

DEPARTMENT OF THE ARMY OFFICE OF SMALL BUSINESS PROGRAMS

ANNUAL REPORT

FISCAL YEAR 2020



APRIL 2021

Executive Summary

In Q2 of Fiscal Year 2020 (FY20), the Army Office of Small Business Programs (OSBP) received the small business prime contracting goal of 27.86% from the Department of Defense (DoD) and subsequently established Command goals to support achievement of this goal. OSBP executed the sixth annual Small Business Seminar in conjunction with the Association of the United States Army (AUSA) annual meeting and exposition in October 2019, providing seven (7) seminars on procurement related topics and sponsoring approximately 1,125 matchmaking sessions between over 550 small businesses and government or large business representatives. OSBP participated in a variety of other outreach events and engagements and assisted small businesses hoping to win contracts with the Army.

However, by the end of the second quarter of FY20, OSBP faced unprecedented challenges, along with the rest of our nation. COVID-19 was declared a global pandemic on March 11, 2020, and the President of the United States declared a National Emergency on March 13. To ensure operational continuity for the Army, we quickly pivoted to distributed operations for our workforce and deployed technology to keep us connected, secure, and ready to address any scenario.

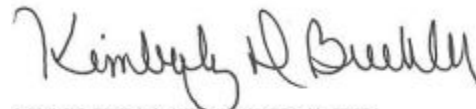
Likewise, the pandemic challenged our defense industrial base (DIB), hitting small business especially hard. The Under Secretary of Defense for Acquisition and Sustainment issued a memorandum on March 20, 2020 that designated the DIB as an essential critical infrastructure workforce, established task forces to aggressively address DIB challenges, and closely monitored the operating status of defense contractors. Contractors were tasked with keeping programs on schedule while reconfiguring work spaces for social distancing, procuring unforeseen amounts of personal protective equipment (PPE) and sanitizing materials, and managing employee health concerns. Small businesses struggled with cash flow and many faced difficult human resource decisions as requirements and resources shifted, even if temporarily. Unfortunately, some small businesses did not survive. Some received financial aid through the Small Business Administration's Payroll Protection Program (PPP), and many received assistance through large business prime contractors who provided financial assistance and other forms of support.

The Army's COVID-19 procurements depressed the Army's small business prime contracting achievement by a full percentage point until August, when the achievement increased by a full percentage point and continued to grow through the end of the fiscal year. The pandemic necessitated increased obligations in medical research and development, as well as procurement of PPE, therapeutics, vaccines, and related supplies and services. The Army used multiple tools and strategies to reduce barriers

to entry for small businesses and expedite contracts, including Small Business Innovative Research (SBIR) and Other Transaction (OT) authorities.

By the end of FY20, the Army awarded over \$24 billion to small business prime contractors, equating to 30.72% of all contract dollars that are eligible for award to small business. For the seventh consecutive year, the Army also exceeded statutory goals in all socio-economic categories of Small Disadvantaged Business, Service-Disabled Veteran-Owned Small Business, Woman-Owned Small Business, and Historically Underutilized Small Business Zone. This annual report provides details of the Army's small business accomplishments across these socio-economic categories, by category of spend, and by Command.

The Army's efforts to support small business were a success by many measures. These accomplishments were achieved only through the combined efforts of everyone involved in the procurement process, including small business professionals, contracting professionals, program managers, commanders, and leaders at every echelon. The Army OSBP congratulates everyone who contributed to making FY20 a success for small business.



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MISSION AND VISION OF THE ARMY OFFICE OF SMALL BUSINESS PROGRAMS



Mission

Advise the Secretary of the Army and the Army leadership on small business- related matters.

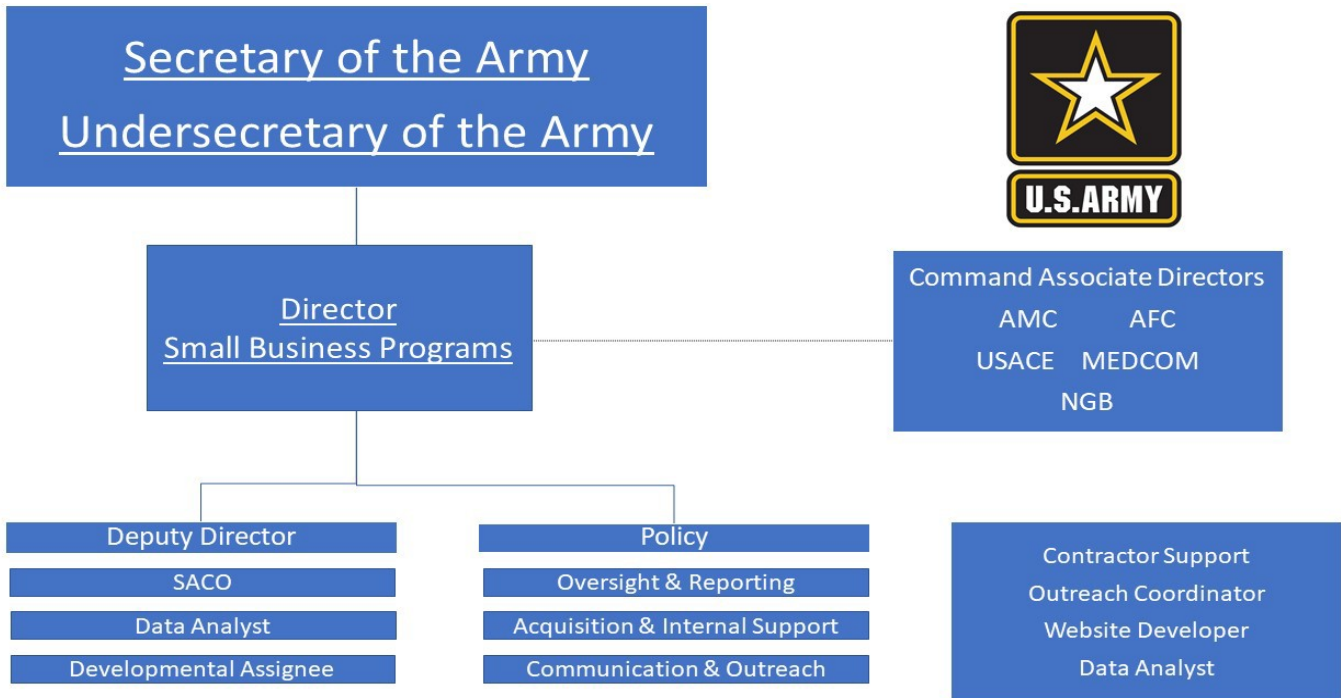
Maximize opportunities for innovative initiatives that contribute to expanding the small business industrial base relevant to the Army mission priorities.

Leverage small businesses to ensure expansion and/or sustainment of the industrial base and provide opportunities to obtain innovative technologies, supplies and services for our soldiers.

Vision

To be the premier advocacy organization committed to maximizing small business utilization in support of the Army.

ORGANIZATIONAL CHART AS OF SEPTEMBER 2020



KEY ACHIEVEMENTS OF THE ARMY OFFICE OF SMALL BUSINESS PROGRAMS IN FISCAL YEAR 2020

I. Publications

The OSBP issued the following strategy and policy related publications during Fiscal Year 2020 (FY20):

- A memorandum in December 2019 to the Heads of Contracting Activities pertaining to Surveillance Reviews of contracting activities in accordance with Section 15(m) of the Small Business Act, as implemented in the Federal Acquisition Regulation 19.402(c)(5). The Deputy Assistant Secretary of the Army (Procurement) co-signed the memorandum.
- An updated Army Federal Acquisition Regulation Supplement 5119 in March 2020.
- A letter to small business industry partners in April 2020 to encourage industry engagement with small business professionals on COVID-19 impacts and concerns, as well as a feedback platform and repository of COVID-19 documents and website links: <https://osbp.army.mil/Home/Coronavirus>.
- An updated standard operating procedure for Section 212 of the Small Business Regulatory Enforcement Fairness Act of 1996 (SBREFA) in April 2020: <https://osbp.army.mil/Resources/Office-of-the-National-Ombudsman>.
- A new Strategic Plan and Implementation Roadmap in June 2020. The new plan maps the small business functions and objectives to the National Defense Strategy, the Army Plan, and the DoD Small Business Strategic Plan. The implementation roadmap identifies initiatives and metrics to track success.
- A new policy for the standardized selection and appointment of Small Business Professionals in August 2020.
- A policy to harmonize execution of the 8(a) business development program with Category Management cost saving strategies in September 2020.
- A contract to RAND Arroyo Center to study the small business workforce structure across the Department of the Army and develop recommendations and potential courses of action to improve the overall effectiveness and efficiency for the small business function. The draft report will be delivered in September 2021.

- Expanded small business data visualization dashboards in the Virtual Contracting Enterprise.
- A. Publications Highlight—OSBP Strategic Plan and Implementation Roadmap
- The [OSBP Strategic Plan](#) and [Implementation Roadmap](#) were published in June 2020.
 - The Strategic Plan maps the small business functions and objectives to the National Defense Strategy, the Army Plan, and the DoD Small Business Strategic Plan.
 - The plan includes five lines of effort:
 - People,
 - Readiness,
 - Modernization,
 - Reform, and
 - Allies and Partners.
 - The Implementation Roadmap identifies a total of 21 initiatives and establishes a series of metrics to track success.



B. Strategic Plan at a Glance

Lines of Effort

STRATEGIC PLAN – LINES OF EFFORT



ALIGN WITH THE ARMY TO:

- ❖ Generate ready forces that are organized, trained and equipped for prompt and sustained ground combat
- ❖ Prioritize research and development and procure technologically mature systems
- ❖ Implement aggressive reforms to free up time, money and manpower
- ❖ Strengthen alliances and attract new partners
- ❖ Remember the importance of people

Outcomes

STRATEGIC PLAN – LINES OF EFFORT



OSBP OUTCOMES:

- ❖ Seeks to maximize use of small business in support of mission readiness
- ❖ Works with industry, university and private sector to pursue opportunities for combined research and development
- ❖ Seeks to simplify, reduce or eliminate low-value activities and improve business processes
- ❖ Engages in areas impacting the Army and small businesses
- ❖ Develops a talent management strategy and assesses the structure on how to best support the program and the Army

Objectives

STRATEGIC PLAN – LINES OF EFFORT



OSBP OBJECTIVES:

- ❖ Effective outreach program
- ❖ Early acquisition planning
- ❖ Increase small business participation
- ❖ Promote MPP, SBIR/STTR, HBCU/MI
- ❖ Streamline processes
- ❖ Implement streamlining tools
- ❖ Conduct industry engagement
- ❖ Increase synergy with PTACS
- ❖ Measure involvement and effectiveness
- ❖ Develop and sustain policy
- ❖ Evaluate policies
- ❖ Address cybersecurity challenges
- ❖ Recruit, hire, develop, train and retrain employees
- ❖ Enhance collaboration
- ❖ Facilitate formal and informal training
- ❖ Utilize DAWDF

II. Outreach

The Director, Deputy Director, and the four Procurement Analysts participated in over 40 outreach engagements, such as keynote speeches, panel presentations, and matchmaking sessions, and provided information and education on the most effective way to market to the Army buying commands. These engagements help to ensure the availability of an industrial base of small business firms with capabilities that enable a ready, modernized, and multi-domain Army. Outreach highlights include:

- A Premier Annual Event: Annual Meeting of the Association of the United States Army, Small Business Seminar (SBS) and Matchmaking Session (October 2019) (live event).
 - The Army OSBP sponsored both general and matchmaking sessions. Approximately 562 attendees representing small businesses and federal employees participated in the two-day SBS. OSBP sponsored seven (7) seminars and 1,125 matchmaking sessions with the five Army Buying Commands, other federal agencies, and industry representatives. Approximately 553 vendors participated in the matchmaking sessions.

