

SMALL BUSINESS PROGRAMS – FY 12

as of April 2012	Statutory Goals	SPN Goals	Actuals	Projections
TOTAL AWARDS	\$36,744,251	\$36,744,251	\$12,394,251	\$38,000,000
SB	\$8,451,177	\$11,758,160	\$6,421,967	\$30,000,000
SDB	\$1,837,212	\$5,511,637	\$4,793,596	\$5,000,000
WOSB	\$1,837,212	\$1,837,212	\$1,704,341	\$2,000,000
HUBZone	\$1,102,327	\$2,480,236	\$3,903,868	\$4,000,000
SDVOSB	\$1,102,327	\$1,102,327	\$493,610	\$15,000,000
**HBCU/MI	\$0	\$0	\$0	\$0
EDUCATIONAL AWDS	\$0	\$0	\$7,920	\$7,920
LG BUSINESS AWDS			\$5,972,284	\$8,000,000
SB	23%*	32.00%	51.81%	78.95%
SDB	5%*	15.00%	38.68%	13.16%
WOSB	5%*	5.00%	13.75%	5.26%
HUBZone	3%*	6.75%	31.50%	10.53%
SDVOSB	3%*	3.00%	3.98%	39.47%
HBCU/MI		2.5%**	0.00%	0.00%
EDUCATIONAL AWDS			100.00%	100.00%
LG BUSINESS AWDS			48.19%	21.05%
METRIC				
Met Goal				
Statutory Met AND ≥ 80% Goal				
Statutory Not Met OR ≤ 80% Goal				

LEGEND

- SB-Small Business
- SDB-Small, Disadvantaged Business
- WOSB-Women-Owned Small Business
- HUBZone-Historically Underutilized Business Zones
- SDVOSB-Service-Disabled, Veteran-Owned Small Business
- HBCU/MI-Historically Black Colleges / Universities and Minority Institutions

WAY FORWARD

- Three VA projects are competitive small business set-aside in the \$5- 10 million dollar range per project. Awards could raise achievements in other small business categories.
- Richmond Dredging project is a competitive small business set-aside in the \$5 - \$10 million dollar range.
- HBCU/MI: Sources sought will be advertised to inform colleges of our projects.

*Statutory Small Business Goals per the Small Business Act

**Aspirational Goal. Rothe vs. DoD precludes us from doing HBCU/MI set-asides – however, goal has not been suspended