

# Department of Agriculture

## 2010 Small Business Procurement Scorecard

# A

108.4

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

Prime Contracting Achievement:			117.25
	2009 Achievement	2010 Goal	2010 Achievement
<b>Small Business</b>	52.68%	52.50%	55.17% (\$3.384B)
<b>Women Owned Small Business</b>	6.81%	5.00%	8.08% (\$0.496B)
<b>Small Disadvantaged Business</b>	13.21%	5.00%	15.30% (\$0.938B)
<b>Service Disabled Veteran Owned Small Business</b>	2.59%	3.00%	2.76% (\$0.169B)
<b>HUBZone</b>	8.22%	3.00%	9.90% (\$0.607B)

Sub Contracting Achievement:			50.93
	2009 Achievement	2010 Goal	2010 Achievement
<b>Small Business</b>	13.69%	21.30%	15.50%
<b>Women Owned Small Business</b>	1.70%	5.00%	1.50%
<b>Small Disadvantaged Business</b>	0.27%	5.00%	1.80%
<b>Service Disabled Veteran Owned Small Business</b>	0.03%	3.00%	0.10%
<b>HUBZone</b>	0.11%	3.00%	0.10%

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:**

The Department of Agriculture (USDA) is keenly aware of the obligations for – and the benefits of – utilizing small businesses in meeting our mission. The Secretary and Deputy Secretary prominently highlight the importance of small business as a critical component for the success of USDA programs.

USDA employs a comprehensive set of small business procurement policies that strategically aligns goals, leadership and governance, planning, oversight, compliance, education, and recognition with a proactive outreach program across its large decentralized mission area to increase the value of its competitively awarded contracts to small business.

USDA recently expanded its outreach program to identify additional small businesses in underserved areas that can provide products and services to meet USDA mission requirements and expand the number of small businesses securing contracts with USDA. Reaching out to small businesses in rural America, the USDA Food Commodity Contracting Opportunities for Rural America program is facilitating rural economic growth and increasing small business contracting participation by enhancing the competitive posture of small farmer-owned cooperatives, small rural businesses, and producers to compete successfully for government and commercial contracts.

**SBA:**

The Department of Agriculture (USDA) met 4 of its 5 prime contracting goals: Small Business, Women Owned Small Business, Small Disadvantaged Business and HUBZone. However, it did not meet its prime contracting goal for Service-Disabled Veteran Owned Small Business.

Fiscal year 2010 prime contracting achievement saw increases over FY2009 in all categories: Small Business, Women Owned Small Business, Small Disadvantaged Business, Service-Disabled Veteran Owned Small Business and HUBZone.

USDA regularly attends the Small Business Procurement Advisory Council meetings.