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# APPENDIX A

## FY2014 SMALL-BUSINESS PRIME CONTRACT GOAL-SETTING METHODOLOGY

### Data

The methodology utilizes FPDS data on small-business procurement achievement for the previous two years. Since proposed goals were developed prior to the end of the fiscal year, the SBA Office of Government Contracting (GC) used agency estimates in lieu of fourth quarter data for FY2013.

### Inclusion of Projected Opportunity

GC has devised a methodology for calculating small-business participation goals for each agency or department ( $SB\%G_D$ ) that include both historical achievement and projected opportunity for expanded small-business participation. This methodology uses two principal building blocks:

- The small business participation rate ( $SB\%A$ ) in the most recent data and
- An adjustment factor that represents projected opportunity for additional small-business participation ( $SB\%PO$ ).

Different agencies present “apples-and-oranges” issues. The challenge is to devise a common methodology for projecting opportunity that can work for all agencies despite these differences. GC addresses this problem by doing the analysis at the detailed (6-digit NAICS) industry level.

The underlying assumption of analysis at the industry level is that the most important differences in opportunity are related to the differing industry mixes of different agencies’ procurement. This assumption stems from the observation that availability of potential small-business contractors varies considerably among industries. The analysis for each NAICS industry uses the government-wide industry achievement ( $SB\%A_{GI}$ ) as a benchmark for what is potentially feasible. A separate analysis is conducted for each industry for each department. The analysis differs depending on whether a department falls short of that benchmark or whether it equals or exceeds the benchmark, although similar concepts are used in both cases.

**Industries Where the Department Is Below the Benchmark.** The analysis for each NAICS industry begins by measuring the amount by which the department ( $SB\%A_{DI}$ ) falls short of the government-wide benchmark ( $SB\%A_{GI}$ ). This shortfall is called the Base Rate for the industry ( $BR_{DI}$ ):

$$BR_{DI} = SB\%A_{GI} - SB\%A_{DI}$$

$BR_{DI}$ , which is measured in percentage points, is divided into quartiles:<sup>150</sup>

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<sup>150</sup> “Quartile” is used both in the conventional sense—part of a distribution—and as a number of percentage points.

$$Q_{DI} = BR_{DI}/4$$

Having defined the BR, the analysis shifts to individual offices within the department. The office achievement ( $SB\%A_{OI}$ ) is compared to the Base Rate. This comparison is used to estimate the potential opportunity for additional small-business participation in the office's procurement ( $SB\%PO_{OI}$ ); the lower the achievement ( $SB\%A_{OI}$ ) is, the larger the projected opportunity ( $SB\%PO_{OI}$ ) will be.  $SB\%PO_{OI}$  is estimated as follows:

- If  $SB\%A_{OI} < BR_{DI}/2$ , then  $SB\%PO_{OI} = Q_{DI}$ .
- If  $BR_{DI}/2 \leq SB\%A_{OI} < 3/4 * BR_{DI}$ , then  $SB\%PO_{OI} = Q_{DI}/2$ .
- If  $SB\%A_{OI} \geq 3/4 * BR_{DI}$ , then  $SB\%PO_{OI} = 0$ .

With these values of  $SB\%PO_{OI}$  added to  $SB\%A_{OI}$ , an office may or may not move up a quartile the next year. The partial adjustment reflects the idea that one cannot close the gap entirely in one year.

The next step is to compute the Total Projected Possible Achievement for the department ( $SB\%PP_{DI}$ ) for this NAICS, which is the sum of achievement and projected opportunity for small-business participation:

$$SB\%PP_{OI} = SB\%A_{OI} + SB\%PO_{OI}$$

The dollar value of Possible Achievement ( $SB\$\$PA_{OI}$ ) is then computed by multiplying total small-business-eligible procurement from that NAICS ( $SBE\$\$_{OI}$ ) by  $SB\%PP_{OI}$ :

$$SB\$\$PA_{OI} = (SBE\$\$_{OI}) * (SB\%PP_{OI})$$

**Departments At or Above the Benchmark.** In industries where a department's small-business participation is above the government-wide average ( $SB\%A_{DI} \geq SB\%A_{GI}$ ), the analysis has a different starting point. In this case, the industry Base Rate is set equal to the achievement rate ( $BR_{DI} = SB\%A_{DI}$ ). The remainder of the computation is the same. Quartiles are defined; office performance is compared to the Base Rate;  $SB\%PO_{OI}$  is defined as above;  $SB\%PP_{OI}$  for the NAICS is computed as above; and the results are converted to dollars ( $SB\$\$PA_{OI}$ ).

**Aggregation to the Department Level.** The analysis produces a value of possible achievement for each office and NAICS code ( $SB\$\$PA_{OI}$ ). The value of possible achievement for the office ( $SB\$\$PA_{O\Sigma}$ ) is obtained by summing the values of all NAICS industries. The office goal can be computed by dividing the potential achievement by total small-business-eligible procurement for the office ( $SBE\$\$_{O\Sigma}$ ):

$$SB\%G_O = SB\$\$PA_{O\Sigma}/SBE\$\$_{O\Sigma}$$

A similar process—aggregation across departments—produces values at the department level. The value of potential achievement for the department ( $SB\$\$PA_D$ ) is obtained by summing the values of ( $SB\$\$PA_{O\Sigma}$ ). The proposed departmental goal  $SB\%G_D$  is computed by dividing the potential achievement by total small-business-eligible procurement for the department:

$$SB\%G_D = SB\$PA_D/SBE\$_D$$

**Changes in Exclusions.** Beginning in FY2014, leases and procurement of several small agencies, which had previously been excluded, are being added to goaling reports.<sup>151</sup> GC has obtained FPDS–NG data on these agencies and has used the above methodology to compute agency goals based on FY2012 data that include these procurements.

### Proposed Agency Goal

**Averaging.** The FY2014 agency goal that OGC proposes for negotiations is the average of two measures:

- The (partially estimated) achievement for FY 2013 and
- $SB\%G_D$ ,<sup>152</sup> as computed above.

**Adjustment.** SBA is required by statute to ensure that the agency goals add up to at least 23 percent of all procurement. Since the proposed FY2014 goals, as computed above, added up to slightly less than this, GC has made an adjustment. GC computed a dollar amount that brought the total to just over 23 percent (allowing a slight cushion). This amount was allocated to all agency dollar goals ( $SB\$G_D$ ) in proportion to their small-business-eligible procurement, and the agency percent goal ( $SB\%G_D$ ) was recomputed. This adjustment raised individual proposed agency goals by very small amounts.

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<sup>151</sup> The following exclusions were dropped from the FY2012 list:

- Office of the Comptroller of the Currency, 2046
- Office of Thrift Supervision, 2047
- Bureau of Engraving and Printing, 2041
- Overseas Private Investment Corporation, 7100
- Court Services and Offender Supervision Agency, 9594
- Product Service codes for Leases in the format X\*\*\*.

<sup>152</sup> The version with the FY2014 exclusion adjustments is used.

## APPENDIX B FY2012 GOALING EXCLUSIONS

The following (goaling) exclusions apply to the Small Business Goaling Report

- Javits–Wagner–O’Day Program (JWOD, Sheltered Workshop): Awards that have a contractor with a SAM-based Sheltered Workshop designation flag equal to "Y" are excluded.
- UNICOR: Exclude the UNICOR DUNS numbers.<sup>153</sup>
- American Institute in Taiwan: Awards with the American Institute in Taiwan designated as the contractor for the award and determined by a DUNS number of ‘161174503’.
- Contracts performed outside of the United States: Awards performed outside of the US are designated when the country in the place of performance is NOT the United States. United States and its territories<sup>154</sup> are included.
- Acquisitions by agencies on behalf of foreign governments or entities or international organizations: Actions that are funded by foreign entities ("Funded by Foreign Entity" = ‘Yes’ OR "Foreign Funding" = ‘Foreign Funds - FMS’ or ‘Foreign Funds

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<sup>153</sup> List of DUNS–UNICOR/Federal Prison Industries

014723167 177021870 025866133 178845053 027435366 183606490 042811430 185501798 056435894  
185930542 057272486 187651752 060771920 199234480 068638951 618879423 072724859 622178747  
075399977 624770475 085119121 626627459 086854069 626979314 088695218 794034553 096356964  
801970971 098736291 801977273 103385519 801983800 118882161 801984964 126924018 801991969  
127300429 883387995 127607732 932169972 129794269 932793250 147374714 933631806 148033947  
933631814 148071236 933631939 152000998 942195132 161114251 199221480

<sup>154</sup> US Territories:

- AMERICAN SAMOA [UNITED STATES]
- UNITED STATES MINOR OUTLYING ISLANDS
- MIDWAY ISLANDS [UNITED STATES]
- NORTHERN MARIANA ISLANDS [UNITED STATES]
- GUAM [UNITED STATES]
- PUERTO RICO [UNITED STATES]
- NAVASSA ISLAND [UNITED STATES]
- JARVIS ISLAND [UNITED STATES]
- BAKER ISLAND [UNITED STATES]
- HOWLAND ISLAND [UNITED STATES]
- JOHNSTON ATOLL [UNITED STATES]
- KINGMAN REEF [UNITED STATES]
- PALMYRA ATOLL [UNITED STATES]
- VIRGIN ISLANDS [UNITED STATES]
- WAKE ISLAND [UNITED STATES]
- UNITED STATES MISCELLANEOUS PACIFIC ISLANDS

- Contracts funded predominantly with agency generated sources. Accordingly, the following Federal Government agencies are excluded:
  - ◆ FDIC, 5100
  - ◆ Postal Service, 1800
  - ◆ Bureau of Engraving and Printing, 2041
  - ◆ United States Mint, 2044
  - ◆ Office of the Comptroller of the Currency, 2046
  - ◆ Office of Thrift Supervision, 2047
  - ◆ Transportation Security Administration, 6965; 7013, (data are included when the signed date is equal to or greater than July 1, 2008)
  - ◆ Federal Aviation Administration, 6920
  - ◆ Tennessee Valley Authority, 6400
  - ◆ Administrative Office of the US Courts, 1027
  - ◆ Architect of the Capitol, 0100
  - ◆ Bankruptcy Courts, 1021
  - ◆ Central Intelligence Agency, 5600
  - ◆ Congressional Budget Office, 0800
  - ◆ Court Services and Offender Supervision Agency, 9594
  - ◆ Pretrial Services Agency, 959P
  - ◆ Federal Judicial Center, 1028
  - ◆ Overseas Private Investment Corporation, 7100
  - ◆ Supreme Court of US, 1001
  - ◆ US Courts of Appeals–Judicial Circuits, 1002
  - ◆ US District and Territorial Courts, 1012
  - ◆ Contracts awarded for the Defense Commissary Agency (Awards with an Other Than Full and Open Competition value of "RES" for Resale)
  - ◆ Product Service codes for Leases in the format X\*\*\*
  - ◆ Product Service codes for Utilities S112 (Electric)
  - ◆ Tricare DODAAC–H94002 (based on Contracting Office Code)
  - ◆ Tricare DODAAC–HT9402 (based on Contracting Office Code)
  - ◆ Centers for Medicare & Medicaid Services (CMS) non-appropriated funded contracts - 00NAF (based on Contracting Office Code)

## **APPENDIX C DATA SOURCES AND ISSUES**

### **Highlights**

The FPDS–NG has an accessible data-access and report capability that is not matched by other sources used for this study.

FPDS data contain internal inconsistencies of a sort reminiscent of Inspector General reports detailing errors in making awards to small and subclass businesses. In at least one significant industry, NAICS coding errors made FPDS data unintelligible for industry analysis.

The FPDS design makes it difficult to distinguish individual small contracts from task orders on multiple-task or delivery-order contracts.

Industry data on small and subclass business subcontractors do not exist.

## 1. FPDS Data

The Federal Procurement Data System–Next Generation is the repository of data on direct federal procurement–prime contracting. Operated and maintained under contract with the General Services Administration, FPDS–NG is designed to serve both the federal government and the private sector. The data are extensive and detailed and well documented.<sup>155</sup> Access is well designed, features an ad hoc report capability, and is supported by print materials ranging in depth from an overview<sup>156</sup> to pre-structured reports<sup>157</sup> to customized data extraction.<sup>158</sup> We have noted some issues as we used the data.

**Coverage.** The FPDS–NG is not a complete source for “the total value of all prime contract awards” because a number of agencies do not report to the system. Because data are not available, these agencies (some of which are not subject to the FAR and/or the Small Business Act) cannot be included in goaling reports or this study.

**Aggregation of Data by Contract.** FPDS data are entered piecemeal. Related actions may be grouped into a record. Although each record falls under a particular contract, the variable that identifies a contract—the Procurement Instrument Identifier (PIID)—is not consistently defined. For regular contracts, PIID is the contract number. For Indefinite Delivery Vehicles (IDVs), however, PIID is the delivery/task order number and another variable—Referenced PIID—is the contract number.<sup>159</sup> This peculiar data structure appears to reflect the prevalent emphasis on multiple-task or delivery-order contracts, with the delivery/task order number taking precedence over the actual contract number. This design seems unnecessarily cumbersome, compared with a consistent variable for the contract number and a separate variable for a delivery/task number (just as there is a separate variable for a modification number). The actual design requires three cross-referencing variables to keep track of the records under a contract.<sup>160</sup>

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<sup>155</sup> Global Computer Enterprises, *GSA Federal Procurement Data System–Next Generation (FPDS-NG) Data Element Dictionary*, Version 1.4.3, June 28, 2013.

<sup>156</sup> *An Overview of the Federal Procurement Data System (FPDS)*, [https://www.fpds.gov/downloads/Manuals/FPDS-NG\\_Overview.ppt](https://www.fpds.gov/downloads/Manuals/FPDS-NG_Overview.ppt).

<sup>157</sup> Global Computer Enterprises, *Federal Procurement Data System–Next Generation (FPDS-NG: Ad Hoc Report Quick Start Guide*, March 26, 2012.

<sup>158</sup> Federal Procurement Data System (FPDS) User’s Manual, Version 1.4, June 2013.

<sup>159</sup> The definitions of—and instructions for—these variables are:

PIID: Enter the Contract, Purchase Order, or Agreement number for the instant action. If you are reporting a delivery/task order, enter the order number. Proposed FAR 4.11 prescribes convention for numbering Contracts, Agreements and Orders.

Referenced PIID: When reporting orders under Indefinite Delivery Vehicles (IDV) such as a GWAC, IDC, FSS, BOA, or BPA, report the Procurement Instrument Identifier (Contract Number or Agreement Number) of the IDV.

(Global Computer Enterprises, *FPDS-NG Data Element Dictionary*, pp. 27, 29.)

The FSRs data entry system also makes this explicit. First it says, “Indicate if you are submitting this report for a Task Order \_\_Yes \_\_No.” If “No,” the filer is instructed to provide the contract number. If “Yes,” the filer is instructed to submit the Order number and enter the contract number in Referenced PIID.

<sup>160</sup> In addition to the Referenced PIID, there is a Referenced IDV Agency Identifier and a Referenced IDV Modification Identifier. One FPDS Help Desk staffer explained that, to get all the parts of a contract, one must specify six variables: PIID, Referenced PIID, Agency Identifier, Referenced IDV Agency Identifier, Modification Number, and Transaction Number.

The FPDS–NG will not allow simple selection (or “filtering”) of data by a contract number; in that respect, it is not user-friendly. The lack of a simple way to distinguish between a task order and a contract has some unfortunate implications. Running a check to be sure that all contracts under \$150,000 were done under a simplified acquisition procedure is not a simple task, for example, and in the goaling reports the SBA uses a count of contract actions (a metric that is readily available on FPDS) rather than a count of contracts.

**Industry Identification.** Designating the NAICS code for a contract is not always simple. While we did not attempt systematically to verify NAICS codes, we encountered NAICS codes that were clearly wrong:

- Some contracts were assigned codes that did not exist at the three-digit level—five non-existent subsectors in Wholesale Trade and Information that contained 10 four-digit industries and 27 six-digit industries. Just under 400 records and less than \$60 million in any industry (and less than \$1 million in most) were involved.
- Some contracts were assigned to subsectors that exist but seem inappropriate, including:
  - ◆ Postal Service (491),<sup>161</sup>
  - ◆ Monetary Authorities-Central Bank (521),<sup>162</sup> and
  - ◆ Private Households (814).<sup>163</sup>Fewer than 250 records and under \$100 million total were involved.
- A number of contracts were classified in five-digit industries when six-digit industries existed.<sup>164</sup> Use of a five-digit code as well as six-digit codes was found in sixteen five-digit industries. In all but one of these industries, the size standard was essentially<sup>165</sup> the same in the six-digit industries, and the SBA had published it using the five-digit code. The other industry (discussed below) was a major distortion.
- Data Processing, Hosting, and Related Services (518) has only one six-digit industry, but the four-digit industry code is—quite unconventionally—5182. Most records are correctly coded 518210, but nearly 650 records were coded either 518111 or 518112—a fairly clear instance of confusion where the contracting officer did not check.

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<sup>161</sup> There are private firms in this subsector, and SBA has assigned a size standard, but these businesses are, by definition, subcontractors of the U.S. Postal Service—and the USPS does not report in FPDS.

<sup>162</sup> There are no private businesses—or size standards—here.

<sup>163</sup> This industry consists of households hiring help to manage the household (and there is no size standard).

<sup>164</sup> When there is only one six-digit industry in a five-digit industry, the six-digit code ends in a zero (ABCDY0). When there is more than one six-digit industry, the six-digit code ends in a non-zero integer (ABCDY1, ABCDY2, etc.) A zero is used in the sixth position alongside non-zero integers only when there are 10 six-digit industries in a four-digit industry, but this occurs only twice—Printing (32311) and Navigational, Measuring, Electromedical, and Control Instruments Manufacturing (33451).

<sup>165</sup> In one five-digit industry, one six-digit industry has a dollar size standard, the other an employment standard, but both are very high.

Research and Development in the Physical, Engineering, and Life Sciences (54171) is a major industry, with nearly \$40 billion in procurement. The size standard is 500 employees for the industry—with some major exceptions that have very high standards.<sup>166</sup> Because the small-business procurement rates are so different, coding 45 percent of the procurement as 541710—the five-digit industry—has rendered largely unintelligible the data<sup>167</sup> for this industry with very high procurement.

While such coding errors affected only a small fraction of the hundreds of thousands of records, and only the last instance is serious, the cumulative effect is to raise concerns about the care with which industry codes are assigned.

**Business Size.** A study done a decade ago on data in the old FPDS found that, of the top 1,000 small-business contractors in FY2002, 39 were large and five were not businesses. This resulted in an estimated \$2 billion overstatement of small-business procurement.<sup>168</sup> We have observed a different sort of discrepancy.

