

# Small Business Administration

## FY 2017 Small Business Procurement Scorecard

**A+**  
137.60%

FPDS-NG Prime Contracting Data as of Feb. 20, 2018  
eSRS Subcontracting Data as of May 1, 2018

Prime Contracting Achievement:			72.80%
	2016 Achievement	2017 Goal	2017 Achievement
Small Business	73.70%	72.75%	79.53% (\$124.8 M)
Women Owned Small Business	21.73%	5.00%	20.26% (\$31.8 M)
Small Disadvantaged Business	39.48%	5.00%	52.33% (\$82.1 M)
Service Disabled Veteran Owned Small Business	11.20%	3.00%	18.66% (\$29.3 M)
HUBZone	6.54%	3.00%	7.46% (\$11.7 M)

Subcontracting Achievement:			35.20%
	2016 Achievement	2017 Goal	2017 Achievement
Small Business	92.30%	39.00%	99.10%
Women Owned Small Business	22.60%	5.00%	31.10%
Small Disadvantaged Business	23.50%	5.00%	17.50%
Service Disabled Veteran Owned Small Business	0.10%	3.00%	3.60%
HUBZone	0.00%	3.00%	1.20%

OSDBU Compliance Requirements		20.00%
Grading Scale:		Peer Review Score
Subtotal Score /18		
Requirements Scores:		
<b>0.6 = Unsatisfactory; 0.7 = Below Average; 0.8 = Satisfactory; 0.9 = Above Average; 1.0 = Excellent</b>		
15(k)0 Office and Director Experience		1.00
15(k)1 Director Title		1.00
15(k)2 Compensation and Seniority		1.00
15(k)3 Reporting (Head of Agency or Deputy Head)		1.00
15(k)4 Implementation and Execution of Business Development		1.00
15(k)5 Identify and Address Bundling of Contracts		1.00
15(k)6 Provide Assistance on Payments		1.00
15(k)7 Supervisory Authority		1.00
15(k)8 Assign Small Business Technical Advisors		1.00
15(k)9 OSDBU Cooperation and Consultation		1.00
15(k)10 Recommendations to Contracting Officers		1.00
15(k)11 Activity Conversion		1.00
15(k)12 Advise CAO and SPE		1.00
15(k)13(Optional) SBC and Contracting Specialist Training		1.00
15(k)14 Receive Unsolicited Proposals		1.00
15(k)15 Exclusive Duties and Title		1.00
15(k)16 Congressional Reporting		1.00
15(k)17 Respond to Undue Restriction Notifications		1.00
<b>Total:</b>		<b>18.00</b>

Number of Small Business Prime Contractors Comparison		9.60%
Increase in number of SB primes by 10% or more = 1.3		
Increase in number of SB primes by 5% or more but less than or equal to 10% = 1.2		
Increase in number of SB primes between 0% and less than 5% = 1.1		
No change in the number of SB primes (Change = 0%) 0% increase; 0% decrease (no change) = 1.0		
Decrease in number of SB primes by more than 0% but less than -5% = 0.9		
Decrease in number of SB primes by -5% or more but less than or equal to -10% = 0.8		
Decrease in number of SB primes by -10% or more = 0.7		

	2016 Count	2017 Count	2017 Performance
Small Business	310	292	0.80
Women Owned Small Business	87	84	0.90
Small Disadvantaged Business	139	139	1.00
Service Disabled Veteran Owned Small Business	34	34	1.00
HUBZone	32	33	1.10
<b>Score:</b>			<b>4.80</b>

Prime and Subcontracting 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:

In Fiscal Year 2017, the SBA exceeded the primary utilization target as well as all socio-economic subgoals. SBA's success was achieved through a combination of strategic acquisition planning, high level management focus across the agency on SB Utilization and diligent day to day management of procurement execution. SBA operates under a de facto rule to find Small Business prime vendors for each action, turning to large businesses only when market research indicates that small business vendors cannot perform the work. As a result, SBA has continued to receive the highest small business utilization target of any federal agency.

SBA's achieved rate of 79.53% SB Utilization in FY 2017 and dedication to small business first did not allow very many opportunities to meet the subcontracting utilization targets because the majority of contracts above the subcontracting threshold were awarded to small business prime contractors. The source of SBA's \$954K FY 2017 subcontract total came from only two subcontract reports – one commercial and one individual. As a result, the ability for SBA to achieve all four Subcontracting socio-economic category goals is limited.