- National Defense Industrial Association (NDIA) TRI-Association Small Business Advisory Panel (TRIAD) (October 2019 and February 2020), DoD Small Business Directors Panel (live events).
- National HUBZone Conference (October 2019), Panel and Matchmaking (live event).
- GovConectx Small Business Outreach Event for Service-Disabled Veteran-Owned and HUBZone Small Businesses (November 2019), Matchmaking (live event).
- The Veteran Institute for Procurement (VIP) Grow (January 2020), Small Business Directors Panel (live event).
- National 8(a) Association Small Business Conference (February 2020), Office of Small Disadvantaged Business Utilization (OSDBU) Directors Panel (live event).
- Global Special Operations Forces (SOF) Foundation Imperatives Forum (February 2020), Panel of Government and Small Business Experts (live event).
- National Small Business Federal Contracting Summit sponsored by the Women's Chamber of Commerce (March 2020), Director Briefing (live event).
- 11th Annual Michigan Defense Exposition (MDEX) 2020 (May 2020), Director Briefing (virtual recorded presentation).
- Lockheed Martin Interview with Question and Answer Period (May 2020) (virtual live event).
- Veteran Entrepreneur Training Symposium (VETS), Director Briefing with Question and Answer Period (August 2020) (virtual live event).
- Navy Gold Coast (September 2020), DoD Small Business Directors Panel (virtual live event).

III. Training for Small Business Professionals

The Army Office of Small Business Programs sponsored training in FY20 as follows:

- OSBP conducted the first annual small business workshop from February 4 – 5, 2020. Associate Directors and other small business professionals met in Southbridge, MA for two days of general and breakout sessions focused on key challenges and initiatives for the small business program.

- OSBP issued a memorandum requiring that Small Business Associate Directors (ADs) deliver subcontracting compliance training for the small business and acquisition workforce during FY20. The training continued efforts started in FY19. The end state was no less than 95% of small business and contracting professionals trained by the third quarter of FY20. While the ADs developed Command plans to train the workforce, COVID-19 impacted delivery. Training will continue in FY21.
- OSBP participated in the Defense Acquisition University, Small Business Professional Course 301, DoD Small Business Directors Hot Topics Panel (May 2020). SBP 301 is the capstone DAU small business course. The panel enables direct communication with students.
- OSBP conducted an Army Small Business Town Hall and Small Business Awards Ceremony in conjunction with DoD Small Business Training Week (September 2020).

ARMY PRIME CONTRACTING ACHIEVEMENTS IN FISCAL YEAR 2020

As previously stated, in FY20, the Army awarded over \$24.4 billion to small business prime contractors, equating to 30.72% of all contract dollars that are eligible for award to small business. The Army awarded an additional \$5.07 billion to small businesses through cooperative agreements, grants, and other forms of financial assistance, and an estimated \$661 million through the Government Purchase Card. Combined, the Army obligated an estimated \$30 billion to small businesses in FY20. While small businesses received additional contracts through Other Transaction Authority, OSBP cannot provide an accurate estimate of awarded dollars since these actions fall outside the Federal Acquisition Regulation (FAR) system.

I. Overall Achievements—Army

For the seventh consecutive year, the Army exceeded statutory goals in all socio-economic categories of Small Disadvantaged Business, Service-Disabled Veteran-Owned Small Business, Woman-Owned Small Business, and Historically Underutilized Small Business Zone.

ARMY							
Category	FY 20 Goal	FY 20 Percent Achieved	FY 20 Dollars Achieved	FY 19 Goal	FY 19 Percent Achieved	FY 19 Dollars Achieved	Change from Prior FY
Small Business	27.8%	30.7%	\$24.4B	26%	28.9%	\$21.9B	↑
Small Disadvantaged Business	5%	14.9%	\$11.8B	5%	13.4%	\$10.2B	↑
SDVO Small Business	3%	3.8%	\$3B	3%	3.9%	\$2.9B	↓
Woman-Owned Small Business	5%	5.4%	\$4.3B	5%	5.6%	\$4.2B	↓
HUBZone Business	3%	3.6%	\$2.9B	2.8%	3.1%	\$2.3B	↑

II. Army Obligations Awarded to Small Businesses via Financial Assistance Awards

The Army awarded over \$5.07 billion to small businesses through cooperative agreements, grants, and other forms of financial assistance. When combined with the over \$24 billion awarded through FAR-based prime contracts, and the estimated \$661 million awarded through Government Purchase Cards, the Army notably obligated over \$30 billion dollars to small businesses.

ARMY							
	2020			2019			
Assistance Type	FAADC Obligations	FAADC SB Dollars	Percent FAADC SB Dollars	FAADC Obligations	FAADC SB Dollars	Percent FAADC SB Dollars	Change from Prior FY
COOPERATIVE AGREEMENT	\$3.3B	\$33.2M	1%	\$3.1B	\$49.2M	1.5%	(0.0054)
GRANT	\$1.1B	\$50.2M	4.2%	\$1.1B	\$61.7M	5.4%	(0.0122)
OTHER FINANCIAL ASSISTANCE	\$556.3M	\$143M	25.7%	\$53.7M	0	0%	0.257
TOTALS	\$5B	\$226M	4.4%	\$4.3B	\$110M	2.5%	0.0193

III. Impact of COVID-19 on Army Prime Contracting Achievements

The Army's COVID-19 procurements depressed the Army's small business prime contracting achievement by a full percentage point until August, when the achievement increased by a full percentage point and continued to grow through the end of the fiscal year. When assessed without the benefit of COVID-19 related obligations, the Army's small business prime contracting achievements are a meager one-half of a percentage point higher than in FY19 (28.99%).

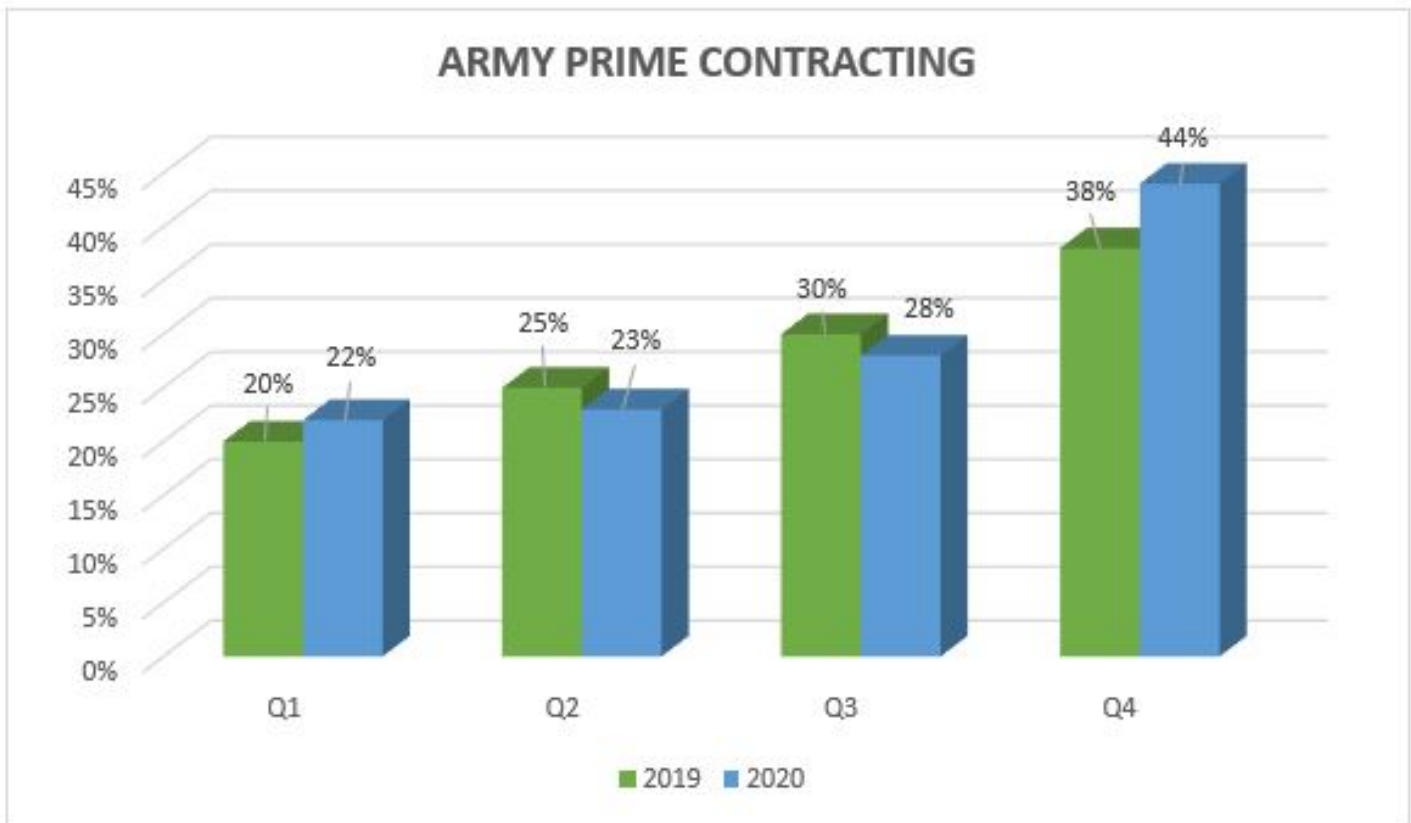
ARMY FY2020 & COVID-19								
Small Business Eligible Dollars	Small Business Dollars	Percent of Small Business	COVID-19 Small Biz Eligible Dollars	COVID-19 Small Business Dollars	Percent of COVID-19 Small Business	Small Business Eligible Dollars Less COVID-19	Small Business Dollars Less COVID-19	Percent of Small Business Dollars Less COVID-19
\$79.4B	\$24.4B	30.7%	\$3.8B	\$2.1B	54.6%	\$75B	\$22B	28.9%

Top COVID-19 Obligations by Product & Service Code (PSC)			
Socio-Economic Category	PSC	Cumulative Number of Actions	Cumulative Dollar Value
Small Business	6505 (Drugs & Biologicals)	6	\$1.2B
Small Disadvantaged Business	6515 (Medical & Surgical Instruments, Equipment & Supplies)	22	\$191.4M
Service-Disabled Veteran-Owned Small Business	D318 (IT & Telecom)	3	\$10.7M
Woman-Owned Small Business	Q401 (Medical-Nursing)	15	\$22M
HUBZone Business	Z2DA (Repair or Alteration of Hospitals & Infirmaries)	8	\$6.2M

Summary of COVID-19 Obligations by Socio-Economic Category		
Socio-Economic Category	Cumulative Number of Actions	Cumulative Dollar Value
Small Business	3,183	\$2.1B
Small Disadvantaged Business	1,341	\$411M
SDVO Small Business	313	\$41M
Woman-Owned Small Business	650	\$78M
HUBZone Business	212	\$27M

IV. Small Business Execution by Fiscal Year Quarter

Small business prime contracting achievements follow a consistent trend throughout the four quarters of the fiscal year. However, achievements spike in the fourth quarter due to the historically higher number of contract awards executed during this period, as well as the amenability of those awards to small business participation.



