

Fiscal Year 2014
Small Business Procurement Scorecard

Grade Calculation Methodology
May 2015

FY2014 federal prime contracting data retrieved from FPDS-NG on 02/20/2015 for the date range 10/01/2013 through 9/30/2014
FY2014 federal subcontracting data retrieved from eSRS on 03/13/2015 for the date range 10/01/2013 through 09/30/2014



Executive Summary



The annual Scorecard is an assessment tool which measures the following:

- (1) How well federal agencies reach their small business and socio-economic prime contracting and subcontracting goals, and
- (2) Agency-specific progress

Each agency's Scorecard grade consists of its achievements in three areas, and each area is graded by the percentage shown below:

Prime Contracting Achievement	80% of Scorecard Grade
Subcontracting Achievement	10% of Scorecard Grade
Plan Progress Report Performance	10% of Scorecard Grade

The prime and subcontracting component goals include goals for small businesses, small businesses owned by women(WOSB), small disadvantaged businesses (SDB), service-disabled veteran-owned small businesses (SDVOSB), and small businesses located in Historically Underutilized Business Zones (HUBZones). The Agency Plan Progress Reports contain documentation that the Small Business Utilization Plans submitted by the agency were appropriately carried out in pursuit of their goals.

Each federal agency has a different small business contracting goal, negotiated annually in consultation with SBA. SBA ensures that the sum total of all of the goals exceeds the 23 percent target established by law. Each agency's efforts in meeting its small business goals expands opportunities for small businesses to compete for and win federal contracts.

SBA is utilizing a letter grade based methodology that has six potential grades (A+, A, B, C, D, F). These grades provide more distinction among different agencies' performance.

The Scorecard format measures the total performance of an agency's achievements in a clear and consistent method

