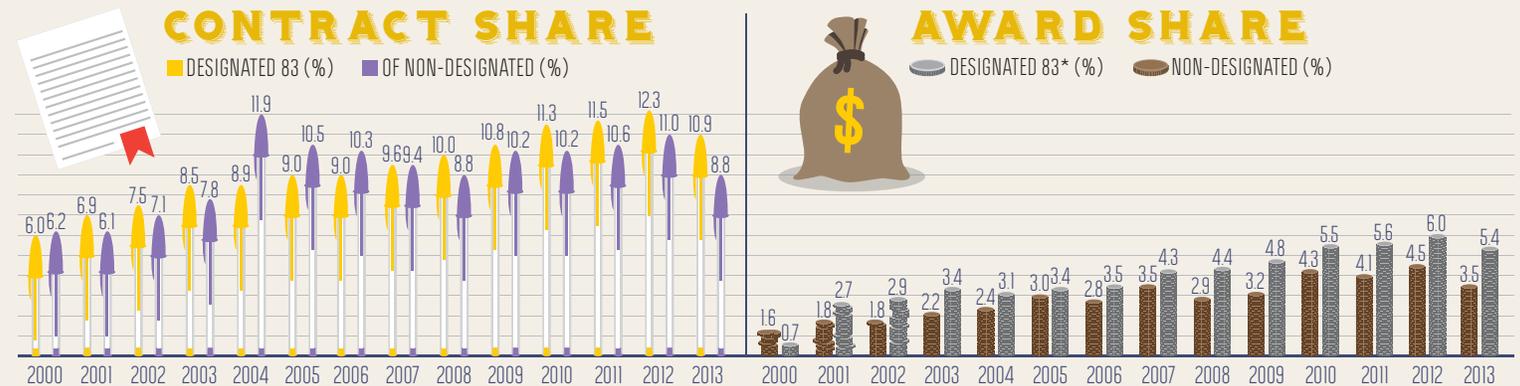


ABOUT THE PROGRAM

NAME Women-Owned Small Business Federal Contract Program	WOSB FCP GOAL PROCURE AT LEAST 5% OF TOTAL PRIME FEDERAL CONTRACTS IN A GIVEN YEAR	WOSB FCP RULES IMPLEMENTED 2011 PROGRESS REPORT
2000-2013* 1997 1998 1999 (2000) (2001) (2002) (2003) (2004) (2005) (2006) (2007) (2008) (2009) (2010) (2011) (2012) (2013)		
The Women-Owned Small Business Federal Contracting Program (WOSB FCP) aims to reduce the inequity in contract award distribution of prime federal contracts to WOSBs. The principal mechanisms available to increase WOSB participation in federal procurement are set-asides, in which contracting agencies set aside certain federal contracts specifically for WOSBs in an effort to reach the 5% contracting and awards objective.	MILESTONES 1994 Women-Owned Business Contracting Program requires Federal government to award 5% of its prime contracts and awards to women-owned businesses. 2000 Equity for Contracting for Women Act provides the backbone of the WOSB FCP, reiterates 5% goal. 2011 WOSB FCP implemented.	

ANALYSIS OF PROCUREMENT STATISTICS FOR 83 DESIGNATED NAICS VS NON-DESIGNATED NAICS



POSITIVE WOSB TRENDS

<input checked="" type="checkbox"/> Increased their procurement share through set-aside programs over time		<input checked="" type="checkbox"/> Earned more than \$100 million in contract awards through the use of set asides	
<input checked="" type="checkbox"/> Increased their proportionate share of contracts awarded and dollars awarded from FY2000 to FY2012		<input checked="" type="checkbox"/> Used set-asides to get access to federal procurement	
<input checked="" type="checkbox"/> Met the contract threshold within the 83 under-represented NAICS industries (although they remain underrepresented in terms of awards share)		<input checked="" type="checkbox"/> Received higher contract and award shares, at an aggregate level, within the 83 designated NAICS codes compared with the non-designated NAICS codes	

*This analysis covers the period from the Federal government's fiscal year 2000 through the first half of fiscal year 2013 (March 2013). Data was procured directly from www.usaspending.gov. This research evaluated WOSB procurement in terms of contracts, as opposed to actions. This is an important distinction, as numerous government organizations rely on actions when reporting small business data. However, multiple actions can, and do, occur on the same contract for a particular vendor. We focused on the total contract value for a specific contract by employing a contract "roll-up" process that consolidated multiple actions into a single contract database record.