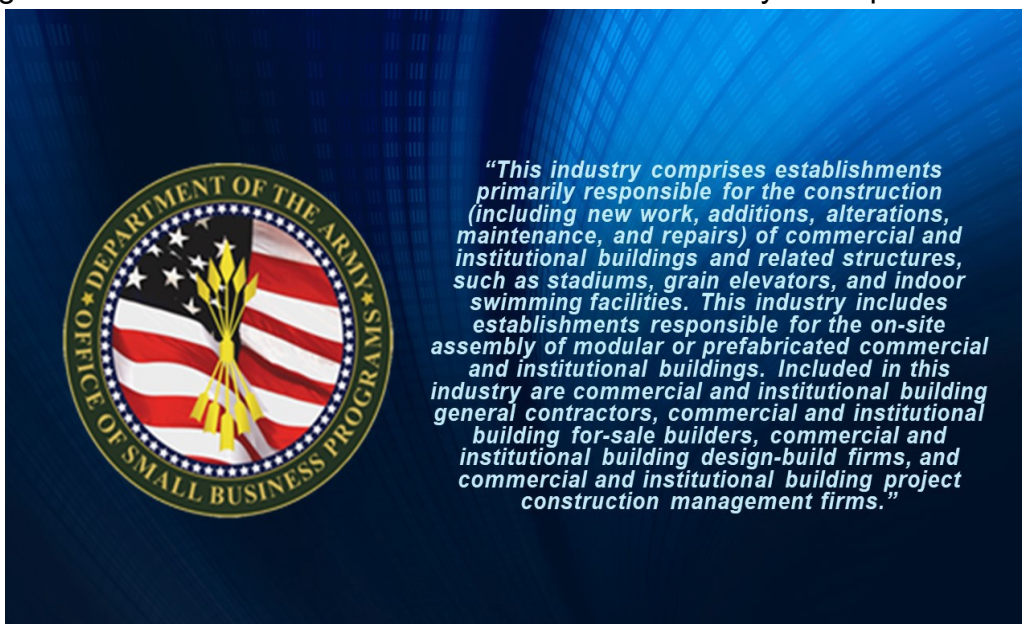
V. North American Industry Classification System (NAICS) – Army Top Five Categories

The North American Industry Classification System (NAICS) is the standard used by federal statistical agencies to classify businesses for purposes of collecting, analyzing, and publishing statistics related to the U.S. business economy. Developed jointly by the U.S., Mexico, and Canada, NAICS allows for increased comparability in business statistics among the countries. NAICS was established under the Office of Management and Budget (OMB) and adopted in 1997. NAICS groups businesses into industries according to similarity in the processes used to produce goods and services and assigns a corresponding numeric code. The SBA publishes small business size standards matched to NAICS. Size standards include both revenue-based and employee-based size standards. Federal contracting regulations require that a NAICS “code” be identified for each product or service being procured and thus, a corresponding size standard is established.

Examples of NAICS codes and size standards:

- 236220 – Commercial and Institutional Building Construction
 - Average annual receipts: \$39.5M or less
- 325412 – Pharmaceutical Preparation Manufacturing
 - Average employment: 1,250 employees or fewer

Across all socio-economic categories, the Army awarded the most dollars to small businesses categorized in the NAICS 236220 sector – Commercial and Institutional Building Construction. In accordance with the NAICS industry descriptor:



The Army's top categories of small business spend almost exclusively fall within the facilities, construction, engineering, and research and development related industries.

NAICS classifications that are common across all socio-economic categories, as demonstrated in the table below, include:

- 237990 – Other Heavy and Civil Engineering Construction
- 541330 – Engineering Services
- 561210 – Facilities Support Services

ARMY		
SMALL BUSINESS		
TOP 5 NAICS CODES	DESCRIPTION	DOLLARS
236220	Commercial and Institutional Building Construction	\$3.4B
237990	Other Heavy and Civil Engineering Construction	\$1.7B
541330	Engineering Services	\$1.68B
541712	Research & Development in the Physical, Engineering and Life Sciences (No Biotech)	\$1.61B
325412	Pharmaceutical Preparation Manufacturing	\$1.4B

ARMY		
SMALL DISADVANTAGED BUSINESS		
TOP 5 NAICS CODES	DESCRIPTION	DOLLARS
236220	Commercial and Institutional Building Construction	\$2.6B
541330	Engineering Services	\$796M
237990	Other Heavy and Civil Engineering Construction	\$789M
561210	Facilities Support Services	\$755M
562910	Remediation Services	\$509M

ARMY

SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS

TOP 5 NAICS CODES	DESCRIPTION	DOLLARS
236220	Commercial and Institutional Building Construction	\$350M
541330	Engineering Services	\$290M
237990	Other Heavy and Civil Engineering Construction	\$272M
561210	Facilities Support Services	\$219M
237310	Highway, Street and Bridge Construction	\$200M

ARMY

WOMAN-OWNED SMALL BUSINESS

TOP 5 NAICS CODES	DESCRIPTION	DOLLARS
236220	Commercial and Institutional Building Construction	\$518M
541330	Engineering Services	\$387M
237990	Other Heavy and Civil Engineering Construction	\$366M
561210	Research and Development in the Physical, Engineering and Life Science (No Biotech)	\$354M
561210	Facilities Support Services	\$327M

ARMY		
HUBZone		
TOP 5 NAICS CODES	DESCRIPTION	DOLLARS
236220	Commercial and Institutional Building Construction	\$809M
237990	Other Heavy and Civil Engineering Construction	\$613M
237310	Highway, Street and Bridge Construction	\$386M
561210	Facilities Support Services	\$162M
541330	Engineering Services	\$70M

VI. Prime Contracting Achievement as Measured by Office of Management and Budget Category (Category Management)

Category Management is the business practice of buying common goods and services as an enterprise to eliminate redundancies, increase efficiency, and deliver more value and savings from the procurement system. The Category Management framework consists of ten categories of common spend and nine categories of defense-centric spend. The Army implemented Category Management in the following categories in fiscal year 2019: Facilities and Construction, Professional Services, Information Technology, Transportation and Logistics, and Medical. From FY19 to FY20, the Army's dollars to small business decreased in nine of the categories and the percentage of spend also decreased in eleven of the categories. OSBP continues to monitor the Army's implementation of Category Management and adherence to OMB guidance to harmonize Category Management and small business goals.

ARMY							
OMB Level 1 Category	FY20			FY19			FY Change
	SB Eligible	SB Dollars	Percent SB	SB Eligible	SB Dollars	Percent SB	
1- IT	\$6.5B	\$2.1B	32.5%	\$6.5B	\$2B	30.7%	↑
2-Professional Services	\$9.8B	\$4.1B	41.7%	\$10.2B	\$4.2B	40.9%	↑
3-Security & Protection	\$449M	\$101M	22.5%	\$415M	\$159M	38.3%	↓

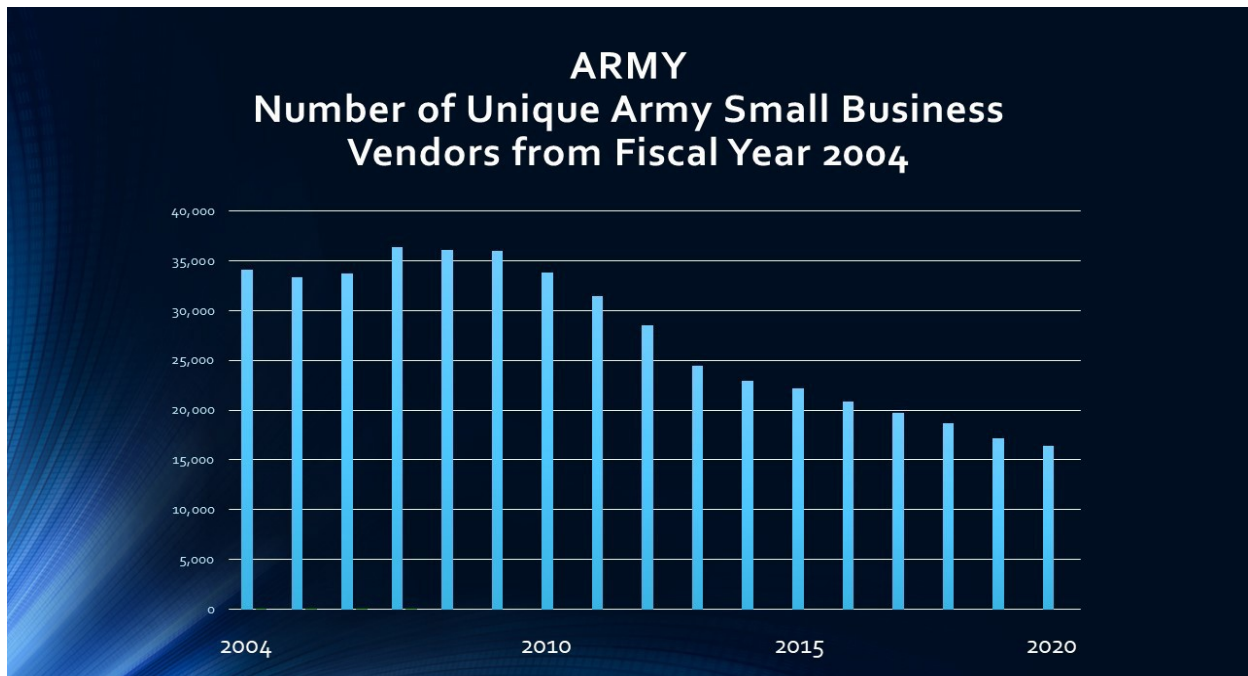
4-Facilities & Construction	\$28.1B	\$9.9B	35.1%	\$24.4B	\$9.1B	37.3%	↓
5-Industrial Products	\$1B	\$587M	55.5%	\$1.2B	\$596M	48.3%	↑
6-Office Management	\$254M	\$205M	80.8%	\$322M	\$245M	76.3%	↑
7-Transport. & Logistics	\$2.6B	\$800M	30.8%	\$2.4B	\$643M	26.1%	↑
8-Travel & Lodging	\$291M	\$186M	64.1%	\$141M	\$102M	72.2%	↓
9-Human Capital	\$699M	\$283M	40.5%	\$554M	\$231M	41.6%	↓
10-Medical	\$2.9B	\$2.3B	78.7%	\$708M	\$445M	62.8%	↑
11-Aircraft, Ships/Vehicles	\$7.2B	\$482M	6.7%	\$7.1B	\$326M	4.5%	↑
12-Weapons & Ammo	\$7.4B	\$512M	6.8%	\$8.7B	\$667M	7.6%	↓
13-Elect/Comm Equipment	\$1.3B	\$145M	10.6%	\$1.5B	\$119M	7.7%	↑
14-Sustainment S&E	\$3B	\$593M	19.5%	\$3.8B	\$908M	23.5%	↓
15-Clothing, Textiles S&E	\$326M	\$238M	72.8%	\$379M	\$285M	75.2%	↓
16-Miscellaneous S&E	\$93M	\$75M	80.6%	\$130M	\$113M	87.1%	↓
17-R & D	\$4.17B	\$1.4B	35.5%	\$4.14B	\$1.5B	36.5%	↓
18-Equipment Services	\$2.9B	\$253M	8.6%	\$2.6B	\$238M	8.9%	↓
19-Elect/Comm Services	\$68M	\$12M	18.1%	\$34M	\$8M	25.4%	↓

