

# Small Business Administration

## FY2019 Small Business Procurement Scorecard

# A+

131.95%

FPDS-NG Prime Contracting Data as of Feb. 20, 2020  
eSRS Subcontracting Data as of Mar. 20, 2020

Prime Contracting Achievement:			74.24%
	2018 Achievement	2019 Goal	2019 Achievement <sup>1, 2</sup>
Small Business	78.49%	71.00%	81.02% (\$142.5 M)
Women Owned Small Business	28.52%	5.00%	24.17% (\$42.5 M)
Small Disadvantaged Business	48.43%	5.00%	55.90% (\$98.3 M)
Service Disabled Veteran Owned Small Business	13.99%	3.00%	24.17% (\$42.5 M)
HUBZone	11.17%	3.00%	6.74% (\$11.8 M)

1) Capped at 200%; 2) Achievement include double credit for LASA and Puerto Rico awards.

Subcontracting Achievement:			30.11%
	2018 Achievement	2019 Goal	2019 Achievement <sup>1</sup>
Small Business	59.60%	39.00%	67.80%
Women Owned Small Business	15.10%	5.00%	9.80%
Small Disadvantaged Business	2.20%	5.00%	24.10%
Service Disabled Veteran Owned Small Business	4.00%	3.00%	1.90%
HUBZone	0.20%	3.00%	0.10%

1) Capped at 200%.

15(k) OSDBU Compliance Requirements		20.00%
Requirements Scores: 0.0=No; 0.5 = Partial Credit; 1.0 = Yes		Peer Review Score
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
15(k)18 Purchase Card Summary Data Review		1.00
15(k)19 Vendor Compliance Educational Training		1.00
15(k)20 Subcontracting Plan Review		1.00
<b>Total:</b>		<b>21.00</b>

Number of Small Business Prime Contractors Comparison		7.60%
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 or equal to 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 or equal to -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		

	2018	2019	2019
	Count	Count	Performance
Small Business	291	239	0.70
Women Owned Small Business	87	77	0.70
Small Disadvantaged Business	128	121	0.80
Service Disabled Veteran Owned Small Business	44	43	0.90
HUBZone	35	28	0.70
<b>Score:</b>			<b>3.80</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:

For FY 19, the U.S Small Business Administration Office of the Chief Financial Officer (OCFO) Acquisition Division was able to meet all subcontracting goals except for two (2). SBA obtained a level of 1.90% for Service-Disabled Veteran-Owned (SDVOSB) a level of 0.10% for Historically Underutilized Business Zone (HUBZone). SBA was not able to meet all the above subcontract goals due to the significant lack of SBA requirements that (1) had subcontracting opportunities available and/or (2) had additional SDVOSB or HUBZone opportunities available. For Fiscal Year 19, there was one (1) acquisition requirement that met the criteria for requiring a subcontracting plan and presented any available subcontracting opportunities. SBA has one of the highest Prime small business goals among federal agencies, which often leave little to no subcontracting opportunities This is a historically repetitive occurrence further challenged by SBA's mission of Small Business support prioritization coupled with the Federal Regulation statutory requirements of FAR 19.702(b) exempting subcontracting plans for small business awards. In the future, SBA Contracting Officers will continue to seek subcontracting opportunities if or when they become available as much as possible.