Agency Small Business Scorecard Grade Calculation Methodology

Achievement Category	Achievement Category Components	Component Weight	Weight of Category Achievement toward Overall Grade																																																			
<div style="display: flex; align-items: center;"> <div style="font-size: 2em; font-weight: bold; border: 2px solid black; border-radius: 50%; width: 40px; height: 40px; display: flex; align-items: center; justify-content: center; margin-right: 10px;">1</div> <div> <h2 style="margin: 0;">Prime Contracting</h2> <table border="1" style="font-size: 0.8em; margin-top: 10px;"> <thead> <tr> <th>① Achievement</th> <th>Goal</th> <th>Goal Performance</th> <th>Weight of Prime Grade</th> <th>Weighted Average Goal Performance</th> </tr> </thead> <tbody> <tr> <td>Small Business</td> <td>32.38 / 31.9 =</td> <td>102.0</td> <td>X 60 =</td> <td>61.20</td> </tr> <tr> <td>SDB</td> <td>14.13 / 5.0 =</td> <td>150.0</td> <td>X 10 =</td> <td>15.0</td> </tr> <tr> <td>WOSB</td> <td>7.86 / 5.0 =</td> <td>150.0</td> <td>X 10 =</td> <td>15.0</td> </tr> <tr> <td>SDVOSB</td> <td>1.91 / 3.0 =</td> <td>63.64</td> <td>X 10 =</td> <td>6.36</td> </tr> <tr> <td>HUBZone</td> <td>2.70 / 3.0 =</td> <td>85.96</td> <td>X 10 =</td> <td>8.596</td> </tr> <tr> <td colspan="4" style="text-align: right;">106.56</td> <td>Prime Score</td> </tr> </tbody> </table> </div> </div>	① Achievement	Goal	Goal Performance	Weight of Prime Grade	Weighted Average Goal Performance	Small Business	32.38 / 31.9 =	102.0	X 60 =	61.20	SDB	14.13 / 5.0 =	150.0	X 10 =	15.0	WOSB	7.86 / 5.0 =	150.0	X 10 =	15.0	SDVOSB	1.91 / 3.0 =	63.64	X 10 =	6.36	HUBZone	2.70 / 3.0 =	85.96	X 10 =	8.596	106.56				Prime Score	<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="padding: 5px;">Small Business</td> <td style="text-align: center; padding: 5px;">60%</td> </tr> <tr> <td style="padding: 5px;">SDB</td> <td style="text-align: center; padding: 5px;">10%</td> </tr> <tr> <td style="padding: 5px;">WOSB</td> <td style="text-align: center; padding: 5px;">10%</td> </tr> <tr> <td style="padding: 5px;">SDVOSB</td> <td style="text-align: center; padding: 5px;">10%</td> </tr> <tr> <td style="padding: 5px;">HUBZone</td> <td style="text-align: center; padding: 5px;">10%</td> </tr> </table>	Small Business	60%	SDB	10%	WOSB	10%	SDVOSB	10%	HUBZone	10%	80%							
① Achievement	Goal	Goal Performance	Weight of Prime Grade	Weighted Average Goal Performance																																																		
Small Business	32.38 / 31.9 =	102.0	X 60 =	61.20																																																		
SDB	14.13 / 5.0 =	150.0	X 10 =	15.0																																																		
WOSB	7.86 / 5.0 =	150.0	X 10 =	15.0																																																		
SDVOSB	1.91 / 3.0 =	63.64	X 10 =	6.36																																																		
HUBZone	2.70 / 3.0 =	85.96	X 10 =	8.596																																																		
106.56				Prime Score																																																		
Small Business	60%																																																					
SDB	10%																																																					
WOSB	10%																																																					
SDVOSB	10%																																																					
HUBZone	10%																																																					
<div style="display: flex; align-items: center;"> <div style="font-size: 2em; font-weight: bold; border: 2px solid black; border-radius: 50%; width: 40px; height: 40px; display: flex; align-items: center; justify-content: center; margin-right: 10px;">2</div> <div> <h2 style="margin: 0;">Subcontracting</h2> <table border="1" style="font-size: 0.8em; margin-top: 10px;"> <thead> <tr> <th>Category</th> <th>Component Achievement</th> <th>Goal</th> <th>Achievement Score</th> <th>Component Weight</th> <th>Weighted Performance</th> </tr> </thead> <tbody> <tr> <td>Small Business</td> <td>49.27%</td> <td>/ 40.00% =</td> <td>123.18%</td> <td>X 60.0% =</td> <td>73.91%</td> </tr> <tr> <td>SDB</td> <td>10.14%</td> <td>/ 5.0% =</td> <td>150.0%*</td> <td>X 10.0% =</td> <td>15.00%</td> </tr> <tr> <td>WOSB</td> <td>10.89%</td> <td>/ 5.0% =</td> <td>150.0%*</td> <td>X 10.0% =</td> <td>15.00%</td> </tr> <tr> <td>SDVOSB</td> <td>1.51%</td> <td>/ 3.0% =</td> <td>50.33%</td> <td>X 10.0% =</td> <td>5.03%</td> </tr> <tr> <td>HUBZone</td> <td>2.98%</td> <td>/ 3.0% =</td> <td>99.33%</td> <td>X 10.0% =</td> <td>9.93%</td> </tr> <tr> <td colspan="5" style="text-align: