
DEPARTMENT OF THE ARMY
OFFICE OF SMALL BUSINESS
PROGRAMS

ANNUAL REPORT

FISCAL YEAR 2021



JULY 2022

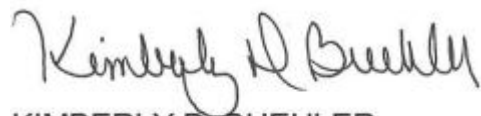
Executive Summary

Fiscal Year 2021 (FY21) proved to be a year like none in recent memory. The Army continued supporting the whole-of-government response to COVID-19 by executing contracts for medical research, vaccines and therapeutics, and a host of related supplies and services, all while maintaining global operational readiness. These contract obligations impacted the Army's small business achievements as a percentage of spend, despite obligating \$3.7 billion more to small business in FY21 than in FY20.

In FY21, the Army awarded over \$28 billion to small business prime contractors, equating to 29.57% of all contract dollars that are eligible for award to small business, exceeding the prime contracting goal established by the Department of Defense for the eighth consecutive year. The Army also exceeded the statutory goal of five (5) percent for prime contract awards to Small Disadvantaged Businesses, equating to nearly \$11 billion. Achievements in the remaining socio-economic categories—Service-Disabled Veteran-Owned Small Business, Women-Owned Small Business, and Historically Underutilized Business Zone—trailed FY20 achievements. This annual report provides details of the Army's small business accomplishments in FY21.

The Army continues to balance its efforts to support small business against its mission to support our Nation in a time of crisis. Success comes as a result of the hard work and professionalism of the Army's small business, contracting, and program management workforce combined with the commitment of our commanders and leaders at every echelon.

The Army OSBP congratulates everyone who contributed to making FY21 a success for small business.



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Table of Contents

Section 1 Organization.....	4
I. Mission and Vision	4
II. Personnel	4
17Section 2 Key Achievements	5
I. Publications	6
II. Outreach	6
III. Training for Small Business Professionals	8
Section 3 Army Prime Contracting Achievements in FY21	8
I. Overall Achievements—Army	9
II. Impact of COVID-19 on Army Goals	9
III. Army Obligations Through Financial Assistance Awards	11
IV. Army Top Five North American Industry Classification System (NAICS)	12
V. Achievements Aligned to Office of Management and Budget Category Management	15
VI. Small Business Innovation Research / Small Business Technology Transfer Program Contract Achievements	17
VII. Industrial Base Changes.....	18
APPENDIX COMMAND SMALL BUSINESS ACHIEVEMENTS FOR FISCAL YEAR 2021.....	20
I. Assignment of Command Small Business Goals.....	20
II. Overall Small Business Achievements.....	20
III. Impact of COVID-19	23
IV. Command Obligations Through Financial Assistance Awards.....	25
V. Command Top Five NAICS	27
VI. Command Achievements Aligned to OMB Category Management	31
VII. Command Achievements in SBIR/STTR Programs	35
VIII. Industrial Base Changes.....	36

Section 1 Organization

I. Mission and Vision

The Army's Office of Small Business Programs (OSBP) operates in accordance with Army General Order (GO) 2020-01 "Assignment of Functions and Responsibilities Within Headquarters, Department of the Army", amended by GO 2021-09, and:

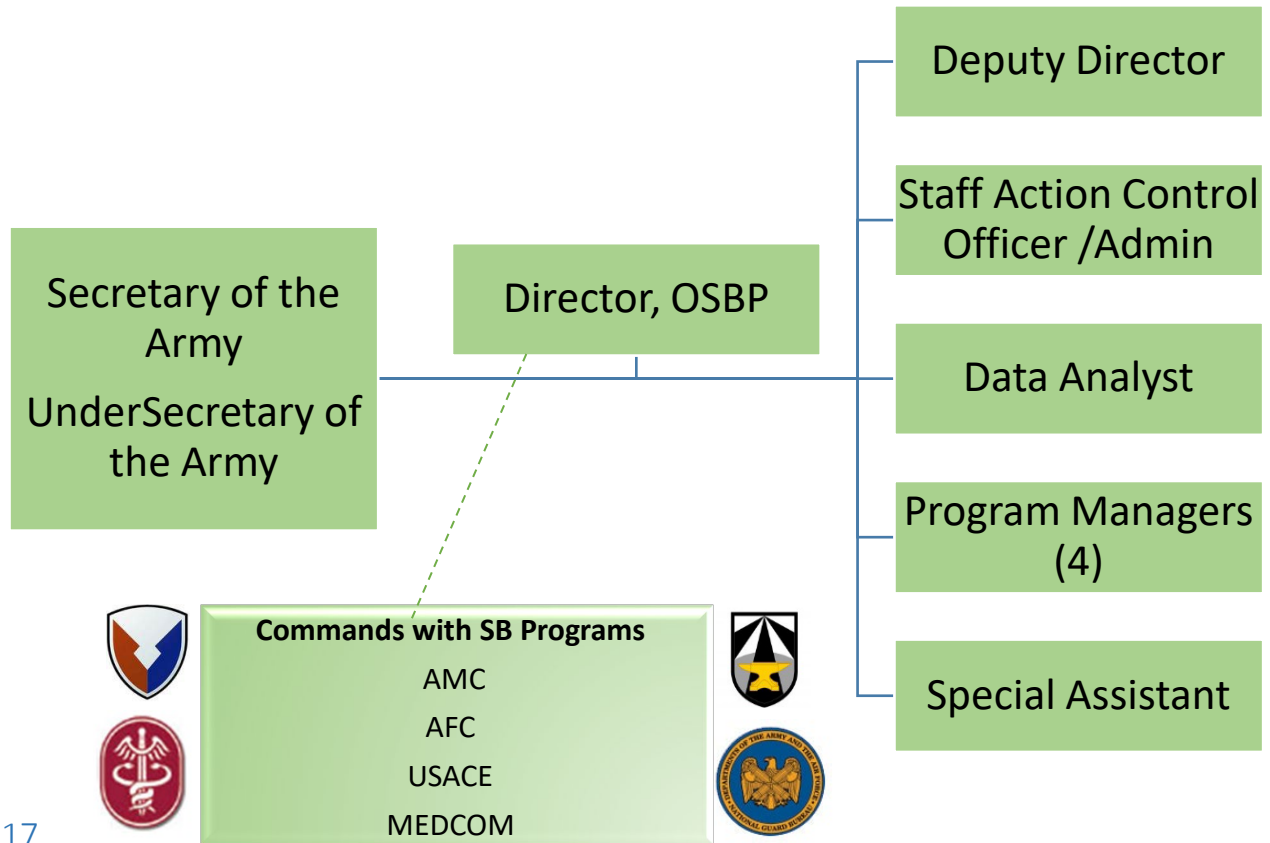
- Advises the Secretary of the Army and the Army leadership on small business-related matters.
- Maximizes opportunities for innovative initiatives that contribute to expanding the small business industrial base relevant to Army mission priorities.
- Leverages small business to ensure expansion and/or sustainment of the industrial base and provide opportunities to obtain innovative technologies, supplies and services for our Soldiers.

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

II. Personnel

The Army's Director for the Office of Small Business Programs (OSBP) serves as a Principal Official of the U.S. Army and reports to the Under Secretary. In Fiscal Year 2021 (FY21), the office added a term employee for special projects, increasing the on-

board number of civilian employees to nine (9) inclusive of the Director. A small number of contractors support the OSBP public website (osbp.army.mil) and outreach events. Operational and tactical level functions for the small business program are executed at the Army Commands. Except for the Army Futures Command (AFC), small business offices are aligned to those commands or activities that exercise Army contracting authority. AFC maintains a focused small business headquarters function due to its unique mission.



17

Section 2 Key Achievements

I. Publications

In January 2021, the President of the United States signed Executive Order (EO) 13985 “On Advancing Racial Equity and Support for Underserved Communities Through the Federal Government”, the first EO of the new Administration. The EO sets an agenda to advance equity for historically underserved communities, including through the purchasing power of the federal government. The Army OSBP initiated multiple lines of effort to address systemic barriers to contracting and provide greater transparency on the Army’s small business programs. As a result, the Army OSBP issued strategy and policy related publications during FiscalYear 2021 (FY21):

- The first annual report in April 2021.
- Revised Category Management policy signed by the Under Secretary of the Army in June 2021.
- Standardized policy for execution of small business program management reviews and use of the Virtual Contracting Enterprise tools in Dec 2020.
- Industry Engagement Plan

II. Outreach

Contractor outreach activities continued to be a major activity pursued by the Army’s OSBP in FY21; all were executed virtually to maintain the health and readiness of the staff. The Director, Deputy Director, and Program Managers participated in a wide-variety of engagements, such as keynote speeches, panel presentations, and matchmaking sessions. In fact, the virtual environment enabled participation in a greater variety of forums and connections with even more small businesses due to the lower cost of participation. Outreach highlights include:

- Annual Meeting of the Association of the United States Army, Small Business Seminar (SBS) and Matchmaking Session (October 2020)

(virtual event). Due to COVID-19 restrictions, the 2020 AUSA annual meeting was conducted in a completely virtual environment. The Army OSBP was offered to sponsor two pre-recorded seminar sessions: a panel of Department of Defense Small Business Directors and a legislative update from the Small Business Administration. Matchmaking also moved to a virtual environment.

- AFCEA NOVA Small Business IT Days Leadership Panel (October 2020)
- AFCEA Belvoir Industry Days Small Business Forum (November 2020)
- Mid-Atlantic Regional Council (MARC) Small Business Training (November 2020)
- The Veteran Institute for Procurement (VIP) International (November 2020), SmallBusiness Directors Panel; Grow (March & June 2021)
- Virginia Procurement Technical Assistance Center (PTAC) Doing Business with DOD and the Intel Community, Director Briefing (Dec 2020)
- National 8(a) Association Small Business Conference (January 2021), Office of Small Disadvantaged Business Utilization (OSDBU) Directors Panel
- National Small Business Federal Contracting Summit sponsored by the Women's Chamber of Commerce (March 2021)
- Women Veterans Small Business Summit Matchmaking (March & July 2021)
- AMCOM Advance Planning Brief (APBI) to Industry (March 2021)
- Mission and Installation Contracting Command (MICC) APBI (March 2021)
- Federal Computer Weekly (FCW) CMMC Workshop, Director Briefing (May 2021)
- 12th Annual Michigan Defense Exposition (MDEX) 2021 (May 2022), Director Briefing (virtual recorded presentation)
- GovConecTx Spring Showcase, Keynote (June 2021)
- Navy Gold Coast (September 2021), DoD Small Business Directors Panel

III. Training for Small Business Professionals

Training of the small business workforce remained a focus of the Army OSBP in FY21. Key sponsored training for the workforce included:

- Second small business workshop (virtual) (February 2021)
- All Hands with each Army Command Small Business Offices (December 2020-January 2021)
- Defense Acquisition University, Small Business Professional Course (SBP) 301, DoD Small Business Directors Hot Topics Panel (May and July 2021). SBP 301 is the capstone DAU small business course.
- Army Small Business Town Hall in conjunction with DoD Small Business Training Week (August 2021)

Section 3 Army Prime Contracting Achievements in FY21

The Small Business Administration and DoD negotiated the two-year (FY20-21) small business primecontracting 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.

