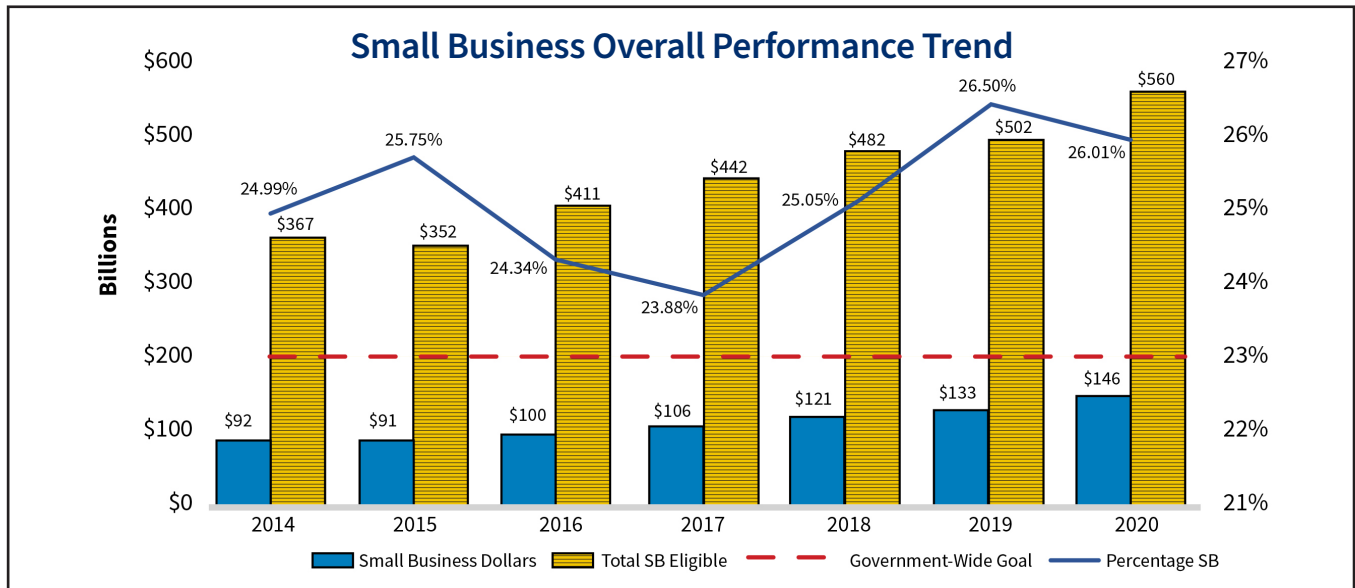


Small Business Prime Contracting Dollars Breaking Records in FY2020

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.



An area of focus is on **growing the small business industrial base** (measured by the number of unique small business vendors in top 100 NAICS doing business with the federal government). This measure has decreased by almost 2.0% (FY 2020 versus FY 2019).

Historic Highs

- Small-disadvantaged businesses received 10.54%* (\$59.0 billion) of all small business eligible contracting dollars – **the highest percentage ever.**
- Service-disabled veteran-owned small business contract dollars reached 4.28%* (\$23.9 billion) of all eligible contracting dollars.
- The Federal government has exceeded its goal for eight consecutive years - the **highest service-disabled veteran-owned small business dollars amount ever.**
- Women-owned small businesses obtained 4.85%* (\$27 billion) of eligible contracting dollars – **the highest women-owned small business dollars amount ever.**
- HUBZone small businesses obtained 2.44% (\$13.6* billion) of eligible contracting dollars – **the highest HUBZone small business dollars amount ever.**

FY2020 Highlights

- Federal government **exceeded the small business contracting goal for the eighth-consecutive years.**
- Awarded a record-breaking **\$145.7* billion** in prime contracts to small business.
- **26.01%*** of all federal small business eligible dollars were awarded to small business firms.
- **Over 69,000 small business** prime contractors received awards, averaging \$2.1 million dollars in awards per firm.

Government-wide socio-economic small business performance:

WOSB	4.85%	SDVOSB	4.28%
HUBZone	2.44%	SDB	10.54%



U.S. Small Business Administration

Outreach Efforts

- Continued **promotion of all programs** to procuring federal agencies and small businesses.
- Conducted **training sessions nationally** to educate contracting officers on requirements for the SBA 8(a) Business Development, HUBZone, WOSB, and SDVO programs.
- **Educated small businesses** on federal contracting.
- **Participated in outreach** through the National 8(a) Association, HUBZone Contractors National Council, Native American Contractors Association, and the Native Hawaiian Organization Association.
- **Partnered with Women Impacting Public Policy and American Express on ChallengeHer**, which boosts contracting opportunities for woman-owned small businesses. In its seventh year, this program has:
 - **Over 13,000 women entrepreneurs were educated through this program through October 2020.**
 - **Hosted 82 ChallengeHER event through October 2020** across the country for women-owned small businesses and government officials.

Advocating for Small Business

- Implemented changes to simplify HUBZone regulations, mitigated risk to the government and added new HUBZone communities including “Governor-designated covered areas”.
- Consolidated All Small Mentor Protege and 8(a) Business Development Mentor Protege programs into one.
- Launched certification of Woman-Owned Small Businesses and Economically Disadvantaged Women-Owned Small Businesses.

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

*For 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)), and for Puerto Rico awards (15 USC § 644(x)(1)). Included in the calculation of FY20 government-wide achievements are 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.