Most entities in the subclasses are, by definition, small businesses<sup>169</sup>—and most classifications include the word “small.” Small-business and subclass status is found in SAM registration data and is part of the online representations and certification. The status is generally—except for HUBZone and 8(a)—self-certified. The point, however, is that all the data are available in the same source. One would expect FPDS records to be internally consistent. This is not always the case. The FPDS data include 12,140 records in which the contracting officer listed the contractor as being a member of one subclass (or more),<sup>170</sup> while determining that the contractor was “other than small business.” This included several dozen 8(a) businesses

<sup>166</sup> Within Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology) (541712):

- Aircraft has a size standard of 1,500 employees,
- Aircraft Parts, Auxiliary Equipment, and Aircraft Engine Parts has a standard of 1,000 employees, and
- Space Vehicles and Guided Missiles, their Propulsion Units, their Propulsion Units Parts, and their Auxiliary Equipment and Parts has a standard of 1,000 employees.

<sup>167</sup> FPDS data are recorded as follows:

NAICS Industry	Total Federal Obligations (\$1,000s)	Small Business			
		Obligations		Firms	
		\$1,000s	Percent	Count	Percent
541710, Research and Development in the Physical, Engineering, and Life Sciences	\$18,042,208	\$770,003	4.3%	812	53.5%
541711, Research and Development in Biotechnology	\$1,472,728	\$537,772	36.5%	766	65.5%
541712, Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)	\$20,195,222	\$6,112,239	30.3%	3,747	71.2%

Source: Microeconomic Applications, Inc., from FPDS-NG data.

<sup>168</sup> Eagle Eye Publishers, *Analysis of Type of Business Coding for the Top 1,000 Contractors Receiving Small Business Awards in FY 2002*, Report to the Small Business Administration Office of Advocacy, December 2004.

<sup>169</sup> Woman-owned businesses (as opposed to “Women Owned Small Businesses”) are the exception.

<sup>170</sup> The tabulation counted each record once, regardless of the number of subclasses observed. There would be about 15,400 records if each subclass status that a contractor could claim was counted separately—an average of one in four businesses claiming another subclass. The largest number of subclasses observed for one business was five (8(a), SDB, WOSB, VOSB, and SDVOSB).

and several hundred HUBZone businesses.<sup>171</sup> Individually, most of these actions involve fairly small amounts of money—usually less than \$1 million—but the obligations add up to \$8.2 billion, or 1.6 percent of FY2012 procurement. It is not clear how to resolve this discrepancy, but:

- To the extent that the contracting officers’ size determinations were accurate, there are a lot of contractors inappropriately claiming subclass status; or
- To the extent that the contracting officers’ size determinations were inaccurate, there is a substantial amount of unrecorded procurement from small businesses.

This sort of lapse, like the assignment of nonexistent and incorrect NAICS codes, is similar to the sort of error that Inspectors General turn up in audits.<sup>172</sup>

## 2. Economic Census Data

In order to assess the participation of small businesses and subclasses in federal procurement, it is necessary to have a baseline—a background picture of businesses in the economy as a whole—for comparison. The NDAA refers to this baseline as “domestic small

<sup>171</sup> The distribution, by sector, is as follows:

Sector	Obligations	Records		
	(\$1,000s)	8(a)	HUBZone	Total
11, Agriculture, Forestry, Fishing and Hunting	\$6,940	0	10	68
21, Mining, Quarrying, and Oil & Gas Extraction	\$984	0	0	14
22, Utilities	\$7,560	0	2	39
23, Construction	\$533,242	12	71	866
31-33, Manufacturing	\$1,656,948	2	157	3,127
42, Wholesale Trade	\$238,452	0	32	1,136
44-45, Retail Trade	\$24,786	0	16	496
48-49, Transportation and Warehousing	\$309,863	0	8	228
51, Information	\$127,303	1	18	525
52, Finance and Insurance	\$123,707	0	2	88
53, Real Estate and Rental and Leasing	\$119,124	0	2	215
54, Professional, Scientific and Technical Services	\$3,925,511	30	66	2,410
55, Management of Companies and Enterprises	\$1,054,244	7	28	970
56, Administrative and Support, Waste Management and Remediation Services	\$15,136	11	6	425
61, Educational Services	\$307,442	0	0	655
62, Health Care and Social Assistance	\$1,974	0	3	128
71, Arts, Entertainment and Recreation	\$11,866	0	3	165
72, Accommodation and Food Services	\$249,265	0	11	585
Total	\$8,181,638	63	435	12,140

Source: Microeconomic Applications, Inc., from FPDS–NG data.

<sup>172</sup> For example:

Many of the ineligible businesses received VOSB or SDVOSB contracts because contracting officers did not adequately assess the businesses’ programs and contract eligibility. . . . [C]ontracting officers either did not review or properly assess subcontracting and partnering agreements provided by contractors. . . . Similarly, contracting officers did not consistently check the VetBiz VIP database or the businesses’ North American Industry Classification System (NAICS) codes to ensure their eligibility for VOSB and SDVOSB contracts.

(VA Office of Inspector General, Office of Audits and Evaluation, *Audit of Veteran-Owned and Service-Disabled Veteran-Owned Small Business Programs*, July 25, 2011, p. 10.)

business concerns.” Earlier studies<sup>173</sup> have tended to use Census data—specifically, the quinquennial Economic Census. Census data have a number of strengths but also inherent weaknesses that render them inappropriate for this task. Census data are statistically the more reliable source. Sampling is rigorous, and data collection is systematic. Weaknesses include the following:

- **Definition of Industry.** Census data force use of a single primary NAICS code (as do FPDS data on contracts). Our judgment is that rigorously and somewhat arbitrarily restricting businesses from being listed in secondary industries unnecessarily understates the availability of potential contractors in any given industry and thus produces less fruitful results than the wider (perhaps overly permissive) latitude allowed in SAM data.
- **Time Frame.** The Economic Census is conducted every five years. Now is the worst possible part of the cycle, as the latest data available are for 2007.
- **Business.** The Economic Census is a census of business owners, not businesses. An entrepreneur who has more than one business is counted only once.
- **Size.** Census data make identifying small businesses extremely tedious—at best—due to the multiple industry definitions of small. Published Census data do not even have many of the defining thresholds; micro-data are needed. Nuances of affiliation are not captured in Census data.
- **Socioeconomic Detail.** Census data include some socioeconomic characteristics of business owners—particularly gender and veteran status. Census definitions, however, do not cover 8(a) businesses, HUBZone businesses, or socially and economically disadvantaged businesses. For woman-owned businesses, they do not include the nuances of detail found in goaling definitions of the subclass.
- **Over-inclusiveness.** Census data are designed to reflect all businesses, but not all businesses are willing and able to contract with the Federal government. A majority of establishments with employees, for example, have fewer than five employees, and 86.4 percent have fewer than 20 employees.<sup>174</sup> While some very small businesses may be government contractors, the probability of entering the government market almost certainly increases with business size. There are, of course, many other reasons for not pursuing federal contracts. For analysis related to expansion of small-business procurement, the appropriate baseline is potential government contractors<sup>175</sup>—businesses that are willing and able to provide goods or services to the federal government. Census data do not meet this requirement; they are not appropriate for this study’s issues.

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<sup>173</sup> For example: Elaine Reardon, Nancy Nicosia, and Nancy Y. Moore, *The Utilization of Women-Owned Small Businesses in Federal Contracting*, Prepared for the SBA Office of Advocacy, 2007.

<sup>174</sup> 2011 County Business Patterns data on establishment size. Some businesses, of course, have multiple establishments. Since very few of these are very small (under 20 employees), however, using establishments rather than businesses actually understates the percentage of businesses that are very small.

<sup>175</sup> Census data are more appropriate for disparity studies related to discrimination issues, but that is a different issue. Discrimination potentially keeps some small businesses from trying to enter the government market; it inhibits their willingness. To assess this issue, it is arguably more appropriate to use the broader Census coverage.

### 3. SAM Data

**Choice of Data.** We have chosen to use registration data from the System for Award Management (SAM) as the baseline for small and subclass businesses. Prospective federal contractors register in SAM to make their availability known, and actual contractors must be registered in SAM as a matter of contract administration. SAM registration data—by definition—include only businesses with a stated interest in government contracting. Conceptually, this is the appropriate baseline. SAM data also fit data needs better than Census data in a number of respects:

- **Industry.** SAM data include secondary NAICS codes. This provides a more complete industry picture of availability of potential contractors than a single primary NAICS code.
- **Time Frame.** SAM data are updated on more-or-less an ongoing basis and are thus closer in time to annual data. If anything, SAM has the opposite problem from Census sources—data may change if collected at different points in time.<sup>176</sup>
- **Business.** SAM data identify businesses by DUNS number.<sup>177</sup> The data may overstate the number of businesses if a business has acquired more than one DUNS number. This matters little if different industries are involved, however, since the business would be counted in each industry even with one DUNS number.
- **Size.** SAM data indicate business size by NAICS code.
- **Socioeconomic Detail.** SAM provides socioeconomic information on the relevant small-business size classes, using definitions that are the same as goaling data, or nearly so.

**Accuracy.** Most SAM data are self-certified<sup>178</sup> (and self-certification is part of some definitions of subclasses of small businesses that have goals). Key variables, such as size and subclass status, come from the business's representations and certification. Data are thus subject to error (inadvertent or otherwise). The potential for large businesses to register as small is a particular concern. This is supposed to be checked, but—beyond SBA certification—quality control is problematic. Registrants also may exaggerate the number of NAICS industries they fit into, which can lead to overstatement of availability. SAM data can (and should) be verified in individual instances, and some internal consistency checks are possible, but overall quality control is open to question.

SAM data also have an occasional, but disconcerting, pattern. In a very small number of industries (mostly in Manufacturing), SAM data show almost no—single-digit numbers of—registrants.

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<sup>176</sup> The data used for four-digit and most six-digit industries were collected in the week around Christmas 2013. Data on a few additional individual six-digit industries were collected within the next three weeks.

<sup>177</sup> Businesses may be over-counted if they have multiple DUNS numbers, but this matters little if different industries are involved, since we count each business in each industry even with one DUNS number.

<sup>178</sup> There are exceptions, particularly 8(a) businesses and HUBZone businesses, which are certified by the SBA.

**Access.** SAM is designed to be consulted, not to be used for systematic research. Businesses are reported individually, and information is divided among several sub-reports. SAM is not publicly available as a relational database; there is no mechanism for extracting the same variable for a number of businesses and downloading the data for analysis.<sup>179</sup> Data are accessible through a search-and-report format. Search criteria include industry, small-business status, and socioeconomic variables for the subclasses, as well as user-specified criteria. Searches produce text-formatted lists of businesses (10 per screen) that meet particular search criteria.

The public search procedure allows specification of a set of NAICS codes—up to eight six-digit codes.<sup>180</sup> Thus it is generally possible to specify individual six-digit industries or combinations of six-digit industries that make up a four-digit industry, producing a count of firms (the datum of particular interest to this study).<sup>181</sup> Greater aggregation is not possible in one pass. Consequently, counts for two-digit or three-digit industries can be obtained only by summing four-digit counts, which runs the risk of double-counting firms in more than one four-digit industry. SAM is not an efficient research tool.

#### **4. eSRS Data**

The Subcontracting Reporting System (SRS) was developed in response to statutory requirements for subcontracting plans. It serves two basic functions:

- Reporting on and management of subcontracting plans, and
- Preparation of goaling reports, including Small Business Procurement Scorecards.

Subcontracting plans include the amount of contract dollars that are subcontracted, by small business subclass.<sup>182</sup> Goaling reports and Scorecards use the same information on an agency-wide or government-wide basis. Data in the SRS are correspondingly limited to these needs. Subcontracting data are reported by prime contractors and upper-tier subcontractors in two formats:

- An Individual Subcontract Report (ISR) is filed semi-annually for each contract requiring a subcontracting plan.
- A Summary Contract Report (SSR), which is filed annually (semi-annually for DOD), is a consolidated report on all contracts of the filer.

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<sup>179</sup> SBA'S DYNAMIC SMALL BUSINESS SEARCH ACCESSES SAM DATA WITH A DETAILED SET OF SEARCH CRITERIA AND PROVIDES DATA IN AN EXCEL-COMPATIBLE FORMAT—MUCH LIKE AN AD HOC REPORT FEATURE—BUT IT INCLUDES ONLY SMALL BUSINESSES.

<sup>180</sup> As we were able to obtain the necessary data from this format, we did not seek further access.

<sup>181</sup> Most four-digit industries contain no more than eight six-digit industries. Very occasionally, a four-digit industry must be broken into component five-digit industries because there are more six-digit industries than one SAM search allows. Data at the sector (two-digit) or subsector (three-digit) level, however, require adding up four-digit data, which entails double-counting.

<sup>182</sup> Historically Black Colleges and Universities (HBCUs) and Minority Institutions (MIs) are included in SRS for reporting required of the Department of Defense (DOD), the National Aeronautics and Space Administration (NASA), and the Coast Guard.

An electronic reporting system (eSRS) replaced the paper reports in 2007.

**Coverage.** Small businesses and all contractors with no contracts over \$500,000 (over \$1,000,000 for construction of a public facility) are exempted from reporting. Reporting requirements apply to subcontractors as well as prime contractors. Prime contractors report only on the first tier of subcontractors. Reporting by subcontractors, if required, covers only the next tier down. Thus a lot of subcontracting is not covered. Data include subcontract awards—in dollars and as percentages of the total—for large businesses, small businesses, and each subclass of small business. The ISR requires two sets of numbers: Current Goal and Actual Cumulative.

**Industry Identification.** A NAICS code was included when the electronic system was implemented, but only for the business submitting the report (i.e.—presumably—the contract NAICS code on the prime contractor’s report). The SSR contains fields for two NAICS codes for the “contractor’s major products or service lines”—not contracts. Even if contract NAICS codes were identified, the SSR sums data for all the filer’s reportable contracts, so data on procurement from small and subclass businesses cannot be broken out by contract.

The ISR report was designed to include the contract NAICS code, and the instructions list this is one of the new variables not found on the paper forms. Again the code is only for the business submitting the report. Thus the prime contractor does not report industry data for the subcontractors, nor do higher-tier subcontractors report data for the lower-tier contractors. Since small-business subcontractors are not required to file an ISR, eSRS does not contain the data needed for an industry analysis of small-business and subclass subcontractors. Moreover, the current system does not adhere to the original design. The industry variable that filers enter is a Product/Service Code, not a NAICS code. There is no NAICS information in the ISR.

**Access.** Like SAM, eSRS was designed for the purposes outlined above, not for broader research. The eSRS website has two portals: Government and Contractors. The latter is set up for contractors to report subcontracting data. The former is password-protected against non-government use.<sup>183</sup> For one who has access through the Government portal, the system has an ad hoc report feature, which allows specification of specific variables, including agency;<sup>184</sup> procurement from large, small, and subclass businesses; and the NAICS code. For reasons noted above, however, the NAICS field comes up blank when the report is generated.

The menu for an ad hoc report does not allow precise specification of a time frame. The option of a year does not include a place to specify which year. The ISR monthly option brings up two menus. One lists two dates—March 31 and September 1—and the other is a conventional menu for designating the (calendar) year.<sup>185</sup> To some extent this vagueness may reflect underlying data, as ISRs report data cumulatively over the life of a contract, and they may include data from a previous year. Obtaining data on an annual basis would require subtracting data from previous years’ ISRs for each contract from the current cumulative total.

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<sup>183</sup> In part, the lack of public access to the data is due to the fact that some of the data could be considered confidential to the reporting contractor.

<sup>184</sup> SBA Scorecards use these data by agency.

<sup>185</sup> By contrast, FPDS requires specification of a start date and end date. Thus FY2012 is designated by 10/1/2011 and 9/30/2012, respectively.

## 5. FFATA FSRS Data

The Federal Funding Accountability and Transparency Act (FFATA) Subaward Reporting System (FSRS) was set up to provide the public information about subcontracting under federal contracts and grants. Only prime contractors report to FSRS. The FSRS website has the same two portals—Government and Contractors—as eSRS, which shield the public from direct access. FSRS data, however, are published on USASpending.gov. USASpending.gov has a search-and-report format, which (like SAM) provides a list of contracts that meet the search criteria, with links providing greater detail. This is not a suitable format for downloading data.

**Coverage.** FSRS covers all subawards over \$25,000. It is linked to the FPDS–NG and SAM, and much of the information is filled in automatically from these sources once the contractor filing the report supplies the contract number and DUNS numbers. The data include extensive information on the contractor, subaward, and subcontractor. Subcontractor size and small business subclass status (from SAM) are reported under the heading “Subcontractor Organization/Business Type.”

**Industry Identification.** FSRS data include a NAICS code for the contract, which appears to be supplied automatically from the FPDS–NG. There is also a NAICS code for the subcontractor. On USASpending.gov this is described as “Subcontract Principal NAICS Code.” The electronic reporting system documentation, however, makes it clear that this is the contract NAICS, which is copied from the contract information section of the form. In other words, FSRS has no NAICS data on subcontracts or subcontractors.

## 6. Observations

Most of the shortcomings of the data appear to be due to human error in interpreting the variable definitions and/or entering data into the systems. The efficacy of certification is limited by the difficulty of after-the-fact quality control.

The design of contract identification in FPDS–NG was anomalous, and it is not clear why simpler definitions would not have sufficed.

FPDS–NG was the only system set up for access by the public. Approval was an issue for other data. Access to eSRS required a nondisclosure agreement to obtain “super user” status. There were several false starts before the right procedure and contact were identified.

## 7. Recommendations

**A consistent contract ID variable should be considered for FPDS.**

**Collection of industry data on subcontractors should be authorized/required.**

**Improved quality control of data entry is needed.**

## **APPENDIX D**

### **DEFINITIONS OF SMALL-BUSINESS SUBCLASSES**

**Small Business** is defined as the ‘Contracting Officer’s Business Size Selection’ is equal to “Small Business.”

**Small Disadvantaged Business** is defined as:

- The ‘Contracting Officer’s Business Size Selection’ is equal to “Small Business” AND
- The vendor’s business type is
  - ◆ SBA Certified Small Disadvantaged Business, or
  - ◆ Self Certified Small Disadvantaged Business, or
  - ◆ 8(a) Program Participant, or
  - ◆ 8(a) Joint Venture.

**8(a) Procedure Actions** is defined as:

- The ‘Type of Set Aside’ is one of the following values:
  - ◆ 8(a) Sole Source,
  - ◆ 8(a) Competed,
  - ◆ 8(a) HUBZone and
- The ‘Contracting Officer’s Business Size Selection’ is equal to "Small Business"

**Veteran Owned Small Business** is defined as:

- The ‘Contracting Officer’s Business Size Selection’ is equal to “Small Business” AND
- The vendor’s business type is Veteran Owned.

**Service-Disabled Veteran-Owned Small Business** is defined as:

- The ‘Contracting Officer’s Business Size Selection’ is equal to “Small Business” AND
- The vendor’s business type is Service Disabled Veteran Owned.

**Women-Owned Small Business** is defined as:

- The ‘Contracting Officer’s Business Size Selection’ is equal to "Small Business" AND
- The vendor’s business type is:
  - ◆ Women Owned,
  - ◆ Women Owned Small Business,
  - ◆ Joint Venture Women Owned Small Business,
  - ◆ Economically Disadvantaged Women Owned Small Business, or
  - ◆ Economically Disadvantaged Joint Venture Women Owned Small Business.

