



DEPARTMENT OF THE ARMY
OFFICE OF THE SECRETARY OF THE ARMY
OFFICE OF SMALL BUSINESS PROGRAMS
106 ARMY PENTAGON
WASHINGTON DC 20310-0106

SASB

NOV 09 2011

MEMORANDUM FOR SEE DISTRIBUTION

SUBJECT: Assignment of FY 2012 Small Business Targets

1. As the Fiscal Year (FY) 2011 data is finalized, the Army is expected to experience another outstanding year of awarding over \$23.7 billion to small businesses. Additionally, the preliminary data indicates that the Army will distinguish itself as the DoD component forerunner for prime contract awards made to small businesses in each program area: small business, small disadvantaged, women-owned, HUBZone, and service-disabled veteran-owned small business. Secretary McHugh, Under Secretary Westphal, and I commend you and your command for these outstanding accomplishments.
2. While these accomplishments certainly contribute to the overall success of the Army Small Business Program, we are particularly excited to announce that for the first time ever, the Army has surpassed the national goal of 3% for service-disabled veteran-owned small business awards! Congratulations team!
3. After a thorough analysis of our Small Business Program, the enclosed targets are being assigned based on DoD congressionally-mandated goals, input from your office of Small Business Programs, historical accomplishments and improvement factors in support of the DoD goals.
4. Please extend my personal thanks to your small business advisors and acquisition personnel for their hard work and dedication to the Army Small Business Program. As in the past, I ask for your continued commitment as we work together to support our Soldiers, their needs, and the small business community.

Encl

A handwritten signature in black ink that reads "Tracey L. Pinson".

TRACEY L. PINSON
Director

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FY 12 Targets

Prime

Small Business	24.0%
Small Disadvantaged Business	8.0%
Women-Owned Small Business	5.5%
HUBZone Small Business	1.0%
Service-Disabled Veteran-Owned Small Business	3.0%
HBCU/MI *	5.0%

* This is an aspirational goal.*

Subcontracting

Small Business	23.0%
Small Disadvantaged Business	5.0%
Women-Owned Small Business	5.0%
HUBZone Small Business	3.0%
Service-Disabled Veteran-Owned Small Business	3.0%