VII. Fiscal Year Small Business Industrial Base Changes (2004-2020)

Across the federal government, agencies have noted a drop in the number of contractors in the industrial base. The Army is tracking the steady, dramatic decline that started a decade ago. This decline was also noted by the House Small Business Committee in Report 115-944 that accompanied the 115th H.R. 6382:

“The industrial base has been trending downward. Even though the federal government has met its small business goal for several consecutive years, some research indicates that contract consolidation efforts by the federal government contributed to a quarter of small prime contractors disappearing from the federal marketplace since 2010, even while the total dollar amount awarded to small businesses remained level. This data implies that the government’s focus on total contract dollars going to small businesses may be misguided; attention should also be paid to the number of businesses in the marketplace.”

The OSBP shares the concern expressed in this report and is actively working to assess the impact of policies on the small business industrial base.



VIII. Small Business Innovative Research / Small Business Technology Transfer Program Achievements

The Small Business Innovative Research (SBIR) and Small Business Technology Transfer (STTR) programs fund a diverse portfolio of small businesses across technology areas to stimulate innovation, meet research and development needs, and increase commercialization of technology. These programs afford small, high-tech U.S. businesses and academia the opportunity to provide innovative solutions in response to critical Army needs. As the below data demonstrates, the Army continued to increase total contract obligations, especially in Phase 1 and Phase 2 SBIR projects, as well as in Phase 2 and Phase 3 STTR projects. The SBIR and STTR programs enable the Army to explore the best of technology innovations while promoting acquisition methodologies that reduce barriers to entry for small businesses.

ARMY SBIR FY20 & FY19

Quarter	2020 SR1	2020 SR2	2020 SR3	Total	2019 SR1	2019 SR2	2019 SR3	Total	FY Change
Q1	\$6.2M	\$43.3M	\$9.6M	\$59.1M	\$6.1M	\$44.3M	\$57.2M	\$107.6M	↓
Q2	\$8M	\$51.5M	\$95M	\$154.5M	\$5.5M	\$56.4M	\$90.8M	\$152.9M	↑
Q3	\$11.9M	\$80.5M	\$74.2M	\$166.6M	\$4.7M	\$64.4M	\$52.8M	\$121.9M	↑
Q4	\$24.5M	\$113.2M	\$72.2M	\$209.9M	\$24.2M	\$73.6M	\$68.3M	\$166.1M	↑
Grand Total	\$50.6M	\$288.5M	\$251M	\$590.1M	\$40.5M	\$238.7M	\$269M	\$548.5M	↑

ARMY STTR FY20 & FY19

Quarter	2020 SR1	2020 SR2	2020 SR3	Total	2019 SR1	2019 SR2	2019 SR3	Total	FY Change
Q1	\$2.5M	\$8.3M	\$2.5M	\$13.3M	\$4.9M	\$4M	0	\$8.9M	↑
Q2	\$4.8M	\$10.3M	\$2.8M	\$17.9M	\$3.5M	\$4M	\$2M	\$9.5M	↑
Q3	\$1.5M	\$17.9M	\$6.6M	\$26M	\$1.3M	\$6.6M	\$1.5M	\$9.4M	↑
Q4	\$1.4M	\$11.3M	\$7.7M	\$20.4M	\$1.1M	\$25.1M	\$4.6M	\$30.8M	↓
Grand Total	\$10.2M	\$47.8M	\$19.6M	\$77.6M	\$10.8M	\$39.7M	\$8.1M	\$58.6M	↑

COMMAND SMALL BUSINESS ACHIEVEMENTS FOR FISCAL YEAR 2020

I. Department of Defense Small Business Goals

The Small Business Administration and DoD negotiated the FY20 small business prime contracting goal at 22.05%. In January 2020, the DoD assigned goals to the Services and Other Defense Agencies. DoD assigned the Army a small business goal of 27.86% for prime contracting performance for FY20 and FY21. DoD did not assign specific socio-economic goals as in past fiscal years.

II. Assignment of Command Small Business Goals

In accordance with 15 U.S.C. section 644(g) and the DoD Instruction 4205.01 (June 2016), the Army OSBP assigned small business prime contracting achievement goals to the Commands with procurement authority:



The Army Futures Command (AFC) plays a pivotal role in linking small businesses to Army modernization efforts and is focused on improving the ways in which the Army locates and processes non-traditional vendors. Since AFC does not have procurement authority, OSBP did not assign small business goals. This is consistent with OSBP practices, as small business goals are only allocated to the activities with the authority and responsibility to award contracts to small businesses. AFC has taken many steps

to positively influence small business outcomes, to include establishing a dedicated small business office within its headquarters and maintaining a cadre of small business professionals. These professionals execute the same responsibilities as those affiliated with commands with procurement authority. The Army Contracting Command(ACC) and The U.S. Army Medical Command (MEDCOM) are the primary contracting activities that support AFC.

U.S. ARMY MATERIEL COMMAND/ARMY CONTRACTING COMMAND

The U.S. Army Materiel Command (AMC) delivers logistics, sustainment, and materiel readiness from the Installation to the Forward Tactical Edge to ensure globally dominant land force capabilities. Contracting authority is vested in the ACC, which is a subordinate command to AMC.

Commanding General	Head of the Contracting Activity	Small Business Associate Director
GEN Edward M. Daly	MG Paul H. Pardew	Mr. Thaddeus Martin

I. Achievements in Publications, Outreach, and Training

(Command provided content)

A. Publications

The U.S. Army Sustainment Command, Office of Small Business Programs – Rock Island (OSBP-RI) developed a SharePoint website that is available to Army Contracting Command – Rock Island (ACC-RI). This new resource center includes information on OSBP staff (contact information, services provided, etc.), the latest small business news, frequently asked questions, useful links, SBA information, training materials and requests, and quick reference guides on matters related to small business. The site also includes a vendor database that can be used as a market research tool.

B. Outreach

During FY20, in an effort to grow their small business industrial base and increase awareness of contracting opportunities, AMC OSBP engaged in both internal and external outreach events to include events with other DoD organizations, as well as with small and large businesses throughout the country. For example, AMC OSBP hosted and participated in local and national conferences, matchmaking events, and quarterly Advance Planning Briefing(s) for Industry (APBI), strongly advocating for the inclusion of small business presentations at each APBI by senior leaders/MSO commanders, requirements offices, and contracting officers. By empowering and encouraging the acquisition team to interact with industry, these engagements ensured small businesses were provided the support needed to understand and navigate upcoming requirements and processes. These outreach events offered the transparency and communication required to assist small businesses in breaking down barriers to access to Army procurements by identifying clearer points of entry.

AMC OSBP also ensured SDB opportunities were maximized by partnering with the Small Business Development Centers (SBDCs) and Procurement Technical Assistance Centers (PTACs). In addition to face-to-face, telecommunication, and email communication with thousands of small businesses across the enterprise, AMC participated in numerous outreach, PTAC, and matchmaking events, some of which included:

- **Small Business Outreach:** SBIR Phase II Demo Day; Breakfast with the Primes; B2G Conferences and Expo; Space and Missile Defense Symposium; NDIA Michigan Defense Expo; Association of the United States Army (AUSA); National Hub-Zone Conference; National Veterans Conference; National 8(a) Association Conference, Huntsville Association of Small Businesses in Advanced Technology (HASBAT); Alabama A&M University Small Business Development Center; PTAC Flint Area Expo; and Missile Defense Agency (MDA) Small Business Conference.
- **Matchmaker Events:** 29th Marshall Small Business Alliance Conference, Annual Greater Birmingham Area Government Business, University of Alabama-Huntsville (UAH), and University of North Alabama (UNA).
- **Industry Days:** C4ISR and Cyber Technology Training, Tobyhanna Army Depot Annual Industry Day, LOGCAP, EAGLE, and NAITA FMS Industry Day and EXPRESS.
- **HUBZone Training & Matchmaker Events:** SBDC and PTAC (Mobile, AL), and Alabama A&M University SBDC (Huntsville, AL).

- **AMC Advance Planning Briefings to Industry:**
 - Army Tank-Automotive & Armaments Command (TACOM) OSBP – Hosted 1 Virtual Platform APBI.
 - Army Sustainment Command (ASC)/Army Contracting Command – Rock Island Hosted 1 Virtual Platform APBI.
 - Army Communications-Electronics Command (CECOM)/ACC-Aberdeen Proving Ground OSBP – Hosted 1 Virtual Platform APBI.
 - Army Aviation and Missile Command (AMCOM)/ACC-Redstone Arsenal – Hosted 1 Virtual Platform APBI.
 - Army Mission and Installation Contracting Command (MICC) – Hosted 5 Virtual Platform APBIs.