right;">118.87</td> <td>Subcontracting Score</td> </tr> </tbody> </table> </div> </div>	Category	Component Achievement	Goal	Achievement Score	Component Weight	Weighted Performance	Small Business	49.27%	/ 40.00% =	123.18%	X 60.0% =	73.91%	SDB	10.14%	/ 5.0% =	150.0%*	X 10.0% =	15.00%	WOSB	10.89%	/ 5.0% =	150.0%*	X 10.0% =	15.00%	SDVOSB	1.51%	/ 3.0% =	50.33%	X 10.0% =	5.03%	HUBZone	2.98%	/ 3.0% =	99.33%	X 10.0% =	9.93%	118.87					Subcontracting Score	<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="padding: 5px;">Small Business</td> <td style="text-align: center; padding: 5px;">60%</td> </tr> <tr> <td style="padding: 5px;">SDB</td> <td style="text-align: center; padding: 5px;">10%</td> </tr> <tr> <td style="padding: 5px;">WOSB</td> <td style="text-align: center; padding: 5px;">10%</td> </tr> <tr> <td style="padding: 5px;">SDVOSB</td> <td style="text-align: center; padding: 5px;">10%</td> </tr> <tr> <td style="padding: 5px;">HUBZone</td> <td style="text-align: center; padding: 5px;">10%</td> </tr> </table>	Small Business	60%	SDB	10%	WOSB	10%	SDVOSB	10%	HUBZone	10%	10%
Category	Component Achievement	Goal	Achievement Score	Component Weight	Weighted Performance																																																	
Small Business	49.27%	/ 40.00% =	123.18%	X 60.0% =	73.91%																																																	
SDB	10.14%	/ 5.0% =	150.0%*	X 10.0% =	15.00%																																																	
WOSB	10.89%	/ 5.0% =	150.0%*	X 10.0% =	15.00%																																																	
SDVOSB	1.51%	/ 3.0% =	50.33%	X 10.0% =	5.03%																																																	
HUBZone	2.98%	/ 3.0% =	99.33%	X 10.0% =	9.93%																																																	
118.87					Subcontracting Score																																																	
Small Business	60%																																																					
SDB	10%																																																					
WOSB	10%																																																					
SDVOSB	10%																																																					
HUBZone	10%																																																					
<div style="display: flex; align-items: center;"> <div style="font-size: 2em; font-weight: bold; border: 2px solid black; border-radius: 50%; width: 40px; height: 40px; display: flex; align-items: center; justify-content: center; margin-right: 10px;">3</div> <div> <h2 style="margin: 0;">Success Factors</h2> <table border="1" style="font-size: 0.8em; margin-top: 10px;"> <thead> <tr> <th>Success Factors</th> <th>Performance</th> </tr> </thead> <tbody> <tr> <td>1. COMMITMENT TO SMALL BUSINESS UTILIZATION Has the agency demonstrated, through action and documented evidence, a commitment to utilize small businesses to obtain goods and services?</td> <td style="text-align: center;">1</td> </tr> <tr> <td>2. EFFECTIVE ENGAGEMENT OF SENIOR LEVEL MANAGEMENT IN ACHIEVING SMALL BUSINESS GOALS Has the agency's senior leadership (i.e. Deputy Directors, Chief Acquisition Officer, Senior Procurement Executive, senior program managers, and OSD/BI Director) demonstrated, through action and documented evidence, that they have clearly communicated the importance of achieving the agency's small business contracting goals through the chain of command to the contracting officer level?</td> <td style="text-align: center;">1</td> </tr> <tr> <td>3. DATA QUALITY OF SMALL BUSINESS CONTRACTING Has the agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality?</td> <td style="text-align: center;">1</td> </tr> <tr> <td>4. TRAINING OF ACQUISITIONS STAFF Has the agency demonstrated a commitment to small business utilization through regular training of acquisitions staff on the identification and solicitation of contracting opportunities for small businesses?</td> <td style="text-align: center;">1</td> </tr> <tr> <td>5. OUTREACH TO SMALL BUSINESS Has the agency demonstrated, through action and documented evidence, a commitment to growing their small business supplier base and increasing awareness of contracting opportunities for small businesses?</td> <td style="text-align: center;">1</td> </tr> <tr> <td>6. BUNDIRING AVOIDANCE, IDENTIFICATION AND MITIGATION Has the agency demonstrated, through action and documented evidence, a clearly communicated policy to address and mitigate the adverse effects of contract bundling on small businesses? (For applicable dollar threshold for the agency, see FAR subpart 7.104)</td> <td style="text-align: center;">1</td> </tr> <tr> <td>7. OSDBU ORGANIZATION Has the agency demonstrated, through action and documented evidence, compliance with Section 1691 - Offices of Small and Disadvantaged Business Utilization of the National Defense Authorization Act (NDAA) of 2013?