



SASB

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

DEC 17 2013

MEMORANDUM FOR SEE DISTRIBUTION

SUBJECT: Assignment of FY 2014 Small Business Targets

1. As the latest data in the Federal Procurement Data System (FPDS) is finalized, the data indicates the total small business spending is significantly down but the small business program percentages are actually much higher than they were the previous year. The Army is experiencing another outstanding year of awarding over \$17.3 billion to small businesses. Once again, 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 businesses. 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 a second consecutive year the Army has surpassed the national goal of 23% for small business awards and 3% for service-disabled veteran-owned small business awards! For the first time ever we met the 5% women owned small business goal.
3. DoD has taken a comprehensive approach to goal achievement by assigning Army goals in the following areas:
 - a. Prime Contracting, Small Disadvantaged Business, Women-Owned Small Business, HubZone, and Serviced-Disabled Veteran Owned Small Business
 - b. Simplified Acquisition Threshold Performance (SAT)
 - c. Aggregate goal for three portfolio groups (Knowledge Based Services, Electronic and Communication Services, and Facility Related Services)
4. An Army assigned HBCU/MI goal is aspirational and intended to facilitate substantive relationships with this very important contributor to our scientist, technology, math and science programs.
5. Through a collaborative effort with the PARCs, Small Business Advisors and Commanders, my office has completed a thorough analysis of our Small Business Program and the enclosed targets are being assigned based on the DoD goals, input from your Office of Small Business Programs, historical accomplishments and improvement factors in support of the DoD goals.

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6. Your team converted a fiscal challenge into a solid opportunity to maximize small business participation. Congratulations to all for a job well done!

7. I have the utmost confidence that the Army will continue to strive to be the premier organization committed to maximizing Small Business opportunities in support of the warfighter.

8. Do not hesitate to contact my office if assistance is needed in accessing performance data in the new goaling categories.

9. 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.



TRACEY L. PINSON
Director

Encl

DISTRIBUTION:

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U.S. Army Medical Research & Materiel Command

FY 14 Targets

Prime

Small Business	23.00%
Small Disadvantaged Business	8.00%
Women-Owned Small Business	5.50%
HUBZone Small Business	1.00%
Service-Disabled Veteran-Owned Small Business	3.00%
HBCU/MI *	5.0%
* This is an aspirational goal.*	

Portfolio

Knowledge Based Services (KBS)	28.28%
Electronics and Communications Services (ECS)	19.64%
Facility Related Services (FRS)	95.74%

Simplified Acquisition Threshold (SAT)

62.10%

Subcontracting

Small Business	80.0%
Small Disadvantaged Business	10.0 %
Women-Owned Small Business	5.0 %
HUBZone Small Business	1.0%
Veteran Owned Small Business	9.0%
Service-Disabled Veteran-Owned Small Business	8.0%