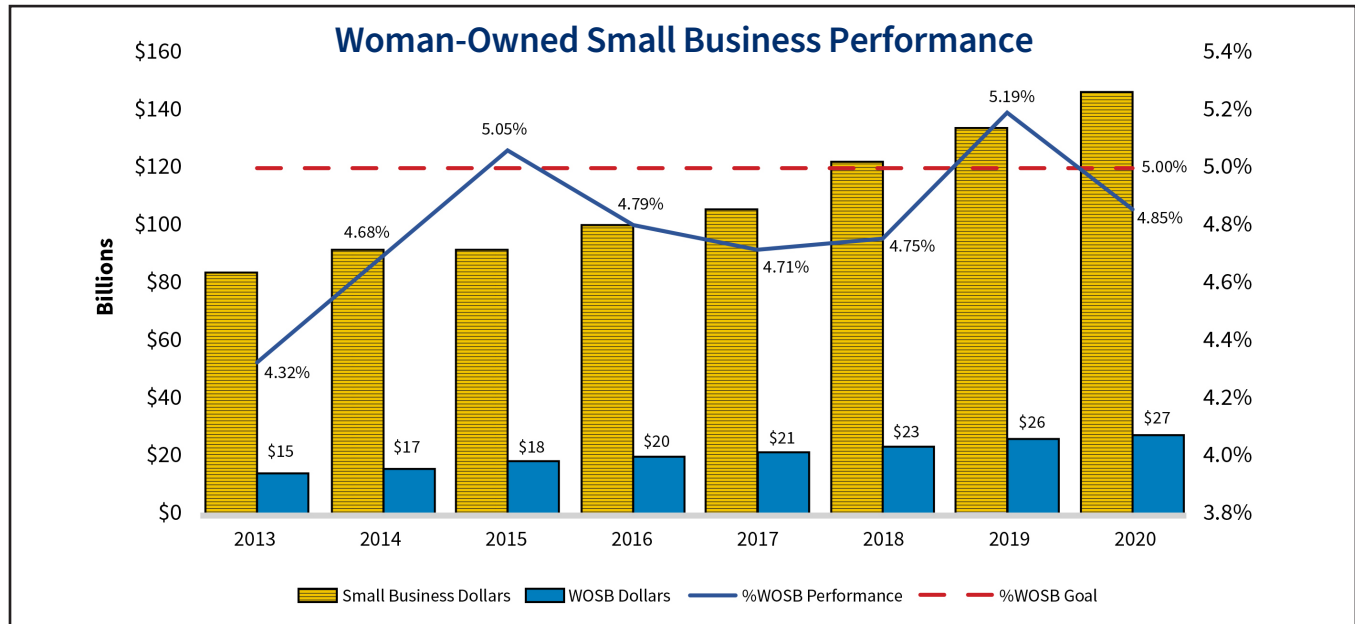


Woman-Owned Small Business Prime Contracting FY2020

Small businesses are expanding and contributing to the economy at a record-breaking level. By competing for and winning federal contracts, small businesses have supported about 699K jobs, driving job creation, innovation, and economic growth on a local, regional, and national level.



Outreach efforts

- SBA continues to **promote certification programs**, educate woman-owned small businesses on federal contracting.
- SBA partner with **Women Impacting Public Policy** and American Express on initiatives like **ChallengeHER**.
 - Boosts contracting opportunities for woman-owned small businesses.
 - In seventh year, has educated **13,000 women entrepreneurs were educated through this program through October 2020**.
- **Hosted 82 ChallengeHER events through October 2020** for woman-owned small businesses and government officials.

Advocating for Small Business

Woman-Owned Small Business federal contracting program new regulations and detailed timeline for changes to certification programs were published May 11, 2020. (Federal Register, Citation 85 FR 27650)
Visit [Women-Owned Small Business Federal Contracting Program](#).

FY2020 Highlights

- Federal government **exceeded the small business contracting goal for the eighth-consecutive years**.
- Awarded record-breaking **\$145.7* billion** in prime contracts to small business.
- **Achieved 4.85%*** (\$27 billion) of eligible contracting dollars to WOSBs. This was **the highest amount ever** and equates to over **129.2K jobs**.
- Prime contracts awarded to over **14,300 WOSB prime contractors** - 15% of total small business vendors.
- Average award of **\$1.9 million** per prime contractor.



U.S. Small Business Administration

The top 10 agencies doing business with WOSBs & EDWOSBs

Subcontracting

Reporting Agency	WOSB (5% Goal)
Department of Labor	18.4%
Office of Personnel Management	15.2%
Department of Transportation	14.1%
Department of Homeland Security	13.1%
Department of Commerce	12.1%
Social Security Administration	12.0%
Department of Energy	11.9%
Environmental Protection Agency	11.4%
NASA (8000)	9.0%
HUD (8900)	8.9%

Prime Contracting

Funding Department Name	WOSB (5% Goal)
Small Business Administration	63.1%
Office of Personnel Management	46.3%
Department of the Interior	14.0%
Department of Labor	12.8%
Nuclear Regulatory Commission	12.0%
Department of Commerce	12.0%
General Services Administration	10.4%
Department of Agriculture	10.0%
Department of Treasury	9.1%
Department of Transportation	8.3%

Top 10 NAICS codes with Prime contract awards to WOSB & EDWOSB

WOSB NAICS Code	NAICS Sector	WOSB Dollars (Billions)
236220	23	\$1.6
541712	54	\$0.8
541715	54	\$0.7
237990	23	\$0.5
622110	62	\$0.3
562910	56	\$0.2
621511	62	\$0.2
237310	23	\$0.2
334511	33	\$0.2
518210	51	\$0.2

EDWOSB NAICS Code	NAICS Sector	WOSB Dollars (Billions)
541519	54	\$3.2
541611	54	\$2.3
541330	54	\$2.3
541512	54	\$2.0
541511	54	\$1.0
541990	54	\$0.6
561210	56	\$0.6
561612	56	\$0.2
541513	54	\$0.2
238220	23	\$0.2

To learn more, visit [SBA.gov/document/support-small-business-procurement-scorecard-overview](https://www.sba.gov/document/support-small-business-procurement-scorecard-overview)



U.S. Small Business Administration

FY 2020, in accordance with federal law, SBA provided double credit, for scorecard purposes only, for prime contract awards in disaster areas that are awarded as a local area set aside and a small business or other socio-economic set aside when the vendor state is the same as the place of performance (15 USC § 644(f)), for Puerto Rico awards (15 USC § 644(x)(1)) and included in the calculation of FY20 government-wide achievements the Department of Energy first-tier subcontracts required to be included by section 318 of the Consolidated Appropriations Act of 2014 ("CAA"), Public Law 113-76.

All SBA Programs and services are extended to the public on a nondiscriminatory basis.

07/2021