**Certified HUBZone Small Business** is defined as:

- The ‘Contracting Officer’s Business Size Selection’ is equal to "Small Business" AND
- The vendor’s business type is HUBZone Certified.

**APPENDIX E**  
**COUNT OF UNIQUE DUNS NUMBERS, BY LEVEL OF INDUSTRY**  
**DISAGGREGATION**

NAICS Sector	Firm Size Class	Level of Industry Disaggregation			
		Sector	3-digit	4-digit	6-digit
11, Agriculture, Forestry, Fishing and Hunting	All	3,874	4,027	4,108	4,141
	Not Small	528	558	570	593
	Small-Count	3,346	3,469	3,538	3,548
	Small-Percent	86.4%	86.1%	86.1%	85.7%
21, Mining, Quarrying, and Oil and Gas Extraction	All	875	881	883	984
	Not Small	236	241	242	278
	Small-Count	639	640	641	706
	Small-Percent	73.0%	72.6%	72.6%	71.7%
22, Utilities	All	2,539	2,539	2,665	2,904
	Not Small	1,642	1,642	1,764	1,979
	Small-Count	897	897	901	925
	Small-Percent	35.3%	35.3%	33.8%	31.9%
23, Construction	All	18,974	22,763	25,498	27,420
	Not Small	17,241	20,305	22,500	24,141
	Small-Count	1,733	2,458	2,998	3,279
	Small-Percent	9.1%	10.8%	11.8%	12.0%
31-33, Manufacturing	All	53,633	73,623	91,098	113,156
	Not Small	11,380	17,084	22,082	28,792
	Small-Count	42,253	56,539	69,016	84,364
	Small-Percent	78.8%	76.8%	75.8%	74.6%
42, Wholesale Trade	All	17,476	18,240	20,452	22,680
	Not Small	4,286	4,611	5,454	6,231
	Small-Count	13,190	13,629	14,998	16,449
	Small-Percent	75.5%	74.7%	73.3%	72.5%
44-45, Retail Trade	All	6,774	7,430	7,557	7,886
	Not Small	1,650	2,028	2,109	2,266
	Small-Count	5,124	5,402	5,448	5,620
	Small-Percent	75.6%	72.7%	72.1%	71.3%
48-49, Transportation and Warehousing	All	5,490	5,999	6,348	6,753
	Not Small	1,801	2,064	2,257	2,405
	Small-Count	3,689	3,935	4,091	4,348
	Small-Percent	67.2%	65.6%	64.4%	64.4%
51, Information	All	9,273	10,495	11,175	11,671
	Not Small	3,428	4,202	4,667	5,024
	Small-Count	5,845	6,293	6,508	6,647
	Small-Percent	63.0%	60.0%	58.2%	57.0%

NAICS Sector	Firm Size Class	Level of Industry Disaggregation			
		Sector	3-digit	4-digit	6-digit
52, Finance and Insurance	All	885	918	952	990
	Not Small	551	581	608	642
	Small-Count	334	337	344	348
	Small-Percent	37.7%	36.7%	36.1%	35.2%
53, Real Estate and Rental and Leasing	All	6,465	6,554	6,808	7,175
	Not Small	2,353	2,405	2,546	2,767
	Small-Count	4,112	4,149	4,262	4,408
	Small-Percent	63.6%	63.3%	62.6%	61.4%
54, Professional, Scientific and Technical Services	All	37,662	37,662	46,596	54,256
	Not Small	10,093	10,093	14,003	17,254
	Small-Count	27,569	27,569	32,593	37,002
	Small-Percent	73.2%	73.2%	69.9%	68.2%
55, Management of Companies and Enterprises	All	15	15	15	15
	Not Small	12	12	12	12
	Small-Count	3	3	3	3
	Small-Percent	20.0%	20.0%	20.0%	20.0%
56, Administrative and Support, Waste Management and Remediation Services	All	20,923	21,349	23,606	24,631
	Not Small	4,914	5,076	5,928	6,318
	Small-Count	16,009	16,273	17,678	18,313
	Small-Percent	76.5%	76.2%	74.9%	74.3%
61, Educational Services	All	7,716	7,716	8,591	8,710
	Not Small	3,019	3,019	3,557	3,615
	Small-Count	4,697	4,697	5,034	5,095
	Small-Percent	60.9%	60.9%	58.6%	58.5%
62, Health Care and Social Assistance	All	12,113	12,837	13,663	13,908
	Not Small	5,236	5,757	6,206	6,334
	Small-Count	6,877	7,080	7,457	7,574
	Small-Percent	56.8%	55.2%	54.6%	54.5%
71, Arts, Entertainment and Recreation	All	2,140	2,168	2,212	2,232
	Not Small	728	743	760	776
	Small - Count	1,412	1,425	1,452	1,456
	Small-Percent	66.0%	65.7%	65.6%	65.2%
72, Accommodation and Food Services	All	5,419	5,509	5,584	5,724
	Not Small	1,934	1,990	2,037	2,102
	Small-Count	3,485	3,519	3,547	3,622
	Small-Percent	64.3%	63.9%	63.5%	63.3%
81, Other Services	All	13,047	13,139	13,813	14,581
	Not Small	4,954	5,012	5,415	5,847
	Small-Count	8,093	8,127	8,398	8,734
	Small-Percent	62.0%	61.9%	60.8%	59.9%

Source: FPDS-NG data for FY2012.

**APPENDIX F**  
**DETAILED INDUSTRY ANALYSIS**

1. Agriculture, Forestry, Fishing and Hunting (NAICS 11) . . . . .	<b>111</b>
2. Mining, Quarrying, and Oil and Gas Extraction (NAICS 21) . . . . .	<b>114</b>
3. Utilities (NAICS 22) . . . . .	<b>116</b>
4. Construction NAICS 23) . . . . .	<b>118</b>
5. Manufacturing (NAICS 31-33) . . . . .	<b>121</b>
6. Wholesale Trade (NAICS 42) . . . . .	<b>145</b>
7. Retail Trade (NAICS 44-45) . . . . .	<b>148</b>
8. Transportation and Warehousing (NAICS 48-49) . . . . .	<b>153</b>
9. Information Services (NAICS 51) . . . . .	<b>159</b>
10. Finance and Insurance (NAICS 52) . . . . .	<b>163</b>
11. Real Estate and Rental and Leasing (NAICS 53) . . . . .	<b>166</b>
12. Professional, Scientific, and Technical Services (NAICS 54) . . . . .	<b>169</b>
13. Management of Companies and Enterprises (NAICS 55) . . . . .	<b>175</b>
14. Administrative and Support and Waste Management and Remediation Services (NAICS 56) . . . . .	<b>176</b>
15. Educational Services (NAICS 61). . . . .	<b>179</b>
16. Health Care and Social Assistance (NAICS 62) . . . . .	<b>182</b>
17. Arts, Entertainment, and Recreation (NAICS 71). . . . .	<b>186</b>
18. Accommodation and Food Services (NAICS 72). . . . .	<b>189</b>
19. Other Services (except Public Administration) (NAICS 81) . . . . .	<b>191</b>

## 1. Agriculture, Forestry, Fishing and Hunting

Agriculture, Forestry, Fishing and Hunting (11) is a very minor sector in the federal market, accounting for 0.09 percent of all procurement. Support Activities for Animal Production (115) accounts for a majority (62.6 percent) of procurement in the sector.

**Table F-1  
Small-Business Procurement Shares in Agriculture, Forestry, Fishing and Hunting**

Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
11, Agriculture, Forestry, Fishing and Hunting	\$459,608	3,874	\$321,433	69.9%	3,346	86.4%		1.72
111, Crop Production	\$66,533	346	\$33,631	50.5%	234	67.6%		2.27
1111, Oilseed & Grain	\$2,298	53	\$96	4.2%	19	35.8%	181	0.58
1112, Vegetable & Melon	\$1,279	14	\$1,245	97.3%	7	50.0%	82	1.48
1113, Fruit & Tree Nut	\$5,626	24	\$3,986	70.8%	14	58.3%	81	1.76
1114, Greenhouse, Nursery, & Floriculture	\$2,190	95	\$1,747	79.8%	62	65.3%	256	2.30
1119, Other Crops	\$55,139	170	\$26,556	48.2%	137	80.6%	297	3.48
112, Animal Production and Aquaculture	\$83,821	281	\$11,001	13.1%	184	65.5%		1.25
1121, Cattle Ranching	\$4,788	54	\$619	12.9%	30	55.6%	285	0.87
1122, Hog and Pig	\$146	8	\$64	43.6%	6	75.0%	36	2.58
1123, Poultry and Egg	\$39,691	40	\$4,576	11.5%	23	57.5%	65	1.58
1124, Sheep and Goat	\$756	8	\$756	100%	8	100%	55	-
1125, Aquaculture	\$2,314	54	\$831	35.9%	35	64.8%	106	1.86
1129, Other Animal Prod	\$36,125	122	\$4,155	11.5%	85	69.7%	162	0.27
113, Forestry and Logging	\$16,538	223	\$15,043	91.0%	200	89.7%		1.10
1131, Timber Tract Operations	\$714	44	\$664	92.9%	39	88.6%	401	0.99
1132, Forest Nurseries & Forest Products Gathering	\$4,670	80	\$3,472	74.3%	67	83.8%	375	1.81
1133, Logging	\$11,153	104	\$10,907	97.8%	97	93.3%	1,060	0.65
114, Fishing, Hunting & Trapping	\$5,192	94	\$3,817	73.5%	74	78.7%		1.03
1141, Fishing	\$4,120	54	\$2,921	70.9%	41	75.9%	141	1.30
1142, Hunting & Trapping	\$1,072	41	\$895	83.5%	34	82.9%	205	0.90
115, Support Activities	\$287,523	3,083	\$257,942	89.7%	2,777	90.1%		1.17
1151, Crop Production	\$20,936	286	\$16,439	78.5%	228	79.7%	1,051	1.20
1152, Animal Production	\$34,243	118	\$33,843	98.8%	102	86.4%	165	3.86
1159, Forestry	\$232,345	2,739	\$207,660	89.4%	2,504	91.4%	4,014	0.67

\* Small-business procurement rate.

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

**Small-Business Procurement.** Table F-1 shows small-business procurement by industry. The overall small-business procurement rate (69.9 percent) is one of the highest of any sector, but the rate varies considerably among subsectors. Rates are particularly high in Forestry and Logging (113) and Support Activities for Agriculture and Forestry (115). In Animal Production and Aquaculture (112), however, the rate (13.1 percent) is low.<sup>186</sup> Opportunities are limited; a majority of four-digit industries have less than \$5 million in procurement. The absolute level of small-business participation is similarly limited; half of four-digit industries have 35 or fewer small contractors.

The percent of SAM registrants that are small<sup>187</sup> is slightly above the all-industry average overall but low in Crop Production (111) and Animal Production and Aquaculture (112). Participation of small businesses in procurement is generally high. Participation ratios exceed one<sup>188</sup> in all three-digit and most four-digit industries. The small-business share of contractors is higher than the all-industry average for the sector as a whole and for the majority of three-digit and four-digit industries.

**Small-Business Subclasses.** Procurement rates for small-business subclasses, shown in Table F-2, are mixed. At the sector level, the rates for SDBs, WOSBs, and HUBZone businesses are over twice the goaling levels. The rate for SDVOSBs is just over half the goal (and all-industry) level. At the three-digit industry level, procurement rates vary erratically, but most of the subclasses have the highest procurement rates in Fishing, Hunting and Trapping (114) or Support Activities for Agriculture and Forestry (115).<sup>189</sup>

For HUBZone businesses, the SAM registration rate is twice the all-industry average. For other subclasses, however, the percentages of SAM registrants are about two-thirds the all-industry levels. There is considerable variability at the three-digit industry level. Participation of subclasses of small business is mixed. Participation ratios for VOSBs, WOSBs and HUBZone businesses are well above one, but participation ratios for SDBs and 8(a) businesses are very low. The HUBZone businesses share of contractors is well above the all-industry average, but shares of contractors are below average for all other subclasses.

<sup>186</sup> The small-business procurement rate also is very low (4.2 percent) in Oilseed and Grain Farming (1111).

<sup>187</sup> SAM registration rates for Agriculture, Forestry, Fishing and Hunting are as follows:

Industry	Small	SDB	8(a)	VOSB	SDVOSB	WOSB	HUBZone
11, Agriculture, Forestry, Fishing & Hunting	78.7%	18.1%	3.8%	10.5%	5.2%	15.1%	6.0%
111, Crop Production	48.0%	15.3%	0.5%	5.3%	2.6%	11.4%	1.2%
112, Animal Production & Aquaculture	60.3%	14.5%	0.1%	8.4%	3.7%	13.9%	0.7%
113, Forestry & Logging	88.7%	13.0%	8.2%	11.3%	8.8%	10.8%	10.7%
114, Fishing, Hunting & Trapping	78.3%	20.4%	2.0%	10.4%	4.8%	12.4%	1.6%
115, Support Activities	88.6%	21.3%	4.2%	12.2%	5.2%	18.3%	7.2%

Source: Microeconomic Analysis, Inc., from System for Award Management data.

<sup>188</sup> The percent of small SAM registrants with contracts is larger than the percent of large SAM registrants with contracts.

<sup>189</sup> The exceptions are SDVOSBs and HUBZone businesses, where procurement rates are highest in Forestry and Logging (113).

**Table F-2  
Procurement Shares of Small Business Sub-Classes in Agriculture**

Industry	Total Dollars (\$1,000s)	Small-Business Share			Participation Ratio				
		Dollars (\$1,000s)	Percent of Dollars	Percent of Firms					
11, Agriculture, Forestry, Fishing & Hunting	\$459,608	\$321,433	69.9%	86.4%	1.72				
111, Crop Production	\$66,533	\$33,631	50.5%	67.6%	2.27				
112, Animal Production & Aquaculture	\$83,821	\$11,001	13.1%	65.5%	1.25				
113, Forestry & Logging	\$16,538	\$15,043	91.0%	89.7%	1.10				
114, Fishing, Hunting & Trapping	\$5,192	\$3,817	73.5%	78.7%	1.03				
115, Support Activities	\$287,524	\$257,942	89.7%	90.1%	1.17				
Industry	SDB			VOSB			WOSB		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
11, Agriculture, Forestry, Fishing & Hunting	10.8%	9.3%	0.18	7.1%	9.0%	1.34	13.8%	15.3%	1.58
111, Crop Production	3.4%	5.5%	0.07	5.3%	4.3%	1.32	3.7%	9.2%	1.31
112, Animal Production & Aquaculture	0.1%	3.6%	0.06	6.2%	7.8%	1.07	7.1%	10.7%	0.89
113, Forestry & Logging	6.5%	5.8%	0.05	6.8%	6.7%	0.65	2.8%	9.0%	0.90
114, Fishing, Hunting & Trapping	9.8%	4.3%	0.04	36.9%	9.6%	0.94	10.4%	12.8%	1.05
115, Support Activities	15.8%	10.6%	0.26	7.2%	9.5%	0.90	18.8%	16.6%	1.04
Industry	8(a)			SDVOSB			HUBZone		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
11, Agriculture, Forestry, Fishing & Hunting	3.9%	1.8%	0.10	1.7%	2.5%	0.73	11.1%	8.3%	2.17
111, Crop Production	1.1%	1.4%	1.41	3.3%	1.2%	0.71	2.0%	1.7%	2.37
112, Animal Production & Aquaculture	0.0%	0.0%	0.00	0.2%	2.1%	0.67	0.0%	0.0%	0.00
113, Forestry & Logging	4.4%	1.8%	0.02	4.2%	2.7%	0.33	17.1%	5.4%	0.55
114, Fishing, Hunting & Trapping	0.0%	0.0%	0.00	1.0%	3.2%	0.69	0.0%	0.0%	0.00
115, Support Activities	5.8%	2.0%	0.06	1.6%	2.5%	0.56	16.3%	10.2%	1.63

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

**Small-Business Size Standards.** Size standards are \$0.75 million for almost all of Crop Production (111) and almost all of Animal Production and Aquaculture (112). In a majority of other industries they are set at the anchor level, with intermediate levels in some industries.<sup>190</sup> In almost all industries where the standard is above the anchor level, the small-business procurement rate is very high.<sup>191</sup>

<sup>190</sup> The only standard above \$19 million is \$25.5 million for Postharvest Crop Activities (except Cotton Ginning) (115114).

<sup>191</sup> Chicken Egg Production (112310) is the exception, with a size standard of \$14 million and a small-business procurement rate of 14.1 percent. Chicken Egg Production accounts for 6.3 percent of procurement in the sector.

## 2. Mining, Quarrying, and Oil and Gas Extraction

Mining, Quarrying, and Oil and Gas Extraction (21) is a very minor sector in the federal market, accounting for 0.04 percent of all procurement. The low procurement level results in considerable variability of procurement measures.

**Small-Business Procurement.** Table F-3 provides information on small-business procurement. The overall small-business procurement rate (42.0 percent) is high. This reflects a combination of

- A low small-business procurement rate (17.4 percent) in the subsector with the most procurement, Oil and Gas Extraction (211);
- A high rate (30.1 percent) in Support Activities for Mining (213);<sup>192</sup> and
- A very high rate (81.1 percent) in Mining (except Oil and Gas) (212).

Because of limited procurement opportunities, the actual number of small contractors in the majority of four-digit industries is quite small.<sup>193</sup> Three quarters of small-business contractors in the sector are in Nonmetallic Mineral Mining and Quarrying (2123).

Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
21. Mining, Quarrying, and Oil & Gas Extraction	\$222,497	875	\$93,557	42.0%	639	73.0%		0.676
211, Oil & Gas Extraction	\$91,769	70	\$16,005	17.4%	30	42.9%	133	0.242
212, Mining (ex. Oil & Gas)	\$74,954	592	\$60,763	81.1%	492	83.1%		0.585
2121, Coal Mining	\$13,688	8	\$13,129	95.9%	7	87.5%	61	1.377
2122, Metal Ore Mining	\$98	9	\$14	14.5%	3	33.3%	62	0.048
2123, Nonmetallic Mineral Mining & Quarrying	\$61,167	577	\$47,620	77.9%	483	83.7%	1,852	0.602
213, Support Activities	\$55,775	219	\$16,789	30.1%	118	53.9%	1,278	0.518

\* Small-business procurement rate.  
Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

<sup>192</sup> The contrast between oil-and-gas extraction and mining found at the three-digit level persists in support services. The small-business procurement rate is 19.5 percent in Support Activities for Oil and Gas Operations (213112), which accounts for over 80 percent of procurement in the subsector, and the rates are 63.7 to 96.7 percent in six-digit industries related to support for mining.

<sup>193</sup> Three six-digit industries in Coal Mining (2122), for example, have only one small-business contractor; two have none.

Participation of small businesses in contracting is mixed. The overall percent of SAM registrants that are small<sup>194</sup> is above the all-industry average, but participation ratios are low except in Coal Mining (2121). The small-business shares of contractors in different industries mirror the small-business procurement rates.

