

---

# *11th Annual Small Business Conference*

---

**November 7, 2007**

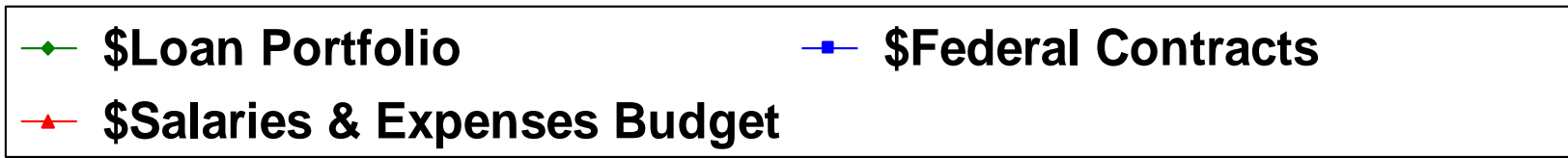
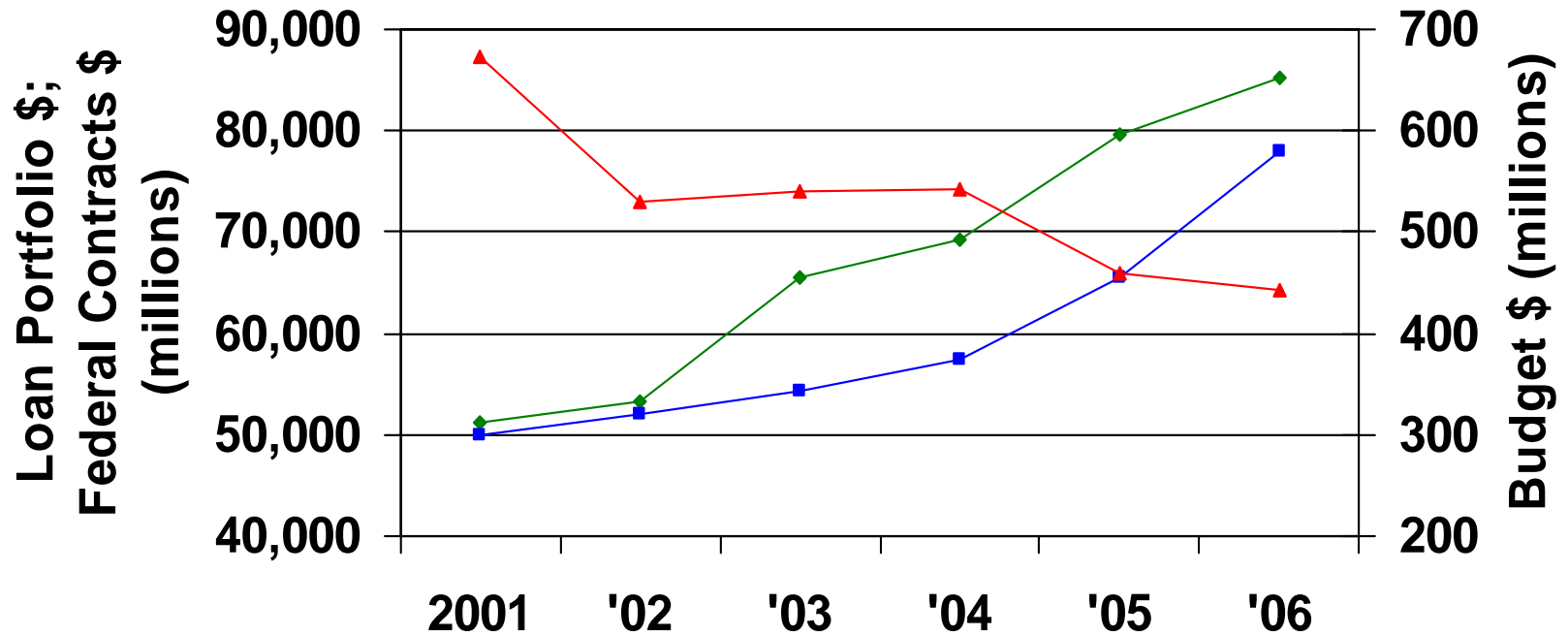


**U.S. Small Business Administration**



U.S. Small Business Administration

# Agency's Effectiveness





U.S. Small Business Administration

---

## *Patriot Express*

- **Launched in June**
- **Approved more than 500 loans for \$51 million**
- **Offered at 2.25% to 4.75% over prime**
- **Guaranty of up to 85% on loans of \$150,000 or less; 75% for loans of \$150,000 to \$500,000.**
- **2% guaranty fee for loans up to \$150,000; 3% guaranty fee for loans over \$150,000.**
- **In addition to PX, SBA can provide loans of up to \$1.5 million under the Military Reserve Economic Injury Disaster Loan program (MREIDL).**



U.S. Small Business Administration

# *Veterans Business Development Outreach*

---

- **5 Veterans Business Outreach Program Centers provided counseling and training to 13,689 veterans, reservists, and service members.**
- **30,043 veterans, reservists and family members were assisted through special community collaborative outreach events**



