

Attachment 1 to Vol. 30 – October 2015 – First Quarter SmallBiz Newsletter

You did a WONDERFUL job placing orders with small businesses in FY2015 – CONGRATULATIONS!!!!!!!!!!!!

Chart 1 – Comparison of FY2015 GOALS VS ACTUALS:

<u>Category</u>	<u>FY2015 % Goal</u>	<u>FY2015 % Actual</u>	<u>% Diff.</u>
Small business	50.00%	56.56%	6.56%
Disadvantage small business	5.00%	6.31%	1.31%
Woman owned small business	6.00%	8.68%	2.68%
HUB-Zone small business	3.00%	3.51%	0.51%
Veteran owned small business	3.00%	4.95%	1.95%
Service disabled veteran owned small business	3.00%	2.43%	0.57%

Chart 2 – FY2016 negotiated small business stretch GOALS:

<u>Category</u>	<u>FY2016 % Goal</u>
Small business	50.00%
Disadvantage small business	5.00%
Woman owned small business	6.50%
HUB-Zone small business	3.00%
Veteran owned small business	3.00%
Service disabled veteran owned small business	3.00%

Chart 3 – Comparison of FY2016 & FY2015 GOALS

<u>Category</u>	<u>FY2016 % GOAL</u>	<u>FY2015 % GOAL</u>	<u>% Diff.</u>	<u>////</u>	<u>FY2016 GOALS in \$'s</u>	<u>FY2015 GOALS in \$'s</u>	<u>\$ Diff.</u>
Small business	50.00%	50.00%	0.00%	////	\$ 137,280,000	\$ 53,750,000	\$ 83,530,000
Disadvantage small business	5.00%	5.00%	0.00%	////	\$ 6,864,000	\$ 5,375,000	\$ 1,489,000
Woman owned small business	6.50%	6.00%	0.50%	////	\$ 8,923,200	\$ 6,450,000	\$ 2,473,200
HUB-Zone small business	3.00%	3.00%	0.00%	////	\$ 4,118,400	\$ 3,225,000	\$ 893,400
Veteran owned small business	3.00%	3.00%	0.00%	////	\$ 4,118,400	\$ 3,225,000	\$ 893,400
Service disabled veteran owned small business	3.00%	3.00%	0.00%	////	\$ 4,118,400	\$ 3,225,000	\$ 893,400