

# Agency for International Development

## FY2020 Small Business Procurement Scorecard

**B**

**99.04%**

FPDS-NG Prime Contracting Data as of Feb. 22, 2021  
eSRS Subcontracting Data as of Apr. 15, 2021

Prime Contracting Achievement:			51.77%
	2019 Achievement	2020 Goal	2020 Achievement <sup>1, 2</sup>
Small Business	14.80%	12.00%	14.90% (\$923.1 M)
Women Owned Small Business	5.55%	5.00%	5.69% (\$352.3 M)
Small Disadvantaged Business	7.38%	5.00%	6.93% (\$429.1 M)
Service Disabled Veteran Owned Small Business	0.38%	3.00%	0.48% (\$30.0 M)
HUBZone	0.58%	3.00%	0.66% (\$41.0 M)

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

Subcontracting Achievement:			18.07%
	2019 Achievement	2020 Goal	2020 Achievement <sup>1</sup>
Small Business	20.20%	16.00%	18.60% (\$102.7 M)
Women Owned Small Business	5.00%	5.00%	5.80% (\$32.2 M)
Small Disadvantaged Business	5.30%	5.00%	3.00% (\$16.4 M)
Service Disabled Veteran Owned Small Business	0.50%	3.00%	0.50% (\$2.9 M)
HUBZone	0.70%	3.00%	0.40% (\$2.2 M)

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	
15(k)21 Assist Small Business concerns in SBIR or STTR program (This requirement was not included in the FY20 scorecard calcs.)	1.00	
<b>Total:</b>	<b>21.00</b>	

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		

	2019 Count	2020 Count	2020 Performance
Small Business	361	318	0.70
Women Owned Small Business	114	115	1.10
Small Disadvantaged Business	177	172	0.90
Service Disabled Veteran Owned Small Business	25	19	0.70
HUBZone	20	22	1.20
<b>Score:</b>			<b>4.60</b>

**Prime and Subcontracting Grading Scale:**

- A+  $\leq 150\%$  but  $\geq 120\%$
- A  $< 120\%$  but  $\geq 100\%$
- B  $< 100\%$  but  $\geq 90\%$
- C  $< 90\%$  but  $\geq 80\%$
- D  $< 80\%$  but  $\geq 70\%$
- F  $< 70\%$

**Comments:**

Graded Agency:

In FY 2020, the U.S. Agency for International Development (USAID) awarded the highest dollar and percentage ever in prime contract obligations to U.S. small businesses worldwide. The agency met its Women-Owned Small Business (WOSB) goal, and for the ninth consecutive year it exceeded its small, disadvantaged business (SDB) goal. USAID did not meet its Historically Underutilized Business Zone (HUBZone) and Service-Disabled Veteran Owned Small Business (SDVOB) goals, though there was an increase of more than \$9M in each category.

USAID achieved its overall small business goal as well as its SDB and WOSB goals. The agency did not meet its SDVOSB and HUBZone subcontracting goals, however, there were increases in dollar obligations in both categories.

The agency continues to develop strategies to counterbalance small business goal achievement with its mission to support in-country partners. Approximately two thirds of the agency's contract dollars are awarded overseas, and Federal Acquisition Regulations Part 19 does not apply.