**Small-Business Subclasses.** The procurement picture for small-business subclasses, summarized in Table F-4, is mixed.

- The procurement rates for SDBs and SDVOSBs are below both the goaling levels and the all-industry averages.

Industry	Total Dollars (\$1,000s)	Small-Business Share			Participation Ratio				
		Dollars (\$1,000s)	Percent of Dollars	Percent of Firms					
2121, Mining, Quarrying, and Oil & Gas Extraction	\$222,497	\$93,557	42.0%	73.0%	0.676				
211, Oil & Gas Extraction	\$91,769	\$16,005	17.4%	42.9%	0.242				
212, Mining (ex. Oil & Gas)	\$74,954	\$60,763	81.1%	83.1%	0.585				
213, Support Activities	\$55,775	\$16,789	30.1%	53.9%	0.518				
Industry	SDB			VOSB			WOSB		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
2121, Mining, Quarrying, and Oil & Gas Extraction	3.5%	8.9%	0.255	2.5%	6.4%	0.383	5.9%	10.1%	0.485
211, Oil & Gas Extraction	1.0%	8.6%	0.143	0.2%	2.9%	0.090	3.3%	8.6%	0.202
212, Mining (ex. Oil & Gas)	9.3%	9.8%	0.231	6.3%	6.1%	0.309	13.2%	10.5%	0.410
213, Support Activities	-0.1%	6.4%	0.172	1.4%	8.2%	0.447	0.5%	9.1%	0.427
Industry	8(a)			SDVOSB			HUBZone		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
21, Mining, Quarrying, and Oil & Gas Extraction	1.2%	1.1%	0.175	1.8%	3.0%	0.289	3.1%	5.6%	0.573
211, Oil & Gas Extraction	0.0%	1.4%	0.538	0.2%	2.9%	0.134	4.2%	7.1%	1.075
212, Mining (ex. Oil & Gas)	3.4%	1.2%	0.134	4.9%	2.9%	0.214	4.0%	6.6%	0.390
213, Support Activities	0.2%	0.9%	0.140	0.5%	3.2%	0.330	0.0%	2.3%	0.425

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

<sup>194</sup> SAM registration rates for Mining, Quarrying, and Oil and Gas Extraction are as follows:

Industry	Small	SDB	8(a)	VOSB	SDVOSB	WOSB	HUBZone
21, Mining, Quarrying, and Oil & Gas Extraction	80.0%	25.9%	4.8%	12.4%	7.6%	15.4%	7.2%
211, Oil and Gas Extraction	75.6%	25.6%	1.1%	13.6%	9.1%	18.2%	2.8%
212, Mining (except Oil and Gas)	89.4%	26.7%	5.6%	12.4%	8.5%	16.1%	10.6%
213, Support Activities for Mining	69.3%	24.8%	4.3%	12.2%	6.4%	14.3%	3.6%

Source: Microeconomic Analysis, Inc., from System for Award Management data.

- The procurement rates for 8(a) businesses and VOSBs are below the all-industry averages.
- The procurement rates for WOSBs and HUBZone businesses are above the national goaling levels.

Procurement rates for all subclasses are highest in Mining (except Oil and Gas) (212) and lower in other subsectors, which reflects the pattern for all small businesses.

Participation of subclass businesses, except HUBZone businesses, is weak at all stages. SAM registration rates are above average for HUBZone businesses but below average for other subclasses. Participation ratios at the three-digit industry level are consistently low for small businesses and subclasses.<sup>195</sup> The shares of contractors are below average for all subclasses except HUBZone businesses.

**Small-Business Size Standards.** Size standards range from the anchor level to very high.<sup>196</sup> Procurement is low where the standards are highest.

### 3. Utilities

Utilities (22) is a very minor sector in the federal market, accounting for 0.48 percent of all procurement. Utilities procurement is dominated by Electric Power Generation, Transmission and Distribution (2111), which accounts for 69.5 percent of procurement in the sector.

**Small-Business and Subclass Procurement.** Table F-5 provides an overall picture of small-business procurement. The sector's small-business procurement rate (5.6 percent) is very low. The rate is near the national goaling level in Natural Gas Distribution (2112), but this accounts for only 8.0 percent of the sector's procurement. Procurement rates for small-business subclasses, shown in Table F-6, are no greater than 1.1 percent—well below the all-industry averages and goaling levels. Rates of WOSBs and SDBs are about the same percent of the goals as small business. On a proportional basis, HUBZone businesses come a bit closer to their goaling level, but SDVOSBs are much farther below the goaling level.

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<sup>195</sup> The exception is a ratio of 1.075 for HUBZone businesses in Oil and Gas Extraction (211), but this reflects a small number—five HUBZone contractors—in both SAM and FPDS data.

<sup>196</sup> Size standards are at the anchor level (500 employees) for

- Oil and Gas Extraction (211),
- Mining (except Oil and Gas) (212),
- Drilling Oil and Gas Wells (213111), and
- Support Activities for Nonmetallic Minerals (except Fuels) (213115).

Size standards are \$19 million for

- Support Activities for Coal Mining (213113) and
- Metal Mining (213114).

The size standard is \$35.5 million for Support Activities for Oil and Gas Operations (213112).

Industry	All Contractors		Small Business				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
22/221, Utilities	\$2,448,202	2,539	\$138,221	5.6%	897	35.3%		0.500
2211, Electric Power Generation, Transmission and Distribution	\$1,701,677	962	\$54,501	3.2%	263	27.3%	1,197	0.247
2212, Natural Gas Distribution	\$196,567	282	\$42,285	21.5%	83	29.4%	430	0.336
2213, Water, Sewage and Other Systems	\$549,957	1,421	\$41,434	7.5%	555	39.1%	3,078	0.661

\* Small-business procurement rate.  
Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

Industry	Total Dollars (\$1,000s)	Small-Business Share				Participation Ratio			
		Dollars (\$1,000s)	Percent of Dollars	Percent of Firms					
22/221, Utilities	\$2,448,202	\$138,221	5.6%	35.3%	0.500				
Industry	SDB			VOSB			WOSB		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
22/221, Utilities	1.1%	5.3%	0.208	0.3%	4.5%	0.320	1.1%	4.7%	0.321
Industry	8(a)			SDVOSB			HUBZone		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
22/221, Utilities	0.6%	1.8%	0.305	0.2%	1.8%	0.202	0.9%	1.1%	0.279

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

Participation in the procurement process by small businesses and the subclasses is weak at every stage.

- The percentage of SAM registrants that are small<sup>197</sup> is low—about two-thirds the all-industry average. Subclass registration rates, except for HUBZone businesses, are similarly low.

<sup>197</sup> SAM registration rates for Utilities are as follows:

Industry	Small	SDB	8(a)	VOSB	SDVOSB	WOSB	HUBZone
22/221, Utilities	52.2%	18.9%	4.4%	10.3%	6.5%	10.8%	3.0%

Source: Microeconomic Analysis, Inc., from System for Award Management data.

- Except on Water, Sewage and Other Systems (2213), relatively few small SAM registrants obtain contracts, as is summarized in low participation ratios. Overall, small SAM registrants are half as likely as large registrants to obtain contracts, and the subclass registrants are less than one-third as likely as large registrants to obtain contracts.
- The small-business share of contractors is about half the all-industry average. For subclasses, the shares of contractors are below half the all-industry averages.

**Small-Business Size Standards.** Size standards are at the anchor level for Natural Gas Distribution (500 employees) and most Water, Sewage and Other Systems (\$7 million). They are somewhat higher (\$12.5 million for Steam and Air-Conditioning Supply (221330)). The size standard for Electric Power Generation, Transmission and Distribution is set in physical units—4 million megawatt hours per year—and is not directly comparable with any other standard. Much of the utilities sector is highly capital intensive and subject to economies of scale.

#### 4. Construction

Construction (23) is the fourth-largest sector in terms of federal procurement, accounting for 7.0 percent of all procurement. Nearly two-thirds (65.4 percent) of construction procurement is in Nonresidential Building Construction (2362), and Commercial and Institutional Building Construction (236220) accounts for a majority (56.6 percent) of all procurement in the sector.

**Small-Business Procurement.** Table F-7 provides an overall picture of small-business procurement. Construction is a sector in which small businesses are concentrated, and it is the third-largest sector in terms of small-business procurement dollars (16.8 percent). The overall small-business procurement rate (44.8%) is higher than any but the smallest sectors. The rate is above 40 percent for all but one four-digit industry—Residential Building Construction (2361)<sup>198</sup>—and for most six-digit industries. In most of Specialty Trade Contractors (238) the small-business procurement rate is over 60 percent.

<sup>198</sup> Data for these industries:

Small-Business Procurement Shares in Selected Residential Building Construction Industries								
Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
236115, New Single-Family Housing	\$128,977	106	\$3,183	2.5%	71	67.0%	4,106	0.373
236118, Residential Remodelers	\$236,888	467	\$34,048	14.4%	378	80.9%	7,673	0.562

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

**Table F-7  
Small-Business Procurement Shares in Construction**

Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
23, Construction	\$35,438,556	18,974	\$15,861,614	44.8%	14,861	78.3%		0.843
236, Construction of Buildings	\$23,494,110	6,413	\$9,720,322	41.4%	4,949	77.2%		0.751
2361, Residential Building Construction	\$306,454	603	\$44,117	14.4%	462	76.6%	9,495	0.639
2362, Nonresidential Building Construction	\$23,187,656	5,961	\$9,676,205	41.7%	4,593	77.1%	17,829	0.794
237, Heavy and Civil Engineering Construction	\$7,810,063	4,630	\$3,640,227	46.6%	3,594	77.6%		0.950
2371, Utility System Construction	\$1,327,375	1,743	\$572,136	43.1%	1,304	74.8%	12,354	0.806
2372, Land Subdivision	\$2,479	21	\$1,164	46.9%	15	71.4%	2,097	0.970
2373, Highway, Street & Bridge Construction	\$1,727,367	1,720	\$1,000,352	57.9%	1,413	82.2%	9,384	1.234
2379, Other Heavy and Civil Engineering Construction	\$4,752,841	1,851	\$2,066,576	43.5%	1,468	79.3%	9,378	0.989
238, Specialty Trade Contractors	\$4,134,383	11,720	\$2,501,065	60.5%	9,494	81.0%		0.921
2381, Foundation, Structure & Building Exterior Contractors	\$601,951	1,900	\$390,999	65.0%	1,596	84.0%	12,710	1.166
2382, Building Equipment Contractors	\$1,747,149	6,466	\$1,182,106	67.7%	5,155	79.7%	18,888	0.964
2383, Building Finishing Contractors	\$305,299	1,922	\$236,934	77.6%	1,603	83.4%	11,952	0.808
2389, Other Specialty Trade Contractors	\$1,479,983	3,311	\$691,026	46.7%	2,699	81.5%	17,069	0.961

\* Small-business procurement rate.  
Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

Small businesses participate extensively in the procurement process.

- The percentage of SAM registrants that are small<sup>199</sup> is well above the all-industry average for small business.
- Most participation ratios are above average;<sup>200</sup> a relatively large proportion of small SAM registrants obtain contracts.

<sup>199</sup> SAM registration rates for Construction are as follows:

Industry	Small	SDB	8(a)	VOSB	SDVOSB	WOSB	HUBZone
23, Construction	81.1%	35.4%	10.2%	16.7%	11.1%	17.8%	6.3%
236, Construction of Buildings	81.8%	37.6%	10.6%	17.6%	12.1%	16.8%	5.8%
237, Heavy & Civil Engineering Construction	78.5%	33.6%	11.3%	15.2%	10.6%	16.2%	8.4%
238, Specialty Trade Contractors	82.2%	35.4%	9.3%	17.1%	10.9%	19.1%	5.4%

Source: Microeconomic Analysis, Inc., from System for Award Management data.

<sup>200</sup> The exception is Residential Building Construction (2361). The percentages of SAM registrants that are contractors are quite low for Residential Building Construction (2361) as a whole, 4.9 percent of small SAM registrants are contractors and 7.6 percent of large SAM registrants are contractors.

**Table F-8  
Procurement Shares of Small-Business Subclasses in Construction**

Industry	Total Dollars (\$1,000s)	Small-Business Share			Participation Ratio				
		Dollars (\$1,000s)	Percent of Dollars	Percent of Firms					
23, Construction	\$35,438,556	\$15,861,614	44.8%	78.3%	0.843				
236, Construction of Buildings	\$23,494.110	\$9,720,322	41.4%	77.2%	0.751				
237, Heavy & Civil Engineering Construction	\$7,810.063	\$3,640,227	46.6%	77.6%	0.950				
238, Specialty Trade Contractors	\$4,134,383	\$2,501,065	60.5%	81.0%	0.921				
Industry	SDB			VOSB			WOSB		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
23, Construction	25.8%	22.9%	0.841	11.4%	13.7%	0.715	8.1%	13.6%	0.667
236, Construction of Buildings	25.7%	38.0%	1.631	11.8%	18.6%	0.843	7.3%	14.3%	0.677
237, Heavy & Civil Engineering Construction	22.0%	28.8%	1.204	7.9%	12.8%	0.809	7.8%	13.2%	0.780
238, Specialty Trade Contractors	33.4%	22.6%	0.824	15.8%	14.2%	0.775	12.7%	14.8%	0.724
Industry	8(a)			SDVOSB			HUBZone		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
23, Construction	14.0%	12.7%	1.085	9.4%	8.3%	0.658	10.8%	9.1%	1.263
236, Construction of Buildings	13.1%	24.2%	1.823	10.1%	14.6%	0.958	9.7%	13.1%	1.815
237, Heavy & Civil Engineering Construction	12.5%	17.4%	1.480	5.7%	8.5%	0.767	14.5%	17.6%	2.021
238, Specialty Trade Contractors	22.7%	12.3%	1.226	12.3%	8.5%	0.728	9.7%	6.8%	1.189

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

- The small-business shares of contractors are well above the all-industry average.

**Small-Business Subclasses.** Procurement rates for subclasses of small business are also quite high (see Table F-8). In most cases the procurement rate is more than three times the goaling rate for the sub-class.<sup>201</sup> Most subclasses also participate extensively in the procurement process, WOSBs being something of an exception.

- The SAM registration rates are well above the all-industry average for all subclasses except WOSBs.
- Participation ratios are generally above average and in some cases—particularly 8(a) and HUBZone businesses—above one.<sup>202</sup>

<sup>201</sup> The exception is WOSBs, where the procurement rate exceeds the goaling rate by 60 percent.

<sup>202</sup> A higher proportion of small businesses than large businesses registered in SAM obtain contracts.

- The shares of contractors in each subclass except WOSBs are well above the all-industry averages.

**Small-Business Size Standards** are very high (\$33.5 million) in Construction of Buildings (236) and most of Heavy and Civil Engineering Construction (237).<sup>203</sup> These subsectors are relatively large-scale and capital-intensive. The size standard is \$14 million for Specialty Trade Contractors (238).

## 5. Manufacturing

Manufacturing (31-33) is the largest sector in the federal market, accounting for 38.8 percent of all procurement. Manufacturing has 21 three-digit subsectors, of which seven individually account for over 1 percent of all procurement. These include:

- Transportation Equipment Manufacturing (336), with 21.7 percent of procurement;
- Computer and Electronic Product Manufacturing (334), with 5.5 percent of procurement;
- Petroleum and Coal Products Manufacturing (324), with 3.6 percent of procurement;
- Fabricated Metal Product Manufacturing (332), with 1.8 percent of procurement;
- Chemical Manufacturing (325), with 1.7 percent of procurement;
- Machinery Manufacturing (333), with 1.2 percent of procurement; and
- Food Manufacturing (311), with 1.2 percent of procurement.

Manufacturing is unique in the degree to which a low small-business procurement rate (11.7 percent) persists despite a high share of small contractors (78.8 percent).

Because the sector is so extensive and the small-business procurement rate varies so widely, it will simplify the discussion to break the sector into four groups of three-digit subsectors with different small-business procurement characteristics:

- Subsectors with overall small-business procurement rates over 50 percent and (with two quite minor exceptions<sup>204</sup>) rates in the four-digit industries over 40 percent (and often much higher), which include:
  - ◆ Textile Mills (313),
  - ◆ Textile Product Mills (314),
  - ◆ Wood Product Manufacturing (321),
  - ◆ Nonmetallic Mineral Product Manufacturing (327), and
  - ◆ Furniture and Related Product Manufacturing (337);

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<sup>203</sup> The exceptions are:

- \$20 million for Dredging and Surface Cleanup Activities (part of 237990) and
- \$7 million for Land Subdivision (237210).

<sup>204</sup> These industries are:

- Clay Product and Refractory Manufacturing (3271) and
- Other Furniture Related Product Manufacturing (3379).

- Other sub-sectors with small-business procurement rates of at least 35 percent and rates of at least 25 percent in all four-digit industries, which include:
  - ◆ Apparel Manufacturing (315),
  - ◆ Leather and Allied Product Manufacturing (316),
  - ◆ Printing and Related Support Activities (323),
  - ◆ Plastics and Rubber Products Manufacturing (326),
  - ◆ Electrical Equipment, Appliance, and Component Manufacturing (335), and
  - ◆ Miscellaneous Manufacturing (339);
- Sub-sectors with small-business procurement rates above the national goaling target, but at least one four-digit industry with a rate under 20 percent, which include:
  - ◆ Food Manufacturing (311),
  - ◆ Paper Manufacturing (322),
  - ◆ Primary Metal Manufacturing (331),
  - ◆ Fabricated Metal Product Manufacturing (332), and
  - ◆ Machinery Manufacturing (333); and
- Sub-sectors with small-business participation rates below 15 percent, which include:
  - ◆ Beverage and Tobacco Product Manufacturing (312),
  - ◆ Petroleum and Coal Products Manufacturing (324),
  - ◆ Chemical Manufacturing (325),
  - ◆ Computer and Electronic Product Manufacturing (334), and
  - ◆ Transportation Equipment Manufacturing (336).

### Manufacturing Subsectors with Very High Small-Business Procurement Rates

Data for subsectors with small-business procurement rates over 50 percent are provided in Table F-9. These subsectors involve fairly basic products, and they contain relatively few four-digit and six-digit industries. These subsectors are quite minor, however, collectively accounting for 1.1 percent of procurement in manufacturing and 0.43 percent of total procurement.

**Small-Business Procurement.** Small-business participation in these industries is extensive. Percentages of SAM registrants that are small<sup>205</sup> are well above all-industry averages—over 80 percent in all but one subsector and nine of 15 four-digit industries. Participation ratios vary widely but are high in many industries. The high small-business registration rates in SAM

<sup>205</sup> SAM registration rates for Manufacturing subsectors with very high procurement rates are as follows:

Industry	Small	SDB	8(a)	VOSB	SDVOSB	WOSB	HUBZone
31-33 Manufacturing	79.1%	20.0%	3.3%	13.6%	6.4%	16.8%	2.7%
313, Textile Mills	89.9%	18.6%	2.7%	12.5%	6.6%	22.4%	3.8%
314, Textile Product Mills	89.1%	23.3%	2.7%	17.4%	9.1%	26.5%	4.1%
321, Wood Products	88.6%	27.6%	5.0%	15.3%	7.3%	21.4%	5.3%
327, Nonmetallic Mineral Products	76.0%	21.4%	3.5%	13.7%	8.7%	16.1%	4.1%
337, Furniture and Related Products	87.5%	25.7%	6.8%	16.5%	9.6%	24.1%	3.8%

Source: Microeconomic Analysis, Inc., from System for Award Management data.

