with each agency’s SBA negotiated goal to identify ARRA spending by organizations that did and did not achieve overall small business goals through the ARRA program. All dollars are adjusted for SBA excluded categories.

### Methodology for Chapter 3

For all cabinet level and major independent agencies Eagle Eye selected 23 key measures of small business procurement performance, listed here (also given in table 3.1):

<b>Table A.1 Small Business Utilization Measures</b>				
<b>Statutory Goal Categories</b>	<b>Company Measures</b>	<b>Contract Vehicles</b>	<b>Set-Aside Programs</b>	<b>Top 5 Agency NAICS</b>
All Small Businesses	New Small Bus	GSA Schedule	All Set-Asides	NAICS 1
Small Disadvantaged	Expired Small Bus	IDIQs	8(a)	NAICS 2
Woman-Owned		GSA STARS	HUBZone	NAICS 3
HUBZone		GSA VETS	Small Business	NAICS 4
Service-Disabled			Small Disadv Bus	NAICS 5
			Service-Disabled	
			\$3K-\$100K Purch	

For every identified small business metric Eagle Eye extracted the necessary transactions from the FPDS-NG database to create static, government-wide and individual agency calculations for small business dollar, company and transaction shares from 2009 to FY 2010 year-to-date. Each agency table was conditionally formatted in Excel to graphically depict downward year-over-year trends in yellow shaded boxes in combination with red cell outlines depicting amounts that differed from corresponding overall government small business shares. Statutory goal formulas were merged into data cells for the Army, USAID and NRC Excel worksheets to create green and red streetlight icons depicting procurement goal achievement (Tables 3.2, 3.3 and 3.4). The other 27 agency tables in Appendix B only include the formulas depicting small business goal achievement.

## Appendix B: Additional Major Cabinet-Level and Independent Agency Small Business Procurement Trends

**Table B.1 Small Business Procurement Performance, Department of Defense–Air Force**

Small Business Goal:	22.2375%													
	Small Business Shares of Spending In ...				Small Business Shares of Companies In ...				Small Business Shares of Contract Transactions In ...					
	... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency			
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD		
<b>Socioeconomic</b>														
All Small Businesses	21.28%	22.79%	18.33%	17.79%	81.62%	81.02%	77.34%	77.07%	50.04%	51.70%	56.37%	55.95%		
Small Disadv Businesses	6.84%	6.75%	6.92%	5.84%	5.47%	5.31%	10.76%	11.15%	7.86%	7.74%	14.62%	14.20%		
Woman-Owned Businesses	3.99%	4.48%	3.53%	3.93%	15.73%	16.06%	15.49%	15.80%	11.09%	11.48%	12.52%	12.33%		
HUBZone Businesses	2.75%	2.75%	2.43%	2.28%	3.12%	3.20%	5.27%	5.56%	3.36%	3.34%	5.32%	5.42%		
Svc Disabled Businesses	3.99%	4.48%	3.53%	3.93%	15.73%	16.06%	15.49%	15.80%	11.09%	11.48%	12.52%	12.33%		
<b>Company</b>														
New SBs	9.71%	9.99%	3.05%	5.19%	24.47%	22.21%	14.92%	13.72%	7.09%	5.44%	3.70%	4.23%		
Lost SBs *	54.67%	30.44%	59.22%	4.00%	37.68%	3.28%	0.85%	0.48%	18.68%	7.89%	4.36%	0.69%		
<b>Set-Aside Programs</b>														
All Set-Asides	10.34%	12.11%	11.68%	11.48%	39.40%	40.46%	49.23%	50.20%	13.52%	16.34%	26.43%	27.73%		
8(a)	7.97%	9.37%	6.23%	5.19%	6.71%	6.41%	11.09%	11.06%	5.32%	9.27%	12.62%	12.04%		
HUBZone	4.85%	6.26%	2.11%	1.80%	4.42%	4.08%	5.59%	5.17%	2.31%	6.18%	4.25%	4.30%		
Small Business	9.48%	12.14%	7.79%	7.90%	34.92%	37.37%	44.68%	44.41%	10.64%	16.95%	18.91%	20.16%		
SDB	4.23%	5.58%	0.00%	1.27%	3.53%	3.00%	0.00%	3.62%	1.97%	5.70%	0.00%	3.20%		
SDVOSB	4.87%	6.60%	1.88%	1.65%	5.23%	4.87%	6.06%	5.43%	2.52%	6.52%	4.04%	3.94%		
\$3K - \$100K	4.28%	5.60%	1.59%	1.27%	7.47%	3.98%	4.30%	3.62%	2.43%	5.81%	3.38%	3.20%		
<b>Contract Vehicles</b>														
GSA Schedule	1.31%	1.57%	1.13%	1.16%	3.42%	3.74%	7.26%	7.63%	4.26%	4.45%	4.56%	4.62%		
IDIQs	12.72%	13.33%	11.51%	11.13%	18.72%	19.70%	22.05%	22.94%	27.99%	29.05%	34.53%	34.63%		
GSA STARS	0.11%	0.16%	0.04%	0.00%	0.10%	0.10%	0.12%	0.11%	0.07%	0.08%	0.06%	0.05%		
GSA VETS	0.04%	0.06%	0.04%	0.07%	0.02%	0.02%	0.03%	0.05%	0.01%	0.01%	0.02%	0.03%		
<b>Top 5 NAICS FY09-FY10</b>														
336411--Aircraft Manufacturing	2.58%	2.96%	1.83%	2.03%	51.61%	54.55%	54.74%	53.79%	46.73%	43.73%	16.10%	14.30%		
541330--Engineering Services	15.77%	17.80%	7.32%	7.01%	54.39%	52.91%	47.52%	47.79%	33.33%	33.37%	24.08%	25.61%		
541710--Research and Development in the Physical, Engineering, and Life Sciences	11.38%	8.13%	19.72%	16.20%	48.94%	43.75%	63.87%	59.31%	33.23%	31.11%	40.21%	38.83%		
336413--Other Aircraft Parts and Auxiliary Equipment Manufacturing	23.28%	19.48%	16.86%	19.02%	51.35%	56.52%	70.75%	67.66%	40.84%	37.67%	44.98%	43.55%		
336414--Guided Missile and Space Vehicle Manufacturing	0.02%	0.08%	0.03%	0.03%	40.00%	54.55%	7.41%	12.90%	1.19%	2.09%	0.43%	1.02%		

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.

**Table B.2 Small Business Procurement Performance, Department of Education**

Small Business Goal:	12.7964%													
	Small Business Shares of Spending In ...				Small Business Shares of Companies In ...				Small Business Shares of Contract Transactions In ...					
	... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency			
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD		
<b>Socioeconomic</b>														
All Small Businesses	21.28%	22.79%	16.80%	18.01%	81.62%	81.02%	51.49%	54.81%	50.04%	51.70%	41.63%	47.34%		
Small Disadv Businesses	6.84%	6.75%	3.07%	4.78%	5.47%	5.31%	7.34%	8.50%	7.86%	7.74%	8.20%	11.03%		
Woman-Owned Businesses	3.99%	4.48%	5.47%	6.80%	15.73%	16.06%	16.70%	18.76%	11.09%	11.48%	15.75%	17.34%		
HUBZone Businesses	2.75%	2.75%	1.02%	0.96%	3.12%	3.20%	1.60%	1.66%	3.36%	3.34%	1.40%	2.08%		
Svc Disabled Businesses	3.99%	4.48%	5.47%	6.80%	15.73%	16.06%	16.70%	18.76%	11.09%	11.48%	15.75%	17.34%		
<b>Company</b>														
New SBs	9.71%	9.99%	5.96%	6.08%	24.47%	22.21%	22.93%	17.71%	7.09%	5.44%	11.62%	8.75%		
Lost SBs *	54.67%	30.44%	0.53%	0.01%	37.68%	3.28%	3.10%	2.19%	18.68%	7.89%	1.63%	1.65%		
<b>Set-Aside Programs</b>														
All Set-Asides	10.34%	12.11%	4.44%	5.08%	39.40%	40.46%	9.47%	13.12%	13.52%	16.34%	7.22%	10.97%		
8(a)	7.97%	9.37%	35.52%	31.38%	6.71%	6.41%	12.87%	13.68%	5.32%	9.27%	13.49%	15.08%		
HUBZone	4.85%	6.26%	34.05%	29.42%	4.42%	4.08%	9.36%	9.24%	2.31%	6.18%	10.20%	9.26%		
Small Business	9.48%	12.14%	36.47%	31.60%	34.92%	37.37%	13.30%	16.82%	10.64%	16.95%	13.41%	14.01%		
SDB	4.23%	5.58%	0.00%	29.11%	3.53%	3.00%	0.00%	9.15%	1.97%	5.70%	0.00%	9.18%		
SDVOSB	4.87%	6.60%	33.87%	29.11%	5.23%	4.87%	9.36%	9.24%	2.52%	6.52%	10.20%	9.21%		
\$3K - \$100K	4.28%	5.60%	33.89%	29.11%	7.47%	3.98%	10.32%	9.43%	2.43%	5.81%	10.73%	9.26%		
<b>Contract Vehicles</b>														
GSA Schedule	1.31%	1.57%	7.00%	7.27%	3.42%	3.74%	8.51%	10.54%	4.26%	4.45%	7.78%	10.25%		
IDIQs	12.72%	13.33%	12.09%	13.26%	18.72%	19.70%	15.96%	19.41%	27.99%	29.05%	19.91%	24.29%		
GSA STARS	0.11%	0.16%	0.09%	0.02%	0.10%	0.10%	0.11%	0.09%	0.07%	0.08%	0.11%	0.14%		
GSA VETS	0.04%	0.06%	0.00%	0.00%	0.02%	0.02%	0.00%	0.00%	0.01%	0.01%	0.00%	0.00%		
<b>Top 5 NAICS FY09-FY10</b>														
523999--Miscellaneous														
Financial Investment Activities	11.46%	26.28%	13.88%	16.57%	48.15%	40.74%	23.08%	21.43%	17.83%	15.62%	25.43%	22.17%		
423430--Computer and Computer Peripheral Equipment and Software Merchant Wholesalers	34.05%	42.70%	0.05%	2.41%	66.18%	60.13%	47.06%	62.50%	53.57%	56.99%	35.14%	45.45%		
611710--Educational Support Services	23.96%	27.62%	3.50%	12.05%	49.66%	49.32%	44.32%	47.21%	62.74%	68.48%	32.70%	33.57%		
541720--Research and Development in the Social Sciences and Humanities	7.84%	11.67%	8.97%	7.37%	51.26%	53.15%	50.00%	29.41%	49.18%	47.05%	24.00%	19.44%		
522390--Other Activities Related to Credit Intermediation	9.72%	2.74%	0.00%	0.00%	37.50%	36.36%	0.00%	0.00%	34.69%	26.56%	0.00%	0.00%		

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.

**Table B.3 Small Business Procurement Performance, Department of Homeland Security**

Small Business Goal:	Small Business Shares of Spending In ...				Small Business Shares of Companies In ...				Small Business Shares of Contract Transactions In ...			
	... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency	
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD
<b>Socioeconomic</b>												
All Small Businesses	21.28%	22.79%	34.16%	32.66%	81.62%	81.02%	65.59%	75.62%	50.04%	51.70%	45.23%	57.44%
Small Disadv Businesses	6.84%	6.75%	16.87%	12.32%	5.47%	5.31%	11.06%	7.79%	7.86%	7.74%	11.06%	11.11%
Woman-Owned Businesses	3.99%	4.48%	12.07%	9.34%	15.73%	16.06%	14.72%	14.48%	11.09%	11.48%	11.53%	12.67%
HUBZone Businesses	2.75%	2.75%	2.95%	4.06%	3.12%	3.20%	3.91%	3.64%	3.36%	3.34%	4.93%	5.13%
Svc Disabled Businesses	3.99%	4.48%	12.07%	9.34%	15.73%	16.06%	14.72%	14.48%	11.09%	11.48%	11.53%	12.67%
<b>Company</b>												
New SBs	9.71%	9.99%	4.60%	7.12%	24.47%	22.21%	12.06%	17.02%	7.09%	5.44%	6.23%	8.66%
Lost SBs *	54.67%	30.44%	5.95%	0.37%	37.68%	3.28%	1.03%	0.66%	18.68%	7.89%	3.99%	1.12%
<b>Set-Aside Programs</b>												
All Set-Asides	10.34%	12.11%	7.54%	17.14%	39.40%	40.46%	22.09%	26.63%	13.52%	16.34%	12.89%	20.68%
8(a)	7.97%	9.37%	8.05%	10.72%	6.71%	6.41%	6.39%	7.30%	5.32%	9.27%	5.79%	6.53%
HUBZone	4.85%	6.26%	3.23%	7.06%	4.42%	4.08%	2.44%	4.00%	2.31%	6.18%	1.87%	3.50%
Small Business	9.48%	12.14%	5.58%	14.73%	34.92%	37.37%	15.31%	23.82%	10.64%	16.95%	8.19%	17.67%
SDB	4.23%	5.58%	0.00%	5.60%	3.53%	3.00%	0.00%	3.13%	1.97%	5.70%	0.00%	2.63%
SDVOSB	4.87%	6.60%	3.40%	6.96%	5.23%	4.87%	2.73%	4.18%	2.52%	6.52%	1.86%	3.36%
\$3K - \$100K	4.28%	5.60%	3.30%	5.67%	7.47%	3.98%	5.05%	3.59%	2.43%	5.81%	3.12%	2.75%
<b>Contract Vehicles</b>												
GSA Schedule	1.31%	1.57%	1.70%	2.77%	3.42%	3.74%	6.94%	8.40%	4.26%	4.45%	2.74%	5.26%
IDIQs	12.72%	13.33%	20.01%	23.07%	18.72%	19.70%	25.87%	22.12%	27.99%	29.05%	24.92%	28.17%
GSA STARS	0.11%	0.16%	0.11%	0.15%	0.10%	0.10%	0.21%	0.11%	0.07%	0.08%	0.10%	0.05%
GSA VETS	0.04%	0.06%	0.27%	0.04%	0.02%	0.02%	0.04%	0.01%	0.01%	0.01%	0.01%	0.00%
<b>Top 5 NAICS FY09-FY10</b>												
541611--Administrative Management and General Management Consulting Services	27.82%	26.47%	32.41%	32.43%	57.02%	55.66%	43.88%	56.43%	40.58%	41.03%	35.85%	34.79%
561612--Security Guards and Patrol Services	31.91%	33.96%	11.00%	26.38%	65.88%	63.04%	67.86%	59.62%	40.70%	40.97%	29.07%	37.83%
ripken&R08	47.03%	53.58%	83.27%	79.52%	61.83%	60.96%	63.86%	73.38%	58.57%	61.39%	64.81%	83.91%
541330--Engineering Services	15.77%	17.80%	28.57%	14.95%	54.39%	52.91%	38.03%	44.30%	33.33%	33.37%	30.45%	26.09%
541513--Computer Facilities Management Services	34.75%	31.55%	10.91%	5.09%	62.84%	65.58%	41.18%	67.27%	58.18%	54.98%	33.33%	19.06%

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.

