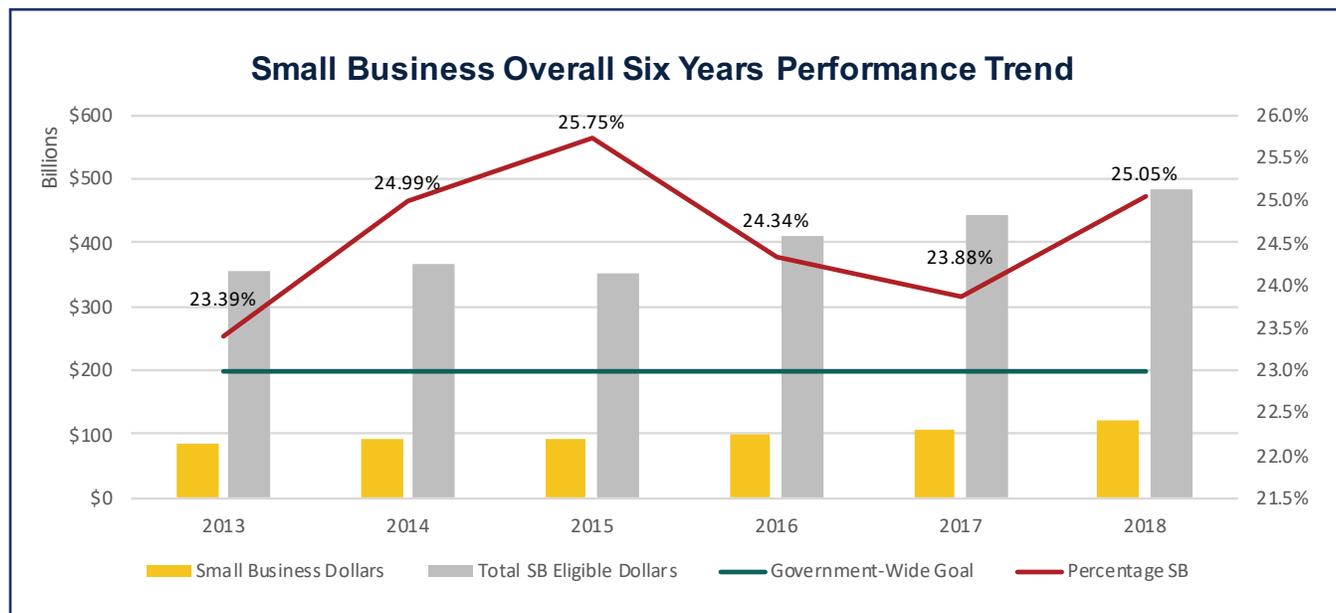


# Record Breaking Small Business Prime Contracting Dollars FY 2018

Small business is expanding and contributing to the economy at a record-breaking level. By better competing for and winning federal contracts, small businesses have supported over 638K jobs, driving job creation, innovation and growth on a local, regional, and national level.



The SBA will focus on improving the small business industrial base, which is measured by the number of unique small business vendors in the top 100 NAICS doing business with the federal government. This measure has decreased by almost 8% when compared FY 2018 versus FY 2017.

## Historic Highs

Small disadvantaged businesses received 9.65%, or \$46.5 billion of all small business eligible contracting dollars, the highest percentage since 2016.

Service-disabled veteran-owned contract dollars reached a historic high in the last fiscal year. For the sixth straight year, the federal government exceeded the goal, achieving 4.27%, or \$20.6 billion, of all eligible contracting dollars.

Women-owned small businesses received \$23 billion of eligible contracting dollars – the highest amount ever.

HUBZone small businesses received about \$10 billion of all eligible funds, representing 2.05%, the highest achievement in the last six years.

The Federal Government exceeded the small business contracting goal for the sixth straight year, awarding a record breaking \$120 billion in prime contracts to small business.

In Fiscal Year 2018, 25% of all federal small business eligible dollars were awarded to small firms.

Over 81.2K small business (SB) prime contractors received an average award of \$1.5 million per prime contractor.

The FY 2018 government-wide socio-economic small business performance:

WOSB – 4.75%      SDVOSB – 4.27%  
 HUBZone – 2.05%      SDB – 9.65%



U.S. Small Business Administration

## Outreach Efforts

The SBA continues to promote its programs to procuring Federal Agencies and small businesses. We held several training sessions across the country to educate contracting officers on the various requirements for SBA's 8(a) Business Development, HUBZone, WOSB and SDVO small business programs. The SBA educated small businesses on federal contracting and participated in outreach efforts with the National 8(a) Association, Native American Contractors Association and the Native Hawaiian Organization Association.

We also partnered with Women Impacting Public Policy (WIPP) and American Express on initiatives like ChallengeHer, which boosts contracting opportunities for women-owned small businesses. The program is entering its seventh year and has educated more than 22,000 women entrepreneurs. We hosted 70 events across the country for women-owned small businesses and government officials.

## Advocating for Small Business

SBA has proposed several changes to simplify HUBZone regulations and mitigate risk to the Government. Find the proposed rule in the Federal Register, FR Document: 2018-23285, Citation: 83 FR 54812.

The SBA is proposing a statutory requirement to discontinue self-certifications so the Agency will be allowed to certify Women-Owned Small Business Concerns (WOSB) and Economically Disadvantaged Women-Owned Small Business (EDWOSB) Concerns. Find it in the Federal Register, FR Document: 2019-09684, Citation: 84 FR 21256.

The SBA recently lessened the regulatory burden on the veteran business community by consolidating the ownership and control requirements into one regulation, VA and SBA Final rule (83 FR 48908).

### To learn more, visit

[sba.gov/document/support--small-business-procurement-scorecard-overview](https://sba.gov/document/support--small-business-procurement-scorecard-overview)