**Table F-9  
Small-Business Procurement Shares in  
Manufacturing Subsectors With Very High Small-Business Procurement Rates**

Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
31-33, Manufacturing	\$197,552,121	53,633	\$23,036,883	11.7%	42,253	78.8%		0.978
313, Textile Mills	\$123,029	447	\$65,490	53.2%	354	79.2%		0.428
3131, Fiber, Yarn, & Thread Mills	\$4,273	36	\$3,357	78.6%	29	80.6%	w	w
3132, Fabric Mills	\$42,072	231	\$27,320	64.9%	196	84.8%	415	0.607
3133, Textile and Fabric Finishing and Fabric Coating Mills	\$76,685	227	\$34,812	45.4%	169	74.4%	154	0.341
314, Textile Product Mills	\$471,591	1,180	\$266,790	56.6%	971	82.3%		0.569
3141, Textile Furnishings Mills	\$43,511	335	\$21,029	48.3%	270	80.6%	264	0.976
3149, Other Textile Product Mills	\$428,080	868	\$245,760	57.4%	713	82.1%	1,468	0.470
321, Wood Products	\$156,633	740	\$81,713	52.2%	624	84.3%		0.691
3211, Sawmills and Wood Preservation	\$5,619	117	\$5,172	92.1%	102	87.2%	475	0.630
3212, Veneer, Plywood, and Engineered Wood Products	\$31,226	81	\$25,224	80.8%	62	76.5%	317	0.618
3219, Other Wood Products	\$119,788	592	\$51,317	42.8%	499	84.3%	2,189	0.684
327, Nonmetallic Mineral Products	\$175,380	1,128	\$108,125	61.7%	886	78.5%		1.154
3271, Clay Product & Refractory	\$18,295	113	\$6,115	33.4%	87	77.0%	#	#
3272, Glass and Glass Products	\$50,539	174	\$30,735	60.8%	123	70.7%	513	0.395
3273, Cement and Concrete Products	\$66,780	379	\$40,870	61.2%	296	78.1%	975	0.476
3274, Lime and Gypsum Products	\$915	16	\$691	75.6%	13	81.3%	67	0.453
3279, Other Nonmetallic Mineral Products	\$38,850	515	\$29,713	76.5%	420	81.6%	688	3.117
337, Furniture and Related Products	\$1,246,253	2,385	\$639,878	51.3%	1,909	80.0%		0.574
3371, Household and Institutional Furniture and Kitchen Cabinets	\$402,551	928	\$271,970	67.6%	703	75.8%	1,832	0.479
3372, Office Furniture (including Fixtures)	\$827,856	1,669	\$363,982	44.0%	1,346	80.6%	2,630	0.562
3379, Other Furniture Related Product	\$15,846	152	\$3,926	24.8%	108	71.1%	422	0.366

\* Small-business procurement rate.

# Cannot be calculated because SAM data show fewer than ten total registrants.

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

may somewhat depress the percentage that become contractors, and data anomalies<sup>206</sup> create some distortions. Small-business shares of contractors are over 80 percent in nine of 15 four-digit industries and over 70 percent in all of them.

**Small-Business Subclasses.** Table F-10 shows data on procurement for small-business subclasses. Procurement rates from SDBs, SDVOSBs, and WOSBs and HUBZone

Industry	Total Dollars (\$1,000s)	Small-Business Share			Participation Ratio				
		Dollars (\$1,000s)	Percent of Dollars	Percent of Firms					
31-33, Manufacturing	\$197,552,121	\$23,036,883	11.7%	78.8%	0.978				
313, Textile Mills	\$123,029	\$65,490	53.2%	79.2%	0.428				
314, Textile Product Mills	\$471,591	\$266,790	56.6%	82.3%	0.569				
321, Wood Products	\$156,633	\$81,713	52.2%	84.3%	0.691				
327, Nonmetallic Mineral Products	\$175,380	\$108,125	61.7%	78.5%	1.154				
337, Furniture and Related Products	\$1,246,253	\$639,878	51.3%	80.0%	0.574				
Industry	SDB			VOSB			WOSB		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
31-33, Manufacturing	1.6%	7.2%	0.354	2.0%	9.3%	0.673	1.4%	11.5%	0.672
313, Textile Mills	6.1%	8.1%	0.210	3.2%	8.5%	0.331	4.4%	17.2%	0.373
314, Textile Product Mills	4.0%	10.3%	0.271	7.3%	13.4%	0.474	7.0%	20.4%	0.474
321, Wood Products	15.5%	10.1%	0.267	21.2%	10.3%	0.486	6.5%	16.2%	0.550
327, Nonmetallic Mineral Products	3.7%	8.6%	0.448	8.8%	11.3%	0.915	6.4%	14.1%	0.975
337, Furniture and Related Products	18.1%	12.5%	0.305	13.7%	12.5%	0.474	11.6%	18.7%	0.487
Industry	8(a)			SDVOSB			HUBZone		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
31-33, Manufacturing	0.6%	1.3%	0.376	0.6%	2.9%	0.438	0.7%	1.9%	0.695
313, Textile Mills	0.0%	0.2%	0.040	0.4%	3.1%	0.229	1.0%	2.5%	0.315
314, Textile Product Mills	0.7%	2.2%	0.498	3.3%	5.3%	0.357	8.5%	5.0%	0.748
321, Wood Products	12.2%	1.6%	0.234	3.1%	4.2%	0.418	12.6%	3.6%	0.504
327, Nonmetallic Mineral Products	1.3%	1.2%	0.394	2.9%	4.2%	0.535	11.8%	3.2%	0.863
337, Furniture and Related Products	5.4%	4.3%	0.400	7.4%	5.9%	0.384	5.7%	3.1%	0.508

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

<sup>206</sup> FPDS data show far more contractors than SAM data shows registrants in some industries, including:

- Fiber, Yarn, and Thread Mills (3131),
- Textile and Fabric Finishing and Fabric Coating Mills (3133), and
- Clay Product and Refractory Manufacturing (3271).

businesses exceed goaling levels in three or four of the five subsectors. Subclass procurement rates are most consistently high in Wood Product Manufacturing (321) and consistently lowest in Textile Mills (313).

SAM registration rates are consistently above all-industry averages for WOSBs and HUBZone businesses and around or a bit below average for the other subclasses. Participation ratios are low, except for VOSBs and WOSBs and HUBZone businesses in one or two sectors. The percentages of contractors that are subclass businesses are high for all subclasses except 8(a) businesses and in all industries except Textile Mills (313).

**Small-Business Size Standards.** Size standards are set at the anchor level (500 employees) for all of two subsectors<sup>207</sup> and for the majority of six-digit industries in the other three. Four industries have size standards of 1,000 employees.<sup>208</sup> The small-business procurement rate is very high in three of these industries and low in the other fourth.<sup>209</sup>

#### Other Manufacturing Subsectors With Consistently High Small-Business Procurement Rates

Data for other subsectors with high small-business procurement rates in all four-digit industries are summarized in Table F-11. These subsectors are generally similar to the manufacturing subsectors discussed above, but they are somewhat larger in some respects. They are a very minor part of procurement, however, collectively accounting for 4.1 percent of procurement in manufacturing<sup>210</sup> and 1.6 percent of total procurement.

**Small-Business Procurement.** Small-business participation in these industries also is extensive. Small-business SAM registration rates<sup>211</sup> are well above all-industry averages—over 80 percent in four subsectors and over 90 percent in two. Many participation ratios are high, but

<sup>207</sup> These industries are:

- Wood Product Manufacturing (321) and
- Furniture and Related Product Manufacturing (337).

<sup>208</sup> These industries are:

- Broadwoven Fabric Mills (313219),
- Textile and Fabric Finishing Mills (313310),
- Fabric Coating Mills (313320), and
- Rope, Cordage, Twine, Tire Cord, and Tire Fabric Mills (314994).

<sup>209</sup> Fabric Coating Mills (17.0 percent).

<sup>210</sup> Only Apparel Manufacturing (315) and Miscellaneous Manufacturing (339) account for more than 1.0 percent of manufacturing procurement.

<sup>211</sup> SAM registration rates for Manufacturing subsectors with high procurement rates are as follows:

Industry	Small	SDB	8(a)	VOSB	SDVOSB	WOSB	HUBZone
31-33, Manufacturing	79.1%	20.0%	3.3%	13.6%	6.4%	16.8%	2.7%
315, Apparel	86.4%	30.9%	4.0%	13.9%	7.4%	27.4%	7.6%
316, Leather and Allied Products	90.9%	27.2%	2.7%	15.3%	8.5%	26.1%	3.9%
323, Printing and Related Support Activities	90.9%	32.8%	2.2%	13.9%	6.4%	32.2%	1.7%
326, Plastics and Rubber Products	72.5%	16.5%	1.9%	11.5%	4.9%	16.8%	2.3%
335, Electrical Equipment, Appliance, and Components	77.4%	21.1%	3.9%	14.5%	7.4%	16.7%	2.6%
339, Miscellaneous Manufacturing	82.6%	19.6%	2.3%	14.4%	6.8%	18.2%	1.8%

Source: Microeconomic Applications, Inc., from System for Award Management data.

**Table F-11**  
**Small-Business Procurement Shares in Other Manufacturing Sub-Sectors With**  
**High Small-Business Procurement Rates in All Four-Digit Industries**

Sector	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
31-33, Manufacturing	\$197,552,121	53,633	\$23,036,883	11.7%	42,253	78.8%		0.978
315, Apparel	\$2,172,060	1,198	\$905,239	41.7%	957	79.9%		0.623
3151, Apparel Knitting Mills	\$19,825	55	\$13,748	69.3%	41	74.5%	#	#
3152, Cut and Sew Apparel	\$1,000,050	534	\$370,671	37.1%	401	75.1%	1,541	0.485
3159, Apparel Accessories and Other Apparel	\$1,152,185	823	\$520,820	45.2%	662	80.4%	624	0.586
316, Leather and Allied Products	\$135,725	363	\$53,206	39.2%	300	82.6%		0.478
3161, Leather and Hide Tanning & Finishing	\$709	12	\$687	96.9%	8	66.7%	70	0.057
3162, Footwear	\$109,523	144	\$34,028	31.1%	112	77.8%	202	0.624
3169, Other Leather and Allied Product	\$25,493	230	\$18,490	72.5%	193	83.9%	193	0.341
323, Printing and Related Support Activities	\$108,298	987	\$37,903	35.0%	688	69.7%	2,485	0.231
326, Plastics and Rubber Products	\$531,683	2,148	\$214,642	40.4%	1,787	83.2%		1.878
3261, Plastics Products	\$222,050	1,513	\$132,423	59.6%	1,294	85.5%	3,714	1.742
3262, Rubber Product	\$309,633	774	\$82,219	26.6%	607	78.4%	1,179	2.346
335, Electrical Equipment, Appliance, & Components	\$1,922,811	5,224	\$683,027	35.5%	3,844	73.6%		0.812
3351, Electric Lighting Equipment	\$84,472	877	\$61,617	72.9%	688	78.4%	1,685	0.514
3352, Household Appliances	\$21,316	260	\$11,058	51.9%	177	68.1%	280	0.305
3353, Electrical Equipment	\$731,421	2,103	\$238,897	32.7%	1,488	70.8%	2,722	0.934
3359, Other Electrical Equipment and Components	\$1,085,602	3,217	\$371,455	34.2%	2,368	73.6%	4,290	0.837
339, Miscellaneous Manufacturing	\$3,155,189	7,730	\$1,376,261	43.6%	6,087	78.7%		0.780
3391, Medical Equipment and Supplies	\$2,043,789	3,955	\$773,762	37.9%	3,047	77.0%	4,572	0.854
3399, Other Miscellaneous Manufacturing	\$1,111,400	4,090	\$602,499	54.2%	3,246	79.4%	6,006	0.680

\* Small-business procurement rate.

# Cannot be calculated because SAM data show five total registrants.

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

this is not consistent. Very high small-business registration rates may depress some rates, some low rates appear to be affected by very low procurement levels and/or numbers of contractors,<sup>212</sup> and there are also some data anomalies.<sup>213</sup> The small-business shares of contractors are above the all-industry average for all four-digit industries.

**Small-Business Subclasses.** Table F-12 summarizes procurement data for small-business subclasses. Procurement from WOSBs exceeds goaling levels in all six subsectors, and the rates exceed SDB goaling levels in five subsectors. For SDVOSBs and HUBZone businesses, goaling levels are exceeded in two sectors. VOSB procurement rates exceed all-industry averages in all subsectors; 8(a) procurement rates are mostly below average.

The percentages of SAM registrants are near the all-industry averages for all subclasses. They exceed average in three subsectors for SDBs and WOSBs and two subsectors for HUBZone businesses. Participation ratios are generally rather low except in Plastics and Rubber Products Manufacturing (326). The VOSB shares of contractors are above average in five subsectors, and shares of SDBs, SDVOSBs and HUBZone businesses are above average in three or four subsectors. Otherwise, subclass percentages of contractors tend to be around or somewhat below all-industry averages.

**Small-Business Size Standards.** Size standards are set at the anchor level (500 employees) for all of three subsectors,<sup>214</sup> and two other subsectors have higher standards in one or two six-digit industries. Seven six-digit industries have size standards of 1,000 employees, and four of these have low or very low small-business procurement rates.<sup>215</sup> High size standards are concentrated in Electrical Equipment, Appliance, and Component Manufacturing (335), where almost two-thirds of the six-digit industries have size standards of 750 or 1,000 employees.

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<sup>212</sup> Instances probably include:

- Leather and Hide Tanning and Finishing (3161) and
- Household Appliance Manufacturing (3352).

<sup>213</sup> SAM data show only five registrants in Apparel Knitting Mills (3151).

<sup>214</sup> These subsectors are:

- Apparel Manufacturing (315),
- Printing and Related Support Activities (323), and
- Miscellaneous Manufacturing (339).

<sup>215</sup> These industries are:

- Footwear Manufacturing (316210)—2.1 percent small-business procurement rate,
- Tire Manufacturing (except Retreading) (326211)—5.8 percent small-business procurement rate,
- Household Refrigerator and Home Freezer Manufacturing (335222),
- Household Laundry Equipment Manufacturing (335224),
- Motor and Generator Manufacturing (335312)—17.9 percent small-business procurement rate,
- Primary Battery Manufacturing (335912),
- Fiber Optic Cable Manufacturing (335921), and
- Other Communication and Energy Wire Manufacturing (335929)—12.8 percent small-business procurement rate.

**Table F-12  
Procurement Shares of Small-Business Subclasses in Other Manufacturing Subsectors With  
High Small-Business Procurement Rates in All Four-Digit Industries**

Industry	Total Dollars (\$1,000s)	Small-Business Share			Participation Ratio				
		Dollars (\$1,000s)	Percent of Dollars	Percent of Firms					
31-33, Manufacturing	\$197,552,121	\$23,036,883	11.7%	78.8%	0.978				
315, Apparel	2,172,060	\$905,239	41.7%	79.9%	0.623				
316, Leather and Allied Products	\$135,725	\$53,206	39.2%	82.6%	0.478				
323, Printing and Related Support Activities	\$108,298	\$37,903	35.0%	69.7%	0.231				
326, Plastics and Rubber Products	\$531,683	\$214,642	40.4%	83.2%	1.878				
335, Electrical Equipment, Appliance, & Components	\$1,922,811	\$683,027	35.5%	73.6%	0.812				
339, Miscellaneous Manufacturing	\$3,155,189	\$1,376,261	43.6%	78.7%	0.780				
Industry	SDB			VOSB			WOSB		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
31-33, Manufacturing	1.6%	7.2%	0.354	2.0%	9.3%	0.673	1.4%	11.5%	0.672
315, Apparel	7.2%	11.8%	0.257	5.1%	14.8%	0.716	5.1%	19.1%	0.470
316, Leather and Allied Products	3.7%	10.2%	0.197	5.9%	14.0%	0.484	5.6%	17.4%	0.349
323, Printing and Related Support Activities	5.5%	7.6%	0.070	5.2%	8.2%	0.178	10.2%	16.9%	0.158
326, Plastics and Rubber Products	-1.1%	8.0%	0.792	3.6%	11.8%	1.679	9.6%	17.2%	1.669
335, Electrical Equipment, Appliance, & Components	7.7%	9.7%	0.392	4.7%	10.9%	0.640	6.5%	14.1%	0.720
339, Miscellaneous Manufacturing	5.3%	6.7%	0.278	8.6%	11.0%	0.627	5.1%	13.6%	0.611
Industry	8(a)			SDVOSB			HUBZone		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
31-33, Manufacturing	0.6%	1.3%	0.376	0.6%	2.9%	0.438	0.7%	1.9%	0.695
315, Apparel	2.9%	1.8%	0.293	2.7%	5.2%	0.473	11.6%	5.7%	0.505
316, Leather and Allied Products	1.7%	1.7%	0.325	3.6%	4.1%	0.256	6.2%	3.6%	0.479
323, Printing and Related Support Activities	1.9%	0.9%	0.125	1.8%	2.9%	0.138	1.8%	1.4%	0.249
326, Plastics and Rubber Products	0.3%	0.4%	0.367	1.8%	3.5%	1.173	2.5%	2.4%	1.692
335, Electrical Equipment, Appliance, & Components	3.6%	1.3%	0.285	2.3%	4.2%	0.481	0.9%	2.3%	0.755
339, Miscellaneous Manufacturing	0.4%	0.4%	0.154	3.6%	3.6%	0.440	1.7%	1.6%	0.735

Source: Microeconomic Applications, Inc., from FPDS-NG data.

## Other Manufacturing Subsectors With High or Marginal Small-Business Procurement Rates

Data for the five other manufacturing subsectors<sup>216</sup> that have small-business procurement rates above the national goaling target are summarized in Table III-23. Collectively, these subsectors account for 10.8 percent of manufacturing procurement and 4.2 percent of all procurement, and three of them would rank around the median procurement level for all three-digit subsectors.

**Small-Business Procurement.** These subsectors all have one or two four-digit industries with rates in the low or very low range. Moreover, small-business procurement rates are not consistent within four-digit industries; some industries have very low rates that drag the industry rates down. Each subsector will be discussed separately.