**Table B.4 Small Business Procurement Performance, Department of Commerce**

Small Business Goal:	Small Business Shares of Spending In ...				Small Business Shares of Companies In ...				Small Business Shares of Contract Transactions In ...			
50.7903%	... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency	
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD
<b>Socioeconomic</b>												
All Small Businesses	21.28%	22.79%	31.05%	34.58%	81.62%	81.02%	64.23%	73.65%	50.04%	51.70%	60.56%	61.53%
Small Disadv Businesses	6.84%	6.75%	11.72%	12.52%	5.47%	5.31%	12.50%	7.27%	7.86%	7.74%	24.06%	15.35%
Woman-Owned Businesses	3.99%	4.48%	4.45%	9.00%	15.73%	16.06%	12.87%	13.65%	11.09%	11.48%	20.11%	14.06%
HUBZone Businesses	2.75%	2.75%	0.90%	1.30%	3.12%	3.20%	2.10%	1.54%	3.36%	3.34%	2.93%	2.63%
Svc Disabled Businesses	3.99%	4.48%	4.45%	9.00%	15.73%	16.06%	12.87%	13.65%	11.09%	11.48%	20.11%	14.06%
<b>Company</b>												
New SBs	9.71%	9.99%	10.43%	8.98%	24.47%	22.21%	11.56%	16.40%	7.09%	5.44%	8.10%	8.73%
Lost SBs *	54.67%	30.44%	0.04%	0.10%	37.68%	3.28%	0.58%	0.57%	18.68%	7.89%	0.40%	0.34%
<b>Set-Aside Programs</b>												
All Set-Asides	10.34%	12.11%	13.48%	17.10%	39.40%	40.46%	16.46%	31.48%	13.52%	16.34%	20.65%	24.64%
8(a)	7.97%	9.37%	25.89%	7.45%	6.71%	6.41%	6.68%	6.95%	5.32%	9.27%	15.50%	9.68%
HUBZone	4.85%	6.26%	21.47%	1.60%	4.42%	4.08%	1.86%	3.17%	2.31%	6.18%	1.62%	2.83%
Small Business	9.48%	12.14%	30.27%	11.90%	34.92%	37.37%	9.41%	28.94%	10.64%	16.95%	6.04%	19.38%
SDB	4.23%	5.58%	0.00%	1.52%	3.53%	3.00%	0.00%	3.09%	1.97%	5.70%	0.00%	2.77%
SDVOSB	4.87%	6.60%	21.47%	2.04%	5.23%	4.87%	1.98%	3.39%	2.52%	6.52%	1.68%	3.08%
\$3K - \$100K	4.28%	5.60%	21.73%	1.72%	7.47%	3.98%	6.06%	5.01%	2.43%	5.81%	3.89%	3.51%
<b>Contract Vehicles</b>												
GSA Schedule	1.31%	1.57%	3.83%	4.93%	3.42%	3.74%	10.89%	8.14%	4.26%	4.45%	7.90%	9.19%
IDIQs	12.72%	13.33%	16.98%	21.32%	18.72%	19.70%	24.88%	16.84%	27.99%	29.05%	31.00%	27.97%
GSA STARS	0.11%	0.16%	1.12%	0.76%	0.10%	0.10%	1.36%	0.35%	0.07%	0.08%	1.44%	0.59%
GSA VETS	0.04%	0.06%	0.00%	0.30%	0.02%	0.02%	0.00%	0.02%	0.01%	0.01%	0.00%	0.08%
<b>Top 5 NAICS FY09-FY10</b>												
541512--Computer Systems Design Services	23.22%	25.18%	3.87%	6.49%	56.03%	51.28%	53.33%	78.31%	49.07%	48.88%	47.06%	68.08%
541519--Other Computer Related Services	47.03%	53.58%	83.63%	66.47%	61.83%	60.96%	67.19%	76.90%	58.57%	61.39%	68.46%	58.82%
541810--Advertising Agencies	17.81%	9.86%	0.00%	0.28%	53.97%	54.55%	0.00%	25.00%	23.53%	31.16%	0.00%	3.39%
236220--Commercial and Institutional Building Construction	35.67%	41.24%	82.15%	27.47%	63.06%	62.39%	93.75%	89.61%	77.41%	75.06%	66.07%	88.70%
541511--Custom Computer Programming Services	38.41%	36.65%	91.90%	54.92%	54.85%	58.13%	89.19%	77.40%	58.69%	57.11%	93.22%	63.48%

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.

**Table B.5 Small Business Procurement Performance, Department of Defense—Other**

Small Business Goal: 22.2375%														
	Small Business Shares of Spending In . . .				Small Business Shares of Companies In . . .				Small Business Shares of Contract Transactions In . . .					
	. . . Overall Federal Government		. . . This Agency		. . . Overall Federal Government		. . . This Agency		. . . Overall Federal Government		. . . This Agency			
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD
<b>Socioeconomic</b>														
All Small Businesses	21.28%	22.79%	24.22%	25.92%	81.62%	81.02%	77.38%	77.62%	50.04%	51.70%	40.30%	38.17%		
Small Disadv Businesses	6.84%	6.75%	4.62%	4.55%	5.47%	5.31%	7.78%	8.21%	7.86%	7.74%	3.07%	3.11%		
Woman-Owned Businesses	3.99%	4.48%	3.66%	3.78%	15.73%	16.06%	14.99%	15.82%	11.09%	11.48%	8.46%	8.50%		
HUBZone Businesses	2.75%	2.75%	3.18%	1.73%	3.12%	3.20%	4.03%	4.03%	3.36%	3.34%	2.03%	1.59%		
Svc Disabled Businesses	3.99%	4.48%	3.66%	3.78%	15.73%	16.06%	14.99%	15.82%	11.09%	11.48%	8.46%	8.50%		
<b>Company</b>														
New SBs	9.71%	9.99%	7.90%	6.86%	24.47%	22.21%	10.00%	9.41%	7.09%	5.44%	2.39%	3.23%		
Lost SBs *	54.67%	30.44%	6.14%	2.90%	37.68%	3.28%	1.04%	0.50%	18.68%	7.89%	1.11%	0.58%		
<b>Set-Aside Programs</b>														
All Set-Asides	10.34%	12.11%	11.02%	12.43%	39.40%	40.46%	41.38%	44.26%	13.52%	16.34%	11.01%	12.19%		
8(a)	7.97%	9.37%	4.31%	3.93%	6.71%	6.41%	9.21%	7.67%	5.32%	9.27%	2.92%	2.56%		
HUBZone	4.85%	6.26%	2.25%	2.12%	4.42%	4.08%	6.09%	4.33%	2.31%	6.18%	2.12%	1.76%		
Small Business	9.48%	12.14%	10.52%	11.87%	34.92%	37.37%	40.94%	42.29%	10.64%	16.95%	11.94%	12.58%		
SDB	4.23%	5.58%	0.00%	1.95%	3.53%	3.00%	0.00%	3.45%	1.97%	5.70%	0.00%	1.63%		
SDVOSB	4.87%	6.60%	2.56%	2.31%	5.23%	4.87%	6.45%	4.59%	2.52%	6.52%	2.17%	1.79%		
\$3K - \$100K	4.28%	5.60%	2.16%	1.95%	7.47%	3.98%	5.54%	3.45%	2.43%	5.81%	2.04%	1.63%		
<b>Contract Vehicles</b>														
GSA Schedule	1.31%	1.57%	1.16%	1.18%	3.42%	3.74%	5.89%	5.98%	4.26%	4.45%	0.84%	0.73%		
IDIQs	12.72%	13.33%	16.12%	16.76%	18.72%	19.70%	28.38%	28.48%	27.99%	29.05%	15.52%	14.63%		
GSA STARS	0.11%	0.16%	0.13%	0.18%	0.10%	0.10%	0.31%	0.36%	0.07%	0.08%	0.05%	0.05%		
GSA VETS	0.04%	0.06%	0.07%	0.05%	0.02%	0.02%	0.03%	0.04%	0.01%	0.01%	0.00%	0.01%		
<b>Top 5 NAICS FY09-FY10</b>														
324110--Petroleum Refineries	16.60%	12.66%	17.20%	12.57%	64.86%	55.88%	29.73%	31.25%	59.54%	69.94%	30.10%	32.54%		
541712--Research and Development in the Physical, Engineering, and Life Sciences (Except Biotechnology)	31.49%	28.79%	14.35%	14.07%	52.43%	48.15%	71.79%	68.04%	61.94%	59.45%	46.67%	39.40%		
424210--Drugs and Druggists' Sundries Merchant Wholesalers	0.66%	0.90%	1.29%	1.16%	51.72%	54.29%	65.05%	75.36%	3.01%	3.86%	2.74%	2.53%		
541710--Research and Development in the Physical, Engineering, and Life Sciences	11.38%	8.13%	3.96%	3.89%	48.94%	43.75%	55.22%	47.88%	33.23%	31.11%	11.40%	9.19%		
336413--Other Aircraft Parts and Auxiliary Equipment Manufacturing	23.28%	19.48%	34.80%	38.99%	51.35%	56.52%	79.67%	81.10%	40.84%	37.67%	40.12%	34.33%		

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.



**Table B.6 Small Business Procurement Performance, Department of Energy**

Small Business Goal: 5.8700%	Small Business Shares of Spending In ...				Small Business Shares of Companies In ...				Small Business Shares of Contract Transactions In ...			
	... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency	
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD
<b>Socioeconomic</b>												
All Small Businesses	21.28%	22.79%	2.49%	9.15%	81.62%	81.02%	61.77%	68.90%	50.04%	51.70%	49.21%	55.15%
Small Disadv Businesses	6.84%	6.75%	0.80%	3.36%	5.47%	5.31%	9.39%	12.16%	7.86%	7.74%	12.71%	16.88%
Woman-Owned Businesses	3.99%	4.48%	0.34%	1.44%	15.73%	16.06%	10.83%	13.81%	11.09%	11.48%	12.74%	14.19%
HUBZone Businesses	2.75%	2.75%	0.09%	0.85%	3.12%	3.20%	2.32%	3.51%	3.36%	3.34%	2.75%	3.69%
Svc Disabled Businesses	3.99%	4.48%	0.34%	1.44%	15.73%	16.06%	10.83%	13.81%	11.09%	11.48%	12.74%	14.19%
<b>Company</b>												
New SBs	9.71%	9.99%	2.24%	12.74%	24.47%	22.21%	7.16%	11.90%	7.09%	5.44%	4.38%	6.27%
Lost SBs *	54.67%	30.44%	-0.30%	0.10%	37.68%	3.28%	0.54%	0.82%	18.68%	7.89%	0.22%	0.50%
<b>Set-Aside Programs</b>												
All Set-Asides	10.34%	12.11%	0.54%	4.64%	39.40%	40.46%	24.20%	27.91%	13.52%	16.34%	21.04%	23.53%
8(a)	7.97%	9.37%	43.15%	33.88%	6.71%	6.41%	19.67%	14.70%	5.32%	9.27%	24.96%	17.43%
HUBZone	4.85%	6.26%	42.80%	32.13%	4.42%	4.08%	14.48%	7.79%	2.31%	6.18%	17.72%	8.04%
Small Business	9.48%	12.14%	42.99%	34.78%	34.92%	37.37%	31.16%	26.41%	10.64%	16.95%	30.43%	20.96%
SDB	4.23%	5.58%	0.00%	32.09%	3.53%	3.00%	0.00%	7.35%	1.97%	5.70%	0.00%	7.79%
SDVOSB	4.87%	6.60%	42.80%	32.11%	5.23%	4.87%	14.70%	7.84%	2.52%	6.52%	17.90%	8.00%
\$3K - \$100K	4.28%	5.60%	42.80%	32.20%	7.47%	3.98%	16.24%	7.84%	2.43%	5.81%	18.43%	7.98%
<b>Contract Vehicles</b>												
GSA Schedule	1.31%	1.57%	0.06%	0.49%	3.42%	3.74%	7.96%	7.71%	4.26%	4.45%	4.41%	4.54%
IDIQs	12.72%	13.33%	0.64%	4.77%	18.72%	19.70%	17.90%	18.82%	27.99%	29.05%	19.31%	27.05%
GSA STARS	0.11%	0.16%	0.00%	0.01%	0.10%	0.10%	0.00%	0.12%	0.07%	0.08%	0.00%	0.06%
GSA VETS	0.04%	0.06%	0.00%	0.02%	0.02%	0.02%	0.00%	0.04%	0.01%	0.01%	0.00%	0.04%
<b>Top 5 NAICS FY09-FY10</b>												
561210--Facilities Support Services	16.10%	16.27%	9.37%	2.84%	60.84%	58.74%	57.14%	58.18%	61.76%	60.35%	39.66%	32.67%
541710--Research and Development in the Physical, Engineering, and Life Sciences	11.38%	8.13%	0.00%	0.03%	48.94%	43.75%	0.00%	31.03%	33.23%	31.11%	0.00%	2.17%
562910--Remediation Services	29.73%	46.43%	1.39%	27.62%	57.83%	60.76%	41.67%	67.35%	65.06%	67.38%	8.33%	48.18%
541990--All Other Professional, Scientific, and Technical Services	8.17%	10.29%	0.42%	0.35%	50.00%	53.02%	63.64%	52.38%	51.40%	53.72%	52.94%	26.09%
562211--Hazardous Waste Treatment and Disposal	3.84%	9.87%	2.57%	14.89%	63.46%	57.14%	25.00%	30.77%	66.70%	60.98%	10.53%	15.69%

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.

