Agency’s Effectiveness

U.S. Small Business Administration

- Loan Portfolio $:
  - $Loan Portfolio
- Federal Contracts $:
  - $Federal Contracts
- Budget $ (millions):
  - $Salaries & Expenses Budget

Graph showing the growth of Loan Portfolio, Federal Contracts, and Budget from 2001 to 2006.
Patriot Express

- Launched in June
- Approved more than 500 loans for $51 million
- Offered at 2.25% to 4.75% over prime
- Guaranty of up to 85% on loans of $150,000 or less; 75% for loans of $150,000 to $500,000.
- 2% guaranty fee for loans up to $150,000; 3% guaranty fee for loans over $150,000.
- In addition to PX, SBA can provide loans of up to $1.5 million under the Military Reserve Economic Injury Disaster Loan program (MREIDL).
• 5 Veterans Business Outreach Program Centers provided counseling and training to 13,689 veterans, reservists, and service members.

• 30,043 veterans, reservists and family members were assisted through special community collaborative outreach events.
Resource Partner Outreach

- Number of veterans, reservists and service members that received counseling or training (through 3rd quarter 2007):
  - 37,798 at Small Business Development Centers.
  - 23,126 through SCORE
  - 3,702 through Women’s Business Centers.
Small Business Procurement Goals

- SBA establishes small business goals with each agency prior to the beginning of the Fiscal Year
- Goals are government-wide
- SBA monitors agencies’ accomplishments and reports results to the President and Congress
- SBA issues Small Business Procurement Scorecard for each of the 24 CFO agencies
Federal Procurement

Contracting $ (millions)

SB
VOSB
SDVOSB
DOD SB
ARMY SB

FY 2005
FY 2006
0 20 40 60 80

SB
VOSB
SDVOSB
DOD SB
ARMY SB
Contracting Improvements

• Increasing opportunities for America’s small businesses
• Change rules to scrub out large firms
• Clean up database
• Small Business Procurement Scorecard
Increasing Opportunities

- Areas in which the Federal government has not historically met socio-economic contracting goals
- Enhanced online search tool
- Increase and re-orient Procurement Center Representatives (PCRs)
Size Recertification

• New regulation published Nov. 2006 went into effect June 30

• Long-term contracts: recertification at the end of five years

• Short-term contracts: notification in event of merger or acquisition

• Does not require termination of contracts if size status changes
Clean Database

• Reviewed 11 million contract actions from the last two years to cleanse the database of miscoded contracts

• Cleaner data caused the drop in overall percentage of prime contracts to small businesses in FY 2006

• Agencies must establish procedures by Dec. 15, making FY 2007 data even more reliable
Small Business
Procurement Scorecard

- Released Aug. 17
- Track and monitor the status of 24 Federal agency’s small business goal achievement
- Agencies are rated green, yellow or red, based on:
  - whether they reached their annual small business contracting goals, and
  - their progress on efforts to make contracting opportunities available to small businesses