**Table III-23**  
**Small-Business Procurement Shares in Other**  
**Manufacturing Sub-Sectors With High or Marginal Small-Business Procurement Rates**

Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
31-33, Manufacturing	\$197,552,121	53,633	\$23,036,883	11.7%	42,253	78.8%		0.978
311, Food	\$5,516,019	1,351	\$1,446,364	26.2%	833	61.7%		0.551
3111, Animal Food	\$108,941	87	\$7,889	7.2%	63	72.4%	134	0.588
3112, Grain and Oilseed Milling	\$724,474	89	\$229,143	31.6%	59	66.3%	129	0.564
3113, Sugar and Confectionery Product	\$92,275	52	\$21,078	22.8%	27	51.9%	38	0.199
3114, Fruit and Vegetable Preserving & Specialty Food	\$1,036,968	177	\$310,838	30.0%	122	68.9%	357	0.516
3115, Dairy Products	\$623,609	201	\$210,361	33.7%	121	60.2%	162	0.859
3116, Animal Slaughtering and processing	\$1,632,318	235	\$330,098	20.2%	157	66.8%	247	0.595
3117, Seafood Product Preparation and Packaging	\$86,083	43	\$35,899	41.7%	31	72.1%	#	#
3118, Bakeries and Tortillas	\$566,482	311	\$100,212	17.7%	120	38.6%	191	0.378
3119, Other Food	\$644,869	414	\$200,846	31.1%	297	71.7%	660	0.831
322, Paper	\$508,728	841	\$138,354	27.2%	663	78.8%		0.574
3221, Pulp, Paper, and Paperboard Mills	\$288,254	171	\$12,970	4.5%	119	69.6%	324	0.332
3222, Converted Paper Product	\$220,474	723	\$125,384	56.9%	575	79.5%	1,241	0.607

<sup>216</sup> These sub-sectors are:

- Food Manufacturing (311),
- Paper Manufacturing (322),
- Primary Metal Manufacturing (331),
- Fabricated Metal Product Manufacturing (332), and
- Machinery Manufacturing (333).

Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
331, Primary Metals	\$483,315	1,330	\$180,044	37.3%	1,060	79.7%		0.739
3311, Iron & Steel Mills and Ferroalloy	\$33,085	278	\$22,433	67.8%	234	84.2%	154	1.243
3312, Steel Products, from Purchased Steel	\$45,627	574	\$32,485	71.2%	478	83.3%	990	0.780
3313, Alumina & Aluminum	\$72,535	303	\$12,728	17.5%	234	77.2%	270	1.080
3314, Nonferrous Metal (except Aluminum)	\$320,366	392	\$107,306	33.5%	309	78.8%	337	0.718
3315, Foundries	\$11,702	144	\$5,091	43.5%	119	82.6%	338	0.718
332, Fabricated Metal Products	\$8,908,039	9,285	\$2,074,978	23.3%	7,651	82.4%		0.984
3321, Forging & Stamping	\$68,266	592	\$38,703	56.7%	472	79.7%	586	0.698
3322, Cutlery & Handtools	\$198,996	980	\$138,153	69.4%	764	78.0%	265	0.587
3323, Architectural and Structural Metals	\$947,519	1,874	\$262,788	27.7%	1,569	83.7%	5,433	0.528
3324, Boiler, Tank, and Shipping Containers	\$1,719,995	980	\$158,073	9.2%	768	78.4%	1,981	0.346
3325, Hardware	\$383,800	1,999	\$166,310	43.3%	1,560	78.0%	1,566	0.452
3326, Spring and Wire Products	\$43,322	802	\$34,732	80.2%	633	78.9%	989	0.413
3327, Machine Shops	\$300,776	2,058	\$160,100	53.2%	1,728	84.0%	5,342	0.968
3328, Coating, Engraving, Heat Treating, and Allied Activities	\$28,245	298	\$20,347	72.0%	260	87.2%	1,413	0.838
3329, Other Fabricated Metal Products	\$5,217,119	4,454	\$1,095,772	21.0%	3,599	80.8%	3,420	2.518
333, Machinery	\$5,995,739	10,250	\$1,621,792	27.0%	7,886	76.9%		1.174
3331, Agriculture, Construction, and Mining Machinery	\$828,131	971	\$120,690	14.6%	711	73.2%	1,342	0.416
3332, Industrial Machinery	\$392,010	972	\$137,539	35.1%	724	74.5%	222	0.671
3333, Commercial and Service Industry Machinery	\$2,520,695	2,723	\$469,427	18.6%	2,016	74.0%	2,157	0.658
3334, Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment	\$308,401	1,561	\$143,588	46.6%	1,171	75.0%	1,700	1.224
3335, Metalworking Machinery	\$183,914	937	\$142,345	77.4%	768	82.0%	1,995	1.264
3336, Engine, Turbine, and Power Transmission Equipment	\$834,908	1,687	\$188,518	22.6%	1,252	74.2%	1,309	1.203
3339, Other General Purpose Machinery	\$927,679	4,136	\$419,685	45.2%	3,212	77.7%	4,822	1.599

\* Small-business procurement rate.  
# Cannot be calculated because SAM data show five total registrants.  
Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

Food Manufacturing (311) has a subsector small-business procurement rate of 26.2 percent. Rates are fairly low rates in several industries. Animal Food Manufacturing (3111) has a very low rate, and rates are below the national goal in three other industries.<sup>217</sup> At the six-digit level, a number of industries have very low small-business procurement rates. In seven six-digit industries,<sup>218</sup> the collective small-business procurement rate is about 2.3 percent.

The small-business SAM registration rate at the subsector level<sup>219</sup> is about at the all-industry average, and it is at the subsector level or higher for the seven six-digit industries that were broken out. Participation ratios are generally low. In each of the six-digit industries examined, the participation ratio is lower than the ratio for the corresponding four-digit industry. With two exceptions,<sup>220</sup> the small-business shares of contractors in the four-digit industries are about at the all-industry average. In a majority of the identified six-digit industries, the shares of small businesses are substantially lower.

The anchor size standard (500 employees) is assigned to most (35 of 43) six-digit industries in Food Manufacturing. A 1,000-employee standard is assigned to the four industries.<sup>221</sup>

<sup>217</sup> These industries are:

- Sugar and Confectionery Product Manufacturing (3113),
- Animal Slaughtering and Processing (3116), and
- Bakeries and Tortilla Manufacturing (3118).

<sup>218</sup> Data for these industries:

Small-Business Procurement Shares in Selected Food Manufacturing Industries								
Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
311111, Dog and Cat Food	\$94,401	15	\$140	0.1%	7	46.7%	40	0.306
311230, Breakfast Cereal	\$102,860	17	\$5,271	5.1%	11	64.7%	48	0.344
311412, Frozen Specialty Food	\$134,042	40	\$1,879	1.4%	27	67.5%	121	0.481
311520, Ice Cream and Frozen Desserts	\$56,190	15	\$176	0.3%	5	33.3%	64	0.203
311615, Poultry Processing	\$551,333	54	\$10,316	1.9%	26	48.1%	100	0.269
311821, Cookie and Cracker	\$79,680	20	\$4,097	5.1%	10	50.0%	54	0.407
311919, Other Snack Food	\$78,779	50	\$3,168	4.0%	34	68.0%	111	0.345

\* Small-business procurement rate  
Source: Microeconomic Applications, Inc., from FPDS-NG data.

<sup>219</sup> SAM registration rates for Manufacturing subsectors with mixed procurement rates are as follows:

Industry	Small	SDB	8(a)	VOSB	SDVOSB	WOSB	HUBZone
31-33, Manufacturing	79.1%	20.0%	3.3%	13.6%	6.4%	16.8%	2.7%
311, Food	74.5%	24.1%	1.4%	10.4%	5.7%	16.3%	1.4%
322, Paper	86.7%	29.2%	2.8%	16.4%	8.9%	25.0%	3.3%
331, Primary Metals	84.2%	21.0%	2.5%	14.1%	5.1%	19.2%	3.3%
332, Fabricated Metal Products	82.6%	19.6%	3.2%	13.8%	5.7%	17.3%	3.5%
333, Machinery	74.0%	16.6%	2.2%	11.6%	5.0%	13.4%	1.9%

Source: Microeconomic Applications, Inc., from System for Award Management data.

<sup>220</sup> These exceptions with low small contractor shares are:

- Sugar and Confectionery Product Manufacturing (3113) and
- Paper Manufacturing (3118).

<sup>221</sup> These industries are:

- Soybean and Other Oilseed Processing (311224),

Paper Manufacturing (322) has a small-business procurement rate of 27.2 percent. A very high rate in Converted Paper Product Manufacturing (3222) is offset by a very low rate (4.5 percent) in Paper (except Newsprint) Mills (322121), which accounts for 99.4 percent of procurement in Pulp, Paper, and Paperboard Mills (3221).

The small-business SAM registration rates are well above the all-industry average. Participation ratios are low—especially in Paper (except Newsprint) Mills (322121). The small-business shares of contractors are above average in both four-digit industries.

Six industries in Paper Manufacturing have size standards of 750 employees. Four of these cover all of Pulp, Paper, and Paperboard Mills (3221).

Primary Metal Manufacturing (331) has a small-business procurement rate of 37.3 percent. High rates in most industries in the subsector are pulled down by a low rate (17.5 percent) in Alumina and Aluminum Production and Processing (3313). Two six-digit industries, which together account for 33.2 percent of procurement in the subsector,<sup>222</sup> have very low rates.

SAM registration rates are well above average. Participation ratios are high. The percentages of contractors that are small are also above average.

In Primary Metal Manufacturing, the anchor standard is assigned to Foundries (3315), and standards of 750 or 1,000 employees are assigned to the other four-digit industries. Aluminum Sheet, Plate, and Foil Manufacturing (331315) has a standard of 750 employees. Seven six-digit industries have a size standard of 1,000.<sup>223</sup>

- Fats and Oils Refining and Blending (311225),
- Breakfast Cereal Manufacturing (311230), and
- Specialty Canning (311422).

<sup>222</sup> Data for these industries:

Small-Business Procurement Shares in Selected Primary Metal Manufacturing Industries								
Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
331315, Aluminum Sheet, Plate, and Foil	\$62,343	144	\$4,489	7.2%	87	76.3%	249	1.022
331421, Copper Rolling, Drawing, and Extruding	\$97,993	86	\$1,488	1.5%	65	75.6%	#	#

\* Small-business procurement rate  
 # Cannot be calculated because SAM data show two registrants.  
 Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

<sup>223</sup> These industries are:

- Iron and Steel Mills and Ferroalloy Manufacturing (331110),
- Iron and Steel Pipe and Tube Manufacturing from Purchased Steel (331210),
- Rolled Steel Shape Manufacturing (331221),
- Steel Wire Drawing (331222),
- Alumina Refining and Primary Aluminum Production (331313), and
- Nonferrous Metal (except Aluminum) Smelting and Refining (331410), and
- Copper Rolling, Drawing, Extruding, and Alloying (331420).

Fabricated Metal Product Manufacturing (332) has a small-business procurement rate of 23.3 percent. Six of the nine four-digit industries have high small-business procurement rates, but the rate in the other three—and in the subsector as a whole—is pulled down by low or very low rates in five six-digit industries<sup>224</sup> that collectively account for 62.8 percent of the \$8.9 billion in procurement from the subsector.

SAM small-business registration rates are quite high for the four-digit industries and most of the five six-digit industries singled out—except for the ammunition industries. Participation ratios are generally high at the subsector and four-digit levels but quite low for the five six-digit industries. The percentages of contractors that are small are high at all industry levels except for Ammunition (except Small Arms) Manufacturing (332993).

Most (27 of 34) six-digit industries in Fabricated Metal Product Manufacturing (including three of the industries with very low small-business procurement rates noted above) have the anchor size standard. Four industries have a size standard of 1,000 or 1,500, and two of these have low or very low small-business procurement rates.<sup>225</sup>

<sup>224</sup> Data for these industries:

Small-Business Procurement Shares in Selected Fabricated Metal Product Manufacturing								
Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
332313, Plate Work	\$571,835	201	\$24,149	4.2%	169	84.1%	1,458	0.351
332410, Power Boiler and Heat Exchanger	\$1,248,727	194	\$10,102	0.8%	145	74.7%	388	0.419
332420, Metal Tank (Heavy Gauge)	\$273,763	298	\$25,228	9.2%	238	79.9%	948	0.349
332992, Small Arms Ammunition	\$729,088	154	\$14,849	2.0%	104	67.5%	379	0.368
332993, Ammunition (except Small Arms)	\$2,770,220	202	\$345,491	12.5%	118	58.4%	269	0.449

\* Small-business procurement rate  
Source: Microeconomic Applications, Inc., from FPDS–NG and System for Award Management data.

<sup>225</sup> The size standard is 1,000 for

- Metal Can Manufacturing (332431),
- Small Arms Ammunition Manufacturing (332992)—12.5 percent small-business procurement rate, and
- Small Arms, Ordnance, and Ordnance Accessories Manufacturing (332994)

It is 1,500 for Ammunition (except Small Arms) Manufacturing (332993)—12.5 percent small-business procurement rate.

Machinery Manufacturing (333) has a small-business procurement rate of 27.0 percent. A majority of the four-digit industries have high or very high rates, as do most of the six-digit industries. Seven significant six-digit industries,<sup>226</sup> which account for 43.8 percent of the \$6 billion in procurement from the subsector, have low or very low rates that contribute to relatively low rates in some four-digit industries.

The small-business SAM registration rates are about at the all-industry level for the subsector and four-digit industries, and they are a bit higher for the six-digit industries that were singled out (where they could be computed). The participation ratios are average or well above for most four-digit industries,<sup>227</sup> but they are low for the six-digit industries that were singled out. The small-business shares of contractors are at or above the all-industry average at the four-digit industry level and for the selected six-digit industries except Ammunition (except Small Arms) Manufacturing (332993).

Most (33 of 40) industries in Machinery Manufacturing are assigned the anchor size standard. The other seven industries have higher standards, including three with standards of 1,000 employees.<sup>228</sup>

**Small-Business Subclasses.** Data on procurement in these subsectors from small business subclasses are summarized in Table F-14. Procurement rates are below goaling levels for all subsectors and subclasses except WOSBs in Paper Manufacturing (322). Except for WOSBs generally and SDBs and VOSBs in Paper Manufacturing, subclass procurement rates also are about half the goaling levels or all-industry averages—or less.

<sup>226</sup> Data for these industries:

Small-Business Procurement Shares in Selected Machinery Manufacturing Industries								
Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
333120, Construction Machinery	\$769,588	493	\$101,306	13.2%	355	72.0%	1078	0.483
333293, Printing Machinery and Equipment	\$135,263	166	\$6,537	4.8%	106	63.9%	#	#
333313, Office Machinery	\$322,433	306	\$10,423	3.2%	206	67.3%	#	#
333314, Optical Instrument and Lens	\$753,505	792	\$120,074	15.9%	578	73.0%	1,140	0.611
333315, Photographic and Photocopying Equipment	\$124,876	404	\$23,123	18.5%	293	72.5%	#	#
333611, Turbine and Turbine Generator Set Units	\$173,468	286	\$31,719	18.3%	186	65.0%	401	0.520
333612, Speed Changer, Industrial High-Speed Drive, and Gears	\$349,950	462	\$20,937	6.0%	329	71.2%	257	0.578

\* Small-business procurement rate  
# Cannot be calculated because SAM data show fewer than five registrants.  
Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

<sup>227</sup> Agriculture, Construction, and Mining Machinery Manufacturing (3331) is the exception.

<sup>228</sup> These industries are:

- Photographic and Photocopying Equipment Manufacturing (333316),
- Other Commercial and Service Industry Machinery Manufacturing (333318), and
- Other Engine Equipment Manufacturing (333618).

SAM registration rates are less than the all-industry averages for all subclasses in all subsectors except Paper Manufacturing (322). Participation ratios are low to very low, except for VOSBs, WOSBs, and HUBZone businesses in Fabricated Metal Product Manufacturing (332) and Machinery Manufacturing (333). Subclass participation ratios are consistently lower than the corresponding rates for small businesses as a whole. The subclass shares of contractors are below—usually well below—all-industry averages, except for VOSBs in most sectors and for SDVOSBs and HUBZone businesses in Paper Manufacturing (322).

**Table F-14  
Procurement Shares of Small-Business Subclasses in Other  
Manufacturing Subsectors With High or Marginal Small-Business Procurement Rates**

Industry	Total Dollars (\$1,000s)	Small-Business Share			Participation Ratio				
		Dollars (\$1,000s)	Percent of Dollars	Percent of Firms					
31-33, Manufacturing	\$197,552,121	\$23,036,883	11.7%	78.8%	0.978				
311, Food	\$5,516,019	\$1,446,364	26.2%	61.7%	0.551				
322, Paper	\$508,728	\$138,354	27.2%	78.8%	0.574				
331, Primary Metals	\$483,315	\$180,044	37.3%	79.7%	0.739				
332, Fabricated Metal Products	\$8,908,039	\$2,074,978	23.3%	82.4%	0.984				
333, Machinery	\$5,995,739	\$1,621,792	27.0%	76.9%	1.174				
Industry	SDB			VOSB			WOSB		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
31-33, Manufacturing	1.6%	7.2%	0.354	2.0%	9.3%	0.673	1.4%	11.5%	0.672
311, Food	1.1%	3.8%	0.106	1.5%	4.4%	0.284	2.5%	10.0%	0.407
322, Paper	4.0%	9.8%	0.211	9.0%	12.8%	0.492	5.2%	18.3%	0.461
331, Primary Metals	2.8%	8.9%	0.332	2.1%	9.5%	0.524	4.7%	14.9%	0.605
332, Fabricated Metal Products	2.7%	8.7%	0.438	2.8%	12.2%	0.869	3.9%	14.6%	0.833
333, Machinery	3.0%	7.1%	0.482	3.8%	10.0%	0.975	3.2%	11.4%	0.959
Industry	8(a)			SDVOSB			HUBZone		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
31-33, Manufacturing	0.6%	1.3%	0.376	0.6%	2.9%	0.438	0.7%	1.9%	0.695
311, Food	0.2%	0.4%	0.176	0.7%	1.3%	0.155	1.0%	1.1%	0.544
322, Paper	0.4%	0.5%	0.108	0.4%	5.2%	0.370	1.5%	3.0%	0.564
331, Primary Metals	0.0%	0.4%	0.117	0.8%	2.6%	0.393	0.7%	2.5%	0.579
332, Fabricated Metal Products	1.2%	1.2%	0.355	0.8%	3.4%	0.599	0.7%	2.9%	0.819
333, Machinery	0.8%	0.8%	0.423	1.5%	2.8%	0.620	1.2%	1.7%	0.968

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

## Manufacturing Subsectors With Low Overall Small-Business Procurement Rates

The remaining five manufacturing subsectors, which have low or very low small-business procurement rates, make up most of the sector. The three subsectors with low small-business procurement rates<sup>229</sup> account for 23.7 percent of procurement from manufacturing and 9.2 percent of all procurement. The two subsectors with very low small-business procurement rates<sup>230</sup> account for 60.3 percent of procurement from Manufacturing and 23.4 percent of all procurement. Data for these subsectors are provided in Table F-15.

**Small-Business Procurement.** In all of these subsectors, half or more of the four-digit industries have procurement rates below the national goal. Subsectors with very low small-business procurement rates have two or three dominant industries with very low rates.