**Table B.7 Small Business Procurement Performance, Department of Interior**

Small Business Goal: 55.4888%	Small Business Shares of Spending In ...				Small Business Shares of Companies In ...				Small Business Shares of Contract Transactions In ...			
	... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency	
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD
<b>Socioeconomic</b>												
All Small Businesses	21.28%	22.79%	53.90%	48.13%	81.62%	81.02%	67.15%	78.54%	50.04%	51.70%	58.47%	62.82%
Small Disadv Businesses	6.84%	6.75%	27.45%	17.55%	5.47%	5.31%	12.56%	5.73%	7.86%	7.74%	15.05%	9.25%
Woman-Owned Businesses	3.99%	4.48%	7.88%	12.95%	15.73%	16.06%	15.14%	14.88%	11.09%	11.48%	14.15%	13.23%
HUBZone Businesses	2.75%	2.75%	8.37%	11.16%	3.12%	3.20%	5.56%	4.25%	3.36%	3.34%	4.97%	4.90%
Svc Disabled Businesses	3.99%	4.48%	7.88%	12.95%	15.73%	16.06%	15.14%	14.88%	11.09%	11.48%	14.15%	13.23%
<b>Company</b>												
New SBs	9.71%	9.99%	4.04%	21.85%	24.47%	22.21%	12.83%	23.81%	7.09%	5.44%	8.06%	13.99%
Lost SBs *	54.67%	30.44%	0.83%	0.16%	37.68%	3.28%	1.68%	0.58%	18.68%	7.89%	1.86%	0.42%
<b>Set-Aside Programs</b>												
All Set-Asides	10.34%	12.11%	24.85%	26.45%	39.40%	40.46%	25.76%	36.27%	13.52%	16.34%	21.51%	25.96%
8(a)	7.97%	9.37%	35.51%	13.85%	6.71%	6.41%	16.59%	6.59%	5.32%	9.27%	15.38%	7.55%
HUBZone	4.85%	6.26%	20.43%	5.96%	4.42%	4.08%	11.27%	3.85%	2.31%	6.18%	8.16%	3.01%
Small Business	9.48%	12.14%	24.30%	12.20%	34.92%	37.37%	25.44%	32.65%	10.64%	16.95%	18.90%	20.52%
SDB	4.23%	5.58%	0.00%	2.20%	3.53%	3.00%	0.00%	2.95%	1.97%	5.70%	0.00%	2.27%
SDVOSB	4.87%	6.60%	19.08%	2.80%	5.23%	4.87%	10.87%	3.64%	2.52%	6.52%	8.05%	2.72%
\$3K - \$100K	4.28%	5.60%	18.89%	2.23%	7.47%	3.98%	12.88%	4.06%	2.43%	5.81%	8.96%	2.71%
<b>Contract Vehicles</b>												
GSA Schedule	1.31%	1.57%	9.22%	3.70%	3.42%	3.74%	7.57%	5.17%	4.26%	4.45%	6.09%	5.43%
IDIQs	12.72%	13.33%	29.42%	18.18%	18.72%	19.70%	23.51%	15.31%	27.99%	29.05%	27.06%	23.40%
GSA STARS	0.11%	0.16%	2.41%	0.38%	0.10%	0.10%	0.48%	0.09%	0.07%	0.08%	1.12%	0.14%
GSA VETS	0.04%	0.06%	0.00%	0.00%	0.02%	0.02%	0.00%	0.00%	0.01%	0.01%	0.00%	0.00%
<b>Top 5 NAICS FY09-FY10</b>												
237990--Other Heavy and Civil Engineering Construction	32.16%	32.44%	72.33%	37.72%	62.75%	57.89%	80.00%	87.61%	74.84%	76.81%	65.85%	83.33%
236220--Commercial and Institutional Building Construction	35.67%	41.24%	46.56%	51.62%	63.06%	62.39%	70.83%	85.42%	77.41%	75.06%	72.09%	78.82%
--	0.00%	6.11%	0.00%	0.00%	0.00%	59.09%	0.00%	0.00%	0.00%	52.49%	0.00%	0.00%
541519--Other Computer Related Services	47.03%	53.58%	49.56%	45.27%	61.83%	60.96%	60.00%	71.75%	58.57%	61.39%	55.50%	59.92%
541330--Engineering Services	15.77%	17.80%	-2.11%	17.18%	54.39%	52.91%	25.00%	57.89%	33.33%	33.37%	28.57%	33.24%

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.

**Table B.8 Small Business Procurement Performance, Department of Justice**

Small Business Goal:	Small Business Shares of Spending In ...				Small Business Shares of Companies In ...				Small Business Shares of Contract Transactions In ...			
36.8125%	... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency	
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD
<b>Socioeconomic</b>												
All Small Businesses	21.28%	22.79%	12.44%	30.11%	81.62%	81.02%	61.04%	69.38%	50.04%	51.70%	32.21%	49.29%
Small Disadv Businesses	6.84%	6.75%	4.93%	7.64%	5.47%	5.31%	11.24%	4.61%	7.86%	7.74%	4.71%	4.40%
Woman-Owned Businesses	3.99%	4.48%	3.15%	7.77%	15.73%	16.06%	16.60%	12.68%	11.09%	11.48%	9.85%	9.93%
HUBZone Businesses	2.75%	2.75%	0.49%	0.72%	3.12%	3.20%	3.21%	1.64%	3.36%	3.34%	1.93%	0.86%
Svc Disabled Businesses	3.99%	4.48%	3.15%	7.77%	15.73%	16.06%	16.60%	12.68%	11.09%	11.48%	9.85%	9.93%
<b>Company</b>												
New SBs	9.71%	9.99%	1.97%	10.03%	24.47%	22.21%	9.43%	20.73%	7.09%	5.44%	5.24%	11.86%
Lost SBs *	54.67%	30.44%	0.04%	0.49%	37.68%	3.28%	1.75%	0.91%	18.68%	7.89%	4.24%	0.54%
<b>Set-Aside Programs</b>												
All Set-Asides	10.34%	12.11%	3.87%	10.03%	39.40%	40.46%	17.54%	26.08%	13.52%	16.34%	6.61%	18.18%
8(a)	7.97%	9.37%	13.26%	12.27%	6.71%	6.41%	11.51%	5.79%	5.32%	9.27%	12.80%	12.34%
HUBZone	4.85%	6.26%	10.37%	8.71%	4.42%	4.08%	7.10%	3.92%	2.31%	6.18%	11.03%	11.29%
Small Business	9.48%	12.14%	11.35%	14.90%	34.92%	37.37%	19.14%	26.96%	10.64%	16.95%	15.72%	27.86%
SDB	4.23%	5.58%	0.00%	8.67%	3.53%	3.00%	0.00%	3.84%	1.97%	5.70%	0.00%	11.26%
SDVOSB	4.87%	6.60%	10.36%	8.75%	5.23%	4.87%	7.50%	4.14%	2.52%	6.52%	11.19%	11.57%
\$3K - \$100K	4.28%	5.60%	10.36%	8.71%	7.47%	3.98%	7.76%	4.26%	2.43%	5.81%	11.24%	11.40%
<b>Contract Vehicles</b>												
GSA Schedule	1.31%	1.57%	1.82%	5.13%	3.42%	3.74%	7.90%	7.12%	4.26%	4.45%	2.12%	2.84%
IDIQs	12.72%	13.33%	10.12%	18.83%	18.72%	19.70%	32.66%	23.47%	27.99%	29.05%	20.27%	27.03%
GSA STARS	0.11%	0.16%	0.26%	0.64%	0.10%	0.10%	1.47%	0.28%	0.07%	0.08%	0.43%	0.13%
GSA VETS	0.04%	0.06%	0.00%	0.03%	0.02%	0.02%	0.00%	0.01%	0.01%	0.01%	0.00%	0.00%
<b>Top 5 NAICS FY09-FY10</b>												
541519--Other Computer Related Services	47.03%	53.58%	89.12%	42.94%	61.83%	60.96%	63.89%	65.60%	58.57%	61.39%	57.14%	50.23%
541512--Computer Systems Design Services	23.22%	25.18%	38.83%	19.28%	56.03%	51.28%	62.50%	59.38%	49.07%	48.88%	80.43%	54.34%
541199--All Other Legal Services	18.26%	36.08%	35.34%	42.92%	61.25%	62.50%	42.86%	65.38%	49.78%	44.05%	68.25%	40.84%
561210--Facilities Support Services	16.10%	16.27%	22.28%	4.15%	60.84%	58.74%	50.00%	55.00%	61.76%	60.35%	26.67%	62.50%
236220--Commercial and Institutional Building Construction	35.67%	41.24%	86.22%	14.72%	63.06%	62.39%	85.37%	78.40%	77.41%	75.06%	84.07%	79.65%

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.

**Table B.9 Small Business Procurement Performance, Environmental Protection Agency**

Small Business Goal:	Small Business Shares of Spending In . . .				Small Business Shares of Companies In . . .				Small Business Shares of Contract Transactions In . . .			
39.8129%	. . . Overall Federal Government		. . . This Agency		. . . Overall Federal Government		. . . This Agency		. . . Overall Federal Government		. . . This Agency	
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD
<b>Socioeconomic</b>												
All Small Businesses	21.28%	22.79%	52.63%	44.40%	81.62%	81.02%	60.39%	67.09%	50.04%	51.70%	47.52%	49.05%
Small Disadv Businesses	6.84%	6.75%	8.73%	10.80%	5.47%	5.31%	4.66%	7.42%	7.86%	7.74%	4.48%	9.64%
Woman-Owned Businesses	3.99%	4.48%	4.28%	5.55%	15.73%	16.06%	13.75%	15.24%	11.09%	11.48%	10.59%	9.96%
HUBZone Businesses	2.75%	2.75%	0.62%	0.82%	3.12%	3.20%	1.25%	2.09%	3.36%	3.34%	1.21%	1.96%
Svc Disabled Businesses	3.99%	4.48%	4.28%	5.55%	15.73%	16.06%	13.75%	15.24%	11.09%	11.48%	10.59%	9.96%
<b>Company</b>												
New SBs	9.71%	9.99%	3.89%	7.19%	24.47%	22.21%	24.91%	22.83%	7.09%	5.44%	18.27%	10.65%
Lost SBs *	54.67%	30.44%	2.91%	0.05%	37.68%	3.28%	2.49%	0.79%	18.68%	7.89%	3.17%	0.36%
<b>Set-Aside Programs</b>												
All Set-Asides	10.34%	12.11%	38.55%	29.54%	39.40%	40.46%	9.74%	15.56%	13.52%	16.34%	6.45%	14.54%
8(a)	7.97%	9.37%	13.90%	10.03%	6.71%	6.41%	1.36%	7.32%	5.32%	9.27%	1.00%	6.73%
HUBZone	4.85%	6.26%	12.67%	3.46%	4.42%	4.08%	0.50%	4.12%	2.31%	6.18%	0.40%	3.07%
Small Business	9.48%	12.14%	45.63%	24.44%	34.92%	37.37%	3.55%	13.50%	10.64%	16.95%	3.00%	12.32%
SDB	4.23%	5.58%	0.00%	3.36%	3.53%	3.00%	0.00%	3.94%	1.97%	5.70%	0.00%	2.91%
SDVOSB	4.87%	6.60%	14.80%	5.01%	5.23%	4.87%	0.54%	4.83%	2.52%	6.52%	0.42%	3.66%
\$3K - \$100K	4.28%	5.60%	12.97%	3.43%	7.47%	3.98%	5.91%	5.23%	2.43%	5.81%	3.06%	3.27%
<b>Contract Vehicles</b>												
GSA Schedule	1.31%	1.57%	3.98%	2.88%	3.42%	3.74%	7.99%	8.37%	4.26%	4.45%	6.66%	4.42%
IDIQs	12.72%	13.33%	41.79%	32.47%	18.72%	19.70%	13.86%	16.30%	27.99%	29.05%	13.96%	25.90%
GSA STARS	0.11%	0.16%	1.33%	0.91%	0.10%	0.10%	0.14%	0.48%	0.07%	0.08%	0.39%	0.46%
GSA VETS	0.04%	0.06%	0.00%	0.67%	0.02%	0.02%	0.00%	0.03%	0.01%	0.01%	0.00%	0.07%
<b>Top 5 NAICS FY09-FY10</b>												
562910--Remediation Services	29.73%	46.43%	70.65%	59.78%	57.83%	60.76%	63.64%	62.11%	65.06%	67.38%	69.40%	65.02%
541620--Environmental Consulting Services	39.29%	37.59%	12.24%	22.47%	53.98%	60.00%	63.93%	78.03%	46.95%	51.31%	48.03%	41.94%
541512--Computer Systems Design Services	23.22%	25.18%	27.82%	12.10%	56.03%	51.28%	66.67%	66.67%	49.07%	48.88%	55.56%	34.13%
Management and General Management Consulting	27.82%	26.47%	65.34%	28.60%	57.02%	55.66%	62.71%	61.82%	40.58%	41.03%	44.44%	42.36%
541519--Other Computer Related Services	47.03%	53.58%	57.97%	40.16%	61.83%	60.96%	69.70%	69.70%	58.57%	61.39%	62.06%	54.63%

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.

**Table B.10 Small Business Procurement Performance, Department of Health and Human Services**

Small Business Goal:	19.0000%											
	Small Business Shares of Spending In ...				Small Business Shares of Companies In ...				Small Business Shares of Contract Transactions In ...			
	... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency	
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD
<b>Socioeconomic</b>												
All Small Businesses	21.28%	22.79%	25.47%	20.54%	81.62%	81.02%	62.70%	67.78%	50.04%	51.70%	43.71%	46.08%
Small Disadv Businesses	6.84%	6.75%	7.55%	9.12%	5.47%	5.31%	7.74%	6.39%	7.86%	7.74%	7.40%	9.99%
Woman-Owned Businesses	3.99%	4.48%	7.82%	6.35%	15.73%	16.06%	15.17%	16.51%	11.09%	11.48%	11.43%	12.67%
HUBZone Businesses	2.75%	2.75%	0.99%	1.34%	3.12%	3.20%	2.01%	1.69%	3.36%	3.34%	2.20%	2.26%
Svc Disabled Businesses	3.99%	4.48%	7.82%	6.35%	15.73%	16.06%	15.17%	16.51%	11.09%	11.48%	11.43%	12.67%
<b>Company</b>												
New SBs	9.71%	9.99%	3.11%	9.80%	24.47%	22.21%	14.87%	17.74%	7.09%	5.44%	9.91%	9.68%
Lost SBs *	54.67%	30.44%	3.52%	0.64%	37.68%	3.28%	1.24%	1.03%	18.68%	7.89%	1.78%	0.63%
<b>Set-Aside Programs</b>												
All Set-Asides	10.34%	12.11%	6.45%	8.73%	39.40%	40.46%	11.45%	18.02%	13.52%	16.34%	5.99%	10.93%
8(a)	7.97%	9.37%	7.68%	6.65%	6.71%	6.41%	7.29%	7.57%	5.32%	9.27%	4.12%	7.78%
HUBZone	4.85%	6.26%	5.63%	3.04%	4.42%	4.08%	4.83%	4.57%	2.31%	6.18%	2.50%	4.51%
Small Business	9.48%	12.14%	9.10%	6.89%	34.92%	37.37%	10.94%	17.53%	10.64%	16.95%	5.25%	11.08%
SDB	4.23%	5.58%	0.00%	2.74%	3.53%	3.00%	0.00%	4.22%	1.97%	5.70%	0.00%	4.31%
SDVOSB	4.87%	6.60%	5.68%	3.08%	5.23%	4.87%	4.65%	4.69%	2.52%	6.52%	2.29%	4.53%
\$3K - \$100K	4.28%	5.60%	5.43%	2.74%	7.47%	3.98%	5.70%	4.74%	2.43%	5.81%	2.56%	4.43%
<b>Contract Vehicles</b>												
GSA Schedule	1.31%	1.57%	5.72%	3.56%	3.42%	3.74%	7.11%	8.58%	4.26%	4.45%	4.57%	5.88%
IDIQs	12.72%	13.33%	10.96%	12.52%	18.72%	19.70%	20.63%	20.92%	27.99%	29.05%	21.90%	25.49%
GSA STARS	0.11%	0.16%	0.35%	0.31%	0.10%	0.10%	0.33%	0.27%	0.07%	0.08%	0.16%	0.15%
GSA VETS	0.04%	0.06%	0.02%	0.04%	0.02%	0.02%	0.03%	0.03%	0.01%	0.01%	0.01%	0.01%
<b>Top 5 NAICS FY09-FY10</b>												
325412--Pharmaceutical Preparation Manufacturing	0.63%	1.27%	0.08%	0.76%	47.37%	50.00%	18.18%	28.57%	10.98%	13.27%	39.24%	17.78%
541611--Administrative Management and General Management Consulting Services	27.82%	26.47%	20.89%	27.26%	57.02%	55.66%	62.09%	60.71%	40.58%	41.03%	30.80%	58.08%
325414--Biological Product (except Diagnostic) Manufacturing	4.17%	4.16%	-0.07%	3.40%	55.88%	63.64%	45.45%	54.35%	34.35%	33.84%	57.14%	40.14%
325411--Medicinal and Botanical Manufacturing	1.22%	6.79%	0.00%	5.44%	50.00%	42.11%	0.00%	27.27%	11.41%	7.07%	0.00%	18.92%
541512--Computer Systems Design Services	23.22%	25.18%	42.11%	26.51%	56.03%	51.28%	63.16%	63.81%	49.07%	48.88%	41.81%	45.46%

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.

