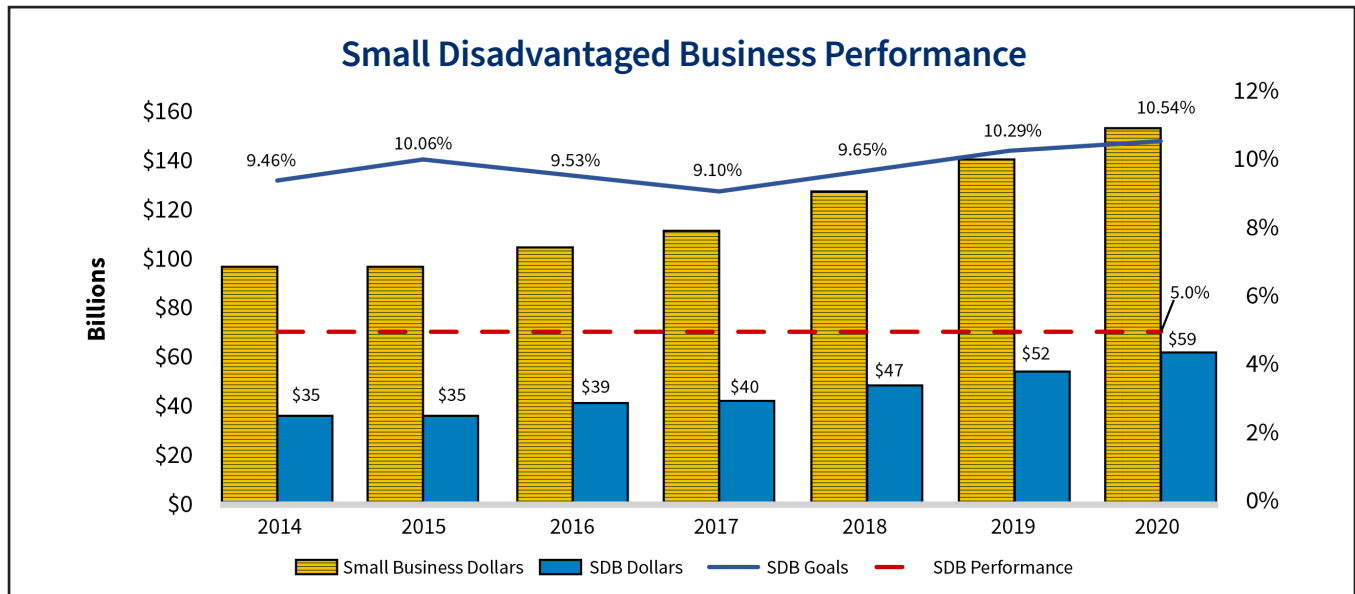


# Small Disadvantaged Business FY2020 Prime Contracting

Small businesses are expanding and contributing to the economy at a record-breaking level. By competing for and winning federal contracts, small businesses have supported about 699K jobs, driving job creation, innovation, and economic growth on a local, regional, and national level.



- **SBA educates small businesses** on business development, federal contracting, and certification programs.
- **SBA provides business assistance** to small -disadvantaged businesses, including:
  - Evaluate/assist in readiness to enter federal marketplace
  - Operate and encourage applications to 8(a) Business Development Program
  - Marketing/responding to opportunities

## Advocating for Small Business

Socially and economically disadvantaged businesses may qualify for the SBA 8(a) Business Development Program. In FY 2019, **the SBA set an agency priority goal** to increase the percentage of unique 8(a) contracts awarded to SDBs. In FY20 SBA continued to streamline and improve the 8(a) application and review processes.

These SDBs receive **tailored business development** assistance through Business Opportunity Specialists in SBA's 68 district offices, as well as the network of Procurement Technical Assistance Centers. Both can be found through [SBA.gov/Local-Assistance](https://www.sba.gov/Local-Assistance).

## FY2020 Highlights

- Federal government **exceeded small business contracting goal** for the **eighth-consecutive years**.
- Awarded a record-breaking **\$145.7\* billion** in prime contracts to small business.
- Small Disadvantaged Businesses received **\$59.0\* billion** (historic high); equates to **over 284K jobs**.
- **Over 23,600** SDB prime contractors (representing 25% of small business vendors) received awards, averaging **\$2.6 million in awards** per prime contractor.



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# SBA Certifications

A business can further gain access to contracting opportunities by seeking certification with other SBA programs:

- Historically Underutilized Business Zone (HUBZone)
- Woman-Owned or Economically Disadvantaged Woman-Owned Small Business
- Veteran owned or Service-Disabled Veteran-Owned.

The SBA offers the 7(j) Management and Technical Assistance program, helping eligible small businesses with training, executive education, and consulting in a broad range of business disciplines.

## The top 10 agencies doing business with SDBs Prime Contracting and Subcontracting

Funding Department Name	SDB (%)
Small Business Administration	73.7%
Office of Personnel Management	45.3%
Nuclear Regulatory Commission	34.8%
Department of the Interior	31.9%
Department of Labor	27.1%
General Services Administration	22.2%
State Department	20.3%
Department of Agriculture	19.7%
Department of Transportation	19.3%
Environmental Protection Agency	18.0%

Reporting Agency	SDB %
Small Business Administration	22.6%
Department of Labor	18.4%
Department of Commerce	15.0%
National Science Foundation	13.1%
Environmental Protection Agency	12.7%
Office of Personnel Management	11.6%
Department of Homeland Security	11.5%
Department of Energy	11.3%
Social Security Administration	11.3%
Department of Transportation	11.0%

## Top 10 NAICS codes/Top 5 NAICS Sectors with Prime contracts awards to SDBs

NAICS Code	SDB Dollars (Billion)
236220	\$7.4
541512	\$5.2
541519	\$5.0
541330	\$4.1
541611	\$3.9
561210	\$2.9
541511	\$1.8
237990	\$1.2
541990	\$1.2
541715	\$1.0

NAICS Sector	SDB Dollars (Billion)
54-Professional, Scientific, and Technical Services	\$25.9
23-Construction	\$12.2
56-Administrative and Support and Waste Management and Remediation Services	\$7.1
33-Manufacturing	\$4.2
62-Health Care and Social Assistance	\$1.6

To learn more, visit [SBA.gov/document/support-small-business-procurement-scorecard-overview](https://www.sba.gov/document/support-small-business-procurement-scorecard-overview)



U.S. Small Business Administration

\*FY 2020, in accordance with federal law, SBA provided double credit, for scorecard purposes only, for prime contract awards in disaster areas that are awarded as a local area set aside and a small business or other socio-economic set aside when the vendor state is the same as the place of performance (15 USC § 644(f)), for Puerto Rico awards (15 USC § 644(x)(1)) and included in the calculation of FY20 government-wide achievements the Department of Energy first-tier subcontracts required to be included by section 318 of the Consolidated Appropriations Act of 2014 (“CAA”), Public Law 113-76.