

Small Business Administration

FY2018 Small Business Procurement Scorecard

A+

127.48%

FPDS-NG Prime Contracting Data as of Mar. 15, 2019
eSRS Subcontracting Data as of Mar. 15, 2019

Prime Contracting Achievement:			72.26%
	2017 Achievement	2018 Goal	2018 Achievement
Small Business	79.53%	73.00%	78.49% (\$139.4 M)
Women Owned Small Business	20.26%	5.00%	28.52% (\$50.6 M)
Small Disadvantaged Business	52.33%	5.00%	48.43% (\$86.0 M)
Service Disabled Veteran Owned Small Business	18.66%	3.00%	13.99% (\$24.8 M)
HUBZone	7.46%	3.00%	11.17% (\$19.8 M)

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

Subcontracting Achievement:			26.02%
	2017 Achievement	2018 Goal	2018 Achievement
Small Business	99.10%	39.00%	59.60%
Women Owned Small Business	31.10%	5.00%	15.10%
Small Disadvantaged Business	17.50%	5.00%	2.20%
Service Disabled Veteran Owned Small Business	3.60%	3.00%	4.00%
HUBZone	1.20%	3.00%	0.20%

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
Total:		21.00

Number of Small Business Prime Contractors Comparison	9.20%
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	

	2017 Count	2018 Count	2018 Performance
Small Business	309	275	0.70
Women Owned Small Business	89	84	0.80
Small Disadvantaged Business	147	124	0.70
Service Disabled Veteran Owned Small Business	36	43	1.30
HUBZone	34	35	1.10
Score:			4.60

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 2018, the SBA exceeded the primary utilization target as well as all socio-economic sub-goals. 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 78.49% SB Utilization in FY 2018 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 \$232,738.00 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.