**Table B.11 Small Business Procurement Performance, Department of Housing and Urban Development**

Small Business Goal:	Small Business Shares of Spending In ...				Small Business Shares of Companies In ...				Small Business Shares of Contract Transactions In ...			
66.3310%	... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency	
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD
<b>Socioeconomic</b>												
All Small Businesses	21.28%	22.79%	49.59%	40.36%	81.62%	81.02%	58.43%	70.35%	50.04%	51.70%	45.38%	69.85%
Small Disadv Businesses	6.84%	6.75%	44.81%	21.70%	5.47%	5.31%	22.89%	22.91%	7.86%	7.74%	19.79%	28.40%
Woman-Owned Businesses	3.99%	4.48%	64.91%	31.11%	15.73%	16.06%	15.06%	18.59%	11.09%	11.48%	16.36%	22.47%
HUBZone Businesses	2.75%	2.75%	2.13%	1.55%	3.12%	3.20%	7.23%	3.82%	3.36%	3.34%	6.86%	8.06%
Svc Disabled Businesses	3.99%	4.48%	64.91%	31.11%	15.73%	16.06%	15.06%	18.59%	11.09%	11.48%	16.36%	22.47%
<b>Company</b>												
New SBs	9.71%	9.99%	0.14%	33.17%	24.47%	22.21%	4.12%	14.29%	7.09%	5.44%	2.33%	9.18%
Lost SBs *	54.67%	30.44%	0.21%	0.04%	37.68%	3.28%	3.09%	0.43%	18.68%	7.89%	2.91%	0.34%
<b>Set-Aside Programs</b>												
All Set-Asides	10.34%	12.11%	11.88%	13.45%	39.40%	40.46%	25.90%	39.80%	13.52%	16.34%	15.04%	44.19%
8(a)	7.97%	9.37%	7.65%	9.78%	6.71%	6.41%	18.07%	27.44%	5.32%	9.27%	11.35%	31.80%
HUBZone	4.85%	6.26%	-0.71%	1.41%	4.42%	4.08%	3.61%	12.56%	2.31%	6.18%	1.85%	10.57%
Small Business	9.48%	12.14%	2.76%	5.54%	34.92%	37.37%	12.05%	34.07%	10.64%	16.95%	6.07%	28.16%
SDB	4.23%	5.58%	0.00%	1.12%	3.53%	3.00%	0.00%	12.26%	1.97%	5.70%	0.00%	9.23%
SDVOSB	4.87%	6.60%	-0.70%	1.18%	5.23%	4.87%	4.22%	12.76%	2.52%	6.52%	2.11%	9.50%
\$3K - \$100K	4.28%	5.60%	-0.72%	1.13%	7.47%	3.98%	3.01%	14.67%	2.43%	5.81%	1.58%	10.29%
<b>Contract Vehicles</b>												
GSA Schedule	1.31%	1.57%	3.10%	9.69%	3.42%	3.74%	7.83%	5.93%	4.26%	4.45%	6.86%	4.39%
IDIQs	12.72%	13.33%	29.11%	18.76%	18.72%	19.70%	28.92%	19.10%	27.99%	29.05%	27.44%	30.43%
GSA STARS	0.11%	0.16%	6.99%	1.43%	0.10%	0.10%	3.61%	1.11%	0.07%	0.08%	4.22%	0.99%
GSA VETS	0.04%	0.06%	0.00%	0.00%	0.02%	0.02%	0.00%	0.00%	0.01%	0.01%	0.00%	0.00%
<b>Top 5 NAICS FY09-FY10</b>												
--	0.00%	42.42%	0.00%	41.39%	0.00%	63.64%	0.00%	50.00%	0.00%	80.79%	0.00%	37.50%
541519--Other Computer Related Services	47.03%	53.58%	98.10%	11.86%	61.83%	60.96%	70.00%	77.78%	58.57%	61.39%	18.18%	53.77%
531110--Lessors of Residential Buildings and Dwellings	64.36%	40.58%	0.00%	29.63%	57.58%	58.82%	0.00%	83.33%	68.61%	65.92%	0.00%	74.07%
541511--Custom Computer Programming Services	38.41%	36.65%	100.00%	36.30%	54.85%	58.13%	100.00%	88.00%	58.69%	57.11%	100.00%	82.14%
--	0.00%	35.93%	0.00%	23.27%	0.00%	61.54%	0.00%	33.33%	0.00%	76.05%	0.00%	24.00%

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.

**Table B.12 Small Business Procurement Performance, Department of Labor**

Small Business Goal: 33.4152%	Small Business Shares of Spending In ...				Small Business Shares of Companies In ...				Small Business Shares of Contract Transactions In ...			
	... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency	
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD
<b>Socioeconomic</b>												
All Small Businesses	21.28%	22.79%	35.89%	33.25%	81.62%	81.02%	60.25%	63.81%	50.04%	51.70%	46.01%	47.46%
Small Disadv Businesses	6.84%	6.75%	12.61%	13.39%	5.47%	5.31%	14.05%	13.35%	7.86%	7.74%	14.69%	14.07%
Woman-Owned Businesses	3.99%	4.48%	6.97%	7.74%	15.73%	16.06%	17.38%	17.94%	11.09%	11.48%	14.36%	14.46%
HUBZone Businesses	2.75%	2.75%	0.85%	2.80%	3.12%	3.20%	3.26%	4.18%	3.36%	3.34%	2.37%	3.17%
Svc Disabled Businesses	3.99%	4.48%	6.97%	7.74%	15.73%	16.06%	17.38%	17.94%	11.09%	11.48%	14.36%	14.46%
<b>Company</b>												
New SBs	9.71%	9.99%	14.12%	57.67%	24.47%	22.21%	11.42%	14.46%	7.09%	5.44%	5.47%	14.29%
Lost SBs *	54.67%	30.44%	0.01%	0.01%	37.68%	3.28%	0.72%	0.57%	18.68%	7.89%	0.29%	0.28%
<b>Set-Aside Programs</b>												
All Set-Asides	10.34%	12.11%	24.41%	22.69%	39.40%	40.46%	16.65%	23.20%	13.52%	16.34%	12.71%	18.21%
8(a)	7.97%	9.37%	8.56%	7.42%	6.71%	6.41%	7.39%	10.82%	5.32%	9.27%	6.09%	8.79%
HUBZone	4.85%	6.26%	1.75%	2.63%	4.42%	4.08%	0.80%	5.15%	2.31%	6.18%	0.61%	2.62%
Small Business	9.48%	12.14%	18.70%	13.91%	34.92%	37.37%	9.49%	18.09%	10.64%	16.95%	6.81%	11.85%
SDB	4.23%	5.58%	0.00%	0.66%	3.53%	3.00%	0.00%	3.61%	1.97%	5.70%	0.00%	1.91%
SDVOSB	4.87%	6.60%	2.05%	1.35%	5.23%	4.87%	1.67%	4.48%	2.52%	6.52%	1.15%	2.48%
\$3K - \$100K	4.28%	5.60%	1.70%	0.66%	7.47%	3.98%	1.45%	3.81%	2.43%	5.81%	0.73%	2.00%
<b>Contract Vehicles</b>												
GSA Schedule	1.31%	1.57%	1.19%	1.71%	3.42%	3.74%	12.82%	12.58%	4.26%	4.45%	7.17%	8.57%
IDIQs	12.72%	13.33%	11.06%	10.84%	18.72%	19.70%	25.34%	24.43%	27.99%	29.05%	25.29%	23.73%
GSA STARS	0.11%	0.16%	0.14%	0.16%	0.10%	0.10%	0.51%	0.41%	0.07%	0.08%	0.19%	0.28%
GSA VETS	0.04%	0.06%	0.00%	0.00%	0.02%	0.02%	0.00%	0.00%	0.01%	0.01%	0.00%	0.00%
<b>Top 5 NAICS FY09-FY10</b>												
611519--Other Technical and Trade Schools	23.18%	17.83%	21.83%	15.93%	55.36%	50.00%	40.00%	36.67%	30.18%	31.88%	18.08%	18.12%
541611--Administrative Management and General Management Consulting Services	27.82%	26.47%	52.93%	43.32%	57.02%	55.66%	64.63%	59.64%	40.58%	41.03%	52.94%	58.42%
541511--Custom Computer Programming Services	38.41%	36.65%	44.42%	50.59%	54.85%	58.13%	74.07%	81.97%	58.69%	57.11%	41.95%	55.49%
236220--Commercial and Institutional Building Construction	35.67%	41.24%	100.00%	97.32%	63.06%	62.39%	100.00%	98.25%	77.41%	75.06%	100.00%	95.16%
541519--Other Computer Related Services	47.03%	53.58%	88.37%	58.64%	61.83%	60.96%	79.79%	75.22%	58.57%	61.39%	71.27%	64.55%

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.

**Table B.13 Small Business Procurement Performance, Department of Transportation**

Small Business Goal: 43.2819%	Small Business Shares of Spending In ...				Small Business Shares of Companies In ...				Small Business Shares of Contract Transactions In ...			
	... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency	
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD
<b>Socioeconomic</b>												
All Small Businesses	21.28%	22.79%	35.57%	37.73%	81.62%	81.02%	45.54%	59.52%	50.04%	51.70%	25.21%	44.28%
Small Disadv Businesses	6.84%	6.75%	12.99%	14.49%	5.47%	5.31%	10.80%	11.30%	7.86%	7.74%	6.85%	12.76%
Woman-Owned Businesses	3.99%	4.48%	10.01%	8.88%	15.73%	16.06%	9.86%	12.01%	11.09%	11.48%	3.76%	9.90%
HUBZone Businesses	2.75%	2.75%	8.68%	9.27%	3.12%	3.20%	2.35%	4.48%	3.36%	3.34%	0.90%	5.12%
Svc Disabled Businesses	3.99%	4.48%	10.01%	8.88%	15.73%	16.06%	9.86%	12.01%	11.09%	11.48%	3.76%	9.90%
<b>Company</b>												
New SBs	9.71%	9.99%	26.70%	15.07%	24.47%	22.21%	9.28%	14.79%	7.09%	5.44%	6.27%	11.77%
Lost SBs *	54.67%	30.44%	-0.04%	0.52%	37.68%	3.28%	1.55%	0.93%	18.68%	7.89%	2.99%	1.06%
<b>Set-Aside Programs</b>												
All Set-Asides	10.34%	12.11%	13.03%	16.67%	39.40%	40.46%	10.33%	18.32%	13.52%	16.34%	6.55%	13.04%
8(a)	7.97%	9.37%	17.87%	13.50%	6.71%	6.41%	14.08%	9.99%	5.32%	9.27%	8.05%	10.21%
HUBZone	4.85%	6.26%	6.37%	5.93%	4.42%	4.08%	7.75%	5.43%	2.31%	6.18%	3.01%	4.42%
Small Business	9.48%	12.14%	7.85%	6.25%	34.92%	37.37%	11.03%	15.78%	10.64%	16.95%	4.29%	9.13%
SDB	4.23%	5.58%	0.00%	3.13%	3.53%	3.00%	0.00%	4.60%	1.97%	5.70%	0.00%	3.78%
SDVOSB	4.87%	6.60%	6.37%	3.36%	5.23%	4.87%	7.75%	5.27%	2.52%	6.52%	3.01%	4.19%
\$3K - \$100K	4.28%	5.60%	6.42%	3.24%	7.47%	3.98%	8.45%	4.92%	2.43%	5.81%	3.24%	3.96%
<b>Contract Vehicles</b>												
GSA Schedule	1.31%	1.57%	2.46%	2.88%	3.42%	3.74%	4.46%	7.73%	4.26%	4.45%	2.18%	5.25%
IDIQs	12.72%	13.33%	10.24%	14.74%	18.72%	19.70%	21.13%	20.10%	27.99%	29.05%	12.57%	21.21%
GSA STARS	0.11%	0.16%	0.09%	0.46%	0.10%	0.10%	0.47%	0.52%	0.07%	0.08%	0.15%	0.45%
GSA VETS	0.04%	0.06%	0.00%	0.00%	0.02%	0.02%	0.00%	0.00%	0.01%	0.01%	0.00%	0.00%
<b>Top 5 NAICS FY09-FY10</b>												
237310--Highway, Street, and Bridge Construction	52.03%	52.62%	100.56%	52.40%	59.65%	63.16%	63.16%	60.00%	74.04%	75.74%	67.74%	59.23%
483111--Deep Sea Freight Transportation	20.83%	37.38%	76.13%	42.83%	60.00%	47.37%	50.00%	41.38%	21.93%	22.49%	64.29%	49.64%
541611--Administrative Management and General Management Consulting Services	27.82%	26.47%	8.34%	41.21%	57.02%	55.66%	42.86%	54.72%	40.58%	41.03%	41.18%	56.54%
541330--Engineering Services	15.77%	17.80%	-0.97%	12.69%	54.39%	52.91%	31.82%	35.81%	33.33%	33.37%	23.53%	22.35%
--	0.00%	10.97%	0.00%	0.11%	0.00%	57.50%	0.00%	9.09%	0.00%	63.22%	0.00%	16.22%

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.