As previously stated, in FY21, the Army awarded over \$28 billion to small business prime contractors, equating to 29.57% of all contract dollars that are eligible for award to small business. The Army awarded an additional \$152.6 million to small businesses through cooperative agreements, grants, and other forms of financial assistance. While small businesses received additional contracts through Other Transaction Authority and Government Purchase Card transactions, OSBP cannot provide an accurate estimate of awarded dollars since these actions fall outside the Federal Acquisition Regulation (FAR) system and the Federal Procurement Data System reporting respectively.

I. Overall Achievements—Army

For the eighth consecutive year, the Army exceeded statutory goals in the Small Business (SB) and Small Disadvantaged Business (SDB) programs. Achievements in Service-Disabled Veteran-Owned Small Business (SDVOSB), Woman-Owned Small Business (WOSB), and Historically Underutilized Business Zone (HUBZone) fell below the statutory goals as a result of the Army’s contract awards to other than small business in support of the COVID-19 response. The below charts displays the Army’s overall FY21 small business achievements.

ARMY OVERALL FY21 SB ACHIEVEMENTS							
Category	FY20/21 Goal	FY21 Percent	FY21 Dollars	FY20 Percent	FY20 Dollars	Change	
						Percent	Dollars
SB	27.86%	29.57%	\$28.01B	30.55%	\$24.3B	-2.69%	\$3.72B
SDB	5.00%	11.53%	\$10.92B	14.96%	\$11.9B	-9.96%	-\$977.47M
SDVOSB	3.00%	2.73%	\$2.58B	3.80%	\$3.02B	-0.80%	-\$438.65M
WOSB	5.00%	4.14%	\$3.93B	5.47%	\$4.35B	-0.47%	-\$424.29M
HUBZone	3.00%	2.78%	\$2.64B	3.67%	\$2.92B	-0.67%	-\$280.00M

Small Business (SB)
 Small Disabled Business (SDB)
 Service-Disabled Veteran-Owned Small Business (SDVOSB)
 Woman-Owned Small Business (WOSB)
 Historically Underutilized Small Business (HUBZone)

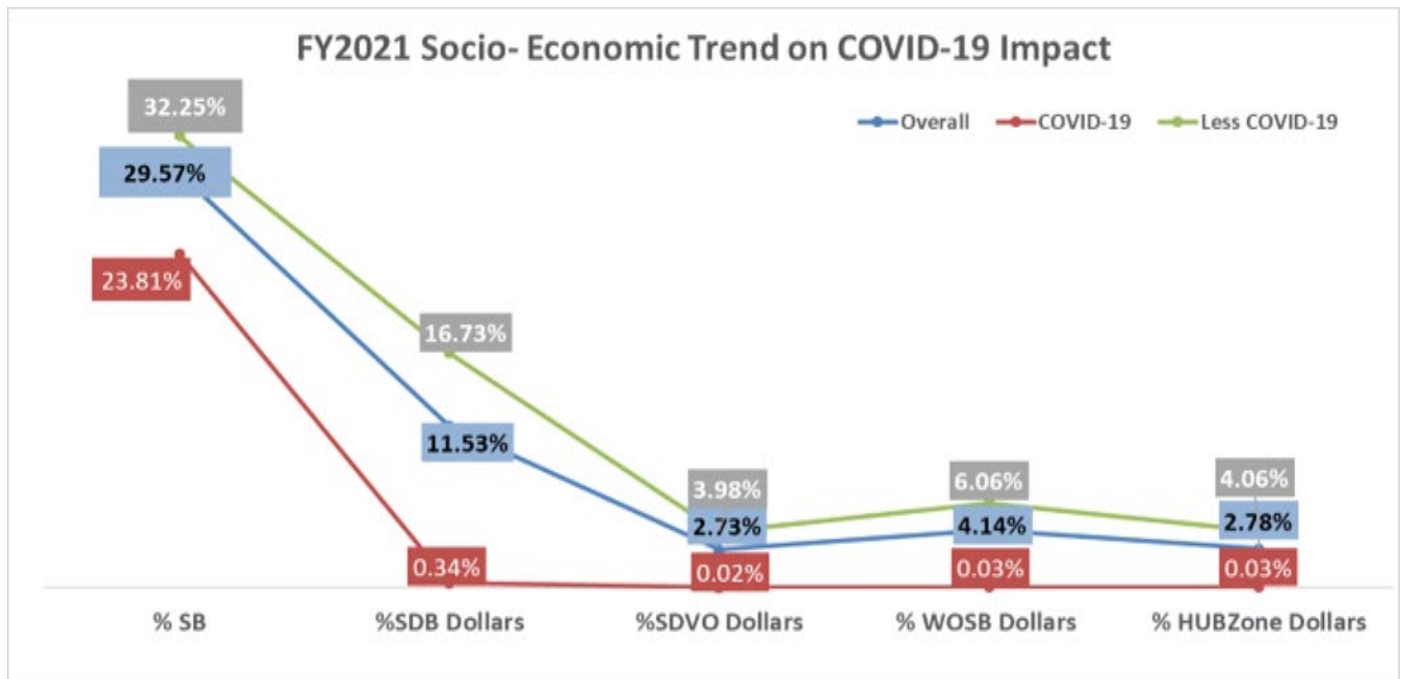
II. Impact of COVID-19 on Army Goals

The Army’s COVID-19 procurements depressed the Army’s small business prime contracting goal achievement in FY21. As a result, the Army did not officially meet the statutory goals for small business prime contracting to firms owned by SDVOSB and WOSB, and businesses located in HUBZones. From FY20 to FY21, all dollars

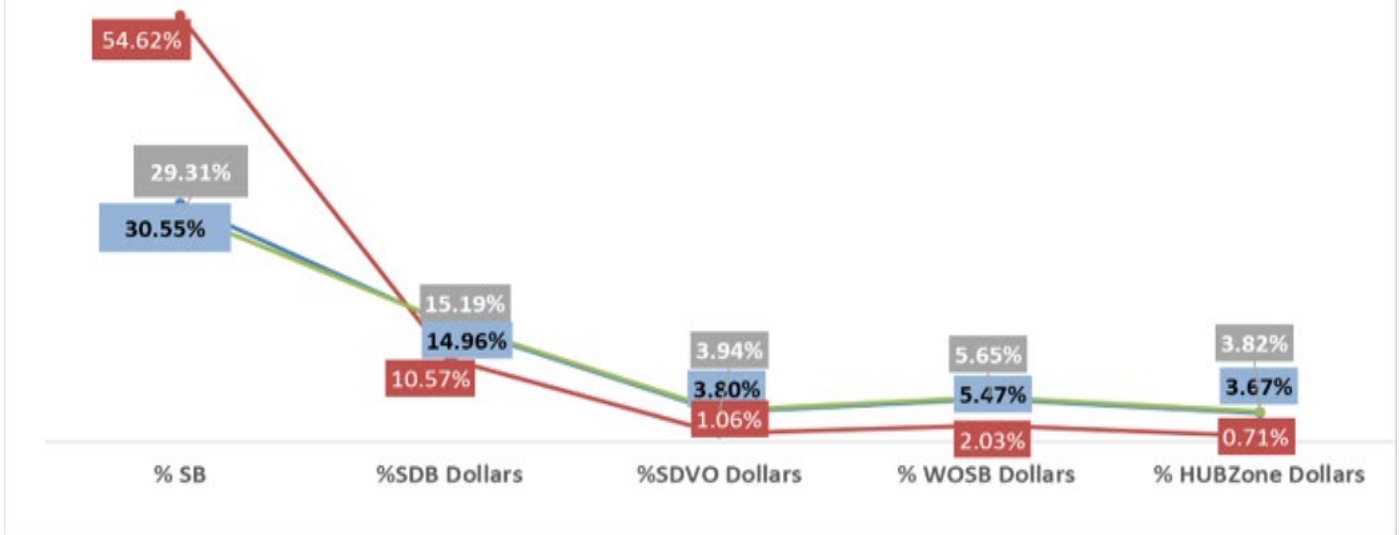
obligated for COVID-19 increased by nearly 673% to \$30.06B; over 76% of the \$30.06B was awarded to “Other-Than-Small Business” firms.

Fiscal Year	COVID-19 SB Eligible Dollars	COVID-19 SB Awarded Dollars	COVID-19 SB %
2020	\$3.89B	\$2.12B	54.62%
2021	\$30.06B	\$7.16B	23.81%

As the below charts will show, the Army exceeded all small business goals in FY21 when the COVID-19 obligations are removed. The COVID-19 impact was less pronounced in FY20. The Army expects the FY22 impact to trend closer to FY21 than FY20.



FY2020 Socio- Economic Trend on COVID-19 Impact



III. Army Obligations Through Financial Assistance Awards

The Army awarded over \$5.02 billion through cooperative agreements, grants, and other forms of financial assistance; 3% was awarded to small businesses. Despite an overall decrease in dollars awarded through cooperative agreements and other types of agreements, small business gained a higher percentage of other non-FAR based assistance awards in FY21.

This data does not include obligations awarded pursuant to Other Transaction Authority (OTA); OTAs operate outside the authority of the FAR and therefore are not subject to the requirements to report obligation data through the Contract Action Report (see FAR 4.601), or through the Financial Assistance Awards Data System (FAADS), which is the central collection for information on federal grants, cooperative agreements and other types of financial assistance (see <https://www.census.gov/econ/overview/go1200.html>). Moreover, OTAs can be awarded directly to a vendor or to a consortium; the consortium will in turn award the project to one or more of its members, who may or may not be a small business. The OTA data is therefore not sufficiently discreet or reliable for purposes of this report.

The below chart displays the Army’s obligations through financial assistance awards in FY21 and as compared to FY20.

ARMY ASSISTANCE AWARDS							
Assistance Type	FY21			FY20			Change from Prior FY
	Obligated Dollars	SB Obligated Dollars	% Dollars Obligated to SB	Obligated Dollars	SB Obligated Dollars	% Dollars Obligated to SB	
Cooperative Agreement	\$3.50B	\$34.10M	0.97%	\$3.66B	\$33.29M	0.91%	0.06%
Grant	\$1.30B	\$53.92M	4.14%	\$1.18B	\$51.06M	4.32%	-0.17%
Other	\$222.32M	\$64.64M	29.08%	\$556.37M	\$143.00M	25.70%	3.37%
Total	\$5.02B	\$152.66M	3.04%	\$5.40B	\$227.34M	4.21%	-1.17%

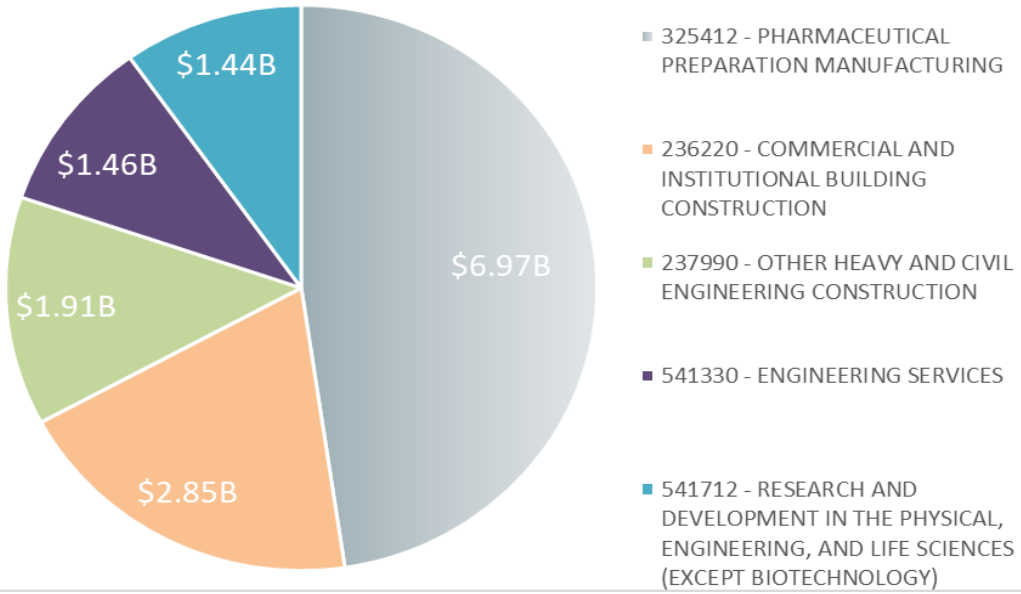
IV. Army Top Five North American Industry Classification System (NAICS)

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. 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.