Beverage and Tobacco Product Manufacturing (312) is a very minor subsector (0.19 percent of procurement in manufacturing) with a low (19.7 percent) small-business procurement rate that reflects quite disparate industries. In Soft Drink and Ice Manufacturing (31211) the rate (25.5 percent) is above the national goaling level. In Tobacco Manufacturing (3122), the small-business procurement rate is 0.2 percent, with one large manufacturer providing almost all of the \$83-million procurement.

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<sup>229</sup> These subsectors are:

- Beverage and Tobacco Product Manufacturing (312),
- Petroleum and Coal Products Manufacturing (324), and
- Computer and Electronic Product Manufacturing (334).

<sup>230</sup> These subsectors are:

- Chemical Manufacturing (325) and
- Transportation Equipment Manufacturing (3326).

**Table F-15**  
**Small-Business Procurement Shares in**  
**Manufacturing Subsectors With Low or Very Low Small-Business Procurement Rates**

Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
31-33, Manufacturing	\$197,552,121	53,633	\$23,036,883	11.7%	42,253	78.8%		0.978
312, Beverage & Tobacco Products	\$367,410	546	\$72,561	19.7%	299	54.8%		0.276
3121, Beverages	\$284,321	545	\$72,377	25.5%	298	54.7%	281	0.275
3122, Tobacco Products	\$83,089	2	\$185	0.2%	1	50.0%	#	#
324, Petroleum & Coal Products	\$18,345,882	774	\$2,734,951	14.9%	517	66.8%	897	0.525
Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
325, Chemicals	\$8,554,538	3,751	\$523,929	6.1%	2,629	70.1%		1.192
3251, Basic Chemical	\$311,836	790	\$49,741	16.0%	520	65.8%	770	0.863
3252, Resin, Synthetic Rubber, and Artificial Synthetic Fibers and Filaments	\$35,441	296	\$13,035	36.8%	229	77.4%	545	0.815
3253, Pesticide, Fertilizer, and Other Agricultural Chemicals	\$8,459	168	\$6,068	71.7%	122	72.6%	312	0.451
3254, Pharmaceutical and Medicine	\$6,906,382	1,022	\$220,853	3.2%	571	55.9%	1,184	0.405
3255, Paint, Coating, and Adhesives	\$95,932	589	\$50,150	52.3%	472	80.1%	829	9.003
3256, Soap, Cleaning Compound, and Toilet Preparation	\$481,422	379	\$21,074	4.4%	290	76.5%	859	0.459
3259, Other Chemical Products and Preparations	\$715,066	1,041	\$163,009	22.8%	786	75.5%	1,693	0.493
334, Computer and Electronic Products	\$28,035,266	14,140	\$5,020,599	17.9%	10,634	75.2%		0.776
3341, Computers and Peripheral Equipment	\$3,720,067	2,706	\$1,481,625	39.8%	2,002	74.0%	3,312	0.438
3342, Communications Equipment	\$8,402,204	3,585	\$1,494,324	17.8%	2,574	71.8%	5,321	0.609
3343, Audio and Video Equipment	\$121,087	944	\$85,965	71.0%	758	80.3%	1,614	0.361
3344, Semiconductors & Other Electronic Component	\$2,556,345	3,556	\$368,272	14.4%	2,542	71.5%	5,350	0.703
3345, Navigational, Measuring, Electromedical, and Control Instruments	\$13,160,142	7,386	\$1,568,526	11.9%	5,336	72.2%	9,453	0.839
3346, Magnetic & Optical Media	\$75,421	563	\$21,888	29.0%	375	66.6%	536	0.287

336, Transportation Equipment	\$110,638,535	7,825	\$4,791,038	4.3%	5,960	76.2%		0.977
3361, Motor Vehicles	\$1,542,322	336	\$210,694	13.7%	220	65.5%	659	0.625
3362, Motor Vehicle Body and Trailers	\$1,346,084	751	\$261,740	19.4%	609	81.1%	1,249	0.515
3363, Motor Vehicle Parts	\$634,407	1,533	\$231,224	36.4%	1,190	77.6%	1,153	1.381
3364, Aerospace Products and Parts	\$82,897,347	4,192	\$2,251,270	2.7%	3,100	74.0%	4,399	0.954
3365, Railroad Rolling Stock	\$13,259	40	\$13,097	98.8%	29	72.5%	118	4.759
3366, Ship and Boat Building	\$17,454,729	1,745	\$1,452,541	8.3%	1,306	74.8%	1,408	0.647
3369, Other Transportation Equipment	\$6,750,387	930	\$370,474	5.5%	741	79.7%	2,049	1.052
* Small-business procurement rate # Cannot be calculated because SAM data show no registrants. Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.								

The small-business SAM registration rate<sup>231</sup> is high, but the registration is all in Beverage Manufacturing (3121). The participation ratio in Beverage Manufacturing is very low, and it cannot be calculated for Tobacco Manufacturing (3122).<sup>232</sup> The small-business share of contractors is low.<sup>233</sup>

SBA size standards are 1,000 employees for Tobacco Manufacturing (312230), 750 employees for Distilleries (312140), and at the anchor level elsewhere.

Petroleum and Coal Products Manufacturing (324) is the third-largest procurement subsector in the manufacturing sector. It has a low small-business procurement rate (14.9 percent). This outcome is determined entirely by 14.9 percent rate in Petroleum Refineries (324110), which accounts for 99.7 percent of procurement in the subsector and 9.3 percent of procurement from manufacturing.

The percentage of small businesses registered in SAM is high. The participation ratio is below average, but not extremely low. The small-business share of contractor is about average.<sup>234</sup>

<sup>231</sup> SAM registration rates for Manufacturing subsectors with low procurement rates are as follows:

Industry	Small	SDB	8(a)	VOSB	SDVOSB	WOSB	HUBZone
31-33, Manufacturing	79.1%	20.0%	3.3%	13.6%	6.4%	16.8%	2.7%
312, Beverage & Tobacco Products	81.4%	19.7%	3.8%	10.7%	2.9%	20.3%	4.1%
324, Petroleum & Coal Products	79.3%	24.9%	5.0%	14.0%	7.4%	16.2%	4.9%
325, Chemicals	66.3%	16.5%	1.9%	11.1%	5.7%	14.0%	1.5%
334, Computer and Electronic Products	79.6%	20.1%	4.5%	14.1%	6.9%	14.7%	2.2%
336, Transportation Equipment	76.6%	16.8%	3.0%	13.9%	6.4%	13.7%	2.6%

Source: Microeconomic Applications, Inc., from System for Award Management data.

<sup>232</sup> SAM data show no small registrants..

<sup>233</sup> The 50 percent in Tobacco Manufacturing represents one small business.

<sup>234</sup> Paint, Coating, and Adhesive Manufacturing (3255) is an exception that stands out. The SAM registration rate is extremely low (30.9 percent), but the small-business share of contractors (80.1 percent) is quite high. With so low a SAM registration rate, the participation ratio is extremely high.

The SBA has assigned the highest available size standard (1,500 employees) to Petroleum Refineries (324110), a standard of 750 employees to Asphalt Shingle and Coating Materials Manufacturing (324122), and anchor-level standards to the rest of the subsector.

Chemical Manufacturing (325) is the fifth-largest manufacturing subsector, accounting for 4.3 percent of manufacturing procurement. Pharmaceutical and Medicine Manufacturing (3254) accounts for 80.7 percent of procurement in the subsector.

The small-business procurement rate is 6.1 percent. While the rates are high in some industries with relatively low procurement,<sup>235</sup> rates are very low in Pharmaceutical and Medicine Manufacturing (3254), and Soap, Cleaning Compound, and Toilet Preparation Manufacturing (3256). These low rates are the result of very low rates in three six-digit industries,<sup>236</sup> which collectively account for 80.5 percent of procurement in the subsector.

The small-business SAM registration rates are about or above all-industry averages in most industries.<sup>237</sup> Participation ratios are low in the majority of four-digit industries, including those with very low small-business procurement rates.<sup>238</sup> Small-business shares of contractors are about or above average in most four-digit industries,<sup>239</sup> but much lower in some six-digit industries.<sup>240</sup>

<sup>235</sup> At the four-digit level, these industries are:

- Resin, Synthetic Rubber, and Artificial Synthetic Fibers and Filaments Manufacturing (3252),
- Pesticide, Fertilizer, and Other Agricultural Chemical Manufacturing (3253), and
- Paint, Coating, and Adhesive Manufacturing (3255).

<sup>236</sup> Data for these industries:

Small-Business Procurement Shares in Selected Chemical Manufacturing Industries								
Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
325412, Pharmaceutical Preparation	\$4,474,759	537	\$59,452	1.3%	271	50.5%	592	0.544
325414, Biological Products (except Diagnostic)	\$2,002,373	255	\$89,685	4.5%	148	58.0%	349	1.293
325611, Soap and Other Detergents	\$405,314	191	\$7,948	2.0%	146	76.4%	503	0.522

\* Small-business procurement rate  
 Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

<sup>237</sup> Paint, Coating, and Adhesive Manufacturing (3255) is an exception that stands out. The SAM registration rate is extremely low (30.9 percent), and the small-business share of contractors (80.1 percent) is quite high. With so low a SAM registration rate, the participation ratio is extremely high. All Other Basic Inorganic Chemical Manufacturing (325188), which lists nine total SAM registrants, is another data anomaly.

<sup>238</sup> Industries with low participation ratios include:

- Pesticide, Fertilizer, and Other Agricultural Chemical Manufacturing (3253),
- Pharmaceutical and Medicine Manufacturing (3254),
- Soap, Cleaning Compound, and Toilet Preparation Manufacturing (3256), and
- Other Chemical Product and Preparation Manufacturing (3259).

Participation ratios are also low in two of the three six-digit industries that were singled out.

<sup>239</sup> Pharmaceutical and Medicine Manufacturing (3254) is an exception.

<sup>240</sup> This includes two of the three six-digit industries that were singled out. Toilet Preparation Manufacturing (325620), in which 38.5 percent of contractors are small, is another example.

The SBA has assigned anchor-level size standards to about half of six-digit chemical manufacturing industries. A size standard of 1,000 covers almost all of Basic Chemical Manufacturing (3251)<sup>241</sup> and most of Resin, Synthetic Rubber, and Artificial Synthetic Fibers and Filaments Manufacturing (3252),<sup>242</sup> and Nitrogenous Fertilizer Manufacturing (325311).<sup>243</sup> Half-a-dozen six-digit industries have standards of 750 employees.<sup>244</sup>

Computer and Electronic Product Manufacturing (334) is the second-largest procurement subsector, accounting for 14.2 percent of all manufacturing procurement. The low procurement rate (17.9 percent) reflects a mixture of high rates in three four-digit industries<sup>245</sup> and low rates in the other three.<sup>246</sup> The latter three account for 86.0 percent of procurement in the subsector. Most of the 32 six-digit industries have high or very high small-business procurement rates; only six<sup>247</sup> have low or very low rates. Three of these six account for over half of the procurement in a four-digit industry, however, and collectively the six account for 63.4 percent of procurement in the subsector.

<sup>241</sup> Cyclic Crude, Intermediate, and Gum and Wood Chemical Manufacturing (325194, with a standard of 750 employees, is the exception.

<sup>242</sup> The industries with a 1,000-employee standard are:

- Synthetic Rubber Manufacturing (325212),
- Artificial and Synthetic Fibers and Filaments Manufacturing (325220), and
- Nitrogenous Fertilizer Manufacturing (325311).

<sup>243</sup> All but two of these industries have high or very high small-business procurement rates. The exceptions are:

- All Other Basic Inorganic Chemical Manufacturing (325199)—9.1 percent; and
- Artificial and Synthetic Fibers and Filaments Manufacturing (32522)—16.4 percent.

<sup>244</sup> These industries include:

- Gum and Wood Chemical Manufacturing (325191),
- Cyclic Crude and Intermediate Manufacturing (325192),
- Plastics Material and Resin Manufacturing (325211),
- Medicinal and Botanical Manufacturing (325411),
- Pharmaceutical Preparation Manufacturing (325412),
- Soap and Other Detergent Manufacturing (325611),
- Polish and Other Sanitation Good Manufacturing (325612),
- Surface Active Agent Manufacturing (325613), and
- Explosives Manufacturing (325920).

<sup>245</sup> These industries are:

- Computer and Peripheral Equipment Manufacturing (3341)—39.8 percent;
- Communications Equipment Manufacturing(3343)—71.0 percent; and
- Manufacturing and Reproducing Magnetic and Optical Media (3346)—29.0 percent.

<sup>246</sup> These industries are:

- Communications Equipment Manufacturing (3342)—17.8 percent;
- Semiconductor and Other Electronic Component Manufacturing (3344)—14.4 percent; and
- Navigational, Measuring, Electromedical, and Control Instruments Manufacturing (3345)—11.5 percent.

<sup>247</sup> Data for these industries:

Small-Business Procurement Shares in Selected Computer and Electronic Product Manufacturing Industries								
Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		

SAM registration rates are generally slightly above average—including the six-digit industries singled out. Most participation ratios are below all-industry averages—in some cases<sup>248</sup> far below average. The small-business shares of contractors are a little above average at the four-digit level and centered around average for the six-digit industries singled out.

The SBA has assigned anchor-level size standards to a majority of six-digit industries in the subsector. Parts of four four-digit industries have standards of 750 or 1,000 employees<sup>249</sup>

Transportation Equipment Manufacturing (336) is the largest manufacturing procurement subsector, accounting for \$110.6 billion in procurement, which is 56.0 percent of manufacturing procurement and 21.7 percent of all procurement. Aerospace Product and Parts Manufacturing (3364) is the dominant industry. It accounts for three-quarters (74.9 percent) of procurement in

334220, Radio and Television Broadcasting and Wireless Communications Equipment	\$5,315,330	2038	\$788,116	14.8%	1,416	69.5%	2,991	0.642
334411, Electron Tubes	\$100,068	162	\$7,305	7.3%	102	63.0%	2,938	0.454
334419, Other Electronic Components	\$1,789,549	2023	\$167,203	9.3%	1,403	69.4%	2,412	0.672
334510, Electromedical and Electrotherapeutic Apparatus	\$573,430	787	\$70,377	12.3%	507	64.4%	1,077	0.346
Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
334511, Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instruments	\$9,881,174	1794	\$504,990	5.1%	1,105	61.6%	2,119	0.932
334514, Totalizing Fluid Meter and Counting Devices	\$119,109	339	\$14,459	12.1%	267	78.8%	389	2.450
* Small-business procurement rate								
Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.								

<sup>248</sup> These industries include:

- Computer and Peripheral Equipment Manufacturing (3341),
- Audio and Video Equipment Manufacturing (3343), and
- Manufacturing and Reproducing Magnetic and Optical Media (3346).

<sup>249</sup> A standard of 1,000 employees applies to

- Electronic Computer Manufacturing (334111)
- Computer Storage Device Manufacturing (334112)
- Computer Terminal and Other Computer Peripheral Equipment Manufacturing (334118)
- Telephone Apparatus Manufacturing (334210)
- Blank Magnetic and Optical Recording Media Manufacturing (334613)

A standard of 750 employees applies to

- Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing (33422)
- Other Communications Equipment Manufacturing (33429)
- Audio and Video Equipment Manufacturing (334310)
- Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing (334511)
- Software Reproducing (334611)
- Prerecorded Compact Disc (except Software), Tape, and Record Reproducing (334612)

the subsector, 42.0 percent of Manufacturing procurement, and 16.3 percent of all federal procurement.

Transportation Equipment Manufacturing has the lowest small-business procurement rate (4.3 percent) of any manufacturing subsector. This result occurs throughout the subsector. Of seven four-digit industries, two have low rates, three have very low rates, and the other two account for only 5.9 percent of procurement from the subsector.

Ten of 70 six-digit industries<sup>250</sup> have very low small-business procurement rates. These 10 industries include every six-digit industry with more than \$1 billion in procurement and account for 97.3 percent of all procurement from the subsector. Aerospace Product and Parts Manufacturing (3364) stands out. All six of its six-digit industries are among these 10 industries, and the industry itself has a small-business procurement rate of 2.7 percent.

The percentages of SAM registrants that are small are about average for the subsector and about or above average for all but one of the four-digit industries and for most of the six-digit industries that were singled out.<sup>251</sup> Participation ratios are average to high in the subsector as a whole, in most four-digit industries, and in most of the six-digit industries that were singled out.<sup>252</sup> The percentages of contractors that are small are about or above average in industries at all levels, except for two of the six-digit industries, which have quite low percentages.<sup>253</sup>

<sup>250</sup> Data for these industries:

Small-Business Procurement Shares in Selected Transportation Equipment Manufacturing Industries								
Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
336111. Automobiles	\$1,043,114	86	\$14,488	1.4%	41	47.7%	165	0.552
336213. Motor Homes	\$5,029	15	\$291	5.8%	10	66.7%	65	0.462
336411. Aircrafts	\$47,681,657	900	\$886,506	1.9%	622	69.1%	1,247	0.697
336412. Aircraft Engine and Engine Parts	\$5,421,307	878	\$143,000	2.6%	606	69.0%	1,309	0.650
336413. Other Aircraft Parts and Auxiliary Equipment	\$13,745,964	3389	\$1,150,347	8.4%	2,586	76.3%	3221	0.983
336414f Guided Missile and Space Vehicles	\$12,984,835	105	\$18,346	0.1%	25	23.8%	397	0.209
336415. Guided Missile and Space Vehicle Propulsion Unit & Propulsion Unit Parts	\$977,014	174	\$3,981	0.4%	117	67.2%	449	0.690
336419. Other Guided Missile & Space Vehicle Parts & Auxiliary Equipment	\$2,086,568	322	\$49,092	2.4%	211	65.5%	908	0.693
336611. Ship Building and Repairing	\$17,145,750	1578	\$1,271,222	7.4%	1,156	73.3%	1,188	0.552
336992. Military Armored Vehicle, Tank, and Tank Components	\$6,531,605	665	\$228,727	3.5%	528	79.4%	1,400	1.197

\* Small-business procurement rate  
Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

<sup>251</sup> SAM registration rates are lower in:

- Automobile Manufacturing (336111) and
- Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts (336414).

<sup>252</sup> Participation ratios are relatively low in:

- Motor Vehicle Body and Trailer Manufacturing (3362),

The size standard is 1,500 employees for Aircraft Manufacturing (336111) and 1,000 employees for 13 industries.<sup>254</sup> Two of these industries have low small-business procurement rates,<sup>255</sup> and ten (discussed above) have very low rates. Industries with size standards of 750 employees are all in Motor Vehicle Parts Manufacturing (3363), and their procurement rates are generally high. Almost all industries with anchor-size standards also have high (or at least intermediate) small-business procurement rates.