II. Overall Achievements—AMC/ACC

AMC/ACC							
Category	FY 20 Goal	FY 20 Percent Achieved	FY 20 Dollars Achieved	FY 19 Goal	FY 19 Percent Achieved	FY 19 Dollars Achieved	Change from Prior FY
Small Business	22.6%	26.6%	\$13.4B	19%	23.5%	\$11.8B	↑
Small Disadvantaged Business	5%	10.5%	\$5.3B	5%	9.4%	\$4.7B	↑
SDVO Small Business	3%	3.2%	\$1.6B	3%	3.6%	\$1.8B	↓
Woman-Owned Small Business	4%	4.5%	\$2.2B	4%	4.3%	\$2.2B	↑
HUBZone Business	1.3%	1.7%	\$861M	2%	1.8%	\$907M	↓

III. North American Industry Classification System (NAICS) – AMC/ACC Top Five Categories

The AMC/ACC top categories of small business spend are concentrated in research and development, pharmaceutical preparation manufacturing, engineering services, and facilities support services. Similar to the Army’s overall achievements, the following NAICS classifications are amongst the top five in all socio-economic categories:

- 236220 – Commercial and Institutional Building Construction
- 561210 – Facilities Support Services

AMC/ACC		
SMALL BUSINESS		
TOP 5 NAICS CODES	DESCRIPTION	DOLLARS
541712	Research & Development in the Physical, Engineering & Life Sciences (No Biotech)	\$1.5B
325412	Pharmaceutical Preparation Manufacturing	\$1.4B
541330	Engineering Services	\$1.1B
561210	Facilities Support Services	\$811M
541715	Research & Development in the Physical, Engineering & Life Sciences (No Nano or Biotech)	\$741M

AMC/ACC

SMALL DISADVANTAGED BUSINESS

TOP 5 NAICS CODES	DESCRIPTION	DOLLARS
236220	Commercial and Institutional Building Construction	\$593M
561210	Facilities Support Services	\$558M
541330	Engineering Services	\$495M
336413	Other Aircraft Parts & Auxiliary Equipment Manufacturing	\$404M
541512	Computer Systems Design Services	\$326M

AMC/ACC

SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS

TOP 5 NAICS CODES	DESCRIPTION	DOLLARS
541330	Engineering Services	\$219M
541712	Research & Development in the Physical, Engineering & Life Sciences (No Biotech)	\$182M
561210	Facilities Support Services	\$174M
236220	Commercial and Institutional Building Construction	\$88M
541612	Human Resources Consulting Services	\$76M

AMC/ACC

WOMAN-OWNED SMALL BUSINESS

TOP 5 NAICS CODES	DESCRIPTION	DOLLARS
541712	Research & Development in the Physical, Engineering & Life Sciences (No Biotech)	\$322M
541330	Engineering Services	\$278M
561210	Facilities Support Services	\$201M
541512	Computer Systems Design Services	\$161M
236220	Commercial and Institutional Building Construction	\$142M

AMC/ACC

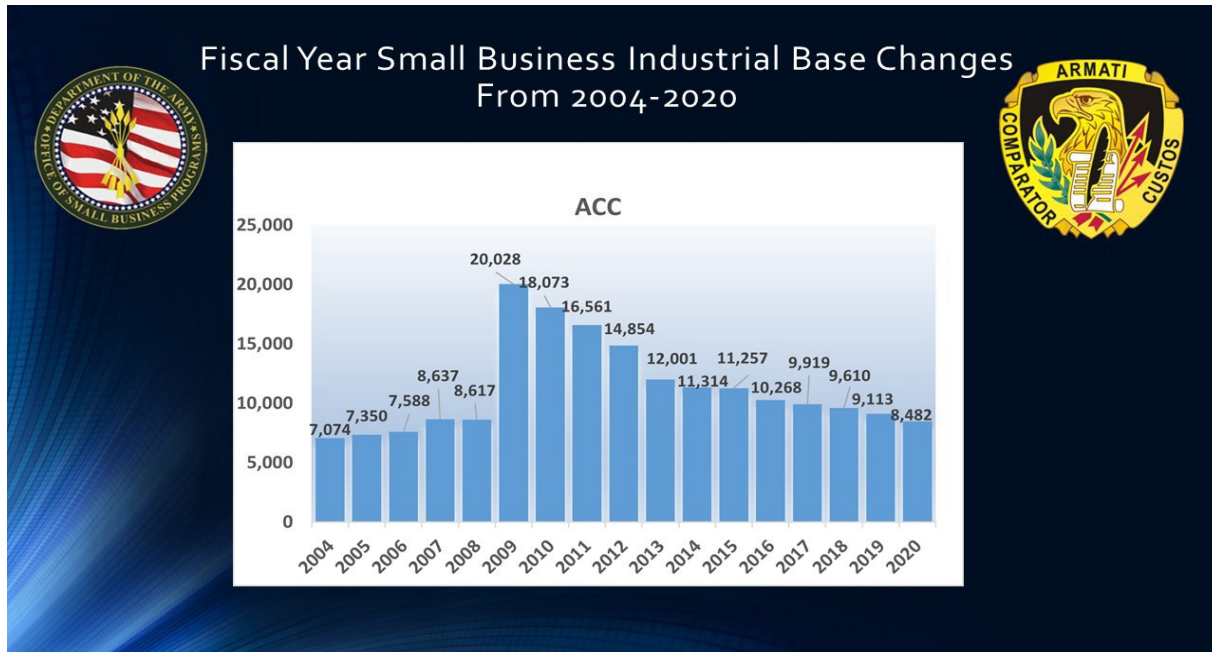
HUBZone

TOP 5 NAICS CODES	DESCRIPTION	DOLLARS
236220	Commercial and Institutional Building Construction	\$255M
561210	Facilities Support Services	\$88M
334111	Electronic Computer Manufacturing	\$47M
541519	Other Computer Related Services	\$34M
237310	Highway, Street And Bridge Construction	\$28M

IV. Prime Contracting Achievement As Measured By Office of Management and Budget Category (Category Management)-AMC/ACC

AMC/ACC							
OMB Level 1 Category	FY20			FY19			FY Change
	SB Eligible	SB Dollars	Percent SB	SB Eligible	SB Dollars	Percent SB	
1- IT	\$5.4B	\$1.6B	29.2%	\$5.6B	\$1.5B	26.8%	↑
2-Professional Services	\$8.4B	\$3.2B	38.2%	\$8.9B	\$3.3B	37.7%	↑
3-Security & Protection	\$402M	\$71M	17.8%	\$377M	\$129M	34.2%	↓
4-Facilities & Construction	\$3.9B	\$2B	50.9%	\$3.7B	\$1.9B	51.3%	↓
5-Industrial Products	\$963M	\$450M	46.7%	\$929M	\$405M	43.6%	↑
6-Office Management	\$61M	\$44M	73.5%	\$85M	\$61M	72%	↑
7-Transport. & Logistics	\$2.4B	\$649M	26.3%	\$2.3B	\$535M	23.2%	↑
8-Travel & Lodging	\$140M	\$123M	87.8%	\$113M	\$78M	69.1%	↑
9-Human Capital	\$612M	\$222M	36.3%	\$464M	\$171M	36.8%	↓
10-Medical	\$2.1B	\$1.7B	82.3%	\$40M	\$28M	70.2%	↑
11-Aircraft, Ships/Vehicles	\$7.1B	\$481M	6.6%	\$7.1B	\$325M	4.5%	↑
12-Weapons & Ammo	\$7.4B	\$510M	6.8%	\$8.7B	\$665M	7.6%	↓
13-Elect/Comm Equipment	\$1.3B	\$106M	8.1%	\$1.4B	\$72M	4.9%	↑
14-Sustainment S&E	\$2.9B	\$561M	18.8%	\$3.7B	\$785M	21.1%	↓
15-Clothing, Textiles S&E	\$292M	\$208M	71.3%	\$346M	\$258M	74.4%	↓
16-Miscellaneous S&E	\$76M	\$61M	80.6%	\$115M	\$103M	89.1%	↓
17-R & D	\$3.6B	\$1.1B	32.2%	\$3.6B	\$1.2B	34.3%	↓
18-Equipment Services	\$2.7B	\$167M	6%	\$2.5B	\$147M	5.8%	↑
19-Elect/Comm Services	\$26M	\$3M	14.6%	\$19M	\$2M	14.2%	↑

IV. Fiscal Year Small Business Industrial Base Changes by Command (2004-2020)-AMC/ACC



V. Small Business Innovative Research / Small Business Technology Transfer Program Achievements-AMC/ACC

AMC/ACC SBIR FY2020				
QUARTER	SR1	SR2	SR3	TOTAL
Q1	\$2.78M	\$37.55M	\$5.63M	\$45.96M
Q2	\$6.76M	\$39.44M	\$37.77M	\$83.97M
Q3	\$8.81M	\$61.55M	\$24.26M	\$94.61M
Q4	\$22.13M	\$71.79M	\$47.93M	\$141.84M
GRAND TOTAL	\$40.47M	\$210.33M	\$115.58M	\$366.39M

AMC/ACC STTR FY2020

QUARTER	SR1	SR2	SR3	TOTAL
Q1	\$2.43M	\$7.26M	\$2.52M	\$12.21M
Q2	\$4.31M	\$8.47M	\$2.87M	\$15.65M
Q3	\$1.17M	\$13.96M	\$3.7M	\$18.84M
Q4	\$898K	\$9.74M	\$7.66M	\$18.29M
GRAND TOTAL	\$8.81M	\$39.42M	\$16.76M	\$64.99M

U.S. ARMY CORPS OF ENGINEERS

The U.S. Army Corps of Engineers (USACE), in collaboration with our partners, delivers vital engineering solutions to secure our nation, strengthen our economy, and reduce disaster risk. The USACE Office of Small Business programs energizes our economy by maximizing opportunities for small business.

Commanding General	Head of the Contracting Activity	Small Business Associate Director
LTG Scott A. Spellmon	Ms. Jill Stiglich	Ms. Elizabeth Mudd

I. Achievements in Publications, Outreach, and Training

(Command provided content)

A. Publications

USACE issued the following strategy and policy related publications during Fiscal Year 2020 (FY20):

- The Assignment of Fiscal Year 2020-2021 Small Business Program Targets signed by Commanding General, LTG Semonite in May 2020. This includes Small Business Program Targets for Divisions and Centers.

- FY20 Program Management Review (PMR) notification letters from October 2019 through May 2020. The notification letters were issued to twelve district offices and centers that would be reviewed during the year.
- FY20 PMR final reports in September 2020, based on the program management reviews, to twelve district offices and centers.
- An Operation Order (OPORD) in September 2020 regarding USACE participation in the 2020 Society of American Military Engineers (SAME) Small Business Conference, which identified district, division, and headquarter (HQ) participation in the event, including business line briefings, matchmaking, and training sessions.