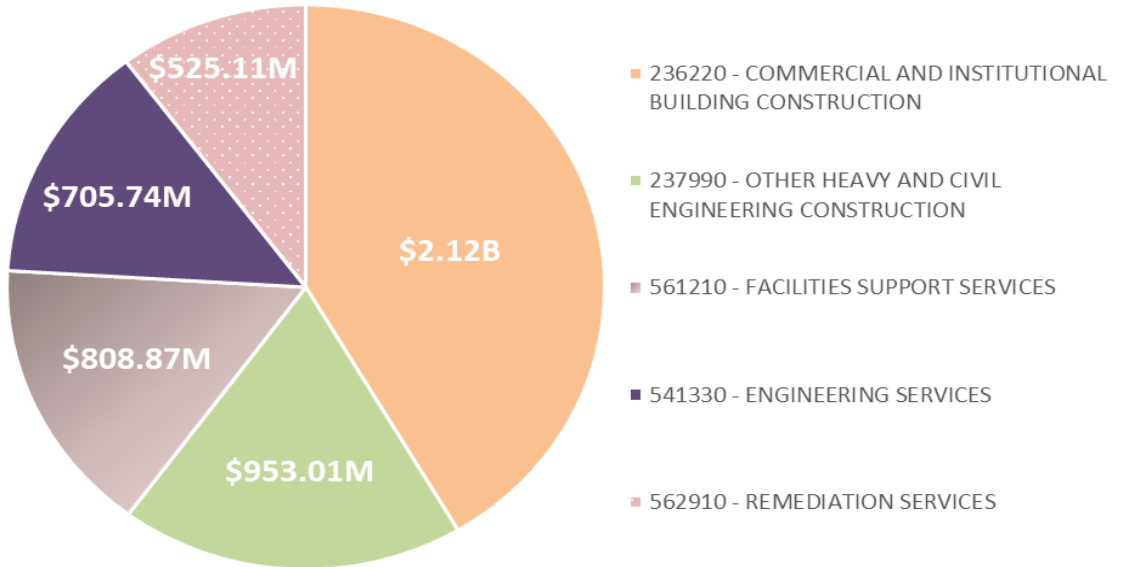
The Army's Top Five NAICS in FY21 remained consistent with those identified in FY20 but NAICS 325412 - Pharmaceutical Preparation Manufacturing moved from #5 in spend to #1. These contract awards were primarily related to the Army's continued support of COVID-19. Overall there was a 49% increase in the amount of small business dollars captured by the top five NAICS from FY20 to FY21.

The below charts display the obligated dollars to small business in the top five NAICS by socio-economic category in FY21.

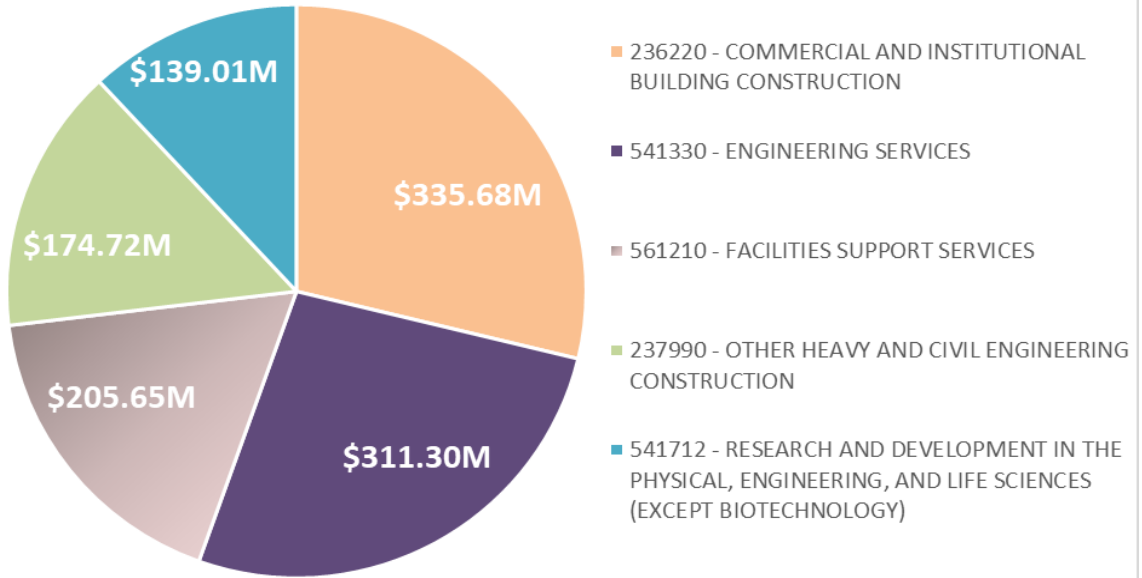
Top 5 NAICS SB Dollars



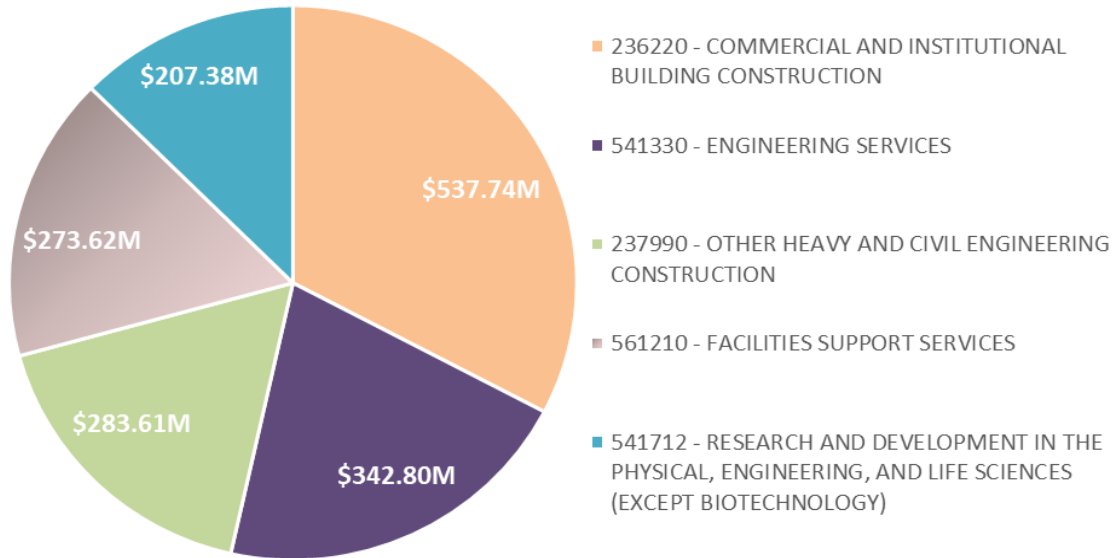
Top 5 NAICS SDB Dollars

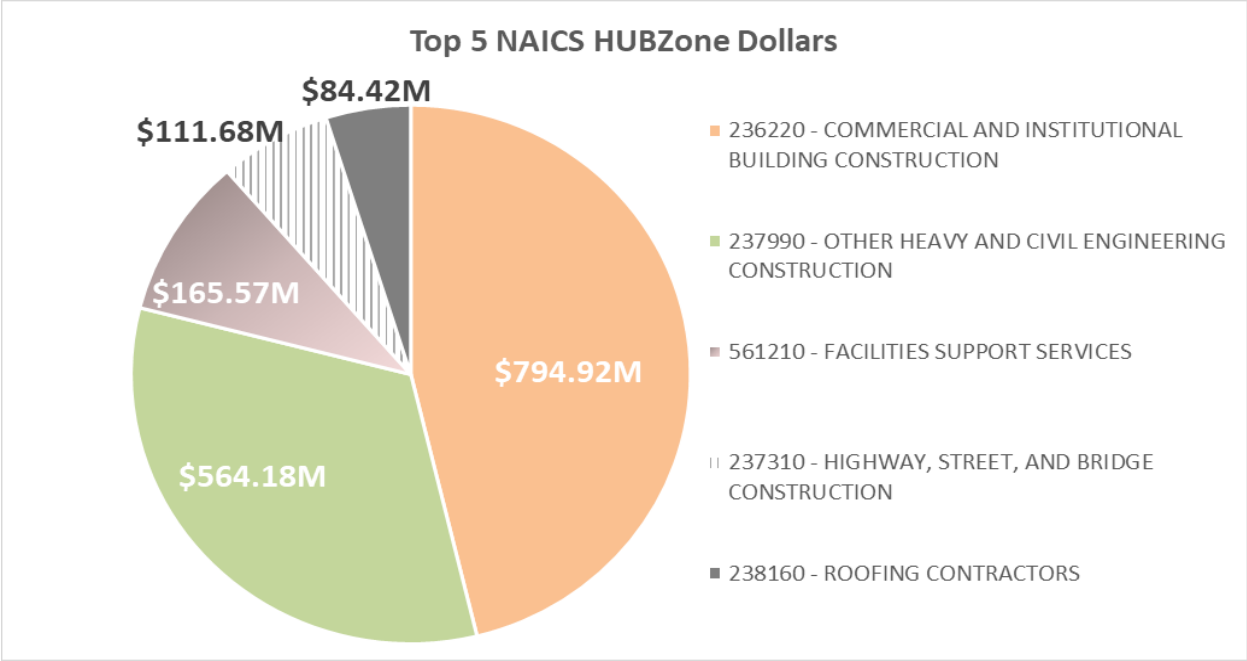


Top 5 NAICS SDVO SB Dollars



Top 5 NAICS WOSB Dollars





V. Achievements Aligned to Office of Management and Budget Category Management

In November 2020 the General Accountability Office (GAO) issued report “OMB Can Further Advance Category Management Initiative by Focusing on Requirements, Data, and Training”. This report noted that while federal agencies are meeting goals, and the overall amount of dollars to small businesses have increased since the start of Category Management, the number of businesses receiving contract awards has decreased. This decades long trend has spurred concerns about the overall resilience of the industrial base, the impact on competition, and thus the impact on prices paid for common goods and services. GAO included recommendations concerning small business in the referenced report that helped inform Executive Order 13985 implementation guidance released by the Office of Management and Budget in FY22.

