

# Department of Labor

## 2010 Small Business Procurement Scorecard

# A

111.6

FPDS-NG Data as of April 29, 2011  
eSRS Data as of May 31, 2011

Prime Contracting Achievement:			112.88
	2009 Achievement	2010 Goal	2010 Achievement
<b>Small Business</b>	36.69%	33.42%	34.97% (\$0.772B)
<b>Women Owned Small Business</b>	7.06%	5.00%	7.17% (\$0.158B)
<b>Small Disadvantaged Business</b>	15.65%	5.00%	16.34% (\$0.361B)
<b>Service Disabled Veteran Owned Small Business</b>	2.66%	3.00%	3.08% (\$0.068B)
<b>HUBZone</b>	1.08%	3.00%	3.15% (\$0.070B)

Sub Contracting Achievement:			112.94
	2009 Achievement	2010 Goal	2010 Achievement
<b>Small Business</b>	56.80%	55.40%	57.50%
<b>Women Owned Small Business</b>	14.35%	5.00%	18.30%
<b>Small Disadvantaged Business</b>	18.92%	5.00%	18.90%
<b>Service Disabled Veteran Owned Small Business</b>	1.24%	3.00%	1.70%
<b>HUBZone</b>	3.69%	3.00%	5.20%

Plan Progress:		100
✓ Full response * Unacceptable response ⇔ Partial response		
✓ Has implemented a strategy to increase the number of competitively awarded contracts to small businesses.	✓	
✓ Has demonstrated top-level Agency commitment to small business contracting.	✓	
✓ Planned significant events to increase small business participation in the procurement process during the period.	✓	
✓ Demonstrated the small business data is accurately reported in FPDS-NG during the period. Verified & Cleared FPDS-NG Anomalies.	✓	
✓ Demonstrated the policies and procedures are in place to ensure compliance with subcontracting plans and attainment of subcontracting goals during the period.	✓	
✓ Demonstrated no unjustified bundling has taken place during the period.	✓	
✓ Planned training to contracting staff/managers in executing small business/socioeconomic procurements during the period.	✓	
✓ Planned to collaborate with SBA on formulation of small business procurement policy initiatives during the period.	✓	
✓ Agency submits all strategic plans and reports that became due to SBA during the reporting period.	✓	

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

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

For Fiscal Year 2010, the Department of Labor (Department) met and exceeded its prime contract goals for small business, small disadvantaged business, women-owned small business, service-disabled veteran-owned small business and HUBZone. The Department's small business achievements in Fiscal Year 2010 can be attributed to activities that include the Office of Small and Disadvantaged Business Utilization's (OSDBU) participation in local and national trade association events, conferences, and procurement seminars; OSDBU sponsored quarterly small business Vendor Outreach Sessions (VOS) that provide small businesses the ability to market their capabilities directly to agency program buyers and acquisition personnel; OSDBU vendor counseling and matchmaking with agency contracting opportunities; agency's market research techniques through sources sought notices advertised on the Federal Business Opportunities Website that were specifically geared toward identifying HUBZone and service-disabled veteran-owned small businesses; and the Department's implementation of small business performance standards as part of the evaluation plan for all acquisition personnel. Further success in the Department's small business program can be attributed to the procedures outlined in the Department of Labor Manual Series (DLMS)-2 Chapter 1000, Small Business Utilization Program that maximizes the utilization of small business and other small disadvantaged socioeconomic groups within DOL contracting activities, and requires the OSDBU to screen all acquisitions exceeding \$150,000 (including GSA schedule buys) for small business consideration. In the current economic climate, it is noteworthy that small businesses employ half of the nation's private sector workforce and create a large share of the nation's new jobs. In addition to reminding us of the substantial role small businesses can and must play in restoring economic growth, the Department of Labor is equally attentive and committed to our responsibilities and opportunities to support small businesses. For these and other reasons, the Department must and will continue its efforts to increase the participation of small business within the Department's procurements.

**SBA:**

The Department of Labor (DOL) met all of its 5 prime contracting goals: Small Business, Women Owned Small Business, Small Disadvantaged Business, Service-Disabled Veteran Owned Small Business and HUBZone.

Fiscal year 2010 prime contracting achievement saw increases over FY2009 in Women Owned Small Business, Small Disadvantaged Business, Service-Disabled Veteran Owned Small Business and HUBZone. DOL FY2010 achievement declined for Small Business.

DOL regularly attends Small Business Procurement Advisory Council meetings.