</td> <td style="text-align: center;">1</td> </tr> </tbody> </table> </div> </div>	Success Factors	Performance	1. COMMITMENT TO SMALL BUSINESS UTILIZATION Has the agency demonstrated, through action and documented evidence, a commitment to utilize small businesses to obtain goods and services?	1	2. EFFECTIVE ENGAGEMENT OF SENIOR LEVEL MANAGEMENT IN ACHIEVING SMALL BUSINESS GOALS Has the agency's senior leadership (i.e. Deputy Directors, Chief Acquisition Officer, Senior Procurement Executive, senior program managers, and OSD/BI Director) demonstrated, through action and documented evidence, that they have clearly communicated the importance of achieving the agency's small business contracting goals through the chain of command to the contracting officer level?	1	3. DATA QUALITY OF SMALL BUSINESS CONTRACTING Has the agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality?	1	4. TRAINING OF ACQUISITIONS STAFF Has the agency demonstrated a commitment to small business utilization through regular training of acquisitions staff on the identification and solicitation of contracting opportunities for small businesses?	1	5. OUTREACH TO SMALL BUSINESS Has the agency demonstrated, through action and documented evidence, a commitment to growing their small business supplier base and increasing awareness of contracting opportunities for small businesses?	1	6. BUNDIRING AVOIDANCE, IDENTIFICATION AND MITIGATION Has the agency demonstrated, through action and documented evidence, a clearly communicated policy to address and mitigate the adverse effects of contract bundling on small businesses? (For applicable dollar threshold for the agency, see FAR subpart 7.104)	1	7. OSDBU ORGANIZATION Has the agency demonstrated, through action and documented evidence, compliance with Section 1691 - Offices of Small and Disadvantaged Business Utilization of the National Defense Authorization Act (NDAA) of 2013?	1	7 Success Factors	10%																																				
Success Factors	Performance																																																					
1. COMMITMENT TO SMALL BUSINESS UTILIZATION Has the agency demonstrated, through action and documented evidence, a commitment to utilize small businesses to obtain goods and services?	1																																																					
2. EFFECTIVE ENGAGEMENT OF SENIOR LEVEL MANAGEMENT IN ACHIEVING SMALL BUSINESS GOALS Has the agency's senior leadership (i.e. Deputy Directors, Chief Acquisition Officer, Senior Procurement Executive, senior program managers, and OSD/BI Director) demonstrated, through action and documented evidence, that they have clearly communicated the importance of achieving the agency's small business contracting goals through the chain of command to the contracting officer level?	1																																																					
3. DATA QUALITY OF SMALL BUSINESS CONTRACTING Has the agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality?	1																																																					
4. TRAINING OF ACQUISITIONS STAFF Has the agency demonstrated a commitment to small business utilization through regular training of acquisitions staff on the identification and solicitation of contracting opportunities for small businesses?	1																																																					
5. OUTREACH TO SMALL BUSINESS Has the agency demonstrated, through action and documented evidence, a commitment to growing their small business supplier base and increasing awareness of contracting opportunities for small businesses?	1																																																					
6. BUNDIRING AVOIDANCE, IDENTIFICATION AND MITIGATION Has the agency demonstrated, through action and documented evidence, a clearly communicated policy to address and mitigate the adverse effects of contract bundling on small businesses? (For applicable dollar threshold for the agency, see FAR subpart 7.104)	1																																																					
7. OSDBU ORGANIZATION Has the agency demonstrated, through action and documented evidence, compliance with Section 1691 - Offices of Small and Disadvantaged Business Utilization of the National Defense Authorization Act (NDAA) of 2013?	1																																																					