In recognition of GAO’s findings Executive Order 13985, and the Army’s internal data analysis, the Acting Under Secretary of the Army revised the Army Category Management policy in June 2021. This action removed two policies and made it easier for requirements and contracting personnel to award contracts valued under the simplified acquisition threshold to small business concerns.

When compared to FY20, the percentage of contract dollars awarded to small businesses in FY21 increased in nine categories, six of which are Defense-specific categories. However, the actual dollars awarded to small business only increased in four categories, and there were less small business eligible dollars in five of the nine categories. Four Defense-specific categories increased in both dollars and percentages achieved:

- Category 12 – Weapons and Ammunition
- Category 13 – Electronic and Communication Equipment
- Category 18 – Equipment Related Services
- Category 19 – Electronic and Communication Services

The below chart displays the Categories with the highest Category Management achievements by obligated dollars and overall percent of eligible dollars that were awarded to small businesses in FY21:

OMB Category	Dollars to SB	Percent to SB
Category 1—IT	\$1.83B	39%
Category 2—Professional Services	\$4.02B	39.98%
Category 4—Facilities and Construction	\$9.15B	42.92%
Category 10—Medical	\$7.55B	24.87%
Category 17—Research and Development	\$1.47B	37.37%

The below chart displays the comparative data between FY20 and FY21 for each OMB Category:

Army								
OMB Level 1 Category	FY21			FY20			Change from Prior Year	
	SB Eligible	SB Dollars	% SB	SB Eligible	SB Dollars	% SB	% Achieved	\$ Achieved
1 - IT	\$4.68B	\$1.83B	39.00%	\$6.18B	\$2.07B	33.45%	5.55%	-\$241.32M
2 - PROFESSIONAL SERVICES	\$10.05B	\$4.02B	39.98%	\$9.81B	\$4.09B	41.72%	-1.74%	-\$74.00M
3 - SECURITY AND PROTECTION	\$1.21B	\$138.99M	11.53%	\$850.25M	\$148.88M	17.51%	-5.98%	-\$9.89M
4 - FACILITIES & CONSTRUCTION	\$21.32B	\$9.15B	42.92%	\$28.14B	\$9.88B	35.11%	7.80%	-\$730.96M
5 - INDUSTRIAL PRODUCTS & SERVICES	\$1.10B	\$528.95M	48.06%	\$1.02B	\$578.70M	56.47%	-8.41%	-\$49.74M
6 - OFFICE MANAGEMENT	\$241.07M	\$188.89M	78.35%	\$254.28M	\$205.47M	80.80%	-2.45%	-\$16.58M
7 - TRANSPORTATION AND LOGISTICS SERVICES	\$2.24B	\$594.87M	26.57%	\$2.65B	\$814.04M	30.67%	-4.10%	-\$219.17M
8 - TRAVEL & LODGING	\$281.97M	\$96.10M	34.08%	\$340.21M	\$232.29M	68.28%	-34.20%	-\$136.19M
9 - HUMAN CAPITAL	\$579.65M	\$281.80M	48.61%	\$699.43M	\$284.27M	40.64%	7.97%	-\$2.47M
10 - MEDICAL	\$30.35B	\$7.55B	24.87%	\$2.94B	\$2.32B	78.68%	-53.81%	\$5.23B
11 - AIRCRAFT, SHIPS/SUBMARINES & LAND VEHICLES	\$5.29B	\$361.28M	6.84%	\$6.94B	\$483.82M	6.97%	-0.14%	-\$122.54M
12 - WEAPONS & AMMUNITION	\$6.41B	\$518.60M	8.08%	\$7.47B	\$403.43M	5.40%	2.68%	\$115.18M
13 - ELECTRONIC & COMMUNICATION EQUIPMENT	\$1.22B	\$155.10M	12.74%	\$1.38B	\$145.97M	10.60%	2.13%	\$9.13M
14 - SUSTAINMENT S&E	\$2.68B	\$591.65M	22.05%	\$3.02B	\$593.32M	19.67%	2.39%	-\$1.68M
15 - CLOTHING, TEXTILES & SUBSISTENCE S&E	\$359.47M	\$196.34M	54.62%	\$326.74M	\$238.09M	72.87%	-18.25%	-\$41.75M
16 - MISCELLANEOUS S&E	\$55.93M	\$37.00M	66.16%	\$93.60M	\$75.49M	80.65%	-14.49%	-\$38.49M
17 - RESEARCH AND DEVELOPMENT	\$3.93B	\$1.47B	37.37%	\$4.15B	\$1.47B	35.48%	1.89%	-\$4.34M
18 - EQUIPMENT RELATED SERVICES	\$2.70B	\$294.44M	10.91%	\$3.20B	\$253.87M	7.93%	2.98%	\$40.56M
19 - ELECTRONIC & COMMUNICATION SERVICES	\$37.51M	\$19.66M	52.42%	\$68.01M	\$12.34M	18.14%	34.28%	\$7.32M

As noted in the OSBP FY20 report, 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.

VI. Small Business Innovation Research / Small Business Technology Transfer Program Contract Achievements

The Small Business Innovative Research (SBIR) and Small Business Technology Transfer (STTR) programs are known as “America’s Seed Fund” because they afford small, high-tech U.S. businesses and academia the opportunity to provide innovative solutions in response to critical Army needs. In FY21, the Army launched a dynamic web platform that provides small business innovators with access to information, open topics, recent awards and success stories. Also in FY21, the SBIR/STTR program established a new contracting center of excellence to streamline and expedite contract execution—making it easier for small business to work with the Army. SBIR contracts

were awarded to over 90 small businesses in FY21: for a complete list of awarded projects and companies, visit the SBIR/STTR website: <https://www.armysbir.army.mil>. Some highlights include:

- Seven companies received Phase I SBIR awards to revolutionize the Army’s selection and development of uniformed technology experts (July 2021).
- Thirteen companies received SBIR Phase II awards, each worth up to \$1.7M, in the fields of materials science, artificial intelligence and machine learning, sensing, and other urgent Army priorities for the Soldier (August 2021).
- Twenty-seven companies received SBIR Phase I awards in artificial intelligence and machine learning, advanced materials, network technology, hypersonics and advanced manufacturing.

The below chart displays the Army’s SBIR and STTR obligations for FY21 and FY20.

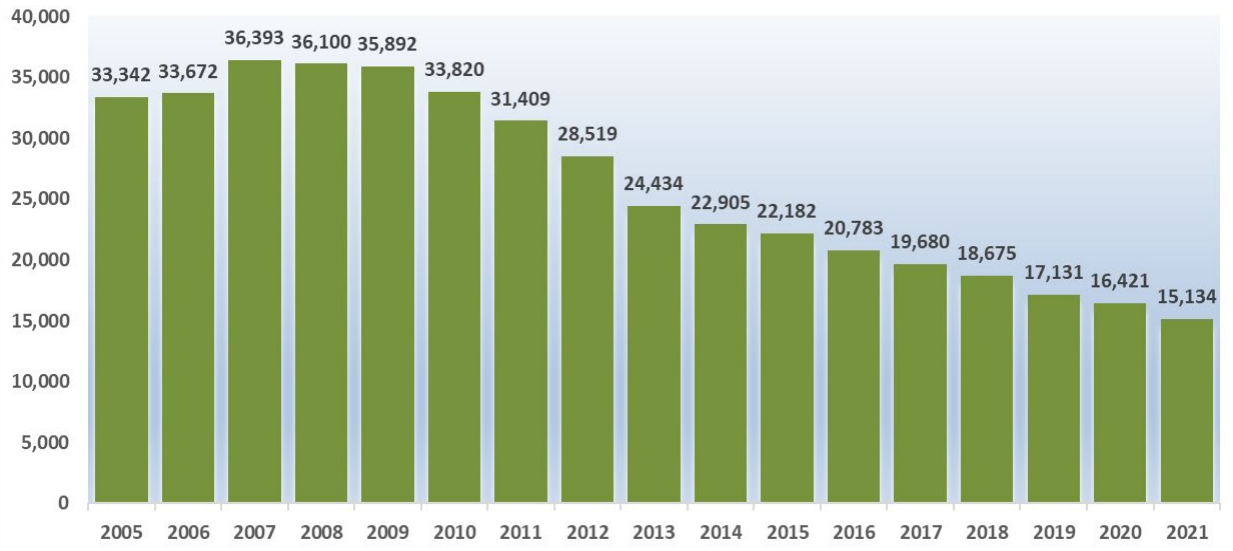
Army SBIR & STTR FY21 OBLIGATIONS								
FY21				FY20				Change from Prior FY
SBIR								
Phase 1	Phase 2	Phase 3	Total	Phase 1	Phase 2	Phase 3	Total	
\$61.0M	\$440.3M	\$445.1M	\$956.5M	\$50.6M	\$288.7M	\$252.0M	\$591.4M	\$365.09M
STTR								
Phase 1	Phase 2	Phase 3	Total	Phase 1	Phase 2	Phase 3	Total	
\$12.43M	\$60.33M	\$11.81M	\$84.57M	\$10.47M	\$48.05M	\$19.76M	\$78.28M	\$6.29M

VII. Industrial Base Changes

As noted in the Army OSBP FY20 annual report, and in the Category Management section of this report, agencies continue to note a drop in the number of vendors with active contracts across the federal government. The Army lost on average 6% of small business vendors annually between 2007-2021. This data helped inform the decision to revise the Army’s Category Management policy in June 2021.

The below chart displays the number of unique small business vendors with active Army contracts for each FY between 2005 and 2021.

ARMY
Number of Unique Army Small Business Vendors by Year
Fiscal Year 2005-2021



APPENDIX COMMAND SMALL BUSINESS ACHIEVEMENTS FOR FISCAL YEAR 2021

I. 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 below chart displays the assigned goals.

Command	Overall SB Goal	SDB	SDVOSB	WOSB	HUBZone
AMC	22.6%	5%	3%	4%	1.3%
USACE	35.6%	19%	3.6%	6.5%	5%
MEDCOM	51%	20%	5%	11%	2%
NGB	72%	20%	9%	15.5%	5%

AMC = U.S. Army Materiel Command; ACC = Army Contracting Command (a subordinate command to AMC)
 USACE = U.S. Army Corps of Engineers
 MEDCOM = U.S. Army Medical Command
 NGB = National Guard Bureau

II. Overall Small Business Achievements

Army Commands with procurement authority assigned goals to their contracting offices to achieve the Army goals. The below charts display their prime contracting achievements against the Army’s assigned goals for FY21 and as compared to FY20.