GOVERNMENT PERFORMANCE

TOP 5 AGENCIES

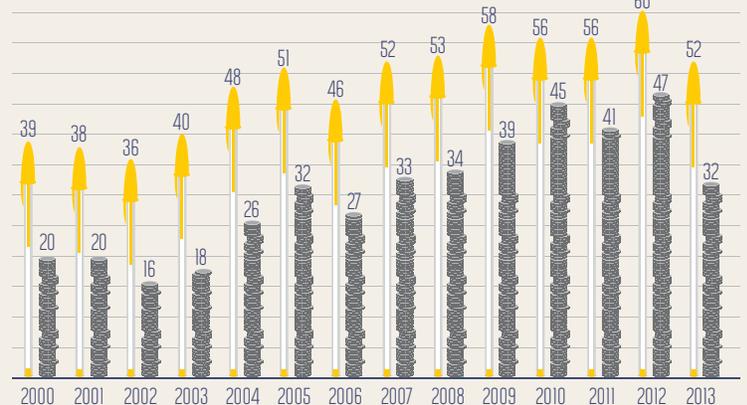
IN TERMS OF TOTAL CONTRACTS AWARDED

These agencies have all met the 5% goal for contracts awarded since fiscal year 2000, and represent 88% of total WOSB contracts.



NUMBER OF AGENCIES SUCCESSFUL IN MEETING THE 5% WOSB SHARE GOAL OUT OF A MAXIMUM OF 77 AGENCIES

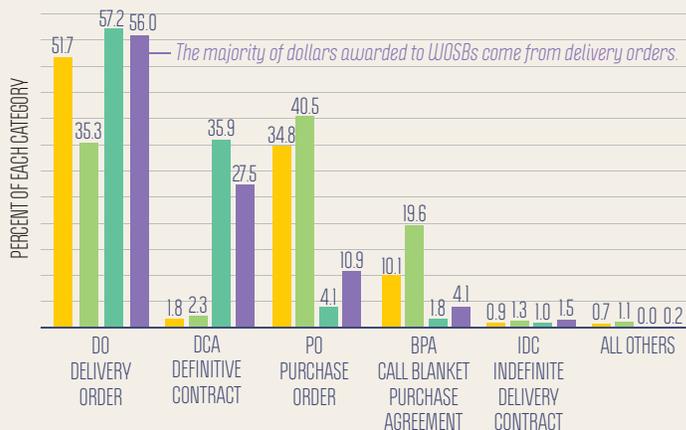
CONTRACTS AWARDS



TRENDS IN PROCUREMENT

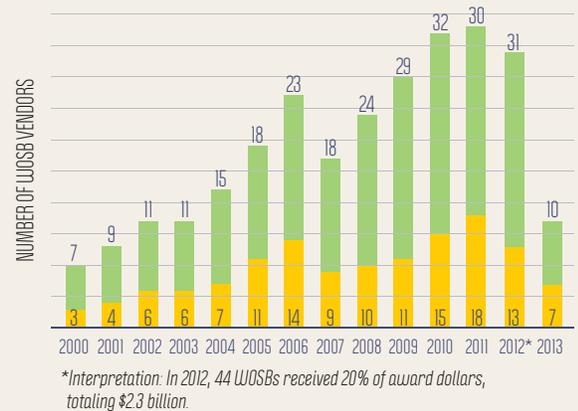
ANALYSIS OF CONTRACTS AND DOLLAR AWARDS BY CONTRACT ACTION TYPE

ALL CONTRACTS WOSB CONTRACTS ALL AWARDS WOSB AWARDS



CONCENTRATION OF AWARDS FOR WOSBs BY VENDOR COUNT

TOP 10% WOSBs TOP 20% WOSBs



TIPS FOR WOMEN SEEKING BUSINESS WITH THE FEDERAL GOVERNMENT

1. STAY INVOLVED IN PROCUREMENT

Fact Almost half of all WOSB vendors received contracts only in a single fiscal year, indicating a high rate of turnover.

Why It Matters

WOSB vendors who demonstrate long periods of activity across different fiscal years tend to receive a greater share of contract dollars.

2. CONSIDER THE CONTRACT ACTION TYPE

Fact Between FY2007 and FY2012, WOSBs were most likely to get purchase orders, then delivery orders.

Why It Matters

The average purchase order award was worth only 12% of the average delivery order award, meaning that type of contract can be just as important as number of contracts.

ABOUT THE REPORT

The National Women's Business Council, a federal advisory council, has worked with a research firm to investigate the progress of the Women-Owned Small Business Contract Procurement Program since its implementation in 2011. This infographic contains key findings from the report, which can be found in full at www.nwbc.gov. Information on designated NAICS codes can be found on the Small Business Administration's website.