B. Outreach

USACE has approximately 60 small business professionals across the districts, divisions, centers, and headquarters who participated in a variety of outreach engagements spanning the entire United States. Participation included hosting agency events, panel presentations, and matchmaking sessions, which provided information and education on the most effective way to work with our agency. These engagements help to ensure the availability of an industrial base of small business firms with capabilities that enable USACE to fulfill its mission. Outreach highlights include:

- 2019 Huntsville Center Annual Small Business Forum (October 2019) (live event). The Huntsville center sponsored general and matchmaking sessions focused on upcoming opportunities and approaches for companies to work with Huntsville. Approximately 600 attendees representing small business, and federal employees participated in the one-day event.
- SAME Small Business Conference (November 2019) (live event). USACE district, division, center and HQ personnel attended the event and participated as speakers in briefings, exhibit booths, and matchmaking sessions. Approximately 4,000 attendees representing small business, other than small businesses, and federal employees participated in the three-day event.
- Minority Business Development Agency (April 2020) (virtual event). The Commerce Department hosted an interview-style virtual event centered around doing business with USACE. Approximately 65 minority-owned businesses participated in the event to learn how to initiate business engagements with USACE.
- Women Construction Owners and Executives USA (August 2020) (virtual event). Women-Owned Small Business (WOSB) goals can be difficult to meet in the construction industry; therefore, USACE specifically targets

WOSB for outreach engagements. USACE provided briefings and answered questions from the audience of 15 WOSB regarding how to work with USACE.

C. Training

The USACE Office of Small Business Programs sponsored training in FY20 as follows:

- USACE conducted a Small Business Awards Ceremony in November 2019, recognizing USACE small business accomplishments.
- USACE hosted training for the USACE small business workforce from January 27 – 31, 2020. The training included DISC Assessment and Strength finder, learning about strengths, team building, the importance of telling our story, SBP leadership and sharing of best practices.
- A DoD Pacific North West Regional Council training was organized by the USACE chairperson in March 2020 and delivered to small business liaison officers, government contracting officers, and small business professionals. The training covered recent regulatory changes and included guest speakers from Army, Air Force, SBA, and DCMA Small Business Leaders.
- A DoD Pacific North West Regional Council training was also organized by the USACE chairperson in July 2020 and delivered to 225 small business liaison officers, government contracting officers, and small business professionals. The training focused on subcontract plans in the pre-award acquisition phase.

II. Overall Achievements—USACE

USACE							
Category	FY 20 Goal	FY 20 Percent Achieved	FY 20 Dollars Achieved	FY 19 Goal	FY 19 Percent Achieved	FY 19 Dollars Achieved	Change from Prior FY
Small Business	35.6%	33.3%	\$8.5B	40.5%	36.2%	\$8.1B	↓
Small Disadvantaged Business	19%	19.7%	\$5B	19.5%	19.2%	\$4.3B	↑
SDVO Small Business	3.6%	4%	\$1B	4.5%	3.6%	\$822M	↑
Woman-Owned Small Business	6.5%	5.5%	\$1.4B	6.5%	6.9%	\$1.5B	↓
HUBZone Business	5%	7.2%	\$1.8B	5%	6%	\$1.3B	↑

III. North American Industry Classification System (NAICS) – USACE Top Five Categories

Predictably, the top NAICS categories for USACE are concentrated in the construction, engineering, remediation, and facilities support industries. USACE's top NAICS classifications in the socio-economic categories outlined in the table below mirror the Army's overall achievements as follows:

- 237990 – Other Heavy and Civil Engineering Construction
- 541330 – Engineering Services
- 561210 – Facilities Support Services

USACE

SMALL BUSINESS

TOP 5 NAICS CODES	DESCRIPTION	DOLLARS
236220	Commercial and Institutional Building Construction	\$2.4B
237990	Other Heavy & Civil Engineering Construction	\$1.7B
562910	Remediation Services	\$878M
237310	Highway, Street and Bridge Construction	\$572M
541330	Engineering Services	\$456M

USACE

SMALL DISADVANTAGED BUSINESS

TOP 5 NAICS CODES	DESCRIPTION	DOLLARS
236220	Commercial and Institutional Building Construction	\$1.9B
237990	Other Heavy and Civil Engineering Construction	\$774M
562910	Remediation Services	\$484M
237310	Highway, Street and Bridge Construction	\$375M
541330	Engineering Services	\$244M

USACE

SERVICE- DISADVANTAGED VETERAN-OWNED SMALL BUSINESS

TOP 5 NAICS CODES	DESCRIPTION	DOLLARS
237990	Other Heavy & Civil Engineering Construction	\$271M
236220	Commercial and Institutional Building Construction	\$228M
237310	Highway, Street and Bridge Construction	\$192M
562910	Remediation Services	\$46M
541330	Engineering Services	\$42M

USACE

WOMAN-OWNED SMALL BUSINESS

TOP 5 NAICS CODES	DESCRIPTION	DOLLARS
237990	Other Heavy and Civil Engineering Construction	\$357M
236220	Commercial and Institutional Building Construction	\$319M
561210	Facilities Support Services	\$117M
541330	Engineering Services	\$92M
562910	Remediation Services	\$61M

USACE

HUBZone

TOP 5 NAICS CODES	DESCRIPTION	DOLLARS
236220	Commercial and Institutional Building Construction	\$494M
237310	Highway, Street and Bridge Construction	\$347M
237990	Other Heavy and Civil Engineering Construction	\$608M
541330	Engineering Services	\$57M
561210	Facilities Support Services	\$70M

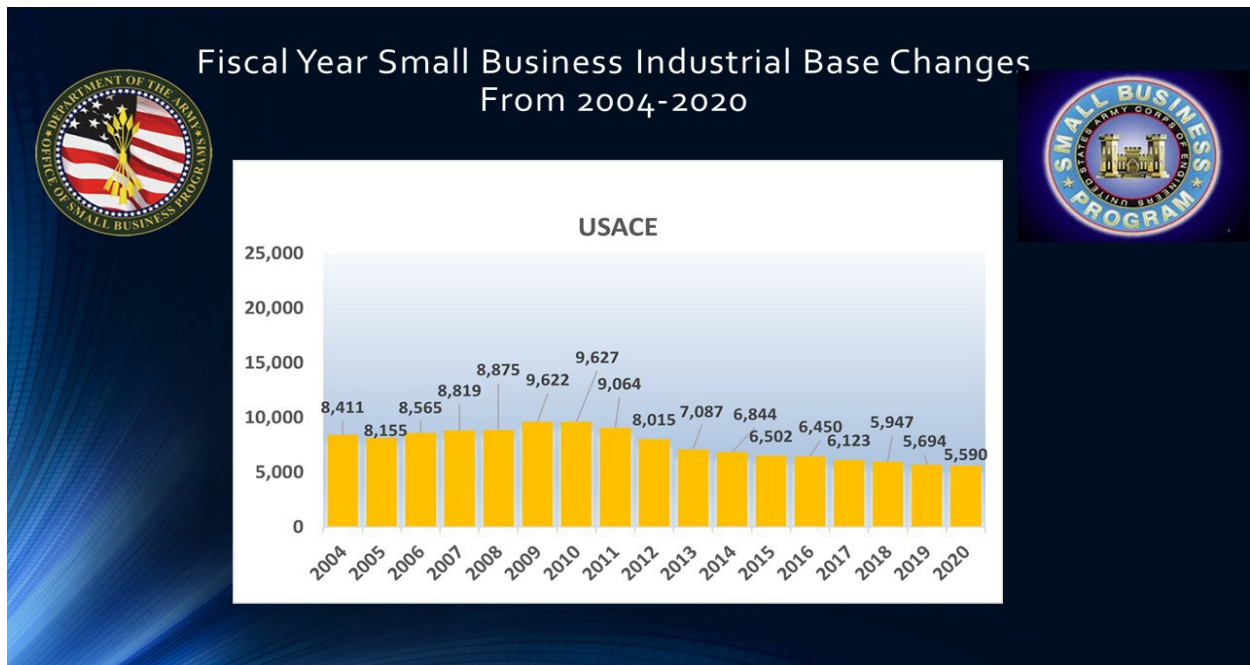
IV. Prime Contracting Achievement As Measured By Office of Management and Budget Category (Category Management)-USACE

USACE

OMB Level 1 Category	FY20			FY19			FY Change
	SB Eligible	SB Dollars	Percent SB	SB Eligible	SB Dollars	Percent SB	
1- IT	\$710M	\$357M	50.3%	\$641M	\$336M	52.5%	↓
2-Professional Services	\$618M	\$337M	54.5%	\$581M	\$348M	59.8%	↓
3-Security & Protection	\$32M	\$18M	57.9%	\$25M	\$19M	76%	↓
4-Facilities & Construction	\$23B	\$7B	31.2%	\$20B	\$6B	33.6%	↓
5-Industrial Products	\$32M	\$100M	310%	\$235M	\$145M	61.9%	↑
6-Office Management	\$145M	\$117M	80.8%	\$209M	\$162M	77.7%	↑
7-Transport. & Logistics	\$28M	\$49M	172%	\$59M	\$30M	51.1%	↑
8-Travel & Lodging	\$3.3M	\$3.3M	99.1%	\$6.3M	\$6.1M	96.9%	↑
9-Human Capital	\$5M	\$3M	65.3%	\$7M	\$4M	61.6%	↑
10-Medical	\$11M	\$5M	46.7%	\$3M	\$2.9M	97.6%	↓

11-Aircraft, Ships/Vehicles	\$1.3M	\$1M	83.9%	\$770K	\$770K	100%	↓
12-Weapons & Ammo	\$680K	\$612K	90%	\$534K	\$456K	85.3%	↑
13-Elect/Comm Equipment	\$47M	\$32M	68.6%	\$67M	\$39M	59.2%	↑
14-Sustainment S&E	\$21M	\$19M	88.9%	\$132M	\$113M	85.7%	↑
15-Clothing, Textiles S&E	\$6M	\$4M	66%	\$6M	\$3M	58.5%	↑
16-Miscellaneous S&E	\$5M	\$2M	46.5%	\$5M	\$2M	45.4%	↑
17-R & D	\$180M	\$69M	38.6%	\$187M	\$600K	32.7%	↑
18-Equipment Services	\$146M	\$64M	44%	\$132M	\$69M	52%	↓
19-Elect/Comm Services	\$38M	\$5M	14.1%	\$11M	\$3M	29.6%	↓

V. Fiscal Year Small Business Industrial Base Changes (2004-2020)-USACE



VI. Small Business Innovative Research / Small Business Technology Transfer Program Achievements-USACE

USACE SBIR FY2020				
Quarter	SR1	SR2	SR3	Total
Q1	0	\$459,698	0	\$459,698
Q2	(\$1,057)	\$1.04M	\$199,194	\$1.24M
Q3	0	\$3.98M	\$484,307	\$4.46M
Q4	\$333,819	\$1.1M	(\$673,175)	\$764,320
Grand Total	\$332,762	\$6.59M	\$10,326	\$6.93M

USACE STTR FY2020				
Quarter	SR1	SR2	SR3	Total
Q1	0	\$580,397	0	\$580,397
Q2	0	(\$293,555)	0	(\$293,555)
Q3	0	0	(\$4,442)	(\$4,442)
Q4	0	\$544,009	0	\$544,009
Grand Total	0	\$830,851	(\$4,442)	\$826,409

U.S. MEDICAL COMMAND

The U.S. Army Medical Command (MEDCOM) supports the Total Force through ready and sustained health services support and force health protection to enable readiness and conserve the fighting strength while caring for our people and their families. Small businesses help heal our wounded, clean our facilities, and provide a wide variety of services to ensure the Command fulfills its vital mission for our soldiers and our nation.