ACC								
Category	FY21 Goal	FY21 % Achieved	FY21 Dollars Achieved	FY20 Goal	FY20 % Achieved	FY20 Dollars Achieved	Change from Prior FY	
							% Achieved	\$ Achieved
Small Business	22.60%	24.91%	\$18.11B	22.60%	26.44%	\$13.38B	↓ -1.53%	↑ \$4.73B
Small Disadvantaged Business	5.00%	6.88%	\$5.00B	5.00%	10.57%	\$5.35B	↓ -3.69%	↓ \$348.57M
SDVO Small Business	3.00%	2.08%	\$1.52B	3.00%	3.26%	\$1.65B	↓ -1.18%	↓ \$134.00M
Women-Owned Small Business	4.00%	2.89%	\$2.10B	4.00%	4.52%	\$2.29B	↓ -1.64%	↓ \$189.68M
HUBZone Business	1.30%	1.10%	\$796.79M	1.30%	1.70%	\$860.94M	↓ -0.61%	↓ \$64.15M

MEDCOM								
Category	FY21 Goal	FY21 % Achieved	FY21 Dollars Achieved	FY20 Goal	FY20 % Achieved	FY20 Dollars Achieved	Change from Prior FY	
							% Achieved	\$ Achieved
Small Business	51.00%	64.07%	\$1.10B	51.00%	65.03%	\$1.17B	↓ -0.96%	↓ \$73.12M
Small Disadvantaged Business	20.00%	44.69%	\$767.54M	20.00%	43.12%	\$778.27M	↑ 1.56%	↓ \$10.73M
SDVO Small Business	5.00%	9.08%	\$155.95M	5.00%	8.76%	\$158.15M	↑ 0.32%	↓ \$2.20M
Women-Owned Small Business	11.00%	16.02%	\$275.09M	11.00%	18.97%	\$342.29M	↓ -2.95%	↓ \$67.20M
HUBZone Business	2.00%	5.68%	\$97.58M	2.00%	3.46%	\$62.38M	↑ 2.22%	↑ \$35.19M

NGB								
Category	FY21 Goal	FY21 % Achieved	FY21 Dollars Achieved	FY20 Goal	FY20 % Achieved	FY20 Dollars Achieved	Change from Prior FY	
							% Achieved	\$ Achieved
Small Business	72.00%	72.25%	\$1.06B	72.00%	76.57%	\$1.25B	↓ -4.32%	↓ -\$190.11M
Small Disadvantaged Business	20.00%	40.95%	\$598.17M	20.00%	45.62%	\$742.09M	↓ -4.67%	↓ -\$143.92M
SDVO Small Business	9.00%	11.06%	\$161.58M	9.00%	12.50%	\$203.41M	↓ -1.44%	↓ -\$41.83M
Women-Owned Small Business	15.50%	18.31%	\$267.55M	15.50%	19.36%	\$314.99M	↓ -1.05%	↓ -\$47.45M
HUBZone Business	5.00%	8.82%	\$128.86M	5.00%	9.54%	\$155.12M	↓ -0.72%	↓ -\$26.26M

USACE								
Category	FY21 Goal	FY21 % Achieved	FY21 Dollars Achieved	FY20 Goal	FY20 % Achieved	FY20 Dollars Achieved	Change from Prior FY	
							% Achieved	\$ Achieved
Small Business	35.60%	41.13%	\$7.74B	35.60%	33.34%	\$8.50B	↑ 7.79%	↓ -\$754.95M
Small Disadvantaged Business	19.00%	24.18%	\$4.55B	19.00%	19.72%	\$5.03B	↑ 4.46%	↓ -\$474.25M
SDVO Small Business	3.60%	3.98%	\$749.11M	3.60%	3.96%	\$1.01B	↑ 0.02%	↓ -\$260.62M
Women-Owned Small Business	6.50%	6.82%	\$1.28B	6.50%	5.51%	\$1.40B	↑ 1.31%	↓ -\$119.95M
HUBZone Business	5.00%	8.57%	\$1.61B	5.00%	7.21%	\$1.84B	↑ 1.36%	↓ -\$224.78M

III. Impact of COVID-19

The below charts display the resultant impact of COVID-19 on goal achievement at the Command level. This is represented by removing the COVID-19 obligations from the data set, which includes: the actual total eligible small business prime contracting dollars, the actual dollars obligated to small business on Army contracts, and associated percentage for each command; the corresponding data associated with COVID-19 contracts; and the corresponding data with the COVID-19 contracts removed. The ACC experienced the biggest impact due to vaccine procurements executed by the ACC Aberdeen Proving Ground contracting office. The impact at MEDCOM and NGB is negligible.

ACC									
Fiscal Year	Small Business Eligible Dollars	Small Business Dollars	% Small Business	COVID 19 Small Business Eligible Dollars	COVID 19 Small Business Dollars	% COVID 19 Small Business	Small Business Eligible Dollars Less COVID 19	Small Business Dollars Less COVID 19	% Small Business Dollars Less COVID 19
2020	\$50.61B	\$13.38B	26.44%	\$2.70B	\$1.84B	67.95%	\$47.91B	\$11.54B	24.09%
2021	\$72.72B	\$18.11B	24.91%	\$29.91B	\$7.08B	23.69%	\$42.82B	\$11.03B	25.76%

MEDCOM									
Fiscal Year	Small Business Eligible Dollars	Small Business Dollars	% Small Business	COVID 19 Small Business Eligible Dollars	COVID 19 Small Business Dollars	% COVID 19 Small Business	Small Business Eligible Dollars Less COVID 19	Small Business Dollars Less COVID 19	% Small Business Dollars Less COVID 19
2020	\$1.80B	\$1.17B	65.03%	\$273.65M	\$173.20M	63.29%	\$1.53B	\$1.00B	65.34%
2021	\$1.82B	\$1.17B	64.48%	\$269.34M	\$173.17M	64.29%	\$1.55B	\$1.00B	64.52%

NGB									
Fiscal Year	Small Business Eligible Dollars	Small Business Dollars	% Small Business	COVID 19 Small Business Eligible Dollars	COVID 19 Small Business Dollars	% COVID 19 Small Business	Small Business Eligible Dollars Less COVID 19	Small Business Dollars Less COVID 19	% Small Business Dollars Less COVID 19
2020	\$1.63B	\$1.25B	76.57%	\$165.57M	\$74.00M	44.70%	\$1.46B	\$1.17B	80.18%
2021	\$1.46B	\$1.06B	72.25%	\$14.61M	\$8.71M	59.63%	\$1.45B	\$1.05B	72.38%

USACE									
Fiscal Year	Small Business Eligible Dollars	Small Business Dollars	% Small Business	COVID 19 Small Business Eligible Dollars	COVID 19 Small Business Dollars	% COVID 19 Small Business	Small Business Eligible Dollars Less COVID 19	Small Business Dollars Less COVID 19	% Small Business Dollars Less COVID 19
2020	\$25.49B	\$8.50B	33.34%	\$744.80M	\$39.16M	5.26%	\$24.74B	\$8.46B	34.18%
2021	\$18.83B	\$7.74B	41.13%	\$50.64M	\$5.64M	11.14%	\$18.78B	\$7.74B	41.21%

IV. Command Obligations Through Financial Assistance Awards

The below charts display the actual total dollars obligated through financial assistance awards, the dollars obligated to small business, and the associated percentage for each command for FY20 and FY21. As noted previously, the data does not include Other Transactions (OTs) because reliable data is not available.

ACC							
ASSISTANCE TYPE	2021			2020			Change from Prior FY
	FAADC Obligations	FAADC Small Business	% FAADC Small Business	FAADC Obligations	FAADC Small Business	% FAADC Small Business	
COOPERATIVE AGREEMENT	\$527.11M	\$22.06M	4.19%	\$487.65M	\$11.11M	2.28%	↑ 1.91%
GRANT	\$283.54M	\$12.74M	4.49%	\$288.80M	\$5.97M	2.07%	↑ 2.43%
OTHER FINANCIAL	\$222.32M	\$64.64M	29.08%	\$556.37M	\$143.00M	25.70%	↑ 3.37%
Totals	\$1.03B	\$99.44M	9.63%	\$1.33B	\$160.08M	12.01%	↓ -2.38%

MEDCOM							
ASSISTANCE TYPE	2021			2020			Change from Prior FY
	FAADC Obligations	FAADC Small Business	% FAADC Small Business	FAADC Obligations	FAADC Small Business	% FAADC Small Business	
COOPERATIVE AGREEMENT	\$349.30M	\$4.78M	1.37%	\$285.51M	\$6.92M	2.42%	↓-1.05%
GRANT	\$1.02B	\$41.19M	4.05%	\$894.32M	\$45.09M	5.04%	↓-1.00%
OTHER FINANCIAL	\$0	\$0	0.00%	\$0	\$0	0.00%	
Totals	\$1.37B	\$45.97M	3.36%	\$1179.84M	\$52.01M	4.41%	↓-1.05%

NGB							
ASSISTANCE TYPE	2021			2020			Change from Prior FY
	FAADC Obligations	FAADC Small Business	% FAADC Small Business	FAADC Obligations	FAADC Small Business	% FAADC Small Business	
COOPERATIVE AGREEMENT	\$2.41B	\$6.38M	0.27%	\$2.65B	\$14,844,991	0.56%	↓-0.30%
GRANT	\$0	\$0	0.00%	\$0	\$0	0.00%	
OTHER FINANCIAL	\$0	\$0	0.00%	\$0	\$0	0.00%	
Totals	\$2.41B	\$6.38M	0.27%	\$2.65B	\$14.84M	0.56%	↓-0.30%

USACE							
ASSISTANCE TYPE	2021			2020			Change from Prior FY
	FAADC Obligations	FAADC Small Business	% FAADC Small Business	FAADC Obligations	FAADC Small Business	% FAADC Small Business	
COOPERATIVE AGREEMENT	\$218.84M	\$872,946	0.40%	\$239.51M	\$412,588	0.17%	↑0.23%
GRANT	\$0	\$0	0.00%	\$151	\$0	0.00%	
OTHER FINANCIAL	\$0	\$0	0.00%	\$220	\$0	0.00%	
Totals	\$218.84M	\$872,946	0.40%	\$239.51M	\$412,588	0.17%	↑0.23%

V. Command Top Five NAICS

The below charts display the obligated dollars to small business in the top five NAICS by socio-economic category in FY21 by the commands. This information is important because it can be used by small businesses to target outreach activities towards the commands who buy what they sell. It is likewise used by Army small business professionals to also steer small businesses towards contracting opportunities.

Readers will note greater variability in the NAICS at the command level, which better reflects the wide variety of goods and services procured by the Army annually. In fact, none of the commands' top five match the Army's top five. NAICS 541330—Engineering Services, is represented in the top five NAICS for three out of the four commands: ACC, NGB, and USACE. There is even greater diversity of spend across the socio-economic programs at the command-level.