Agency Achievement Example

Prime Contracting			Sub Contracting			Success Factors
	Goal (%)	Achievement (%)		Goal (%)	Achievement (%)	
Small Business	31.90	32.38	Small Business	40.00	49.27	<p>1. COMMITMENT TO SMALL BUSINESS UTILIZATION The Agency demonstrated, through action and documented evidence, a commitment to utilize small businesses to obtain goods and services.</p>
SDB	5.0	14.18	SDB	5.0	10.14	<p>2. EFFECTIVE ENGAGEMENT OF SENIOR LEVEL MANAGEMENT IN ACHIEVING SMALL BUSINESS GOALS The Agency's senior leadership (e.g., senior procurement executive, senior program managers, and OSDDBU director) demonstrated, through action and documented evidence, that they have clearly communicated the importance of achieving the agency's Small Business contracting goals through the chain of command to the contracting officer level.</p>
WOSB	5.0	7.86	WOSB	5.0	10.89	<p>3. DATA QUALITY OF SMALL BUSINESS CONTRACTING The Agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality.</p>
SDVOSB	3.0	1.91	SDVOSB	3.0	1.51	<p>4. TRAINING OF ACQUISITIONS STAFF The Agency demonstrated a commitment to small business utilization through regular training of acquisitions staff on the issues/procedures/policies/regulations impacting small businesses.</p>
HUBZone	3.0	2.70	HUBZone	3.0	2.98	<p>5. OUTREACH TO SMALL BUSINESS The Agency demonstrated, through action and documented evidence, a commitment to growing their small business supplier base and increasing awareness of contracting opportunities for small businesses.</p>
<p>SDB = Small Disadvantaged Business WOSB = Women Owned Small Business SDVOSB = Service Disabled Veteran Owned Small Business HUBZone = Small Business located in a Historically Underutilized Business Zone</p>						<p>6. BUNDLING AVOIDANCE, JUSTIFICATION AND MITIGATION The Agency demonstrated, through action and documented evidence, a clearly communicated policy to address and mitigate the adverse effects of contract bundling on small businesses. (For applicable dollar threshold for the agency, see FAR subpart 7.104)</p>
						<p>7. OSDDBU ORGANIZATION The Agency demonstrated, through action and documented evidence, its efforts to comply with Section 1691 – Offices of Small and Disadvantaged Business Utilization – of the National Defense Authorization Act (NDAA) of 2013.</p>

Calculating Prime Contracting Score



1	Category Component Achievement		Goal		Achievement Score		Component Weight		Weighted Performance
Small Business	32.38%	/	31.90%	=	101.50%	X	60.0%	=	60.90%
SDB	14.18%	/	5.0%	=	150.00%*	X	10.0%	=	15.00%
WOSB	7.86%	/	5.0%	=	150.00%*	X	10.0%	=	15.00%
SDVOSB	1.91%	/	3.0%	=	63.67%	X	10.0%	=	6.37%
HUBZone	2.70%	/	3.0%	=	90.00%	X	10.0%	=	9.00%
									106.27
									Prime Score

*achievement score capped at 150.00%

+

Calculating Subcontracting Score



②	Category Component Achievement		Goal		Achievement Score		Component Weight		Weighted Performance
Small Business	49.27%	/	40.00%	=	123.18%	X	60.0%	=	73.91%
SDB	10.14%	/	5.0%	=	150.0%*	X	10.0%	=	15.00%
WOSB	10.89%	/	5.0%	=	150.0%*	X	10.0%	=	15.00%
SDVOSB	1.51%	/	3.0%	=	50.33%	X	10.0%	=	5.03%
HUBZone	2.98%	/	3.0%	=	99.33%	X	10.0%	=	9.93%
									118.87
									Subcontracting Score