**Table B.14 Small Business Procurement Performance, Department of Veterans Affairs**

Small Business Goal: 28.7077%	Small Business Shares of Spending In . . .				Small Business Shares of Companies In . . .				Small Business Shares of Contract Transactions In . . .			
	. . . Overall Federal Government		. . . This Agency		. . . Overall Federal Government		. . . This Agency		. . . Overall Federal Government		. . . This Agency	
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD
<b>Socioeconomic</b>												
All Small Businesses	21.28%	22.79%	41.82%	38.61%	81.62%	81.02%	59.49%	70.97%	50.04%	51.70%	39.84%	46.17%
Small Disadv Businesses	6.84%	6.75%	13.15%	6.37%	5.47%	5.31%	8.31%	3.75%	7.86%	7.74%	6.25%	3.83%
Woman-Owned Businesses	3.99%	4.48%	4.89%	4.02%	15.73%	16.06%	10.70%	12.20%	11.09%	11.48%	8.80%	6.96%
HUBZone Businesses	2.75%	2.75%	2.93%	2.35%	3.12%	3.20%	3.36%	1.95%	3.36%	3.34%	3.84%	1.75%
Svc Disabled Businesses	3.99%	4.48%	4.89%	4.02%	15.73%	16.06%	10.70%	12.20%	11.09%	11.48%	8.80%	6.96%
<b>Company</b>												
New SBs	9.71%	9.99%	13.11%	13.58%	24.47%	22.21%	16.06%	22.31%	7.09%	5.44%	11.51%	9.67%
Lost SBs *	54.67%	30.44%	0.59%	0.79%	37.68%	3.28%	1.64%	1.31%	18.68%	7.89%	1.51%	0.77%
<b>Set-Aside Programs</b>												
All Set-Asides	10.34%	12.11%	22.92%	21.58%	39.40%	40.46%	20.65%	17.62%	13.52%	16.34%	12.94%	11.88%
8(a)	7.97%	9.37%	5.07%	24.13%	6.71%	6.41%	4.69%	4.17%	5.32%	9.27%	2.95%	9.72%
HUBZone	4.85%	6.26%	1.94%	23.34%	4.42%	4.08%	2.12%	3.27%	2.31%	6.18%	1.48%	9.36%
Small Business	9.48%	12.14%	3.95%	27.01%	34.92%	37.37%	9.73%	12.11%	10.64%	16.95%	5.60%	14.32%
SDB	4.23%	5.58%	0.00%	23.28%	3.53%	3.00%	0.00%	3.20%	1.97%	5.70%	0.00%	9.29%
SDVOSB	4.87%	6.60%	18.11%	39.58%	5.23%	4.87%	11.19%	10.21%	2.52%	6.52%	7.52%	15.16%
\$3K - \$100K	4.28%	5.60%	1.67%	23.29%	7.47%	3.98%	2.26%	3.32%	2.43%	5.81%	1.53%	9.31%
<b>Contract Vehicles</b>												
GSA Schedule	1.31%	1.57%	4.94%	6.39%	3.42%	3.74%	8.71%	8.20%	4.26%	4.45%	5.95%	9.77%
IDIQs	12.72%	13.33%	24.17%	18.29%	18.72%	19.70%	23.35%	20.05%	27.99%	29.05%	19.83%	22.06%
GSA STARS	0.11%	0.16%	0.91%	0.15%	0.10%	0.10%	0.35%	0.06%	0.07%	0.08%	0.33%	0.04%
GSA VETS	0.04%	0.06%	2.01%	0.73%	0.02%	0.02%	0.40%	0.12%	0.01%	0.01%	0.45%	0.07%
<b>Top 5 NAICS FY09-FY10</b>												
NAICS1--424210	64.29%	42.21%	Drugs and Dr	Drugs and Druggists' Sunc	0.66%	0.90%	35.46%	0.66%	51.72%	54.29%	63.64%	62.42%
NAICS2--236220	77.44%	77.50%	Commercial &	Commercial and Institutior	35.67%	41.24%	59.53%	72.58%	63.06%	62.39%	88.08%	91.69%
NAICS3--541519	64.98%	58.21%	Other Compu	Other Computer Related S	47.03%	53.58%	73.03%	74.57%	61.83%	60.96%	61.29%	71.53%
NAICS4--621111	25.72%	28.45%	Offices of Ph	Offices of Physicians (exc	41.06%	36.38%	15.57%	17.28%	56.76%	56.94%	33.05%	46.61%
NAICS5--339112	47.12%	41.19%	Surgical and	Surgical and Medical Instr	43.40%	47.33%	35.26%	45.89%	64.81%	62.26%	52.00%	65.50%

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.

**Table B.15 Small Business Procurement Performance, Executive Office of the President**

Small Business Goal:	16.8049%													
	Small Business Shares of Spending In ...				Small Business Shares of Companies In ...				Small Business Shares of Contract Transactions In ...					
	... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency			
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD		
<b>Socioeconomic</b>														
All Small Businesses	21.28%	22.79%	12.16%	24.51%	81.62%	81.02%	59.48%	59.63%	50.04%	51.70%	47.31%	52.98%		
Small Disadv Businesses	6.84%	6.75%	4.27%	6.43%	5.47%	5.31%	7.84%	9.32%	7.86%	7.74%	6.34%	6.30%		
Woman-Owned Businesses	3.99%	4.48%	3.93%	5.78%	15.73%	16.06%	14.38%	13.35%	11.09%	11.48%	14.04%	18.56%		
HUBZone Businesses	2.75%	2.75%	0.23%	0.23%	3.12%	3.20%	1.63%	2.17%	3.36%	3.34%	1.48%	1.05%		
Svc Disabled Businesses	3.99%	4.48%	3.93%	5.78%	15.73%	16.06%	14.38%	13.35%	11.09%	11.48%	14.04%	18.56%		
<b>Company</b>														
New SBs	9.71%	9.99%	4.16%	0.28%	24.47%	22.21%	3.85%	2.60%	7.09%	5.44%	2.23%	1.49%		
Lost SBs *	54.67%	30.44%	0.40%	0.00%	37.68%	3.28%	1.65%	0.00%	18.68%	7.89%	1.34%	0.00%		
<b>Set-Aside Programs</b>														
All Set-Asides	10.34%	12.11%	2.26%	5.95%	39.40%	40.46%	8.82%	13.35%	13.52%	16.34%	5.49%	8.58%		
8(a)	7.97%	9.37%	3.93%	5.49%	6.71%	6.41%	5.56%	6.83%	5.32%	9.27%	4.22%	4.12%		
HUBZone	4.85%	6.26%	2.38%	3.20%	4.42%	4.08%	3.27%	5.28%	2.31%	6.18%	2.75%	2.89%		
Small Business	9.48%	12.14%	2.81%	6.31%	34.92%	37.37%	6.54%	13.04%	10.64%	16.95%	5.17%	8.76%		
SDB	4.23%	5.58%	0.00%	3.06%	3.53%	3.00%	0.00%	4.66%	1.97%	5.70%	0.00%	2.71%		
SDVOSB	4.87%	6.60%	2.33%	3.21%	5.23%	4.87%	3.59%	6.52%	2.52%	6.52%	2.85%	3.59%		
\$3K - \$100K	4.28%	5.60%	2.40%	3.06%	7.47%	3.98%	4.58%	4.97%	2.43%	5.81%	3.17%	2.80%		
<b>Contract Vehicles</b>														
GSA Schedule	1.31%	1.57%	3.68%	6.76%	3.42%	3.74%	17.65%	12.73%	4.26%	4.45%	12.46%	9.11%		
IDIQs	12.72%	13.33%	8.13%	20.14%	18.72%	19.70%	33.66%	32.92%	27.99%	29.05%	30.94%	38.79%		
GSA STARS	0.11%	0.16%	0.54%	0.71%	0.10%	0.10%	0.65%	0.62%	0.07%	0.08%	0.32%	0.18%		
GSA VETS	0.04%	0.06%	0.00%	0.00%	0.02%	0.02%	0.00%	0.00%	0.01%	0.01%	0.00%	0.00%		
<b>Top 5 NAICS FY09-FY10</b>														
541511--Custom Computer Programming Services	38.41%	36.65%	2.87%	14.41%	54.85%	58.13%	76.92%	75.00%	58.69%	57.11%	36.17%	57.14%		
541519--Other Computer Related Services	47.03%	53.58%	31.02%	55.02%	61.83%	60.96%	65.52%	74.19%	58.57%	61.39%	67.14%	74.16%		
541512--Computer Systems Design Services	23.22%	25.18%	15.25%	91.14%	56.03%	51.28%	58.33%	57.14%	49.07%	48.88%	40.00%	41.38%		
423430--Computer and Computer Peripheral Equipment and Software Merchant Wholesalers	34.05%	42.70%	8.83%	15.57%	66.18%	60.13%	77.78%	85.71%	53.57%	56.99%	43.48%	41.94%		
519130--Internet Publishing and Broadcasting and Web Search Portals	47.79%	56.68%	95.89%	85.04%	60.61%	50.00%	28.57%	40.00%	37.36%	36.97%	12.50%	18.52%		

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.

**Table B.16 Small Business Procurement Performance, General Services Administration**

Small Business Goal:	35.7418%													
	Small Business Shares of Spending In ...				Small Business Shares of Companies In ...				Small Business Shares of Contract Transactions In ...					
	... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency			
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD		
<b>Socioeconomic</b>														
All Small Businesses	21.28%	22.79%	21.28%	35.09%	81.62%	81.02%	62.69%	72.93%	50.04%	51.70%	43.49%	61.81%		
Small Disadv Businesses	6.84%	6.75%	20.66%	11.13%	5.47%	5.31%	17.29%	15.39%	7.86%	7.74%	13.55%	11.35%		
Woman-Owned Businesses	3.99%	4.48%	5.85%	5.24%	15.73%	16.06%	14.68%	16.69%	11.09%	11.48%	10.01%	14.89%		
HUBZone Businesses	2.75%	2.75%	1.46%	2.69%	3.12%	3.20%	4.85%	5.07%	3.36%	3.34%	3.32%	3.58%		
Svc Disabled Businesses	3.99%	4.48%	5.85%	5.24%	15.73%	16.06%	14.68%	16.69%	11.09%	11.48%	10.01%	14.89%		
<b>Company</b>														
New SBs	9.71%	9.99%	3.15%	10.49%	24.47%	22.21%	8.33%	14.52%	7.09%	5.44%	3.78%	3.58%		
Lost SBs *	54.67%	30.44%	1.54%	9.37%	37.68%	3.28%	1.19%	0.57%	18.68%	7.89%	0.87%	7.79%		
<b>Set-Aside Programs</b>														
All Set-Asides	10.34%	12.11%	3.60%	11.51%	39.40%	40.46%	11.82%	21.16%	13.52%	16.34%	4.52%	10.86%		
8(a)	7.97%	9.37%	5.80%	20.84%	6.71%	6.41%	10.82%	15.96%	5.32%	9.27%	4.83%	9.85%		
HUBZone	4.85%	6.26%	2.96%	14.22%	4.42%	4.08%	3.48%	7.04%	2.31%	6.18%	1.61%	5.44%		
Small Business	9.48%	12.14%	3.28%	18.14%	34.92%	37.37%	6.59%	16.61%	10.64%	16.95%	2.50%	10.76%		
SDB	4.23%	5.58%	0.00%	14.00%	3.53%	3.00%	0.00%	6.48%	1.97%	5.70%	0.00%	5.19%		
SDVOSB	4.87%	6.60%	3.31%	14.27%	5.23%	4.87%	4.10%	7.03%	2.52%	6.52%	1.80%	5.38%		
\$3K - \$100K	4.28%	5.60%	2.96%	14.03%	7.47%	3.98%	3.73%	6.90%	2.43%	5.81%	1.67%	5.26%		
<b>Contract Vehicles</b>														
GSA Schedule	1.31%	1.57%	3.70%	2.48%	3.42%	3.74%	10.20%	12.88%	4.26%	4.45%	5.15%	8.36%		
IDIQs	12.72%	13.33%	15.25%	24.97%	18.72%	19.70%	36.44%	38.52%	27.99%	29.05%	32.85%	50.81%		
GSA STARS	0.11%	0.16%	9.83%	1.10%	0.10%	0.10%	0.75%	0.29%	0.07%	0.08%	0.95%	0.14%		
GSA VETS	0.04%	0.06%	0.06%	0.03%	0.02%	0.02%	0.37%	0.05%	0.01%	0.01%	0.32%	0.01%		
<b>Top 5 NAICS FY09-FY10</b>														
NAICS1--236220	87.50%	68.56%	Commercial	Commercial and Institutior	35.67%	41.24%	8.65%	19.45%	63.06%	62.39%	78.79%	79.40%		
NAICS2--	0.00%	99.81%	0.00%	Light Truck and Utility Veh	0.00%	15.54%	0.00%	99.61%	0.00%	64.29%	0.00%	87.50%		
NAICS3--541512	78.13%	57.55%	Computer Sy	Computer Systems Design	23.22%	25.18%	64.88%	15.97%	56.03%	51.28%	71.43%	66.67%		
NAICS4--517110	14.29%	34.24%	Wired Teleco	Wired Telecommunication	26.77%	40.52%	0.27%	98.88%	55.17%	50.45%	28.57%	32.26%		
NAICS5--541611	45.45%	61.66%	Administrativ	Administrative Management	27.82%	26.47%	33.11%	38.93%	57.02%	55.66%	42.11%	65.19%		

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.

**Table B.17 Small Business Procurement Performance, National Aeronautics and Space Administration**

Small Business Goal:	15.3548%													
	Small Business Shares of Spending In ...				Small Business Shares of Companies In ...				Small Business Shares of Contract Transactions In ...					
	... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency			
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD		
<b>Socioeconomic</b>														
All Small Businesses	21.28%	22.79%	14.41%	32.57%	81.62%	81.02%	70.73%	68.87%	50.04%	51.70%	52.16%	24.52%		
Small Disadv Businesses	6.84%	6.75%	6.29%	3.65%	5.47%	5.31%	6.42%	5.66%	7.86%	7.74%	12.52%	1.44%		
Woman-Owned Businesses	3.99%	4.48%	2.80%	3.74%	15.73%	16.06%	12.70%	13.21%	11.09%	11.48%	10.86%	3.61%		
HUBZone Businesses	2.75%	2.75%	1.11%	10.30%	3.12%	3.20%	2.24%	3.77%	3.36%	3.34%	3.24%	0.96%		
Svc Disabled Businesses	3.99%	4.48%	2.80%	3.74%	15.73%	16.06%	12.70%	13.21%	11.09%	11.48%	10.86%	3.61%		
<b>Company</b>														
New SBs	9.71%	9.99%	10.95%	1.08%	24.47%	22.21%	14.19%	5.48%	7.09%	5.44%	6.49%	3.92%		
Lost SBs *	54.67%	30.44%	0.31%	0.00%	37.68%	3.28%	0.31%	0.00%	18.68%	7.89%	0.22%	0.00%		
<b>Set-Aside Programs</b>														
All Set-Asides	10.34%	12.11%	12.15%	2.62%	39.40%	40.46%	30.07%	16.04%	13.52%	16.34%	31.74%	5.77%		
8(a)	7.97%	9.37%	13.64%	30.50%	6.71%	6.41%	7.42%	2.83%	5.32%	9.27%	14.14%	0.72%		
HUBZone	4.85%	6.26%	10.45%	30.34%	4.42%	4.08%	4.44%	0.94%	2.31%	6.18%	6.91%	0.24%		
Small Business	9.48%	12.14%	18.25%	32.77%	34.92%	37.37%	30.40%	15.09%	10.64%	16.95%	28.09%	5.29%		
SDB	4.23%	5.58%	10.10%	0.00%	3.53%	3.00%	4.11%	0.00%	1.97%	5.70%	5.90%	0.00%		
SDVOSB	4.87%	6.60%	10.23%	30.34%	5.23%	4.87%	4.37%	0.94%	2.52%	6.52%	6.15%	0.24%		
\$3K - \$100K	4.28%	5.60%	10.11%	30.38%	7.47%	3.98%	4.31%	1.89%	2.43%	5.81%	5.95%	0.48%		
<b>Contract Vehicles</b>														
GSA Schedule	1.31%	1.57%	0.30%	16.22%	3.42%	3.74%	5.91%	33.96%	4.26%	4.45%	2.47%	11.54%		
IDIQs	12.72%	13.33%	4.53%	28.62%	18.72%	19.70%	15.32%	48.11%	27.99%	29.05%	24.94%	16.59%		
GSA STARS	0.11%	0.16%	0.02%	0.00%	0.10%	0.10%	0.07%	0.00%	0.07%	0.08%	0.06%	0.00%		
GSA VETS	0.04%	0.06%	0.00%	0.00%	0.02%	0.02%	0.00%	0.00%	0.01%	0.01%	0.00%	0.00%		
<b>Top 5 NAICS FY09-FY10</b>														
541710--Research and Development in the Physical, Engineering, and Life Sciences	11.38%	8.13%	31.13%	7.08%	48.94%	43.75%	51.02%	40.96%	33.23%	31.11%	22.80%	31.80%		
541330--Engineering Services	15.77%	17.80%	25.00%	15.33%	54.39%	52.91%	49.44%	60.53%	33.33%	33.37%	51.72%	44.80%		
336414--Guided Missile and Space Vehicle Manufacturing	0.02%	0.08%	0.00%	0.65%	40.00%	54.55%	33.33%	33.33%	1.19%	2.09%	33.33%	7.43%		
541712--Research and Development in the Physical, Engineering, and Life Sciences (Except Biotechnology)	31.49%	28.79%	83.68%	36.91%	52.43%	48.15%	92.12%	83.05%	61.94%	59.45%	92.55%	81.18%		
336415--Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing	0.67%	0.63%	0.00%	0.50%	38.46%	46.15%	0.00%	22.22%	33.79%	23.82%	0.00%	3.88%		

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.

