

**Department of Labor**  
**2009 Small Business Procurement Scorecard**

<p><b>A</b></p> <p><b>106.8</b></p>
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FPDS-NG Data as of July 29, 2010  
ARRA Data as of August 6, 2010

<b>Prime Contracting Achievement:</b>			<b>107.49</b>
	<b>2008 Achievement</b>	<b>2009 Goal</b>	<b>2009 Achievement</b>
<b>Small Business</b>	32.62%	33.42%	36.69% (\$0.718B)
<b>Women Owned Small Business</b>	6.57%	5.00%	7.06%
<b>Small Disadvantaged Business</b>	12.81%	5.00%	15.65%
<b>Service Disabled Veteran Owned Small Business</b>	4.34%	3.00%	2.66%
<b>HUBZone</b>	3.55%	3.00%	1.08%

<b>Sub Contracting Achievement:</b>			<b>108.05</b>
	<b>2008 Achievement</b>	<b>2009 Goal</b>	<b>2009 Achievement</b>
<b>Small Business</b>	55.40%	55.30%	56.80%
<b>Women Owned Small Business</b>	12.46%	5.00%	14.35%
<b>Small Disadvantaged Business</b>	17.53%	5.00%	18.92%
<b>Service Disabled Veteran Owned Small Business</b>	2.29%	3.00%	1.24%
<b>HUBZone</b>	4.47%	3.00%	3.69%

<b>Plan Progress:</b>		<b>100</b>
<ul style="list-style-type: none"> <li>✓ Full response</li> <li>* Unacceptable response</li> <li>↔ Partial response</li> </ul>		
✓ Has implemented a strategy to increase the number of competitively awarded contracts to small businesses.	✓	
✓ Has demonstrated top-level Agency commitment to small business contracting.	✓	
✓ Planned significant events to increase small business participation in the procurement process during the period.	✓	
✓ Demonstrated the small business data is accurately reported in FPDS-NG during the period. Verified & Cleared FPDS-NG Anomalies.	↔	
✓ Demonstrated the policies and procedures are in place to ensure compliance with subcontracting plans and attainment of subcontracting goals during the period.	✓	
✓ Demonstrated no unjustified bundling has taken place during the period.	✓	
✓ Planned training to contracting staff/managers in executing small business/socioeconomic procurements during the period.	✓	
✓ Planned to collaborate with SBA on formulation of small business procurement policy initiatives during the period.	✓	
✓ Agency submits all strategic plans and reports that became due to SBA during the reporting period.	✓	

<b>Grading Scale</b>	
A+	≤ 150% but ≥ 120%
A	< 120% but ≥ 100%
B	< 100% but ≥ 90%
C	< 90% but ≥ 80%
D	< 80% but ≥ 70%
F	< 70%

## Comments:

### **Graded Agency:**

The Department of Labor (Department) has met its prime contract goals for small business, small disadvantaged business, and women owned small business; and continues its efforts towards enhancing the utilization of HUBZone and service-disabled veteran-owned small businesses. In Fiscal Year 2009, the Department was short in meeting its HUBZone small business, and service-disabled veteran-owned small business goals. Not meeting the HUBZone and service-disabled veteran-owned small business goals in FY 2009 was not due to lack of the Department's efforts. In attempts to increase the participation of these two socioeconomic categories, the Department employed market research techniques through sources sought notices advertised on the Federal Business Opportunities Website that were specifically geared toward identifying HUBZone and service-disabled veteran-owned small businesses. The Department's use of HUBZone and service-disabled veteran-owned small business set-asides were driven by the resulting sources sought announcements.

The Department's small business achievements can be attributed to activities that include the Office of Small and Disadvantaged Business Utilization's (OSDBU) participation in local and national trade association events, conferences, and procurement seminars throughout the Fiscal Year; vendor counseling and matchmaking with agency contracting opportunities; DOL sponsored quarterly small business Vendor Outreach Sessions (VOS) which provides the small business community the opportunity to market their capabilities directly to agency program officials; and the implementation of small business performance standards as part of the evaluation plan for all acquisition personnel. Further success in the Department's small business program can be attributed to the procedures outlined in the Department of Labor Manual Series (DLMS)-2 Chapter 1000, Small Business Utilization Program that maximizes the utilization of small business and other small disadvantaged socioeconomic groups within DOL contracting activities, and requires the OSDBU to screen all acquisitions exceeding \$100,000 (including GSA schedule buys).

In these tough economic times, it is noteworthy that small businesses employ half of the nation's private sector workforce and create a large share of the nation's new jobs. In addition to reminding us of the substantial role small businesses can—and must—play in restoring economic growth, the Department of Labor is equally attentive and committed to our responsibilities and opportunities to support small businesses.

### **SBA:**

#### **Goaling Achievement**

The Department of Labor (DOL) met 3 of their 5 prime contracting goals missing Service-Disabled Veteran Owned Small Business and HUBZone.

Fiscal year 2009 prime contracting achievement saw increases over FY2008 in Small Business, Women Owned Small Business, and Small Disadvantaged Business. DOL FY2009 achievement declined from FY2008 in Service-Disabled Veteran Owned Small Business and HUBZone.

#### **SBA Data Anomaly Reports**

The DOL responded on-time to SBA's contracting data anomaly report and fully addressed submitted anomalies.

#### **Partnership with SBA**

The DOL regularly attended the SBA chaired Small Business Procurement Advisory Council meetings hosted at the SBA.

#### **American Reinvestment and Recovery Act Contracts**

Since enactment of ARRA, the DOL has directed 50.6% of their Recovery Act funds toward small businesses.