*achievement score capped at 150.00%



Calculating Success Factors Score

 Success Factors	Performance
1. COMMITMENT TO SMALL BUSINESS UTILIZATION Has the agency demonstrated, through action and documented evidence, a commitment to utilize small businesses to obtain goods and services?	1
2. EFFECTIVE ENGAGEMENT OF SENIOR LEVEL MANAGEMENT IN ACHIEVING SMALL BUSINESS GOALS Has the agency's senior leadership (i.e. Deputy Secretary, Chief Acquisition Officer, Senior Procurement Executive, senior program managers, and OSDDBU Director) demonstrated, through action and documented evidence, that they have clearly communicated the importance of achieving the agency's small business contracting goals through the chain of command to the contracting officer level?	1
3. DATA QUALITY OF SMALL BUSINESS CONTRACTING Has the agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality?	1
4. TRAINING OF ACQUISITIONS STAFF Has the agency demonstrated a commitment to small business utilization through regular training of acquisitions staff on the issues/procedures/policies/regulations impacting small business?	1
5. OUTREACH TO SMALL BUSINESS Has the agency demonstrated, through action and documented evidence, a commitment to growing their small business supplier base and increasing awareness of contracting opportunities for small businesses?	1
6. BUNDLING AVOIDANCE, JUSTIFICATION AND MITIGATION Has the agency demonstrated, through action and documented evidence, a clearly communicated policy to address and mitigate the adverse effects of contract bundling on small businesses? (For applicable dollar threshold for the agency, see FAR subpart 7.104)	1
7. OSDDBU ORGANIZATION Has the agency demonstrated, through action and documented evidence, compliance with Section 1691 - Offices of Small and Disadvantaged Business Utilization - of the National Defense Authorization Act (NDAA) of 2013?	1



Total Score =
Success Factor Average score/7

Grading Scale	Success Factor Overall Score X
	10%
Excellent	1.0
Above Average	0.9
Satisfactory	0.8
Below Average	0.7
Unsatisfactory	0.6

Success Factors Score
100.00

Agency success factor performance is scored by a peer review panel of OSDDBU/OSBP directors