**Table B.18 Small Business Procurement Performance, Department of Defense–Navy**

Small Business Goal:	Small Business Shares of Spending In ...				Small Business Shares of Companies In ...				Small Business Shares of Contract Transactions In ...			
	... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency	
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD
<b>Socioeconomic</b>												
All Small Businesses	21.28%	22.79%	15.66%	17.86%	81.62%	81.02%	79.12%	78.74%	50.04%	51.70%	48.10%	50.02%
Small Disadv Businesses	6.84%	6.75%	4.70%	5.21%	5.47%	5.31%	8.01%	7.79%	7.86%	7.74%	7.59%	7.32%
Woman-Owned Businesses	3.99%	4.48%	3.01%	3.35%	15.73%	16.06%	14.38%	14.73%	11.09%	11.48%	10.72%	11.07%
HUBZone Businesses	2.75%	2.75%	2.02%	1.68%	3.12%	3.20%	3.56%	3.61%	3.36%	3.34%	3.11%	3.10%
Svc Disabled Businesses	3.99%	4.48%	3.01%	3.35%	15.73%	16.06%	14.38%	14.73%	11.09%	11.48%	10.72%	11.07%
<b>Company</b>												
New SBs	9.71%	9.99%	3.64%	10.56%	24.47%	22.21%	12.19%	12.44%	7.09%	5.44%	2.55%	3.34%
Lost SBs *	54.67%	30.44%	19.51%	2.80%	37.68%	3.28%	0.98%	0.52%	18.68%	7.89%	2.01%	0.44%
<b>Set-Aside Programs</b>												
All Set-Asides	10.34%	12.11%	7.46%	8.42%	39.40%	40.46%	36.85%	37.19%	13.52%	16.34%	13.08%	13.87%
8(a)	7.97%	9.37%	4.67%	4.51%	6.71%	6.41%	8.54%	8.11%	5.32%	9.27%	6.82%	11.09%
HUBZone	4.85%	6.26%	2.07%	1.60%	4.42%	4.08%	4.87%	4.14%	2.31%	6.18%	3.30%	7.54%
Small Business	9.48%	12.14%	5.25%	5.81%	34.92%	37.37%	35.70%	35.28%	10.64%	16.95%	11.85%	16.86%
SDB	4.23%	5.58%	0.00%	1.28%	3.53%	3.00%	0.00%	3.52%	1.97%	5.70%	0.00%	7.30%
SDVOSB	4.87%	6.60%	1.80%	1.62%	5.23%	4.87%	4.93%	4.19%	2.52%	6.52%	3.23%	7.54%
\$3K - \$100K	4.28%	5.60%	1.58%	1.28%	7.47%	3.98%	4.31%	3.53%	2.43%	5.81%	3.04%	7.30%
<b>Contract Vehicles</b>												
GSA Schedule	1.31%	1.57%	0.58%	0.75%	3.42%	3.74%	6.44%	6.77%	4.26%	4.45%	3.81%	4.25%
IDIQs	12.72%	13.33%	9.83%	10.85%	18.72%	19.70%	22.01%	23.30%	27.99%	29.05%	28.11%	30.07%
GSA STARS	0.11%	0.16%	0.03%	0.03%	0.10%	0.10%	0.07%	0.08%	0.07%	0.08%	0.02%	0.02%
GSA VETS	0.04%	0.06%	0.00%	0.00%	0.02%	0.02%	0.00%	0.00%	0.01%	0.01%	0.00%	0.00%
<b>Top 5 NAICS FY09-FY10</b>												
541330--Engineering Services	15.77%	17.80%	17.28%	19.84%	54.39%	52.91%	65.37%	68.96%	33.33%	33.37%	32.69%	32.23%
336411--Aircraft Manufacturing	2.58%	11.73%	0.30%	9.70%	51.61%	67.57%	49.66%	71.36%	46.73%	51.69%	15.40%	45.03%
336611--Ship Building and Repairing	8.04%	2.96%	6.22%	0.28%	61.54%	54.55%	71.89%	42.73%	50.40%	43.73%	42.81%	11.93%
236220--Commercial and Institutional Building Construction	35.67%	41.24%	26.87%	33.97%	63.06%	62.39%	81.71%	82.19%	77.41%	75.06%	75.82%	75.61%
334511--Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing	3.33%	8.13%	3.64%	9.98%	58.02%	43.75%	56.05%	63.32%	32.36%	31.11%	30.74%	26.13%

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.

**Table B.19 Small Business Procurement Performance, Office of Personnel Management**

Small Business Goal:	Small Business Shares of Spending In ...				Small Business Shares of Companies In ...				Small Business Shares of Contract Transactions In ...			
	... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency	
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD
<b>Socioeconomic</b>												
All Small Businesses	21.28%	22.79%	11.88%	23.13%	81.62%	81.02%	59.35%	23.13%	50.04%	51.70%	49.30%	23.13%
Small Disadv Businesses	6.84%	6.75%	2.79%	23.13%	5.47%	5.31%	12.22%	23.13%	7.86%	7.74%	10.14%	23.13%
Woman-Owned Businesses	3.99%	4.48%	4.56%	23.13%	15.73%	16.06%	12.81%	23.13%	11.09%	11.48%	9.58%	23.13%
HUBZone Businesses	2.75%	2.75%	1.31%	23.13%	3.12%	3.20%	4.57%	23.13%	3.36%	3.34%	6.22%	23.13%
Svc Disabled Businesses	3.99%	4.48%	4.56%	23.13%	15.73%	16.06%	12.81%	23.13%	11.09%	11.48%	9.58%	23.13%
<b>Company</b>												
New SBs	9.71%	9.99%	0.67%	23.13%	24.47%	22.21%	2.48%	23.13%	7.09%	5.44%	2.13%	23.13%
Lost SBs *	54.67%	30.44%	155.46%	23.13%	37.68%	3.28%	1.74%	23.13%	18.68%	7.89%	2.55%	23.13%
<b>Set-Aside Programs</b>												
All Set-Asides	10.34%	12.11%	5.43%	23.13%	39.40%	40.46%	22.97%	23.13%	13.52%	16.34%	21.33%	23.13%
8(a)	7.97%	9.37%	2.98%	23.13%	6.71%	6.41%	14.87%	23.13%	5.32%	9.27%	12.17%	23.13%
HUBZone	4.85%	6.26%	2.05%	23.13%	4.42%	4.08%	8.98%	23.13%	2.31%	6.18%	7.34%	23.13%
Small Business	9.48%	12.14%	5.85%	23.13%	34.92%	37.37%	23.71%	23.13%	10.64%	16.95%	21.89%	23.13%
SDB	4.23%	5.58%	0.00%	23.13%	3.53%	3.00%	0.00%	23.13%	1.97%	5.70%	0.00%	23.13%
SDVOSB	4.87%	6.60%	1.97%	23.13%	5.23%	4.87%	9.43%	23.13%	2.52%	6.52%	7.48%	23.13%
\$3K - \$100K	4.28%	5.60%	1.85%	23.13%	7.47%	3.98%	8.69%	23.13%	2.43%	5.81%	6.92%	23.13%
<b>Contract Vehicles</b>												
GSA Schedule	1.31%	1.57%	1.42%	23.13%	3.42%	3.74%	15.46%	23.13%	4.26%	4.45%	11.54%	23.13%
IDIQs	12.72%	13.33%	5.96%	23.13%	18.72%	19.70%	35.35%	23.13%	27.99%	29.05%	33.15%	23.13%
GSA STARS	0.11%	0.16%	0.00%	23.13%	0.10%	0.10%	0.00%	23.13%	0.07%	0.08%	0.00%	23.13%
GSA VETS	0.04%	0.06%	0.00%	23.13%	0.02%	0.02%	0.00%	23.13%	0.01%	0.01%	0.00%	23.13%
<b>Top 5 NAICS FY09-FY10</b>												
611430--Professional and Management Development Training	30.78%	28.31%	8.31%	14.31%	59.17%	58.89%	50.00%	89.79%	40.26%	52.53%	55.56%	36.93%
541519--Other Computer Related Services	47.03%	53.58%	37.08%	19.83%	61.83%	60.96%	60.98%	58.33%	58.57%	61.39%	71.01%	52.45%
541611--Administrative Management and General Management Consulting Services	27.82%	26.47%	107.30%	5.88%	57.02%	55.66%	60.00%	40.00%	40.58%	41.03%	54.55%	29.17%
541511--Custom Computer Programming Services	38.41%	36.65%	24.22%	100.12%	54.85%	58.13%	63.16%	85.71%	58.69%	57.11%	66.67%	95.35%
443120--Computer and Software Stores	31.74%	31.27%	19.52%	47.41%	66.67%	68.60%	63.89%	58.06%	33.06%	32.14%	66.67%	43.75%

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.

**Table B.20 Small Business Procurement Performance, Small Business Administration**

Small Business Goal:	Small Business Shares of Spending In . . .				Small Business Shares of Companies In . . .				Small Business Shares of Contract Transactions In . . .			
	. . . Overall Federal Government		. . . This Agency		. . . Overall Federal Government		. . . This Agency		. . . Overall Federal Government		. . . This Agency	
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD
<b>Socioeconomic</b>												
All Small Businesses	21.28%	22.79%	84.50%	63.31%	81.62%	81.02%	54.05%	69.25%	50.04%	51.70%	9.86%	63.16%
Small Disadv Businesses	6.84%	6.75%	28.80%	41.97%	5.47%	5.31%	10.81%	22.70%	7.86%	7.74%	1.88%	31.45%
Woman-Owned Businesses	3.99%	4.48%	25.55%	20.30%	15.73%	16.06%	2.70%	17.82%	11.09%	11.48%	0.47%	14.47%
HUBZone Businesses	2.75%	2.75%	10.39%	3.56%	3.12%	3.20%	2.70%	4.60%	3.36%	3.34%	0.47%	3.82%
Svc Disabled Businesses	3.99%	4.48%	25.55%	20.30%	15.73%	16.06%	2.70%	17.82%	11.09%	11.48%	0.47%	14.47%
<b>Company</b>												
New SBs	9.71%	9.99%	2.22%	13.46%	24.47%	22.21%	10.00%	20.33%	7.09%	5.44%	9.52%	30.83%
Lost SBs *	54.67%	30.44%	16.44%	0.01%	37.68%	3.28%	5.00%	0.41%	18.68%	7.89%	9.52%	0.21%
<b>Set-Aside Programs</b>												
All Set-Asides	10.34%	12.11%	12.85%	25.58%	39.40%	40.46%	5.41%	18.68%	13.52%	16.34%	0.94%	19.34%
8(a)	7.97%	9.37%	2.46%	26.48%	6.71%	6.41%	2.70%	14.08%	5.32%	9.27%	0.47%	16.71%
HUBZone	4.85%	6.26%	10.39%	4.09%	4.42%	4.08%	2.70%	2.59%	2.31%	6.18%	0.47%	2.37%
Small Business	9.48%	12.14%	0.00%	5.24%	34.92%	37.37%	0.00%	7.18%	10.64%	16.95%	0.00%	6.05%
SDB	4.23%	5.58%	0.00%	3.56%	3.53%	3.00%	0.00%	2.30%	1.97%	5.70%	0.00%	2.24%
SDVOSB	4.87%	6.60%	0.00%	3.60%	5.23%	4.87%	0.00%	2.59%	2.52%	6.52%	0.00%	2.37%
\$3K - \$100K	4.28%	5.60%	0.00%	3.96%	7.47%	3.98%	0.00%	3.16%	2.43%	5.81%	0.00%	2.89%
<b>Contract Vehicles</b>												
GSA Schedule	1.31%	1.57%	0.00%	10.64%	3.42%	3.74%	2.70%	14.37%	4.26%	4.45%	0.47%	11.97%
IDIQs	12.72%	13.33%	47.39%	30.46%	18.72%	19.70%	13.51%	24.43%	27.99%	29.05%	2.35%	33.55%
GSA STARS	0.11%	0.16%	0.00%	0.43%	0.10%	0.10%	0.00%	0.29%	0.07%	0.08%	0.00%	0.26%
GSA VETS	0.04%	0.06%	0.00%	0.00%	0.02%	0.02%	0.00%	0.00%	0.01%	0.01%	0.00%	0.00%
<b>Top 5 NAICS FY09-FY10</b>												
541611--Administrative Management and General Management Consulting Services	27.82%	26.47%	5.41%	26.81%	57.02%	55.66%	50.00%	57.89%	40.58%	41.03%	33.33%	66.67%
541519--Other Computer Related Services	47.03%	53.58%	0.00%	94.37%	61.83%	60.96%	0.00%	76.92%	58.57%	61.39%	0.00%	80.49%
--	0.00%	31.55%	0.00%	99.32%	0.00%	65.58%	0.00%	75.00%	0.00%	54.98%	0.00%	81.82%
541512--Computer Systems Design Services	23.22%	25.18%	100.00%	99.42%	56.03%	51.28%	100.00%	80.00%	49.07%	48.88%	100.00%	88.24%
561450--Credit Bureaus	8.33%	-1.68%	0.00%	0.00%	66.67%	50.00%	0.00%	0.00%	8.99%	9.02%	0.00%	0.00%

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.