ACC									
NAICS Description	SB Dollars	NAICS Description	SDB Dollars	NAICS Description	SDVO SB Dollars	NAICS Description	WOSB Dollars	NAICS Description	HUBZone Dollars
325412 - PHARMACEUTICAL PREPARATION MANUFACTURING	\$6.96B	561210 - FACILITIES SUPPORT SERVICES	\$567.27M	541330 - ENGINEERING SERVICES	\$240.03M	541330 - ENGINEERING SERVICES	\$251.72M	236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$263.84M
541712 - RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$1.39B	236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$528.33M	561210 - FACILITIES SUPPORT SERVICES	\$149.46M	541712 - RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$182.94M	561210 - FACILITIES SUPPORT SERVICES	\$76.62M
541330 - ENGINEERING SERVICES	\$1.05B	541330 - ENGINEERING SERVICES	\$495.25M	541712 - RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$130.72M	561210 - FACILITIES SUPPORT SERVICES	\$159.76M	334111 - ELECTRONIC COMPUTER MANUFACTURING	\$49.39M
541715 - RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$836.42M	541512 - COMPUTER SYSTEMS DESIGN SERVICES	\$316.30M	541611 - ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$73.48M	541512 - COMPUTER SYSTEMS DESIGN SERVICES	\$159.17M	237310 - HIGHWAY, STREET, AND BRIDGE CONSTRUCTION	\$30.80M
561210 - FACILITIES SUPPORT SERVICES	\$734.54M	336413 - OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$288.35M	541612 - HUMAN RESOURCES CONSULTING SERVICES (2007), HUMAN RESOURCES AND EXECUTIVE SEARCH CONSULTING SERVICES (2002)	\$67.37M	541715 - RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$130.75M	541611 - ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$23.91M

As of 2017 the work classified under NAICS 541715 was moved to NAICS 541712; both appear in the FY21 data because of obligations continue to be made against contracts awarded prior to this change.

MEDCOM

NAICS Description	SB Dollars	NAICS Description	SDB Dollars	NAICS Description	SDVO SB Dollars	NAICS Description	WOSB Dollars	NAICS Description	HUBZone Dollars
622110 - GENERAL MEDICAL AND SURGICAL HOSPITALS	\$176.55M	622110 - GENERAL MEDICAL AND SURGICAL HOSPITALS	\$134.81M	622110 - GENERAL MEDICAL AND SURGICAL HOSPITALS	\$74.79M	622110 - GENERAL MEDICAL AND SURGICAL HOSPITALS	\$58.81M	561720 - JANITORIAL SERVICES	\$33.24M
541715 - RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND	\$168.81M	561720 - JANITORIAL SERVICES	\$106.07M	621399 - OFFICES OF ALL OTHER MISCELLANEOUS HEALTH PRACTITIONERS	\$14.88M	561720 - JANITORIAL SERVICES	\$32.54M	621999 - ALL OTHER MISCELLANEOUS AMBULATORY HEALTH CARE SERVICES	\$9.54M
561720 - JANITORIAL SERVICES	\$106.03M	541611 - ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$79.11M	541715 - RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND	\$12.49M	621399 - OFFICES OF ALL OTHER MISCELLANEOUS HEALTH PRACTITIONERS	\$28.48M	541614 - PROCESS, PHYSICAL DISTRIBUTION, AND LOGISTICS CONSULTING SERVICES	\$7.47M
541611 - ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$78.74M	541715 - RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND	\$64.74M	541990 - ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$5.39M	541712 - RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$19.76M	621399 - OFFICES OF ALL OTHER MISCELLANEOUS HEALTH PRACTITIONERS	\$7.21M
621399 - OFFICES OF ALL OTHER MISCELLANEOUS HEALTH PRACTITIONERS	\$59.40M	621399 - OFFICES OF ALL OTHER MISCELLANEOUS HEALTH PRACTITIONERS	\$48.01M	561210 - FACILITIES SUPPORT SERVICES	\$5.17M	621999 - ALL OTHER MISCELLANEOUS AMBULATORY HEALTH CARE SERVICES	\$16.78M	622110 - GENERAL MEDICAL AND SURGICAL HOSPITALS	\$7.08M

NGB									
NAICS Description	SB Dollars	NAICS Description	SDB Dollars	NAICS Description	SDVO SB Dollars	NAICS Description	WOSB Dollars	NAICS Description	HUBZone Dollars
236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$204.82M	236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$90.10M	541330 - ENGINEERING SERVICES	\$18.52M	236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$53.84M	236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$42.07M
541330 - ENGINEERING SERVICES	\$69.75M	541611 - ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$64.38M	236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$18.44M	541611 - ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$18.80M	237310 - HIGHWAY, STREET, AND BRIDGE CONSTRUCTION	\$21.30M
541611 - ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$66.92M	493110 - GENERAL WAREHOUSING AND STORAGE	\$48.68M	611699 - ALL OTHER MISCELLANEOUS SCHOOLS AND INSTRUCTION	\$12.79M	541330 - ENGINEERING SERVICES	\$16.85M	334111 - ELECTRONIC COMPUTER MANUFACTURING	\$5.81M
334111 - ELECTRONIC COMPUTER MANUFACTURING	\$50.39M	541330 - ENGINEERING SERVICES	\$47.02M	611512 - FLIGHT TRAINING	\$10.45M	334111 - ELECTRONIC COMPUTER MANUFACTURING	\$16.40M	541611 - ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$5.58M
493110 - GENERAL WAREHOUSING AND STORAGE	\$48.68M	722320 - CATERERS	\$23.98M	541611 - ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$8.76M	237310 - HIGHWAY, STREET, AND BRIDGE CONSTRUCTION	\$13.61M	237110 - WATER AND SEWER LINE AND RELATED STRUCTURES CONSTRUCTION	\$5.47M

USACE									
NAICS Description	SB Dollars	NAICS Description	SDB Dollars	NAICS Description	SDVO SB Dollars	NAICS Description	WOSB Dollars	NAICS Description	HUBZone Dollars
236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$2.01B	236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$1.50B	236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$256.98M	236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$354.70M	237990 - OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	\$560.18M
237990 - OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	\$1.90B	237990 - OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	\$940.06M	237990 - OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	\$170.89M	237990 - OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	\$283.05M	236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$489.02M
562910 - REMEDIATION SERVICES	\$905.92M	562910 - REMEDIATION SERVICES	\$495.80M	541330 - ENGINEERING SERVICES	\$48.44M	561210 - FACILITIES SUPPORT SERVICES	\$105.14M	561210 - FACILITIES SUPPORT SERVICES	\$84.83M
561210 - FACILITIES SUPPORT SERVICES	\$366.33M	561210 - FACILITIES SUPPORT SERVICES	\$219.33M	561210 - FACILITIES SUPPORT SERVICES	\$46.90M	541330 - ENGINEERING SERVICES	\$69.55M	238160 - ROOFING CONTRACTORS	\$62.80M
541330 - ENGINEERING SERVICES	\$300.50M	541330 - ENGINEERING SERVICES	\$141.80M	562910 - REMEDIATION SERVICES	\$36.48M	541620 - ENVIRONMENTAL CONSULTING SERVICES	\$63.46M	562910 - REMEDIATION SERVICES	\$60.08M

VI. Command Achievements Aligned to OMB Category Management

When analyzed by OMB Category, the ACC’s contract obligations largely determined the Army’s top five (5) categories of small business obligated dollars and percent of eligible dollars in FY21. The one exception is Category 4—Facilities and Construction. USACE accounts for 74.5 percent of the Army’s obligations in this category; USACE and ACC combined account for 96 percent. The charts below display this data as well as the command specific Category Management achievements for FY21 as compared to FY20.

OMB Category	Army Dollars to SB	ACC Dollars to SB	ACC % of Army Category
Category 1—IT	\$1.83B	\$1.4B	76.5%
Category 2—Professional Services	\$4.02B	\$3.12B	77%
Category 10—Medical	\$7.55B	\$7B	92.7%
Category 17—Research and Development	\$1.47B	\$1.23B	83.6%

OMB Category	Army Dollars to SB	ACC Dollars to SB	USACE Dollars to SB	ACC & USACE Combined % of Army Category
Category 4—Facilities and Construction	\$9.15B	\$2.13B	\$6.54B	94.7%

ACC								
OMB Level 1 Category	FY21			FY20			Change from Prior FY	
	SB Eligible	SB Dollars	% SB	SB Eligible	SB Dollars	% SB	% Achieved	\$ Achieved
1 - IT	\$3.93B	\$1.41B	35.80%	\$5.17B	\$1.56B	30.24%	↑ 5.56%	↓ -\$154.44M
2 - PROFESSIONAL SERVICES	\$8.59B	\$3.12B	36.36%	\$8.40B	\$3.20B	38.09%	↓ -1.73%	↓ -\$79.21M
3 - SECURITY AND PROTECTION	\$1.15B	\$106.07M	9.23%	\$800.07M	\$116.86M	14.61%	↓ -5.38%	↓ -\$10.78M
4 - FACILITIES & CONSTRUCTION	\$4.02B	\$2.13B	52.95%	\$4.00B	\$2.04B	50.98%	↑ 1.97%	↑ \$0.09B
5 - INDUSTRIAL PRODUCTS & SERVICES	\$.89B	\$404.18M	45.64%	\$937.85M	\$444.40M	47.39%	↓ -1.75%	↓ -\$40.22M
6 - OFFICE MANAGEMENT	\$62.63M	\$48.80M	77.93%	\$62.94M	\$46.75M	74.29%	↑ 3.64%	↑ \$2.05M
7 - TRANSPORTATION AND LOGISTICS SERVICES	\$2.09B	\$466.07M	22.33%	\$2.52B	\$662.59M	26.31%	↓ -3.98%	↓ -\$196.51M
8 - TRAVEL & LODGING	\$102.52M	\$57.75M	56.33%	\$188.88M	\$168.56M	89.24%	↓ -32.91%	↓ -\$110.80M
9 - HUMAN CAPITAL	\$497.29M	\$228.13M	45.87%	\$612.80M	\$222.46M	36.30%	↑ 9.57%	↑ \$5.67M
10 - MEDICAL	\$29.66B	\$7.05B	23.79%	\$2.13B	\$1.75B	82.33%	↓ -58.54%	↑ \$5.30B
11 - AIRCRAFT, SHIPS/SUBMARINES & LAND VEHICLES	\$5.27B	\$344.61M	6.54%	\$6.94B	\$482.53M	6.96%	↓ -0.42%	↓ -\$137.92M
12 - WEAPONS & AMMUNITION	\$6.41B	\$517.85M	8.07%	\$7.47B	\$401.48M	5.38%	↑ 2.70%	↑ \$116.36M
13 - ELECTRONIC & COMMUNICATION EQUIPMENT	\$1.15B	\$107.87M	9.40%	\$1.32B	\$106.43M	8.06%	↑ 1.33%	↑ \$1.44M
14 - SUSTAINMENT S&E	\$2.61B	\$519.44M	19.93%	\$2.97B	\$561.22M	18.88%	↑ 1.05%	↓ -\$41.78M
15 - CLOTHING, TEXTILES & SUBSISTENCE S&E	\$307.94M	\$151.30M	49.13%	\$292.54M	\$208.78M	71.37%	↓ -22.23%	↓ -\$57.48M
16 - MISCELLANEOUS S&E	\$40.13M	\$26.92M	67.09%	\$76.28M	\$61.51M	80.64%	↓ -13.55%	↓ -\$34.59M
17 - RESEARCH AND DEVELOPMENT	\$3.43B	\$1.23B	35.95%	\$3.68B	\$1.17B	31.96%	↑ 4.00%	↑ \$59.94M
18 - EQUIPMENT RELATED SERVICES	\$2.52B	\$183.82M	7.30%	\$3.03B	\$167.52M	5.53%	↑ 1.77%	↑ \$16.30M
19 - ELECTRONIC & COMMUNICATION SERVICES	\$10.97M	\$5.67M	51.69%	\$26.69M	\$3.92M	14.68%	↑ 37.01%	↑ \$1.75M

