



GSA Administrator
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To
cc
bcc
Subject Supporting Small Businesses

For Follow Up:  Normal Priority

MEMORANDUM FOR: ALL GSA EMPLOYEES
FROM: MARTHA N. JOHNSON
ADMINISTRATOR
SUBJECT: Supporting Small Businesses

Small businesses are the key to helping us continue to be the strongest country in the world and a place where there's real opportunity for all. Our Nation's small businesses are the engine that runs our economy. They keep America competitive. By their success, they demonstrate that the promise of the American Dream is still alive and well. With commitment and determination, they keep this country innovative and our economy vital.

On January 10, 2011, the first meeting of the small business procurement group was held at the White House to review agency progress in meeting federal small business contracting goals and subcategory goals. This group will review agency progress in achieving their small business contracting goals. GSA is one of the "Big Seven" agencies participating that represent over 90% of Federal contracting spending, which totals over \$500 billion a year. At the conclusion of the meeting, each agency was asked to take immediate steps to ensure small businesses are utilized to the maximum extent practicable. The attached memo further outlines each agency's action steps.

The U.S. Small Business Administration (SBA) is required to report to the President and Congress on achievements by federal agencies and departments against a government-wide annual goal. The Small Business Procurement Scorecard fulfills that requirement by providing an assessment of federal achievement in prime contracting and subcontracting to small businesses by the 24 Chief Financial Officers Act agencies. It also measures progress that agencies are making to ensure small business opportunities remain an integral part of their acquisition of goods and services to meet mission objectives.

The President is clearly committed, and so are we at GSA. We are committed to these important business owners and increasing their access to vital contract opportunities. In FY2009, GSA awarded \$2 billion or 27% to small businesses, and preliminary data for FY2010 shows GSA awarded \$2.3 billion or 29% to small businesses. We are exceeding all subcategory goals, except for our goal of awarding 3% of contract dollars to service-disabled veteran-owned small businesses (SDVOSBs). Though we have

much to be proud of, we are still falling short in reaching that goal. In FY2009, SDVOSBs were awarded \$141 million or 1.90%, and preliminary data for FY2010 shows SDVOSBs were awarded \$180 million or 2.23%, which is shy of our 3% goal.

I am committed to increasing opportunities for small businesses, especially those for SDVOSBs, where we have not met our goal, and I fully support actions that will enable us to reach and exceed all of our small business goals. To that end, we have developed the attached robust Small Business Plan, which I have submitted to the Office of Management and Budget and to the SBA. GSA's Office of Small Business Utilization is working closely with the Office of the Chief Acquisition Officer, PBS and FAS Acquisition Management, and others to coordinate plan implementation. I have asked GSA's senior leadership team to fully support and help execute this plan, and I ask for the same from all of GSA.

Let's continue to work together on this important priority. Thank you all for your cooperation in meeting these very important goals.

Attachments:



GSA Follow-up Actions Small Business Plan.pdf



Small Business Follow-up 2_11_11_Admin.pdf