**Table B.21 Small Business Procurement Performance, Securities and Exchange Commission**

Small Business Goal:	49.6492%													
	Small Business Shares of Spending In ...				Small Business Shares of Companies In ...				Small Business Shares of Contract Transactions In ...					
	... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency			
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD
<b>Socioeconomic</b>														
All Small Businesses	21.28%	22.79%	21.14%	33.49%	81.62%	81.02%	49.65%	48.74%	50.04%	51.70%	36.51%	41.78%		
Small Disadv Businesses	6.84%	6.75%	5.29%	9.42%	5.47%	5.31%	8.39%	8.59%	7.86%	7.74%	7.36%	10.84%		
Woman-Owned Businesses	3.99%	4.48%	7.08%	13.08%	15.73%	16.06%	12.59%	10.86%	11.09%	11.48%	9.81%	9.83%		
HUBZone Businesses	2.75%	2.75%	0.01%	0.18%	3.12%	3.20%	1.40%	1.52%	3.36%	3.34%	1.09%	0.73%		
Svc Disabled Businesses	3.99%	4.48%	7.08%	13.08%	15.73%	16.06%	12.59%	10.86%	11.09%	11.48%	9.81%	9.83%		
<b>Company</b>														
New SBs	9.71%	9.99%	16.81%	5.72%	24.47%	22.21%	15.49%	13.99%	7.09%	5.44%	10.45%	9.45%		
Lost SBs *	54.67%	30.44%	0.00%	0.09%	37.68%	3.28%	0.00%	0.52%	18.68%	7.89%	0.00%	0.22%		
<b>Set-Aside Programs</b>														
All Set-Asides	10.34%	12.11%	2.70%	8.45%	39.40%	40.46%	6.29%	10.35%	13.52%	16.34%	3.54%	8.36%		
8(a)	7.97%	9.37%	2.71%	10.49%	6.71%	6.41%	4.90%	9.60%	5.32%	9.27%	3.00%	11.75%		
HUBZone	4.85%	6.26%	0.30%	3.43%	4.42%	4.08%	1.40%	6.06%	2.31%	6.18%	1.09%	6.80%		
Small Business	9.48%	12.14%	0.55%	3.86%	34.92%	37.37%	3.50%	11.11%	10.64%	16.95%	2.45%	9.37%		
SDB	4.23%	5.58%	0.00%	3.38%	3.53%	3.00%	0.00%	5.81%	1.97%	5.70%	0.00%	6.70%		
SDVOSB	4.87%	6.60%	0.30%	4.18%	5.23%	4.87%	1.40%	6.82%	2.52%	6.52%	1.09%	7.25%		
\$3K - \$100K	4.28%	5.60%	0.32%	3.38%	7.47%	3.98%	2.10%	5.81%	2.43%	5.81%	1.36%	6.70%		
<b>Contract Vehicles</b>														
GSA Schedule	1.31%	1.57%	9.51%	8.83%	3.42%	3.74%	15.38%	15.66%	4.26%	4.45%	15.53%	14.78%		
IDIQs	12.72%	13.33%	12.01%	27.83%	18.72%	19.70%	21.68%	23.48%	27.99%	29.05%	21.80%	27.64%		
GSA STARS	0.11%	0.16%	0.00%	0.50%	0.10%	0.10%	0.00%	0.76%	0.07%	0.08%	0.00%	0.28%		
GSA VETS	0.04%	0.06%	0.00%	0.00%	0.02%	0.02%	0.00%	0.00%	0.01%	0.01%	0.00%	0.00%		
<b>Top 5 NAICS FY09-FY10</b>														
541512--Computer Systems Design Services	23.22%	25.18%	1.23%	6.78%	56.03%	51.28%	12.50%	50.00%	49.07%	48.88%	19.35%	26.83%		
541519--Other Computer Related Services	47.03%	53.58%	46.76%	50.20%	61.83%	60.96%	50.00%	63.04%	58.57%	61.39%	60.00%	61.07%		
541611--Administrative Management and General Management Consulting Services	27.82%	26.47%	0.00%	89.38%	57.02%	55.66%	0.00%	51.72%	40.58%	41.03%	0.00%	70.24%		
541511--Custom Computer Programming Services	38.41%	36.65%	46.97%	96.78%	54.85%	58.13%	76.92%	88.89%	58.69%	57.11%	48.98%	92.31%		
443120--Computer and Software Stores	31.74%	31.27%	14.44%	31.67%	66.67%	68.60%	63.64%	47.37%	33.06%	32.14%	44.44%	51.85%		

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.



**Table B.22 Small Business Procurement Performance, Smithsonian Institution**

Small Business Goal:	Small Business Shares of Spending In ...				Small Business Shares of Companies In ...				Small Business Shares of Contract Transactions In ...			
	... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency	
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD
<b>Socioeconomic</b>												
All Small Businesses	21.28%	22.79%	55.26%	33.55%	81.62%	81.02%	59.11%	62.17%	50.04%	51.70%	66.14%	60.81%
Small Disadv Businesses	6.84%	6.75%	27.55%	12.19%	5.47%	5.31%	14.29%	4.85%	7.86%	7.74%	35.92%	16.45%
Woman-Owned Businesses	3.99%	4.48%	14.54%	7.25%	15.73%	16.06%	14.29%	18.69%	11.09%	11.48%	19.94%	16.84%
HUBZone Businesses	2.75%	2.75%	7.82%	5.91%	3.12%	3.20%	2.96%	1.68%	3.36%	3.34%	12.18%	4.23%
Svc Disabled Businesses	3.99%	4.48%	14.54%	7.25%	15.73%	16.06%	14.29%	18.69%	11.09%	11.48%	19.94%	16.84%
<b>Company</b>												
New SBs	9.71%	9.99%	1.84%	6.45%	24.47%	22.21%	10.00%	25.39%	7.09%	5.44%	2.87%	13.47%
Lost SBs *	54.67%	30.44%	0.51%	0.82%	37.68%	3.28%	0.83%	1.56%	18.68%	7.89%	0.96%	1.02%
<b>Set-Aside Programs</b>												
All Set-Asides	10.34%	12.11%	16.05%	14.70%	39.40%	40.46%	11.33%	6.53%	13.52%	16.34%	14.08%	12.30%
8(a)	7.97%	9.37%	13.20%	6.87%	6.71%	6.41%	8.37%	3.00%	5.32%	9.27%	8.86%	9.04%
HUBZone	4.85%	6.26%	2.96%	1.94%	4.42%	4.08%	2.46%	1.68%	2.31%	6.18%	2.06%	1.47%
Small Business	9.48%	12.14%	7.45%	11.48%	34.92%	37.37%	7.88%	6.70%	10.64%	16.95%	9.02%	5.78%
SDB	4.23%	5.58%	0.00%	1.94%	3.53%	3.00%	0.00%	1.68%	1.97%	5.70%	0.00%	1.47%
SDVOSB	4.87%	6.60%	2.96%	2.02%	5.23%	4.87%	2.46%	1.94%	2.52%	6.52%	2.06%	1.59%
\$3K - \$100K	4.28%	5.60%	4.28%	2.08%	7.47%	3.98%	2.96%	1.85%	2.43%	5.81%	2.37%	1.71%
<b>Contract Vehicles</b>												
GSA Schedule	1.31%	1.57%	0.14%	1.39%	3.42%	3.74%	0.99%	3.35%	4.26%	4.45%	0.47%	1.94%
IDIQs	12.72%	13.33%	23.92%	18.92%	18.72%	19.70%	26.11%	9.17%	27.99%	29.05%	43.35%	21.19%
GSA STARS	0.11%	0.16%	0.00%	0.00%	0.10%	0.10%	0.00%	0.00%	0.07%	0.08%	0.00%	0.00%
GSA VETS	0.04%	0.06%	0.00%	0.00%	0.02%	0.02%	0.00%	0.00%	0.01%	0.01%	0.00%	0.00%
<b>Top 5 NAICS FY09-FY10</b>												
236220--Commercial and Institutional Building Construction	35.67%	41.24%	78.48%	33.28%	63.06%	62.39%	82.86%	69.57%	77.41%	75.06%	91.05%	89.10%
541310--Architectural Services	26.95%	26.49%	6.26%	9.07%	47.47%	51.11%	31.58%	38.10%	53.77%	48.15%	15.58%	26.32%
541330--Engineering Services	15.77%	17.80%	0.00%	4.57%	54.39%	52.91%	0.00%	54.55%	33.33%	33.37%	0.00%	21.05%
541511--Custom Computer Programming Services	38.41%	36.65%	53.19%	46.90%	54.85%	58.13%	75.00%	63.16%	58.69%	57.11%	57.14%	49.25%
541512--Computer Systems Design Services	23.22%	25.18%	100.00%	91.85%	56.03%	51.28%	100.00%	75.00%	49.07%	48.88%	100.00%	76.92%

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.

**Table B.23 Small Business Procurement Performance, Social Security Administration**

Small Business Goal:	Small Business Shares of Spending In ...				Small Business Shares of Companies In ...				Small Business Shares of Contract Transactions In ...			
	... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency	
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD
<b>Socioeconomic</b>												
All Small Businesses	21.28%	22.79%	15.46%	40.90%	81.62%	81.02%	55.89%	76.29%	50.04%	51.70%	57.73%	56.73%
Small Disadv Businesses	6.84%	6.75%	5.36%	19.04%	5.47%	5.31%	8.37%	8.23%	7.86%	7.74%	12.54%	9.67%
Woman-Owned Businesses	3.99%	4.48%	3.27%	5.51%	15.73%	16.06%	12.17%	16.39%	11.09%	11.48%	11.86%	12.08%
HUBZone Businesses	2.75%	2.75%	1.08%	2.22%	3.12%	3.20%	3.80%	3.07%	3.36%	3.34%	6.53%	2.09%
Svc Disabled Businesses	3.99%	4.48%	3.27%	5.51%	15.73%	16.06%	12.17%	16.39%	11.09%	11.48%	11.86%	12.08%
<b>Company</b>												
New SBs	9.71%	9.99%	7.71%	7.79%	24.47%	22.21%	13.61%	15.41%	7.09%	5.44%	10.12%	9.44%
Lost SBs *	54.67%	30.44%	0.02%	0.13%	37.68%	3.28%	1.36%	0.34%	18.68%	7.89%	0.60%	0.18%
<b>Set-Aside Programs</b>												
All Set-Asides	10.34%	12.11%	6.72%	21.92%	39.40%	40.46%	13.31%	35.79%	13.52%	16.34%	17.87%	28.91%
8(a)	7.97%	9.37%	6.62%	12.64%	6.71%	6.41%	8.37%	11.23%	5.32%	9.27%	13.06%	11.98%
HUBZone	4.85%	6.26%	0.27%	5.29%	4.42%	4.08%	3.42%	8.03%	2.31%	6.18%	2.41%	7.57%
Small Business	9.48%	12.14%	0.65%	11.70%	34.92%	37.37%	11.03%	36.90%	10.64%	16.95%	8.76%	29.91%
SDB	4.23%	5.58%	0.00%	3.83%	3.53%	3.00%	0.00%	7.05%	1.97%	5.70%	0.00%	7.07%
SDVOSB	4.87%	6.60%	0.27%	7.48%	5.23%	4.87%	4.18%	7.58%	2.52%	6.52%	3.09%	7.67%
\$3K - \$100K	4.28%	5.60%	0.27%	3.95%	7.47%	3.98%	3.42%	7.12%	2.43%	5.81%	2.41%	7.11%
<b>Contract Vehicles</b>												
GSA Schedule	1.31%	1.57%	2.93%	3.55%	3.42%	3.74%	7.22%	14.44%	4.26%	4.45%	5.33%	8.79%
IDIQs	12.72%	13.33%	8.62%	34.68%	18.72%	19.70%	32.70%	53.36%	27.99%	29.05%	30.76%	45.27%
GSA STARS	0.11%	0.16%	0.00%	0.43%	0.10%	0.10%	0.00%	0.07%	0.07%	0.08%	0.00%	0.18%
GSA VETS	0.04%	0.06%	0.00%	0.00%	0.02%	0.02%	0.00%	0.00%	0.01%	0.01%	0.00%	0.00%
<b>Top 5 NAICS FY09-FY10</b>												
541519--Other Computer Related Services	47.03%	53.58%	44.56%	70.66%	61.83%	60.96%	64.29%	70.27%	58.57%	61.39%	33.33%	68.12%
443120--Computer and Software Stores	31.74%	31.27%	-0.71%	22.21%	66.67%	68.60%	33.33%	54.76%	33.06%	32.14%	15.79%	42.54%
334111--Electronic Computer Manufacturing	28.75%	30.33%	0.00%	5.73%	63.95%	64.94%	12.50%	52.17%	36.76%	37.62%	7.14%	18.61%
511210--Software Publishers	35.94%	34.73%	10.00%	62.34%	53.49%	55.08%	33.33%	60.00%	46.63%	47.46%	40.00%	56.19%
423430--Computer and Computer Peripheral Equipment and Software Merchant Wholesalers	34.05%	42.70%	0.19%	18.97%	66.18%	60.13%	50.00%	64.71%	53.57%	56.99%	8.33%	24.24%

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.

**Table B.24 Small Business Procurement Performance, State Department**

Small Business Goal:	Small Business Shares of Spending In ...				Small Business Shares of Companies In ...				Small Business Shares of Contract Transactions In ...			
	... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency	
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD
<b>Socioeconomic</b>												
All Small Businesses	21.28%	22.79%	21.16%	40.88%	81.62%	81.02%	43.19%	57.23%	50.04%	51.70%	34.53%	44.48%
Small Disadv Businesses	6.84%	6.75%	5.34%	17.25%	5.47%	5.31%	4.29%	6.35%	7.86%	7.74%	4.15%	10.83%
Woman-Owned Businesses	3.99%	4.48%	13.32%	7.93%	15.73%	16.06%	23.18%	19.64%	11.09%	11.48%	19.93%	13.84%
HUBZone Businesses	2.75%	2.75%	1.53%	4.60%	3.12%	3.20%	1.68%	1.95%	3.36%	3.34%	1.43%	2.47%
Svc Disabled Businesses	3.99%	4.48%	13.32%	7.93%	15.73%	16.06%	23.18%	19.64%	11.09%	11.48%	19.93%	13.84%
<b>Company</b>												
New SBs	9.71%	9.99%	9.01%	8.16%	24.47%	22.21%	18.56%	11.46%	7.09%	5.44%	20.22%	6.37%
Lost SBs *	54.67%	30.44%	0.50%	1.35%	37.68%	3.28%	2.88%	1.19%	18.68%	7.89%	2.83%	0.94%
<b>Set-Aside Programs</b>												
All Set-Asides	10.34%	12.11%	6.27%	17.88%	39.40%	40.46%	17.28%	19.36%	13.52%	16.34%	10.79%	12.27%
8(a)	7.97%	9.37%	7.01%	13.99%	6.71%	6.41%	1.86%	8.55%	5.32%	9.27%	1.09%	10.16%
HUBZone	4.85%	6.26%	6.85%	5.63%	4.42%	4.08%	1.62%	6.02%	2.31%	6.18%	1.07%	6.18%
Small Business	9.48%	12.14%	12.02%	11.35%	34.92%	37.37%	17.96%	21.51%	10.64%	16.95%	11.38%	12.65%
SDB	4.23%	5.58%	0.00%	4.54%	3.53%	3.00%	0.00%	5.77%	1.97%	5.70%	0.00%	5.78%
SDVOSB	4.87%	6.60%	6.54%	5.03%	5.23%	4.87%	1.43%	6.20%	2.52%	6.52%	0.92%	6.33%
\$3K - \$100K	4.28%	5.60%	6.54%	4.57%	7.47%	3.98%	1.43%	6.07%	2.43%	5.81%	0.92%	5.85%
<b>Contract Vehicles</b>												
GSA Schedule	1.31%	1.57%	3.03%	3.11%	3.42%	3.74%	8.39%	11.01%	4.26%	4.45%	4.46%	6.64%
IDIQs	12.72%	13.33%	19.23%	31.39%	18.72%	19.70%	36.23%	34.80%	27.99%	29.05%	29.72%	32.51%
GSA STARS	0.11%	0.16%	0.08%	0.40%	0.10%	0.10%	0.12%	0.20%	0.07%	0.08%	0.04%	0.28%
GSA VETS	0.04%	0.06%	0.00%	0.00%	0.02%	0.02%	0.00%	0.00%	0.01%	0.01%	0.00%	0.00%
<b>Top 5 NAICS FY09-FY10</b>												
541519--Other Computer Related Services	47.03%	53.58%	88.61%	73.16%	61.83%	60.96%	71.43%	70.29%	58.57%	61.39%	62.04%	60.84%
541611--Administrative Management and General Management Consulting Services	27.82%	26.47%	31.61%	23.13%	57.02%	55.66%	52.38%	52.59%	40.58%	41.03%	29.90%	21.04%
336411--Aircraft Manufacturing	2.58%	2.96%	0.00%	19.95%	51.61%	54.55%	0.00%	40.00%	46.73%	43.73%	0.00%	14.29%
511210--Software Publishers	35.94%	34.73%	50.47%	5.20%	53.49%	55.08%	12.50%	42.86%	46.63%	47.46%	20.00%	35.71%
561210--Facilities Support Services	16.10%	65.24%	5.83%	61.55%	60.84%	68.29%	60.00%	42.86%	61.76%	79.86%	57.14%	45.83%

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.