MEDCOM								
OMB Level 1 Category	FY21			FY20			Change from Prior FY	
	SB Eligible	SB Dollars	% SB	SB Eligible	SB Dollars	% SB	% Achieved	\$ Achieved
1 - IT	\$85.01M	\$53.31M	62.70%	\$80.63M	\$36.12M	44.80%	↑ 17.90%	↑ \$17.18M
2 - PROFESSIONAL SERVICES	\$492.55M	\$281.89M	57.23%	\$453.05M	\$257.04M	56.74%	↑ 0.50%	↑ \$24.85M
3 - SECURITY AND PROTECTION	\$4.98M	\$4.19M	84.19%	\$3.98M	\$2.99M	75.23%	↑ 8.97%	↑ \$1.20M
4 - FACILITIES & CONSTRUCTION	\$166.67M	\$117.64M	70.59%	\$145.10M	\$98.41M	67.82%	↑ 2.76%	↑ \$19.23M
5 - INDUSTRIAL PRODUCTS & SERVICES	\$38.46M	\$10.10M	26.25%	\$27.05M	\$9.96M	36.83%	↓ -10.58%	↑ \$132,530
6 - OFFICE MANAGEMENT	\$1.97M	\$1.95M	98.72%	\$7.78M	\$7.66M	98.44%	↑ 0.27%	↓ -\$5.72M
7 - TRANSPORTATION AND LOGISTICS SERVICES	\$17.21M	\$14.98M	87.05%	\$18.13M	\$16.78M	92.53%	↓ -5.48%	↓ -\$1.80M
8 - TRAVEL & LODGING	\$7.97M	\$4.36M	54.68%	\$13.08M	\$7.25M	55.39%	↓ -0.70%	↓ -\$2.89M
9 - HUMAN CAPITAL	\$19.57M	\$4.47M	22.85%	\$25.79M	\$9.49M	36.79%	↓ -13.94%	↓ -\$5.02M
10 - MEDICAL	\$609.30M	\$422.97M	69.42%	\$736.05M	\$504.75M	68.58%	↑ 0.84%	↓ -\$81.79M
11 - AIRCRAFT, SHIPS/SUBMARINES & LAND VEHICLES	\$0	\$0	0.00%	\$0	\$0	0.00%		
12 - WEAPONS & AMMUNITION	\$0	\$0	0.00%	(\$29,809)	(\$10,000)	33.55%	↓ -33.55%	↑ \$10,000
13 - ELECTRONIC & COMMUNICATION EQUIPMENT	\$1.17M	\$757,962	64.61%	\$135,463	\$137,598	101.58%	↓ -36.96%	↑ \$620,364
14 - SUSTAINMENT S&E	\$1.94M	\$1.78M	92.21%	\$11.92M	\$3.75M	31.49%	↑ 60.73%	↓ -\$1.97M
15 - CLOTHING, TEXTILES & SUBSISTENCE S&E	\$721,502	\$677,699	93.93%	(\$1,528,875)	(\$62,423)	4.08%	↑ 89.85%	↑ \$740,122
16 - MISCELLANEOUS S&E	\$804,675	\$679,510	84.45%	\$462,940	\$408,650	88.27%	↓ -3.83%	↑ \$270,860
17 - RESEARCH AND DEVELOPMENT	\$264.77M	\$176.65M	66.72%	\$282.28M	\$218.28M	77.33%	↓ -10.61%	↓ -\$41.63M
18 - EQUIPMENT RELATED SERVICES	\$624,949	\$416,696	66.68%	\$631,578	\$367,078	58.12%	↑ 8.56%	↑ \$49,618
19 - ELECTRONIC & COMMUNICATION SERVICES	\$3.87M	\$3.67M	94.66%	\$274,426	\$274,426	100.00%	↓ -5.34%	↑ \$3.39M

NGB								
OMB Level 1 Category	FY21			FY20			Change from Prior FY	
	SB Eligible	SB Dollars	% SB	SB Eligible	SB Dollars	% SB	% Achieved	\$ Achieved
1 - IT	\$169.19M	\$95.27M	56.31%	\$224.07M	\$113.02M	50.44%	↑ 5.87%	↓ -\$17.74M
2 - PROFESSIONAL SERVICES	\$276.36M	\$242.84M	87.87%	\$318.52M	\$281.01M	88.22%	↓ -0.35%	↓ -\$38.17M
3 - SECURITY AND PROTECTION	\$12.82M	\$9.30M	72.56%	\$13.50M	\$9.88M	73.24%	↓ -0.68%	↓ -\$581,853
4 - FACILITIES & CONSTRUCTION	\$483.21M	\$368.50M	76.26%	\$559.94M	\$454.84M	81.23%	↓ -4.97%	↓ -\$86.34M
5 - INDUSTRIAL PRODUCTS & SERVICES	\$18.78M	\$16.94M	90.19%	\$27.60M	\$23.87M	86.50%	↑ 3.70%	↓ -\$6.93M
6 - OFFICE MANAGEMENT	\$24.82M	\$20.51M	82.64%	\$38.46M	\$33.82M	87.94%	↓ -5.30%	↓ -\$13.31M
7 - TRANSPORTATION AND LOGISTICS SERVICES	\$77.10M	\$75.62M	98.08%	\$89.50M	\$85.56M	95.60%	↑ 2.48%	↓ -\$9.94M
8 - TRAVEL & LODGING	\$159.67M	\$22.23M	13.92%	\$134.90M	\$53.18M	39.42%	↓ -25.50%	↓ -\$30.95M
9 - HUMAN CAPITAL	\$57.28M	\$46.12M	80.52%	\$54.91M	\$48.45M	88.24%	↓ -7.72%	↓ -\$2.33M
10 - MEDICAL	\$79.09M	\$66.14M	83.62%	\$69.79M	\$55.48M	79.50%	↑ 4.11%	↑ \$10.65M
11 - AIRCRAFT, SHIPS/SUBMARINES & LAND VEHICLES	\$409,654	\$409,654	100.00%	\$173,082	\$194,797	112.55%	↓ -12.55%	↑ \$214,858
12 - WEAPONS & AMMUNITION	\$481,632	\$481,632	100.00%	\$1.41M	\$1.34M	95.28%	↑ 4.72%	↓ -\$860,695
13 - ELECTRONIC & COMMUNICATION EQUIPMENT	\$12.22M	\$9.25M	75.70%	\$8.76M	\$6.47M	73.89%	↑ 1.81%	↑ \$2.78M
14 - SUSTAINMENT S&E	\$6.84M	\$6.37M	93.10%	\$10.90M	\$9.34M	85.69%	↑ 7.41%	↓ -\$2.97M
15 - CLOTHING, TEXTILES & SUBSISTENCE S&E	\$47.43M	\$42.69M	89.99%	\$28.85M	\$24.83M	86.06%	↑ 3.93%	↑ \$17.86M
16 - MISCELLANEOUS S&E	\$8.18M	\$7.81M	95.42%	\$11.67M	\$11.16M	95.63%	↓ -0.21%	↓ -\$3.35M
17 - RESEARCH AND DEVELOPMENT	\$168,124	\$157,567	93.72%	\$8.93M	\$8.87M	99.33%	↓ -5.61%	↓ -\$8.71M
18 - EQUIPMENT RELATED SERVICES	\$24.42M	\$22.88M	93.66%	\$22.60M	\$21.64M	95.76%	↓ -2.10%	↑ \$1.24M
19 - ELECTRONIC & COMMUNICATION SERVICES	\$2.41M	\$2.01M	83.57%	\$2.28M	\$2.68M	117.54%	↓ -33.98%	↓ -\$665,331

USACE								
OMB Level 1 Category	FY21			FY20			Change from Prior FY	
	SB Eligible	SB Dollars	% SB	SB Eligible	SB Dollars	% SB	% Achieved	\$ Achieved
1 - IT	\$494.65M	\$269.30M	54.44%	\$708.44M	\$355.63M	50.20%	↑ 4.24%	↓ -\$86.33M
2 - PROFESSIONAL SERVICES	\$695.80M	\$371.22M	53.35%	\$633.79M	\$352.68M	55.65%	↓ -2.30%	↑ \$18.53M
3 - SECURITY AND PROTECTION	\$37.91M	\$19.42M	51.24%	\$32.71M	\$19.15M	58.53%	↓ -7.29%	↑ \$277,918
4 - FACILITIES & CONSTRUCTION	\$16.65B	\$6.54B	39.25%	\$23.44B	\$7.29B	31.11%	↑ 8.15%	↓ -\$754.64M
5 - INDUSTRIAL PRODUCTS & SERVICES	\$157.74M	\$97.73M	61.96%	\$32.36M	\$100.46M	310.45%	↓ -248.49%	↓ -\$2.72M
6 - OFFICE MANAGEMENT	\$151.65M	\$117.62M	77.56%	\$145.10M	\$117.23M	80.79%	↓ -3.23%	↑ \$392,324
7 - TRANSPORTATION AND LOGISTICS SERVICES	\$57.28M	\$38.20M	66.69%	\$28.52M	\$49.12M	172.25%	↓ -105.56%	↓ -\$10.92M
8 - TRAVEL & LODGING	\$11.80M	\$11.75M	99.61%	\$3.34M	\$3.31M	99.11%	↑ 0.49%	↑ \$8.44M
9 - HUMAN CAPITAL	\$5.50M	\$3.07M	55.89%	\$5.93M	\$3.88M	65.35%	↓ -9.46%	↓ -\$800,314
10 - MEDICAL	\$9.69M	\$5.96M	61.52%	\$11.77M	\$5.50M	46.72%	↑ 14.81%	↑ \$4.6M
11 - AIRCRAFT, SHIPS/SUBMARINES & LAND VEHICLES	\$16.26M	\$16.26M	100.00%	\$1.30M	\$1.09M	83.90%	↑ 16.10%	↑ \$15.17M
12 - WEAPONS & AMMUNITION	\$300,441	\$277,969	92.52%	\$680,251	\$612,314	90.01%	↑ 2.51%	↓ -\$334,345
13 - ELECTRONIC & COMMUNICATION EQUIPMENT	\$56.50M	\$37.22M	65.87%	\$47.98M	\$32.93M	68.64%	↓ -2.77%	↑ \$4.29M
14 - SUSTAINMENT S&E	\$67.71M	\$64.05M	94.60%	\$21.38M	\$19.01M	88.91%	↑ 5.69%	↑ \$45.04M
15 - CLOTHING, TEXTILES & SUBSISTENCE S&E	\$3.38M	\$1.67M	49.52%	\$6.87M	\$4.54M	66.09%	↓ -16.57%	↓ -\$2.87M
16 - MISCELLANEOUS S&E	\$6.82M	\$1.60M	23.40%	\$5.20M	\$2.42M	46.50%	↓ -23.10%	↓ -\$821,302
17 - RESEARCH AND DEVELOPMENT	\$227.21M	\$55.73M	24.53%	\$180.46M	\$69.68M	38.61%	↓ -14.08%	↓ -\$13.95M
18 - EQUIPMENT RELATED SERVICES	\$155.73M	\$87.33M	56.07%	\$146.22M	\$64.35M	44.01%	↑ 12.07%	↑ \$22.98M
19 - ELECTRONIC & COMMUNICATION SERVICES	\$20.26M	\$8.31M	41.04%	\$38.77M	\$5.47M	14.11%	↑ 26.93%	↑ \$2.84M