Commanding General	Head of the Contracting Activity	Small Business Associate Director
LTG R. Scott Dingle	MG Paul H. Pardew	Mr. Peter J. Hunter

I. Achievements in Publications, Outreach, and Training

(Command provided content)

FY20 was a breakthrough year for the MEDCOM small business program. The Command obligated a record amount of prime contracting dollars to small businesses and continued four straight years of growth, as shown below.

MEDCOM Small Business Prime Contracting Achievements	
FY 16	45.2%
FY 17	48.1%
FY 18	52.8%
FY 19	57.8%
FY 20	64.5%

These outstanding results in prime contracting achievements are attributable to the robust outreach program and dedicated leadership from the MEDCOM team.

II. Overall Achievements—MEDCOM

In FY20, the MEDCOM awarded over \$1 billion in prime contracts to small businesses for the first time in Command history! Overall, small business achievements and achievements in each of the socio-economic categories were at an all-time high for the Command in FY20.

MEDCOM							
Category	FY 20 Goal	FY 20 Percent Achieved	FY 20 Dollars Achieved	FY 19 Goal	FY 19 Percent Achieved	FY 19 Dollars Achieved	Change from Prior FY
Small Business	51%	64.4%	\$1.1B	46%	57.7%	\$932M	↑
Small Disadvantaged Business	20%	42.8%	\$780M	20%	36.9%	\$595M	↑
SDVO Small Business	5%	8.7%	\$158M	5%	9.2%	\$149M	↓
Woman-Owned Small Business	11%	18.7%	\$341M	11%	14.8%	\$238M	↑
HUBZone Business	2%	3.4%	\$62M	2%	2.4%	\$39M	↑

III. North American Industry Classification System (NAICS) – MEDCOM Top Five Categories

MEDCOM's top NAICS classifications in the socio-economic categories in the table below contributed to the Army's overall top NAICS categories as follows:

- 541330 – Engineering Services
- 561210 – Facilities Support Services

MEDCOM

SMALL BUSINESS

TOP 5 NAICS CODES	DESCRIPTION	DOLLARS
541712	Research & Development in the Physical, Engineering & Life Sciences (No Biotech)	\$1.5B
325412	Pharmaceutical Preparation Manufacturing	\$1.4B
541330	Engineering Services	\$1.1B
561210	Facilities Support Services	\$810M
541715	Research & Development in the Physical, Engineering & Life Sciences (No Nano or Biotech)	\$740M

MEDCOM

SMALL DISADVANTAGED BUSINESS

TOP 5 NAICS CODES	DESCRIPTION	DOLLARS
236220	Commercial and Institutional Building Construction	\$590M
561210	Facilities Support Services	\$560M
541330	Engineering Services	\$500M
336413	Other Aircraft Parts & Auxiliary Manufacturing	\$400M
541512	Computer Systems Design Services	\$330M

MEDCOM

SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS

TOP 5 NAICS CODES	DESCRIPTION	DOLLARS
541330	Engineering Services	\$219M
541712	Research & Development in the Physical, Engineering & Life Sciences (No Biotech)	\$182M
561210	Facilities Support Services	\$174M
236220	Commercial and Institutional Building Construction	\$88M
541612	Human Resources Consulting	\$76M

MEDCOM

WOMAN-OWNED SMALL BUSINESS

TOP 5 NAICS CODES	DESCRIPTION	DOLLARS
541712	Research & Development in the Physical, Engineering & Life Sciences (No Biotech)	\$322M
541330	Engineering Services	\$278M
561210	Facilities Support Services	\$201M
541512	Computer Systems Design Services	\$161M
236220	Commercial and Institutional Building Construction	\$142M

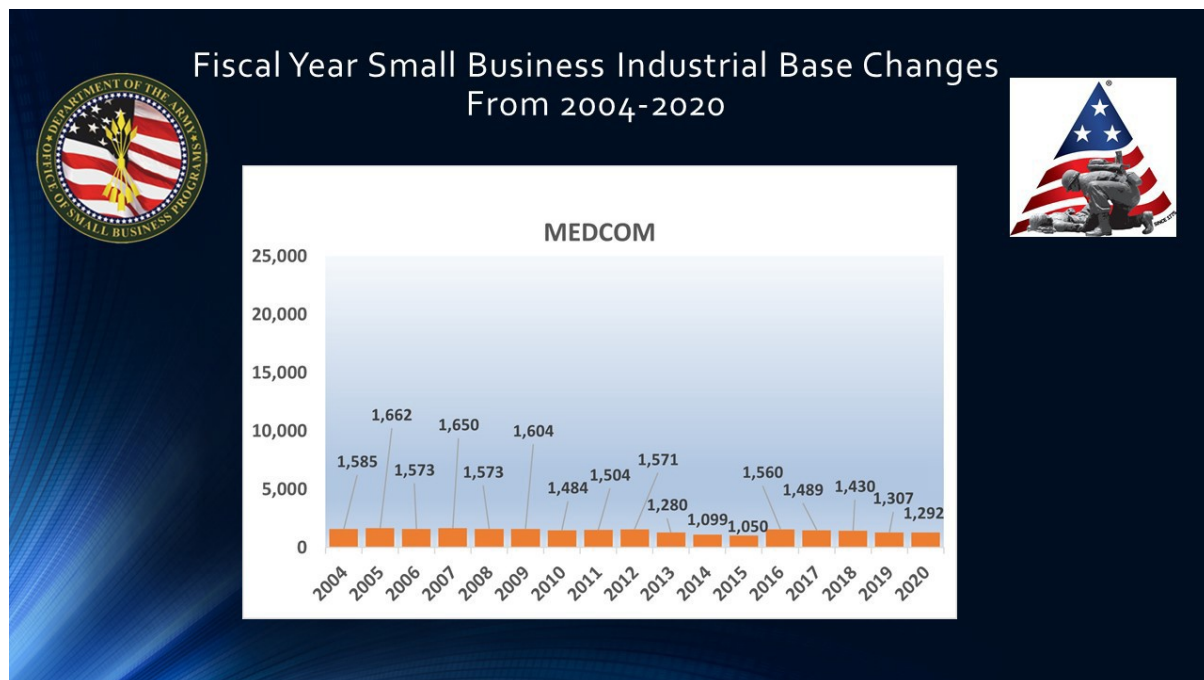
MEDCOM		
HUBZone		
TOP 5 NAICS CODES	DESCRIPTION	DOLLARS
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541519	Other Computer Related Services	\$34M
237310	Highway, Street and Bridge Construction	\$28M

IV. Prime Contracting Achievement as Measured by Office of Management and Budget Category (Category Management)-MEDCOM

MEDCOM							
OMB Level 1 Category	FY20			FY19			FY Change
	SB Eligible	SB Dollars	Percent SB	SB Eligible	SB Dollars	Percent SB	
1- IT	\$80M	\$36M	44.9%	\$77M	\$36M	47.6%	↓
2-Professional Services	\$453M	\$257M	56.7%	\$435M	\$221M	50.7%	↑
3-Security & Protection	\$3.8M	\$2.8M	74.2%	\$1M	\$765K	48.4%	↑
4-Facilities & Construction	\$145M	\$98M	67.8%	\$136M	\$86M	63.4%	↑
5-Industrial Products	\$27M	\$9M	36.8%	\$30M	\$11M	35.9%	↑
6-Office Management	\$7.7M	\$7.6M	98.4%	\$2.5M	\$2.4M	95.6%	↑
7-Transport. & Logistics	\$18M	\$16M	92.5%	\$15M	\$13M	90.2%	↑
8-Travel & Lodging	\$13M	\$7M	55.3%	\$4.6M	\$4.1M	87.9%	↓
9-Human Capital	\$25M	\$9M	36.7%	\$26M	\$7M	27.8%	↑
10-Medical	\$735M	\$504M	68.6%	\$600M	\$357M	59.5%	↑

11-Aircraft, Ships/Vehicles	0	0	0	0	0	0	
12-Weapons & Ammo	(\$29K)	(\$10K)	33.5%	\$102K	\$99K	97.2%	↓
13-Elect/Comm Equipment	\$135K	\$137K	101.5%	\$611K	\$440K	72%	↑
14-Sustainment S&E	\$11M	\$3M	31.4%	\$698K	\$814K	116%	↓
15-Clothing, Textiles S&E	(\$1.5M)	(\$62K)	4%	(\$1.2M)	(\$78K)	6.5%	↓
16-Miscellaneous S&E	\$462K	\$408K	88.2%	\$784K	\$501K	63.8%	↑
17-R & D	\$298M	\$218M	73.2%	\$280M	\$188M	67%	↑
18-Equipment Services	\$631K	\$367K	58.1%	\$74K	(\$94K)	-126%	↑
19-Elect/Comm Services	\$274K	\$274K	100%	\$788K	\$788K	100%	↑

V. Fiscal Year Small Business Industrial Base Changes (2004-2020)-MEDCOM



VI. Small Business Innovative Research / Small Business Technology Transfer Program Achievements-MEDCOM

MEDCOM SBIR FY2020				
Quarter	SR1	SR2	SR3	Total
Q1	\$3.43M	\$5.38M	0	\$8.81M
Q2	\$1.24M	\$11.04M	0	\$12.28M
Q3	\$3.24M	\$15.04M	\$13.49M	\$31.77M
Q4	\$2.06M	\$40.38M	\$9.91M	\$52.34M
Grand Total	\$9.97M	\$71.84M	\$23.4M	\$105.21M

MEDCOM STTR FY2020				
Quarter	SR1	SR2	SR3	Total
Q1	\$162,496	\$499,806	0	\$662,302
Q2	\$582,998	\$2.22M	0	\$2.8M
Q3	\$416,216	\$3.98M	\$2.9M	\$7.29M
Q4	\$499,742	\$1.1M	0	\$1.6M
Grand Total	\$1.66M	\$7.8M	\$2.9M	\$12.36M

NATIONAL GUARD BUREAU

The National Guard is a DoD Joint Activity, which receives its procurement authority through the U.S. Army. The National Guard is composed of the Army National Guard (ARNG) and the Air National Guard (ANG). The National Guard also has a dual mission to provide trained units to states, territories, and the District of Columbia, while also providing trained units to the U.S. on a national level, equipped and ready to defend the nation and its interests all over the globe. The National Guard Bureau (NGB) is the federal instrument responsible for the administration of the U.S. National Guard. The NGB executes contracts, grants, and agreements under Army procurement authority, and therefore, their small business achievements are reported by the Army.