Calculating Agency Overall Small Business Procurement Grade

Achievement Category	Category Score		Weight of Category toward Overall Grade																																												
① Prime <table border="1"> <thead> <tr> <th>Achievement</th> <th>Goal</th> <th>Actual Performance</th> <th>Weight of this Grade</th> <th>Weighted Achievement Performance</th> </tr> </thead> <tbody> <tr> <td>Small Business</td> <td>10.0%</td> <td>10.0%</td> <td>X</td> <td>10.0%</td> </tr> <tr> <td>WOB</td> <td>14.0%</td> <td>14.0%</td> <td>X</td> <td>14.0%</td> </tr> <tr> <td>WDB</td> <td>7.0%</td> <td>7.0%</td> <td>X</td> <td>7.0%</td> </tr> <tr> <td>WOWB</td> <td>1.0%</td> <td>1.0%</td> <td>X</td> <td>1.0%</td> </tr> <tr> <td>WOWDB</td> <td>1.0%</td> <td>1.0%</td> <td>X</td> <td>1.0%</td> </tr> <tr> <td>Total</td> <td></td> <td></td> <td></td> <td>106.56</td> </tr> </tbody> </table>	Achievement	Goal	Actual Performance	Weight of this Grade	Weighted Achievement Performance	Small Business	10.0%	10.0%	X	10.0%	WOB	14.0%	14.0%	X	14.0%	WDB	7.0%	7.0%	X	7.0%	WOWB	1.0%	1.0%	X	1.0%	WOWDB	1.0%	1.0%	X	1.0%	Total				106.56	106.27%	X	80%	=	85.02%							
Achievement	Goal	Actual Performance	Weight of this Grade	Weighted Achievement Performance																																											
Small Business	10.0%	10.0%	X	10.0%																																											
WOB	14.0%	14.0%	X	14.0%																																											
WDB	7.0%	7.0%	X	7.0%																																											
WOWB	1.0%	1.0%	X	1.0%																																											
WOWDB	1.0%	1.0%	X	1.0%																																											
Total				106.56																																											
② Subcontracting <table border="1"> <thead> <tr> <th>Category</th> <th>Component Achievement</th> <th>Goal</th> <th>Achievement Score</th> <th>Component Weight</th> <th>Weighted Performance</th> </tr> </thead> <tbody> <tr> <td>Small Business</td> <td>49.27%</td> <td>40.00%</td> <td>X</td> <td>40.00%</td> <td>75.81%</td> </tr> <tr> <td>WOB</td> <td>10.34%</td> <td>5.00%</td> <td>X</td> <td>10.00%</td> <td>10.00%</td> </tr> <tr> <td>WDB</td> <td>10.89%</td> <td>5.00%</td> <td>X</td> <td>10.00%</td> <td>10.00%</td> </tr> <tr> <td>WOWB</td> <td>1.01%</td> <td>0.00%</td> <td>X</td> <td>5.00%</td> <td>0.00%</td> </tr> <tr> <td>WOWDB</td> <td>1.98%</td> <td>0.00%</td> <td>X</td> <td>5.00%</td> <td>0.00%</td> </tr> <tr> <td>Total</td> <td></td> <td></td> <td></td> <td></td> <td>118.87</td> </tr> </tbody> </table>	Category	Component Achievement	Goal	Achievement Score	Component Weight	Weighted Performance	Small Business	49.27%	40.00%	X	40.00%	75.81%	WOB	10.34%	5.00%	X	10.00%	10.00%	WDB	10.89%	5.00%	X	10.00%	10.00%	WOWB	1.01%	0.00%	X	5.00%	0.00%	WOWDB	1.98%	0.00%	X	5.00%	0.00%	Total					118.87	118.87%	X	10%	=	11.89%
Category	Component Achievement	Goal	Achievement Score	Component Weight	Weighted Performance																																										
Small Business	49.27%	40.00%	X	40.00%	75.81%																																										
WOB	10.34%	5.00%	X	10.00%	10.00%																																										
WDB	10.89%	5.00%	X	10.00%	10.00%																																										
WOWB	1.01%	0.00%	X	5.00%	0.00%																																										
WOWDB	1.98%	0.00%	X	5.00%	0.00%																																										
Total					118.87																																										
③ Plan Progress <table border="1"> <thead> <tr> <th>Success Factor</th> <th>Performance</th> </tr> </thead> <tbody> <tr> <td>1. COMMITMENT TO SMALL BUSINESS UTILIZATION Has the agency demonstrated, through action and documented evidence, a commitment to utilize small business to obtain goods and services?</td> <td>1</td> </tr> <tr> <td>2. EFFECTIVE MANAGEMENT OF SMALL BUSINESS GOALS Has the agency implemented a Small Business Plan? Has the agency established a Small Business Strategy? Has the agency established a Small Business Program Manager, and COBID? Has the agency demonstrated, through action and documented evidence, that they have clearly communicated the importance of achieving the agency's small business contracting goals through the small business to the contracting officer staff?</td> <td>1</td> </tr> <tr> <td>3. DATA QUALITY OF SMALL BUSINESS CONTRACTING Has the agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality?</td> <td>1</td> </tr> <tr> <td>4. TRAINING OF ACQUISITION STAFF Has the agency demonstrated a commitment to small business utilization through regular training of acquisition staff on the Small Business contracting regulations regarding "small business"?</td> <td>1</td> </tr> <tr> <td>5. OUTREACH TO SMALL BUSINESS Has the agency demonstrated, through action and documented evidence, a commitment to growing their small business supplier base and ensuring awareness of contract opportunities for small business?</td> <td>1</td> </tr> <tr> <td>6. BUSINESS INCUBANCE, SUPPORT AND ASSISTANCE Has the agency demonstrated, through action and documented evidence, a clearly articulated policy to address and mitigate the adverse effects of contracting on small business? (For applicable date threshold for the agency, see FAR Subject 1.204)</td> <td>1</td> </tr> <tr> <td>7. SMALL BUSINESS INCENTIVES Has the agency demonstrated, through action and documented evidence, compliance with Section 1861 - Office of Small and Disadvantaged Business Utilization of the Federal Acquisition Regulation (FAR)?