U.S. Small Business Administration

# *Resource Partner Outreach*

---

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



U.S. Small Business Administration

# *Small Business Procurement Goals*

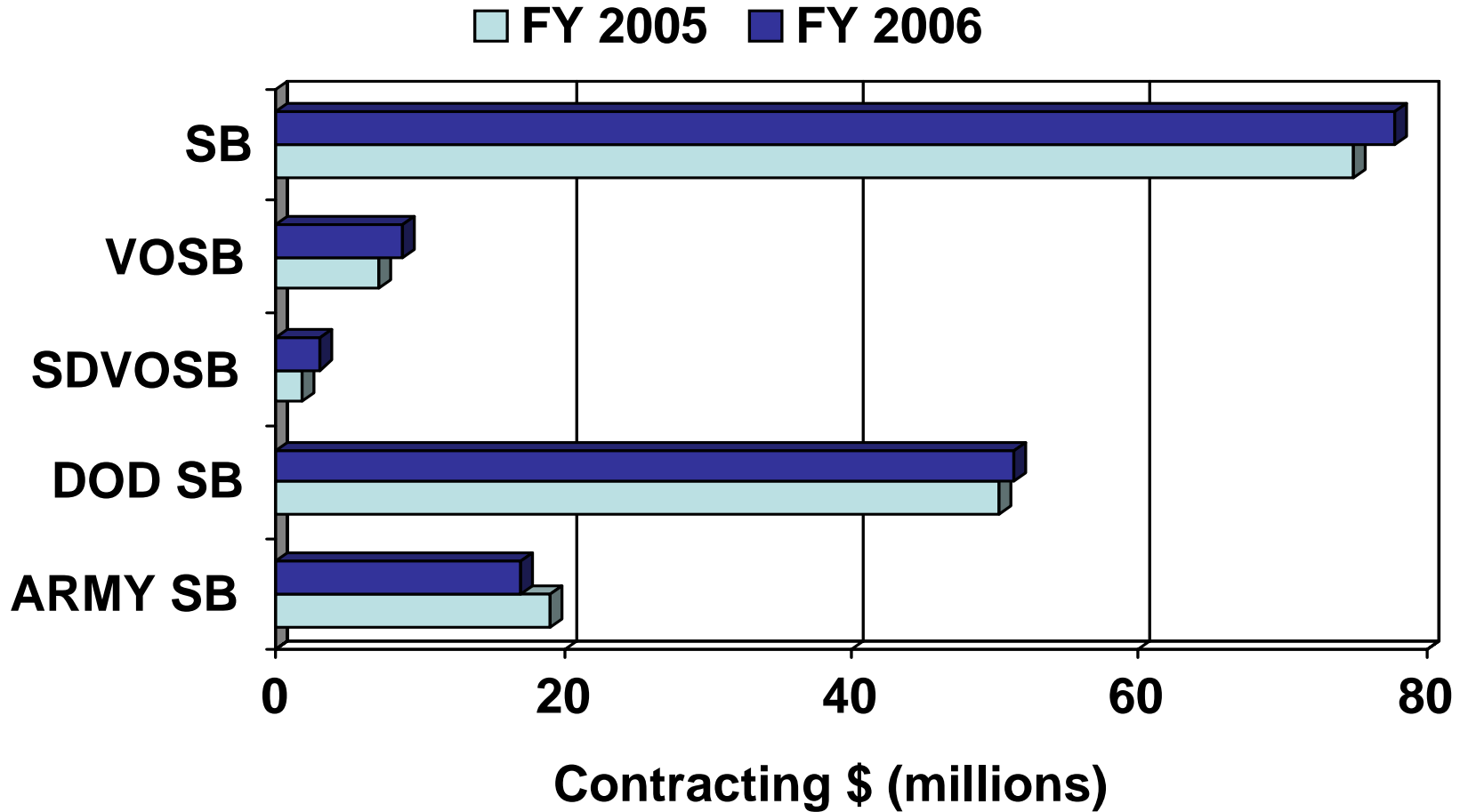
---

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



U.S. Small Business Administration

# *Federal Procurement*





U.S. Small Business Administration

# *Contracting Improvements*

---

- **Increasing opportunities for America's small businesses**
- **Change rules to scrub out large firms**
- **Clean up database**
- **Small Business Procurement Scorecard**





U.S. Small Business Administration

---

# *Increasing Opportunities*

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



U.S. Small Business Administration

---

## *Size Recertification*

- **New regulation published Nov. 2006 went into effect June 30**
- **Long-term contracts: recertification at the end of five years**
- **Short-term contracts: notification in event of merger or acquisition**
- **Does not require termination of contracts if size status changes**



U.S. Small Business Administration

---

## *Clean Database*

- **Reviewed 11 million contract actions from the last two years to cleanse the database of miscoded contracts**
- **Cleaner data caused the drop in overall percentage of prime contracts to small businesses in FY 2006**
- **Agencies must establish procedures by Dec. 15, making FY 2007 data even more reliable**



U.S. Small Business Administration

# *Small Business Procurement Scorecard*

---

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