**Table B.25 Small Business Procurement Performance, Department of the Treasury**

Small Business Goal:	Small Business Shares of Spending In ...				Small Business Shares of Companies In ...				Small Business Shares of Contract Transactions In ...			
	... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency	
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD
<b>Socioeconomic</b>												
All Small Businesses	21.28%	22.79%	29.59%	32.81%	81.62%	81.02%	73.30%	74.13%	50.04%	51.70%	51.05%	52.83%
Small Disadv Businesses	6.84%	6.75%	10.27%	10.36%	5.47%	5.31%	8.18%	8.29%	7.86%	7.74%	5.64%	6.75%
Woman-Owned Businesses	3.99%	4.48%	9.33%	9.50%	15.73%	16.06%	16.34%	17.58%	11.09%	11.48%	14.40%	15.17%
HUBZone Businesses	2.75%	2.75%	1.96%	2.36%	3.12%	3.20%	2.47%	2.24%	3.36%	3.34%	2.16%	2.00%
Svc Disabled Businesses	3.99%	4.48%	9.33%	9.50%	15.73%	16.06%	16.34%	17.58%	11.09%	11.48%	14.40%	15.17%
<b>Company</b>												
New SBs	9.71%	9.99%	6.43%	13.03%	24.47%	22.21%	12.96%	14.02%	7.09%	5.44%	7.02%	7.95%
Lost SBs *	54.67%	30.44%	0.18%	4.93%	37.68%	3.28%	0.88%	0.51%	18.68%	7.89%	1.46%	1.50%
<b>Set-Aside Programs</b>												
All Set-Asides	10.34%	12.11%	7.24%	12.38%	39.40%	40.46%	10.89%	13.27%	13.52%	16.34%	5.18%	7.81%
8(a)	7.97%	9.37%	8.30%	19.23%	6.71%	6.41%	6.25%	8.98%	5.32%	9.27%	3.62%	10.97%
HUBZone	4.85%	6.26%	3.67%	12.98%	4.42%	4.08%	2.79%	4.24%	2.31%	6.18%	1.39%	7.17%
Small Business	9.48%	12.14%	3.85%	15.49%	34.92%	37.37%	5.47%	10.32%	10.64%	16.95%	2.40%	9.87%
SDB	4.23%	5.58%	0.00%	12.27%	3.53%	3.00%	0.00%	3.93%	1.97%	5.70%	0.00%	7.03%
SDVOSB	4.87%	6.60%	3.29%	13.76%	5.23%	4.87%	3.54%	4.88%	2.52%	6.52%	1.75%	7.58%
\$3K - \$100K	4.28%	5.60%	3.05%	12.29%	7.47%	3.98%	4.11%	4.83%	2.43%	5.81%	1.77%	7.36%
<b>Contract Vehicles</b>												
GSA Schedule	1.31%	1.57%	11.04%	11.81%	3.42%	3.74%	11.46%	11.64%	4.26%	4.45%	10.12%	9.70%
IDIQs	12.72%	13.33%	20.10%	22.75%	18.72%	19.70%	20.82%	20.92%	27.99%	29.05%	21.06%	19.91%
GSA STARS	0.11%	0.16%	2.19%	2.10%	0.10%	0.10%	0.48%	0.40%	0.07%	0.08%	0.40%	0.48%
GSA VETS	0.04%	0.06%	0.00%	0.00%	0.02%	0.02%	0.00%	0.00%	0.01%	0.01%	0.00%	0.00%
<b>Top 5 NAICS FY09-FY10</b>												
541512--Computer Systems Design Services	23.22%	25.18%	12.25%	10.42%	56.03%	51.28%	57.58%	45.90%	49.07%	48.88%	26.77%	18.52%
541519--Other Computer Related Services	47.03%	53.58%	50.38%	51.62%	61.83%	60.96%	74.30%	73.85%	58.57%	61.39%	47.33%	50.43%
541611--Administrative Management and General Management Consulting Services	27.82%	26.47%	18.92%	29.78%	57.02%	55.66%	66.13%	66.43%	40.58%	41.03%	53.38%	49.70%
443120--Computer and Software Stores	31.74%	31.27%	54.08%	71.16%	66.67%	68.60%	64.84%	66.29%	33.06%	32.14%	61.34%	65.89%
541511--Custom Computer Programming Services	38.41%	36.65%	54.25%	62.69%	54.85%	58.13%	79.45%	78.57%	58.69%	57.11%	70.65%	71.43%

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.

**Table B.26 Small Business Procurement Performance, U.S. Information Agency**

Small Business Goal:	Small Business Shares of Spending In ...				Small Business Shares of Companies In ...				Small Business Shares of Contract Transactions In ...			
	... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency	
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD
<b>Socioeconomic</b>												
All Small Businesses	21.28%	22.79%	82.90%	41.60%	81.62%	81.02%	74.55%	64.05%	50.04%	51.70%	74.39%	66.13%
Small Disadv Businesses	6.84%	6.75%	55.89%	1.37%	5.47%	5.31%	0.91%	1.65%	7.86%	7.74%	2.46%	0.80%
Woman-Owned Businesses	3.99%	4.48%	8.78%	11.35%	15.73%	16.06%	28.18%	21.90%	11.09%	11.48%	25.96%	20.85%
HUBZone Businesses	2.75%	2.75%	0.00%	0.00%	3.12%	3.20%	0.00%	0.21%	3.36%	3.34%	0.00%	0.08%
Svc Disabled Businesses	3.99%	4.48%	8.78%	11.35%	15.73%	16.06%	28.18%	21.90%	11.09%	11.48%	25.96%	20.85%
<b>Company</b>												
New SBs	9.71%	9.99%	24.18%	30.89%	24.47%	22.21%	76.83%	35.16%	7.09%	5.44%	59.91%	28.99%
Lost SBs *	54.67%	30.44%	0.00%	3.44%	37.68%	3.28%	0.00%	2.90%	18.68%	7.89%	0.00%	2.29%
<b>Set-Aside Programs</b>												
All Set-Asides	10.34%	12.11%	0.00%	1.50%	39.40%	40.46%	0.91%	3.51%	13.52%	16.34%	3.16%	2.08%
8(a)	7.97%	9.37%	0.12%	2.76%	6.71%	6.41%	1.82%	1.86%	5.32%	9.27%	1.05%	1.28%
HUBZone	4.85%	6.26%	0.12%	2.37%	4.42%	4.08%	1.82%	1.65%	2.31%	6.18%	1.05%	1.04%
Small Business	9.48%	12.14%	0.12%	3.49%	34.92%	37.37%	2.73%	4.96%	10.64%	16.95%	4.21%	2.88%
SDB	4.23%	5.58%	0.00%	2.37%	3.53%	3.00%	0.00%	1.65%	1.97%	5.70%	0.00%	1.04%
SDVOSB	4.87%	6.60%	0.12%	2.37%	5.23%	4.87%	1.82%	1.65%	2.52%	6.52%	1.05%	1.04%
\$3K - \$100K	4.28%	5.60%	0.12%	2.37%	7.47%	3.98%	1.82%	1.65%	2.43%	5.81%	1.05%	1.04%
<b>Contract Vehicles</b>												
GSA Schedule	1.31%	1.57%	0.12%	3.42%	3.42%	3.74%	1.82%	2.89%	4.26%	4.45%	1.05%	1.28%
IDIQs	12.72%	13.33%	65.42%	20.87%	18.72%	19.70%	40.91%	41.12%	27.99%	29.05%	36.14%	42.25%
GSA STARS	0.11%	0.16%	0.00%	0.00%	0.10%	0.10%	0.00%	0.00%	0.07%	0.08%	0.00%	0.00%
GSA VETS	0.04%	0.06%	0.00%	0.00%	0.02%	0.02%	0.00%	0.00%	0.01%	0.01%	0.00%	0.00%
<b>Top 5 NAICS FY09-FY10</b>												
517410--Satellite Telecommunications	35.76%	32.21%	100.00%	2.32%	62.50%	59.70%	100.00%	40.00%	40.69%	39.45%	100.00%	37.50%
515120--Television Broadcasting	59.21%	78.12%	76.75%	89.28%	44.74%	53.13%	80.00%	78.69%	56.93%	53.62%	76.47%	83.48%
561499--All Other Business Support Services	7.83%	13.50%	85.42%	95.86%	51.33%	51.75%	86.67%	88.10%	58.64%	34.65%	87.88%	92.24%
711510--Independent Artists, Writers, and Performers	77.58%	15.30%	77.04%	5.65%	67.69%	62.86%	76.92%	21.43%	87.27%	48.51%	69.23%	25.00%
334220--Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing	17.04%	84.96%	100.00%	82.96%	61.32%	75.41%	100.00%	72.86%	46.27%	87.14%	100.00%	78.79%

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.

**Table B.27 Small Business Procurement Performance, Department of Agriculture**

Small Business Goal:	49.8762%													
	Small Business Shares of Spending In ...				Small Business Shares of Companies In ...				Small Business Shares of Contract Transactions In ...					
	... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency		... Overall Federal Government		... This Agency			
	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD	FY 2009	FY 2010 YTD		
<b>Socioeconomic</b>														
All Small Businesses	21.28%	22.79%	45.46%	54.67%	81.62%	81.02%	76.16%	83.43%	50.04%	51.70%	64.92%	75.60%		
Small Disadv Businesses	6.84%	6.75%	6.23%	11.55%	5.47%	5.31%	8.79%	5.95%	7.86%	7.74%	11.72%	10.09%		
Woman-Owned Businesses	3.99%	4.48%	4.30%	7.94%	15.73%	16.06%	14.23%	14.87%	11.09%	11.48%	14.03%	14.16%		
HUBZone Businesses	2.75%	2.75%	5.37%	9.85%	3.12%	3.20%	4.95%	6.74%	3.36%	3.34%	5.10%	8.93%		
Svc Disabled Businesses	3.99%	4.48%	4.30%	7.94%	15.73%	16.06%	14.23%	14.87%	11.09%	11.48%	14.03%	14.16%		
<b>Company</b>														
New SBs	9.71%	9.99%	11.40%	9.46%	24.47%	22.21%	17.76%	22.63%	7.09%	5.44%	11.29%	12.97%		
Lost SBs *	54.67%	30.44%	3.67%	3.47%	37.68%	3.28%	0.67%	0.54%	18.68%	7.89%	1.18%	0.45%		
<b>Set-Aside Programs</b>														
All Set-Asides	10.34%	12.11%	10.88%	24.90%	39.40%	40.46%	21.75%	38.74%	13.52%	16.34%	16.30%	33.15%		
8(a)	7.97%	9.37%	2.64%	8.31%	6.71%	6.41%	5.41%	4.96%	5.32%	9.27%	4.90%	6.73%		
HUBZone	4.85%	6.26%	0.96%	4.56%	4.42%	4.08%	1.76%	4.06%	2.31%	6.18%	0.99%	4.09%		
Small Business	9.48%	12.14%	7.25%	14.39%	34.92%	37.37%	13.91%	32.63%	10.64%	16.95%	8.08%	24.67%		
SDB	4.23%	5.58%	0.00%	1.14%	3.53%	3.00%	0.00%	1.38%	1.97%	5.70%	0.00%	1.37%		
SDVOSB	4.87%	6.60%	0.39%	2.14%	5.23%	4.87%	1.33%	2.40%	2.52%	6.52%	1.00%	2.26%		
\$3K - \$100K	4.28%	5.60%	0.26%	1.16%	7.47%	3.98%	2.71%	2.15%	2.43%	5.81%	1.12%	1.74%		
<b>Contract Vehicles</b>														
GSA Schedule	1.31%	1.57%	1.76%	3.69%	3.42%	3.74%	7.90%	4.35%	4.26%	4.45%	6.57%	4.54%		
IDIQs	12.72%	13.33%	11.29%	15.71%	18.72%	19.70%	23.27%	18.89%	27.99%	29.05%	30.01%	27.68%		
GSA STARS	0.11%	0.16%	0.89%	0.86%	0.10%	0.10%	0.54%	0.16%	0.07%	0.08%	1.51%	0.44%		
GSA VETS	0.04%	0.06%	0.16%	0.06%	0.02%	0.02%	0.08%	0.03%	0.01%	0.01%	0.06%	0.02%		
<b>Top 5 NAICS FY09-FY10</b>														
311611--Animal (except Poultry) Slaughtering	28.84%	33.72%	54.56%	62.15%	62.50%	60.00%	62.07%	65.85%	51.95%	52.73%	60.61%	65.15%		
311421--Fruit and Vegetable Canning	40.66%	56.42%	40.89%	49.40%	57.14%	71.43%	76.47%	76.27%	69.39%	67.77%	62.35%	63.10%		
311615--Poultry Processing	6.39%	2.60%	6.32%	2.51%	66.67%	80.00%	36.00%	24.32%	25.17%	15.84%	20.00%	10.63%		
311513--Cheese Manufacturing	22.69%	31.42%	23.38%	31.28%	50.00%	50.00%	41.67%	40.00%	41.41%	46.58%	40.79%	39.30%		
424510--Grain and Field Bean Merchant Wholesalers	4.43%	6.48%	100.00%	12.53%	72.73%	90.91%	100.00%	76.47%	32.41%	52.86%	100.00%	61.90%		

Notes: Green/Red streetlights indicate whether agency did or did not meet SBA negotiated SB dollar goal. A yellow background indicates conditions deteriorated year-over-year. A red box indicates lower shares than the corresponding, overall federal share.