</td> <td>1</td> </tr> </tbody> </table>	Success Factor	Performance	1. COMMITMENT TO SMALL BUSINESS UTILIZATION Has the agency demonstrated, through action and documented evidence, a commitment to utilize small business to obtain goods and services?	1	2. EFFECTIVE MANAGEMENT OF SMALL BUSINESS GOALS Has the agency implemented a Small Business Plan? Has the agency established a Small Business Strategy? Has the agency established a Small Business Program Manager, and COBID? Has the agency demonstrated, through action and documented evidence, that they have clearly communicated the importance of achieving the agency's small business contracting goals through the small business to the contracting officer staff?	1	3. DATA QUALITY OF SMALL BUSINESS CONTRACTING Has the agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality?	1	4. TRAINING OF ACQUISITION STAFF Has the agency demonstrated a commitment to small business utilization through regular training of acquisition staff on the Small Business contracting regulations regarding "small business"?	1	5. OUTREACH TO SMALL BUSINESS Has the agency demonstrated, through action and documented evidence, a commitment to growing their small business supplier base and ensuring awareness of contract opportunities for small business?	1	6. BUSINESS INCUBANCE, SUPPORT AND ASSISTANCE Has the agency demonstrated, through action and documented evidence, a clearly articulated policy to address and mitigate the adverse effects of contracting on small business? (For applicable date threshold for the agency, see FAR Subject 1.204)	1	7. SMALL BUSINESS INCENTIVES Has the agency demonstrated, through action and documented evidence, compliance with Section 1861 - Office of Small and Disadvantaged Business Utilization of the Federal Acquisition Regulation (FAR)?	1	100.0%	X	10%	=	10.0%																										
Success Factor	Performance																																														
1. COMMITMENT TO SMALL BUSINESS UTILIZATION Has the agency demonstrated, through action and documented evidence, a commitment to utilize small business to obtain goods and services?	1																																														
2. EFFECTIVE MANAGEMENT OF SMALL BUSINESS GOALS Has the agency implemented a Small Business Plan? Has the agency established a Small Business Strategy? Has the agency established a Small Business Program Manager, and COBID? Has the agency demonstrated, through action and documented evidence, that they have clearly communicated the importance of achieving the agency's small business contracting goals through the small business to the contracting officer staff?	1																																														
3. DATA QUALITY OF SMALL BUSINESS CONTRACTING Has the agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality?	1																																														
4. TRAINING OF ACQUISITION STAFF Has the agency demonstrated a commitment to small business utilization through regular training of acquisition staff on the Small Business contracting regulations regarding "small business"?	1																																														
5. OUTREACH TO SMALL BUSINESS Has the agency demonstrated, through action and documented evidence, a commitment to growing their small business supplier base and ensuring awareness of contract opportunities for small business?	1																																														
6. BUSINESS INCUBANCE, SUPPORT AND ASSISTANCE Has the agency demonstrated, through action and documented evidence, a clearly articulated policy to address and mitigate the adverse effects of contracting on small business? (For applicable date threshold for the agency, see FAR Subject 1.204)	1																																														
7. SMALL BUSINESS INCENTIVES Has the agency demonstrated, through action and documented evidence, compliance with Section 1861 - Office of Small and Disadvantaged Business Utilization of the Federal Acquisition Regulation (FAR)?	1																																														
A+ ≤ 150% but ≥ 120% A < 120% but ≥ 100% B < 100% but ≥ 90% C < 90% but ≥ 80% D < 80% but ≥ 70% F < 70%	Overall Small Business Performance Grade				106.90%																																										
					A																																										



Questions



SBA.gov Small Business Procurement Scorecards

<https://www.sba.gov/content/small-business-procurement-scorecards-0>

Small Business Industry Groups and Members of the Press

Please contact the SBA's Office of Communications & Public Liaison
409 3rd Street, S.W. Suite 7450
Washington, DC 20024
press_office@sba.gov

Terry Sutherland
Director, Press Office
(Office) 202-205-6919
(BB) 202-557-6643
(Fax) 202-481-2386
Terrence.Sutherland@sba.gov
Press Office: <http://www.sba.gov/newsroom>

Federal, State, and Local Government Staff

Please contact the SBA's Office of Government Contracting
409 3rd Street, S.W. , Suite 8000
Washington, DC 20024
Phone: 202 205 6460