Commanding General	Head of the Contracting Activity	Small Business Associate Director
GEN Daniel R. Hokanson	Ms. Efstathia Fragogiannis	Vacant

I. Achievements in Publications, Outreach, and Training

(Command provided content)

During FY20, the National Guard was called upon to respond to numerous events around the country. The National Guard played a vital role in responding to the COVID-19 Pandemic, executing hurricane response efforts, and carrying out other critical missions in support of the Homeland. As such, the National Guard Small Business Office worked tirelessly to assist the states and territories in their aforementioned efforts.

II. Overall Achievements—NGB

NGB							
Category	FY 20 Goal	FY 20 Percent Achieved	FY 20 Dollars Achieved	FY 19 Goal	FY 19 Percent Achieved	FY 19 Dollars Achieved	Change from Prior FY
Small Business	72%	76.5%	\$1.2B	63%	76.8%	\$1B	↓
Small Disadvantaged Business	20%	45.4%	\$738M	20%	41%	\$570M	↑
SDVO Small Business	9%	12.5%	\$203M	9%	12.2%	\$170M	↑
Woman-Owned Small Business	15.5%	19.3%	\$314M	11%	19.3%	\$268M	↑
HUBZone Business	5%	9.5%	\$155M	7%	5.7%	\$80M	↑

III. North American Industry Classification System (NAICS) – NGB Top Five Categories

Because of their unique mission, the top NAICS categories for NGB show more diversity than the other Army buying activities, but reflect the Army’s second and third largest concentrations of small business spend in the following NAICS industries:

- 236220 – Commercial & Institutional Building Construction
- 541330 – Engineering Services

NGB		
SMALL BUSINESS		
TOP 5 NAICS CODES	DESCRIPTION	DOLLARS
236220	Commercial and Institutional Building Construction	\$273M
493110	General Warehousing And Storage	\$64.9M
541611	Administrative Management and General Management Consulting Services	\$64.2M
541330	Engineering Services	\$63M
721110	Hotels (Except Casino Hotels) and Motels	\$61M

NGB		
SMALL DISADVANTAGED BUSINESS		
TOP 5 NAICS CODES	DESCRIPTION	DOLLARS
236220	Commercial and Institutional Building Construction	\$194M
493110	General Warehousing And Storage	\$64M
541611	Administrative Management and General Management Consulting Services	\$58M
541330	Engineering Services	\$34M
561110	Office Administrative Services	\$21M

NGB

SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS

TOP 5 NAICS CODES	DESCRIPTION	DOLLARS
236220	Commercial and Institutional Building Construction	\$34M
541330	Engineering Services	\$20M
541611	Administrative Management and General Management Consulting Services	\$16M
611699	All Other Miscellaneous Schools And Instruction	\$11M
611512	Flight Training	\$9M

NGB

WOMAN-OWNED SMALL BUSINESS

TOP 5 NAICS CODES	DESCRIPTION	DOLLARS
236220	Commercial and Institutional Building Construction	\$56M
541611	Administrative Management and General Management Consulting Services	\$23M
541810	Advertising Agencies	\$17M
334111	Electronic Computer Manufacturing	\$16M
541330	Engineering Services	\$14M

NGB

HUBZone

TOP 5 NAICS CODES	DESCRIPTION	DOLLARS
236220	Commercial and Institutional Building Construction	\$58M
237310	Highway, Street and Bridge Construction	\$9M
541611	Administrative Management and General Management Consulting Services	\$7.6M
488190	Other Support Activities For Air Transportation	\$7.58M
238990	All Other Specialty Trade Contractors	\$7.57M

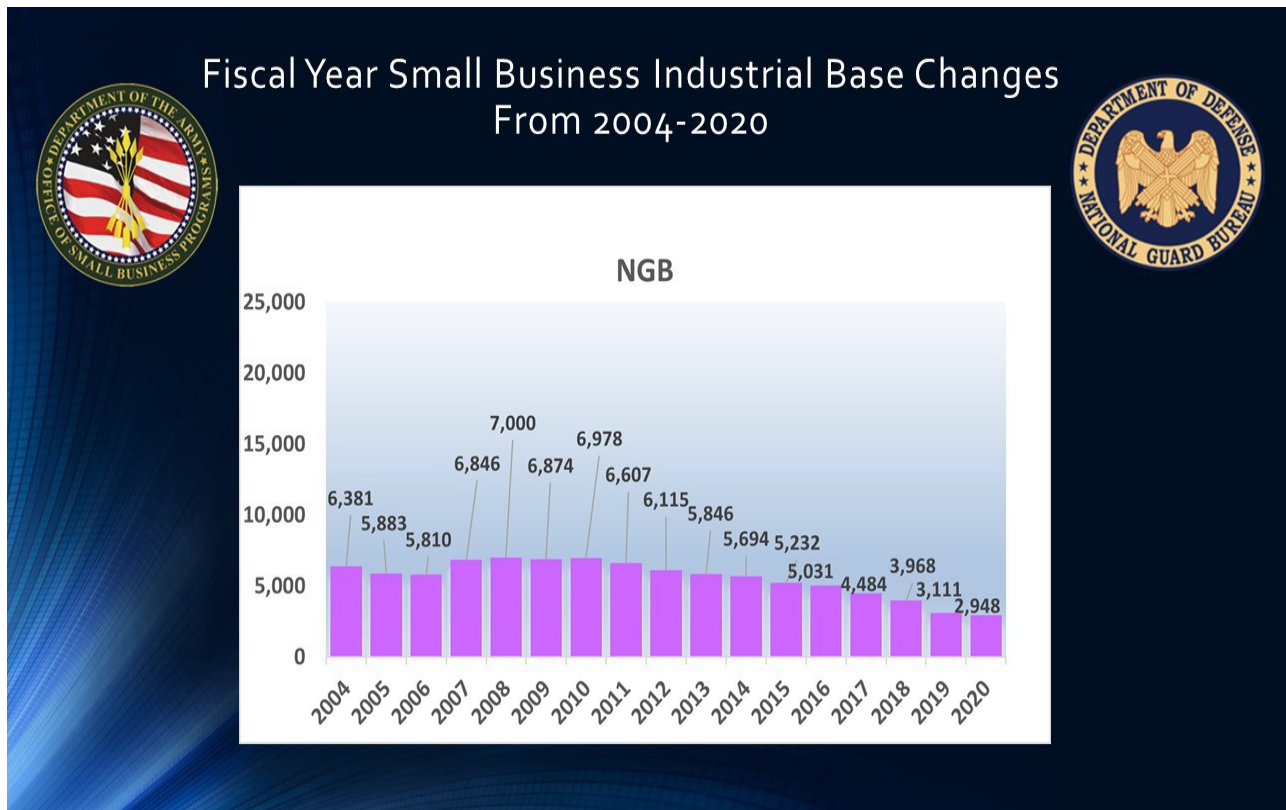
IV. Prime Contracting Achievement As Measured By Office of Management and Budget Category (Category Management)

NGB

OMB Level 1 Category	FY20			FY19			FY Change
	SB Eligible	SB Dollars	Percent SB	SB Eligible	SB Dollars	Percent SB	
1- IT	\$227M	\$115M	50.9%	\$212M	\$126M	59.6%	↓
2-Professional Services	\$318M	\$281M	88.2%	\$293M	\$260M	88.6%	↓
3-Security & Protection	\$10M	\$7M	69.6%	\$10M	\$9M	92.4%	↓
4-Facilities & Construction	\$559M	\$454M	81.2%	\$492M	\$353M	71.7%	↑
5-Industrial Products	\$27M	\$23M	86.5%	\$38M	\$33M	88.5%	↓
6-Office Management	\$38M	\$33M	87.9%	\$25M	\$19M	76.3%	↑
7-Transport. & Logistics	\$89M	\$85M	95.6%	\$84M	\$63M	75.4%	↑
8-Travel & Lodging	\$134M	\$53M	39.4%	\$17M	\$13M	79%	↓
9-Human Capital	\$54M	\$47M	87.1%	\$56M	\$48M	85.8%	↑
10-Medical	\$69M	\$55M	79.5%	\$64M	\$56M	86.6%	↓

11-Aircraft, Ships/Vehicles	\$173K	\$190K	112%	\$108K	\$91K	85.1%	↑
12-Weapons & Ammo	\$1.4M	\$1.3M	95.2%	\$881K	\$858K	97.3%	↓
13-Elect/Comm Equipment	\$8M	\$6M	73.8%	\$10M	\$7M	71%	↑
14-Sustainment S&E	\$10M	\$9M	85.6%	\$10M	\$8M	80.8%	↑
15-Clothing, Textiles S&E	\$28M	\$24M	86%	\$27M	\$23M	84.8%	↑
16-Miscellaneous S&E	\$11.6M	\$11.1M	95.6%	\$8M	\$7M	89.4%	↑
17-R & D	\$8.9M	\$8.8M	99.3%	\$9.5M	\$9.5M	99.9%	↓
18-Equipment Services	\$22M	\$21M	95.7%	\$23M	\$22M	96.2%	↓
19-Elect/Comm Services	\$2.2M	\$2.6M	117%	\$2M	\$1.6M	82.3%	↑

V. Fiscal Year Small Business Industrial Base Changes (2004-2020)



VI. Small Business Innovative Research / Small Business Technology Transfer Program Achievements

NGB SBIR FY2020				
Quarter	SR1	SR2	SR3	Total
Q1	0	0	0	0
Q2	0	0	0	0
Q3	0	0	\$48,579	\$48,759
Q4	0	0	\$1.02M	\$1.02M
Grand Total	0	0	\$1.07M	\$1.07M

NGB STTR FY2020				
Quarter	SR1	SR2	SR3	Total
Q1	0	0	0	0
Q2	0	0	0	0
Q3	0	0	0	0
Q4	0	0	\$6,360	\$6,360
Grand Total	0	0	\$6,360	\$6,360