VII. Command Achievements in SBIR/STTR Programs

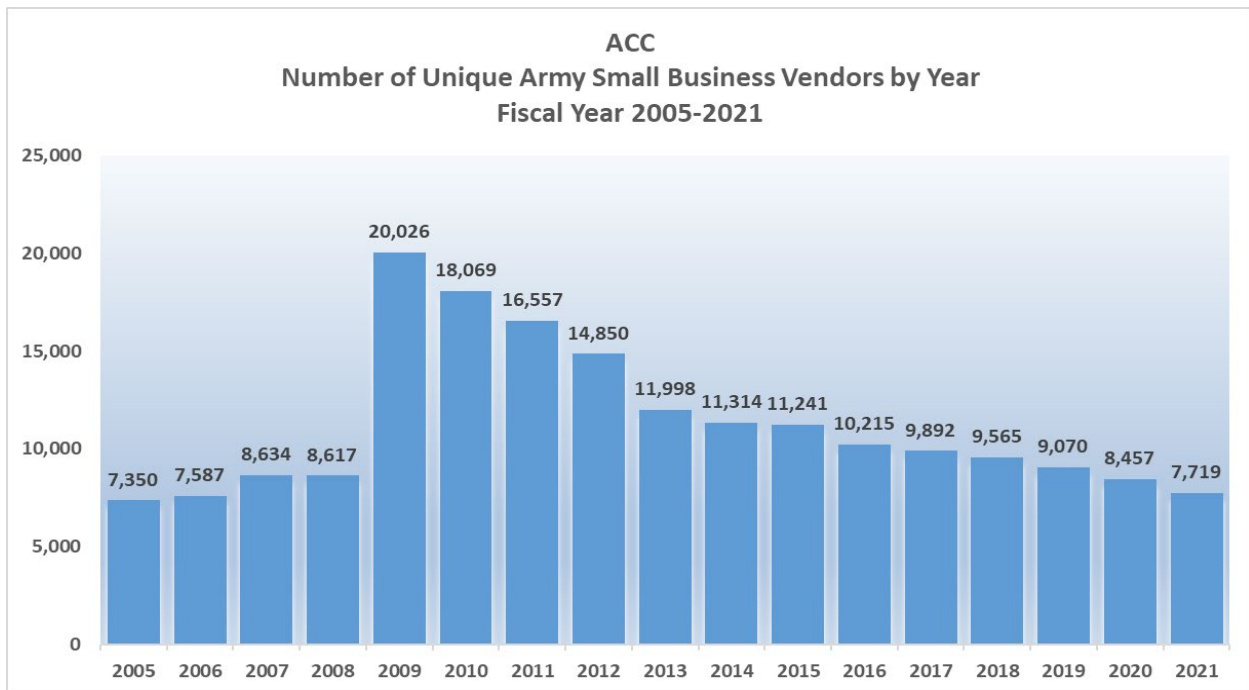
Command achievements in SBIR/STTR generally trended in a positive direction in FY21. As the reader will note, the NGB does not participate in all phases of the SBIR/STTR programs.

ARMY COMMAND SBIR/STTR AWARDS FY21									
	FY21				FY20				Change from Prior FY
	SBIR				STTR				
	P1	P2	P3	Total	P1	P2	P3	Total	
ACC	\$47.5M	\$194.9m	\$213.6M	\$456.18M	\$40.3M	\$210.3M	\$218.5M	\$469.28M	-\$13.1M
MEDCOM	\$13.0M	\$51.5M	\$95.0M	\$159.59M	\$9.9M	\$71.8M	\$31.5M	\$113.31M	\$46.2M
NGB	\$0	\$80.5M	\$74.2M	\$154.85M	\$0	\$0	\$1.0M	\$1.07M	\$153.7M
USACE	\$384,442	\$113.2M	\$72.2M	\$185.91M	\$332,762	\$6.5M	\$871,150	\$7.79M	\$178.1M
TOTAL	\$61.0M	\$440.3M	\$455.1M	\$956.53M	\$50.6M	\$288.7M	\$252.0M	\$591.44M	\$365.1M
	STTR				SBIR				
	P1	P2	P3	Total	P1	P2	P3	Total	
ACC	\$9.3M	\$48.2M	\$11.2M	\$68.82M	\$8.8M	\$39.4M	\$16.8M	\$65.1M	\$3.73M
MEDCOM	\$2.4M	\$9.8M	\$449,920	\$12.71M	\$1.6M	\$7.8M	\$2.9M	\$12.3M	\$359,022
NGB	\$0	\$0	\$80,000	\$80,000	\$0	\$0	\$6,360	\$6,360	\$73,640
USACE	\$674,567	\$2.2M	\$0	\$2.96M	\$0	\$830,851	(\$4,442)	\$826,409	\$2.13M
TOTAL	\$12.4M	\$60.3M	\$11.8M	\$84.57M	\$10.4M	\$48.0M	\$19.7M	\$78.28M	\$6.29M

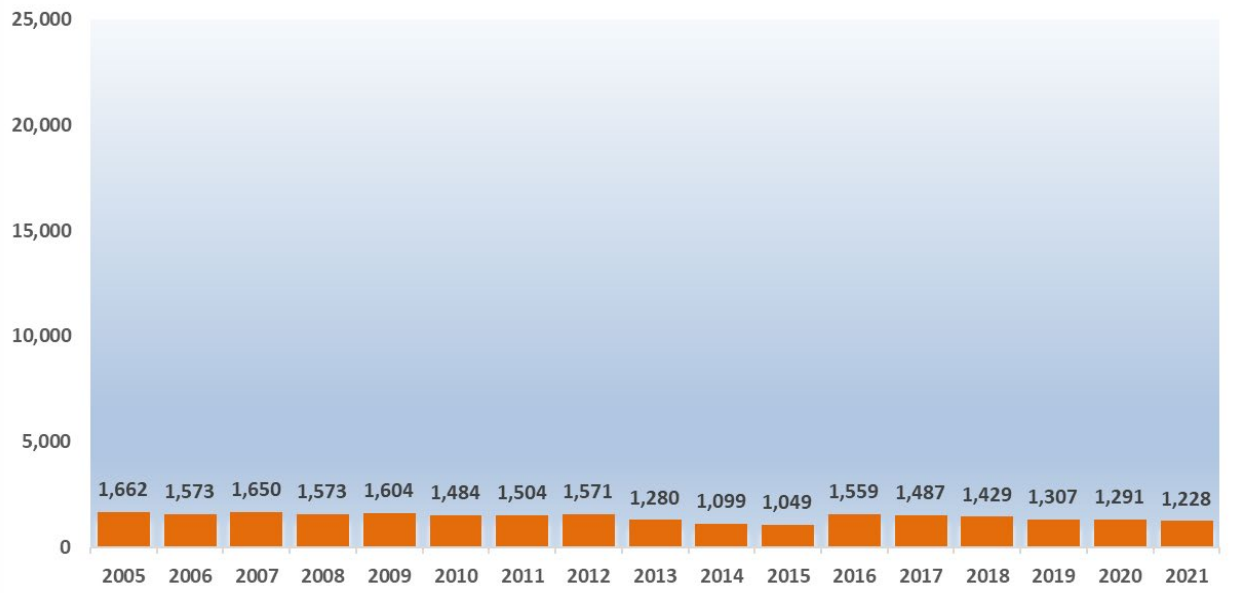
VIII. Industrial Base Changes

It is helpful to use FY09 as the baseline when analyzing data of unique vendors by fiscal year at the command-level. The Army established the ACC (Provisional) on January 30, 2008. ACC consolidated buying activities that were previously aligned under AMC major subordinate commands and the Army Contracting Agency. As a result, the number of unique vendors aligned under ACC shows a 243 percent increase between 2008—2009. This increase must be understood within the context of contemporary events, and provide a useful caution when drawing conclusions about command-level data writ large.

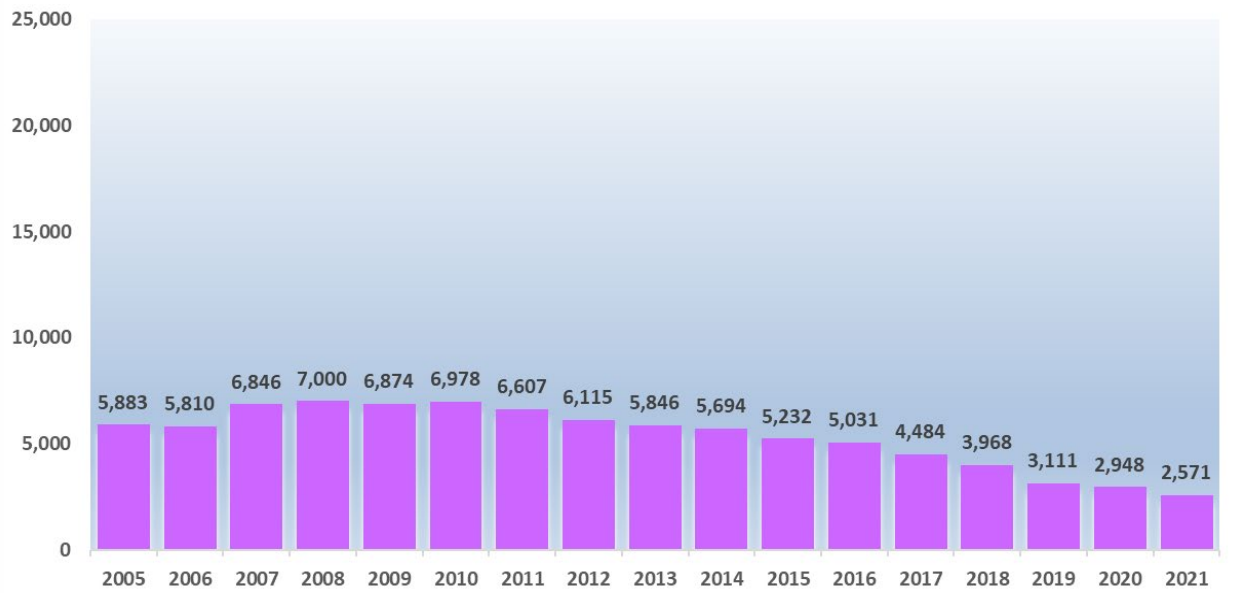
The average AMC decline from the high point in 2009 is seven and one half (7.5) percent annually, which is higher than the Army’s annual average. Using the 2009 baseline for the other commands, MEDCOM shows the least amount of annual decline, averaging 1%; the highest annual decline is the NGB at 8%. The USACE annual average decline is 5%.



MEDCOM
Number of Unique Army Small Business Vendors by Year
Fiscal Year 2005-2021



NGB
Number of Unique Army Small Business Vendors by Year
Fiscal Year 2005-2021



USACE
Number of Unique Army Small Business Vendors by Year
Fiscal Year 2005-2021

