

Small Business Administration

2010 Small Business Procurement Scorecard

B 95.1

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

Prime Contracting Achievement:			106.97
	2009 Achievement	2010 Goal	2010 Achievement
Small Business	64.65%	67.50%	66.99% (\$0.096B)
Women Owned Small Business	19.99%	5.00%	25.19% (\$0.036B)
Small Disadvantaged Business	46.41%	5.00%	48.37% (\$0.069B)
Service Disabled Veteran Owned Small Business	3.05%	3.00%	1.90% (\$0.003B)
HUBZone	8.64%	3.00%	3.33% (\$0.005B)

Sub Contracting Achievement:			0.00
	2009 Achievement	2010 Goal	2010 Achievement
Small Business	59.87%	27.30%	0.00%
Women Owned Small Business	1.73%	5.00%	0.00%
Small Disadvantaged Business	7.74%	5.00%	0.00%
Service Disabled Veteran Owned Small Business	0.15%	3.00%	0.00%
HUBZone	0.84%	3.00%	0.00%

Plan Progress:		95
✓ 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:**

At the U.S. Small Business Administration, we are fully committed to supporting small businesses not only with our programs, but also in our procurement activity. Accordingly, we have the highest small business prime contracting goal of all federal agencies (67.5%). Although, in fiscal year 2010, we fell just short of achieving that goal, we still achieved the highest percentage of small business contracting dollars awarded to small businesses of any CFO Act agency (66.99%). Additionally, we exceeded three of the four socio-economic prime contracting goals, including two of those goals being exceeded by more than five-fold (women-owned small business and small disadvantaged business). Since two-thirds of SBA's contracting dollars are already awarded to small businesses, there are limited subcontracting opportunities for small businesses. However, SBA is committed to ensure that whenever possible, subcontracting opportunities are made available to small businesses.

We are proud of our continued efforts to identify and award increased contracts to small businesses. To that end, SBA's procurement office is currently in transition since it moved from the Office of Management and Administration to the Office of the Chief Financial Officer in the Denver Finance Center on October 1, 2010. We strongly believe this move will ensure we are continuing to find more opportunities for small businesses. For example, we plan to re-evaluate existing large dollar, large business contracts to determine if there are ways to increase small business contracting. SBA is also training staff on the new Women-Owned Small Business Federal Contract Program, exploring strategic sourcing, reducing high-risk contracting and managing our acquisition human capital plan to ensure that the agency can respond to the small business community's procurement needs and ensure the accuracy of data the agency is reporting.

SBA:

The Small Business Administration (SBA) met 3 of its 5 prime contracting goals: Women Owned Small Business, Small Disadvantaged Business and HUBZone. However, it did not meet its prime contracting goals for Small Business and Service-Disabled Veteran Owned Small Business.

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

SBA regularly attends Small Business Procurement Advisory Council meetings.