**Small-Business Subclasses.** Table F-16 summarizes data on procurement from small business subclasses. Procurement rates are low—less than 1 percent for most or all of the subclasses in every subsector. As with small businesses overall, procurement rates for Chemical Manufacturing (325) and Transportation Equipment Manufacturing (336) are among the lowest in this group of subsectors. Most subclass procurement rates are below all-industry levels.<sup>256</sup> As a percentage of the goaling levels (where there are goals), the subclass procurement rates are relatively low—a smaller percentage of the goaling levels than small-business procurement rates in almost all subsectors.<sup>257</sup>

SAM registration rates for the sub-classes are consistently lower than all-industry averages, unlike small-business registration rates, which are above average. Participation ratios for the subclasses are generally low, and they are consistently below the small-business participation ratios even when they are high.<sup>258</sup> In almost all subsectors, subclass shares of contractors are below the all-industry averages,<sup>259</sup> and (as with small businesses overall) they are lower in Beverage and Tobacco Product Manufacturing (312) and Petroleum and Coal Products Manufacturing (324) than in other subsectors.

- 
- Automobile Manufacturing (336111),
  - Motor Home Manufacturing (336213), and
  - Guided Missile and Space Vehicle Manufacturing (336414).

The very high participation ratio in Railroad Rolling Stock Manufacturing (3365) is due in part to the very low rate (35 percent) of SAM registrants that are small.

<sup>253</sup> These industries are:

- Automobile Manufacturing (336111)—47.7 percent; and
- Guided Missile and Space Vehicle Manufacturing (336414)—23.8 percent.

<sup>254</sup> In addition to the remaining nine of the six-digit industries singled out above, these industries include:

- Light Truck and Utility Vehicle Manufacturing (336112),
- Heavy Duty Truck Manufacturing (336120),
- Motor Vehicle Body Manufacturing (336211), and
- Railroad Rolling Stock Manufacturing (336510).

<sup>255</sup> These industries are:

- Heavy Duty Truck Manufacturing (15.0 percent) and
- Motor Vehicle Body Manufacturing (19.9 percent).

<sup>256</sup> The procurement rate for VOSBs in Petroleum and Coal Products Manufacturing (324) is the only exception.

<sup>257</sup> The procurement rate for SDBs in Computer and Electronic Product Manufacturing (334) is the lone exception.

<sup>258</sup> The HUBZone participation ratio for Transportation Equipment Manufacturing (336) is the sole exception.

<sup>259</sup> HUBZone businesses and SDBs in Transportation Equipment Manufacturing (336) are the only exceptions.

**Table F-16  
Procurement Shares of Small-Business Subclasses in  
Manufacturing Subsectors With Low or Very Low Small-Business Procurement Rates**

Industry	Total Dollars (\$1,000s)	Small-Business Share			Participation Ratio				
		Dollars (\$1,000s)	Percent of Dollars	Percent of Firms					
31-33, Manufacturing	\$197,552,121	\$23,036,883	11.7%	78.8%	0.978				
312, Beverage & Tobacco Products	\$367,410	\$72,561	19.7%	54.8%	0.276				
324, Petroleum & Coal Products	\$18,345,882	\$2,734,951	14.9%	66.8%	0.525				
325, Chemical	\$8,554,538	\$523,929	6.1%	70.1%	1.192				
334, Computer & Electronic Products	\$28,035,266	\$5,020,599	17.9%	75.2%	0.776				
336, Transportation Equipment	\$110,638,535	\$4,791,038	4.3%	76.2%	0.977				
Industry	SDB			VOSB			WOSB		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
31-33, Manufacturing	1.6%	7.2%	0.354	2.0%	9.3%	0.673	1.4%	11.5%	0.672
312, Beverage & Tobacco Products	0.5%	3.5%	0.072	1.0%	4.6%	0.175	1.9%	5.3%	0.107
324, Petroleum & Coal Products	0.3%	5.3%	0.132	7.0%	7.0%	0.311	0.3%	7.9%	0.304
325, Chemical	0.6%	6.9%	0.474	0.7%	9.5%	0.960	0.7%	10.9%	0.879
334, Computer & Electronic Products	4.0%	8.6%	0.353	2.4%	9.5%	0.553	2.8%	11.6%	0.647
336, Transportation Equipment	0.6%	8.3%	0.489	0.5%	11.0%	0.775	0.4%	12.6%	0.908
Industry	8(a)			SDVOSB			HUBZone		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
31-33, Manufacturing	0.6%	1.3%	0.376	0.6%	2.9%	0.438	0.7%	1.9%	0.695
312, Beverage & Tobacco Products	0.0%	0.0%	0.000	0.7%	2.0%	0.285	0.2%	1.6%	0.167
324, Petroleum & Coal Products	0.2%	0.4%	0.049	0.0%	2.3%	0.195	0.1%	2.1%	0.265
325, Chemical	0.1%	0.5%	0.276	0.4%	3.7%	0.725	0.3%	1.7%	1.267
334, Computer & Electronic Products	1.4%	1.7%	0.318	1.5%	3.2%	0.379	0.6%	1.5%	0.560
336, Transportation Equipment	0.2%	1.4%	0.454	0.2%	3.1%	0.475	0.3%	3.1%	1.166

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

## 6. Wholesale Trade

Wholesale Trade (42) is the fifth-largest sector in terms of federal procurement, accounting for 4.3 percent of all federal procurement. A considerable majority (63.7 percent) of wholesale procurement is in Nondurable Goods (424). Drugs and Druggists Sundries Merchant Wholesalers (4244) and Grocery and Related Product Merchant Wholesalers (4246) each account for almost one-quarter of wholesale procurement.

**Small-Business Procurement.** Table F-17 provides an overall picture of small-business procurement. The overall small-business procurement rate (27.5 percent) is a composite of very different rates in the subsectors.

- Merchant Wholesalers, Durable Goods (423) and Wholesale Electronic Markets and Agents and Brokers (425) have very high rates (60.2 percent and 85.0 percent, respectively), with high rates in most of the four-digit and six-digit industries.<sup>260</sup>
- Merchant Wholesalers, Nondurable Goods (424) has a very low rate (8.9 percent), which is due to very low rates in three four-digit industries<sup>261</sup> that account for 95.1 percent of procurement in the subsector.

At the six-digit level, four substantial industries,<sup>262</sup> which account for 91.7 percent of procurement in the subsector and a majority (58.4 percent) of wholesale trade procurement, have low or very low small-business procurement rates.

<sup>260</sup> Lumber and Other Materials Merchant Wholesalers (4333), with a rate of 6.7 percent, is an exception.

<sup>261</sup> These industries are:

- Drugs and Druggists Sundries Merchant Wholesalers (4242),
- Petroleum and Petroleum Products Merchant Wholesalers (4247), and
- Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers (4248).

These industries, as well as Tobacco and Tobacco Product Merchant Wholesalers (424940) (an industry with no small business procurement), correspond to manufacturing industries with very low small-business procurement rates.

<sup>262</sup> Data for these industries:

Small-Business Shares of Obligations and Firms in Selected Wholesale Trade Industries								
Sector	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
424210, Drugs and Druggists Sundries	\$5,335,157	237	\$81,938	1.5%	115	48.5%	657	0.288
424410, General Line Grocery	\$1,871,757	571	\$346,147	18.5%	394	69.0%	405	1.088
424490, Other Grocery and Related Products	\$3,045,867	236	\$113,119	3.7%	152	64.4%	623	0.668
424720, Petroleum and Petroleum Products	\$2,586,433	629	\$193,734	7.5%	483	76.8%	1,027	1.678

\* Small-business procurement rate.  
Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

**Table F-17**  
**Small-Business Procurement Shares in Wholesale Trade**

Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
42, Wholesale Trade	\$21,972,047	17,476	\$6,043,615	27.5%	13,190	75.5%		0.727
423, Merchant Wholesalers, Durable Goods	\$7,924,596	14,188	\$4,766,731	60.2%	10,755	75.8%		0.712
4231, Motor Vehicle and Motor Vehicle Parts and Supplies	\$107,525	687	\$44,191	41.1%	467	68.0%	2,165	0.599
4232, Furniture and Home Furnishing	\$58,849	592	\$31,415	53.4%	392	66.2%	2,206	0.215
4233, Lumber and Other Construction Materials	\$343,784	613	\$22,869	6.7%	469	76.5%	2,943	0.428
4234, Professional and Commercial Equipment and Supplies	\$2,730,597	6,750	\$1,123,948	41.2%	4,972	73.7%	12,365	0.466
4235, Metal and Mineral (except Petroleum)	\$47,624	317	\$36,117	75.8%	256	80.8%	1,265	0.683
4236, Electrical and Electronic Goods	\$354,474	2,102	\$120,422	34.0%	1,452	69.1%	6,570	0.661
4237, Hardware, and Plumbing and Heating Equipment & Supplies	\$62,566	1,327	\$39,527	63.2%	1,017	76.6%	4,471	1.340
4238, Machinery, Equipment, and Supplies	\$1,194,616	2,929	\$1,085,673	90.9%	2,292	78.3%	9,153	0.829
423, Miscellaneous Durable Goods	\$3,024,561	894	\$2,262,570	74.8%	703	78.6%	3,863	0.799
424, Merchant Wholesalers, Nondurable Goods	\$14,005,880	3,812	\$1,248,184	8.9%	2,705	71.0%		0.699
4241, Paper and Paper Product	\$53,593	625	\$22,787	42.5%	453	72.5%	2,509	0.273
4242, Drugs and Druggists Sundries	\$5,335,157	237	\$81,938	1.5%	115	48.5%	660	0.227
4243, Apparel, Piece Goods, and Notions	\$9,419	159	\$8,267	87.8%	120	75.5%	1,112	0.313
4244, Grocery and Related Products	\$5,361,077	965	\$759,978	14.2%	678	70.3%	1,599	0.808
4245, Farm Product Raw Material	\$484,972	77	\$104,308	21.5%	62	80.5%	856	1.226
4246, Chemical and Allied Products	\$41,288	518	\$17,062	41.3%	377	72.8%	2,282	1.025
4247, Petroleum and Petroleum Products	\$2,629,247	806	\$227,876	8.7%	635	78.8%	1,289	1.662
4248, Beer, Wine, and Distilled Alcoholic Beverage	\$409	8	\$39	9.6%	3	37.5%	84	0.207
4249, Miscellaneous Nondurable Goods	\$90,719	606	\$25,929	28.6%	366	60.4%	2,203	0.545
425, Wholesale Electronic Markets & Agents & Brokers	\$29,128	191	\$24,752	85.0%	144	75.4%	1,819	0.362

\* Small-business procurement rate.

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

Participation in contracting is about average for small businesses as a whole. SAM registration rates<sup>263</sup> are about or above all-industry averages. Participation ratios for small businesses are around or above average for the major subsectors but are mixed at the four-digit level and six-digit levels. The subsector small-business shares of contractors are about the all-industry average overall, but the shares vary at the industry four-digit level.<sup>264</sup>

**Table F-18  
Procurement Shares of Small-Business Subclass in Wholesale Trade**

Industry	Total Dollars (\$1,000s)	Small-Business Share			Participation Ratio				
		Dollars (\$1,000s)	Percent of Dollars	Percent of Firms					
42, Wholesale Trade	\$21,972,047	\$6,043,615	27.5%	75.5%	0.727				
423, Merchant Wholesalers, Durable Goods	\$7,924,596	\$4,766,731	60.2%	75.8%	0.712				
424, Merchant Wholesalers, Nondurable Goods	\$14,005,880	\$1,248,184	8.9%	71.0%	0.699				
425, Wholesale Electronic Markets & Agents & Brokers	\$29,128	\$24,752	85.0%	75.4%	0.362				
Industry	SDB			VOSB			WOSB		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
42, Wholesale Trade	2.6%	8.4%	0.268	2.6%	9.4%	0.476	1.9%	12.7%	0.476
423, Merchant Wholesalers, Durable Goods	6.3%	9.0%	0.284	5.6%	10.1%	0.492	3.5%	12.7%	0.483
424, Merchant Wholesalers, Nondurable Goods	0.6%	7.2%	0.224	0.8%	7.6%	0.413	1.1%	13.0%	0.447
425, Wholesale Electronic Markets & Agents & Brokers	0.4%	6.8%	0.092	0.5%	4.7%	0.102	2.2%	8.4%	0.143
Industry	8(a)			SDVOSB			HUBZone		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
42, Wholesale Trade	0.5%	1.5%	0.331	1.1%	3.7%	0.347	0.4%	1.6%	0.479
423, Merchant Wholesalers, Durable Goods	1.4%	1.7%	0.354	2.8%	4.1%	0.374	0.7%	1.6%	0.472
424, Merchant Wholesalers, Nondurable Goods	0.1%	0.7%	0.169	0.1%	3.1%	0.306	0.3%	1.8%	0.530
425, Wholesale Electronic Markets & Agents & Brokers	0.0%	0.0%	0.000	0.3%	1.6%	0.059	0.1%	2.1%	0.389

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

<sup>263</sup> Percentages of SAM registrants for Wholesale Trade that are small are as follows:

Industry	Small	SDB	8(a)	VOSB	SDVOSB	WOSB	HUBZone
42, Wholesale Trade	80.9%	24.5%	3.5%	15.4%	8.3%	20.8%	2.6%
423, Merchant Wholesalers, Durable Goods	81.5%	24.2%	3.6%	15.6%	8.3%	20.2%	2.7%
424, Merchant Wholesalers, Nondurable Goods	77.8%	24.5%	3.0%	14.1%	7.8%	22.3%	2.5%
425, Wholesale Electronic Markets & Agents & Brokers	89.4%	31.7%	3.3%	19.8%	11.5%	25.2%	2.3%

Source: Microeconomic Applications, Inc., from System for Award Management data.

<sup>264</sup> Drugs and Druggists Sundries Merchant Wholesalers (424210) is by far the most important example of a very low participation ratio and a very low small-business share of contractors.

**Small-Business Subclasses.** Subclass procurement rates, shown in Table F-18, are about at their all-industry averages for Merchant Wholesalers, Durable Goods (423) but are much lower in other subsectors. Participation ratios are quite low. The subclass shares of contractors are one-half to two-thirds the all-industry averages for Merchant Wholesalers, Durable Goods (423) and are much lower in the rest of the sector.

## 7. Retail Trade

Retail Trade (44-45) is a very minor sector that accounts for 0.76 percent of federal procurement. A majority (55.1 percent) of procurement in the sector occurs in Electronics and Appliance Stores (443). Food and Beverage Stores (445) and Health and Personal Care Stores (446) account for another 27.7 percent.

**Small-Business Procurement.** Table F-19 summarizes procurement from small businesses in Retail Trade. In nine of the 12 three-digit subsectors, the small-business procurement rate is over 30 percent—high or very high.<sup>265</sup> High rates are found in the four-digit and six digit industries<sup>266</sup> as well, except for a few six-digit industries that account for less than 5 percent of procurement from their four-digit industries and for two four-digit industries with virtually no procurement. The very low small-business procurement rates in three subsectors are due to very low procurement rates in two six-digit industries in each subsector,<sup>267</sup> which account for most of the procurement in those subsectors.

<sup>265</sup> Very low small-business procurement rates are found in:

- Health and Personal Care Stores (446),
- Gasoline Stations (447), and
- General Merchandise Stores (452).

<sup>266</sup> Retail Trade has relatively few distinct six-digit industries. In most cases there is only one six-digit industry in a five-digit industry. In some cases, there is only one six-digit industry in a four-digit or three-digit industry.

<sup>267</sup> Data for these industries:

Small-Business Procurement Shares in Selected Retail Trade Industries								
Industry	All Businesses		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
446110. Pharmacies and Drug Stores	\$496,590	113	\$8,155	1.6%	59	52.2%	206	0.218
446191. Food (Health) Supplement Stores	\$1,169	16	\$70	6.0%	5	31.3%	115	0.075
447110, Gasoline Stations with Convenience Stores	\$17,853	47	\$660	3.7%	32	68.1%	198	0.366
447190, Other Gasoline Stations	\$5,168	65	\$811	15.7%	38	58.5%	171	0.214
452910, Warehouse Clubs and Supercenters	\$3,401	17	\$103	3.0%	4	23.5%	36	0.521
452990, All Other General Merchandise Stores	\$3,677	96	\$451	12.3%	60	62.5%	350	0.552

\* Small-business procurement rate.

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

**Table F-19**  
**Small-Business Procurement Shares in Retail Trade**

Industry	All Businesses		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
44-45, Retail Trade	\$3,874,977	6,774	\$1,603,754	41.4%	5,124	75.6%		0.858
441, Motor Vehicle and Parts Dealers	\$96,509	1,043	\$48,523	50.3%	848	81.3%		0.789
4411, Automobile Dealers	\$9,802	121	\$1,376	14.0%	81	66.9%	689	0.461
4412, Other Motor Vehicle Dealers	\$68,182	593	\$35,132	51.5%	511	86.2%	644	0.590
4413, Automotive Parts, Accessories, and Tire Stores	\$18,525	353	\$12,016	64.9%	264	74.8%	1,445	0.587
442, Furniture and Home Furnishings Stores	\$85,547	594	\$51,271	59.9%	426	71.7%		0.335
4421, Furniture Stores	\$79,690	398	\$45,843	57.5%	269	67.6%	1,181	0.323
4422, Home Furnishings Stores	\$5,857	213	\$5,428	92.7%	161	75.6%	1,042	0.330
443, Electronics and Appliance Stores	\$2,135,048	1,503	\$922,395	43.2%	1,136	75.6%	#	#
444, Building Material & Garden Equipment and Supplies Dealers	\$204,473	958	\$77,827	38.1%	702	73.3%		1.874
4441, Building Material and Supplies Dealers	\$201,234	768	\$75,348	37.4%	539	70.2%	2,758	1.932
4442, Lawn and Garden Equipment and Supplies Stores	\$3,239	201	\$2,479	76.5%	169	84.1%	669	0.616
445, Food and Beverage Stores	\$568,126	189	\$394,456	69.4%	132	69.8%		0.758
4451, Grocery Stores	\$284,535	139	\$111,455	39.2%	98	70.5%	205	0.921
4452, Specialty Food Stores	\$283,568	54	\$283,001	99.8%	38	70.4%	256	0.612
4453, Beer, Wine, and Liquor Stores	\$23	2	\$0	0.0%	0	0.0%	31	0.000
446, Health and Personal Care Stores	\$506,388	367	\$13,780	2.7%	240	65.4%	1,745	0.473
447, Gasoline Stations	\$23,022	109	\$1,472	6.4%	68	62.4%	291	0.308
448, Clothing and Clothing Accessories Stores	\$14,959	305	\$5,660	37.8%	181	59.3%		0.544
4481, Clothing Stores	\$13,248	258	\$4,265	32.2%	144	55.8%	744	0.219
4482, Shoe Stores	\$1,010	45	\$722	71.5%	30	66.7%	311	2.006
448, Jewelry, Luggage, and Leather Goods Stores	\$701	19	\$674	96.1%	13	68.4%	192	0.271
451, Sporting Goods, Hobby, Book, and Music Stores	\$13,271	408	\$9,522	71.8%	302	74.0%		0.434
4511, Sporting Goods, Hobby, and Musical Instrument Stores	\$11,788	324	\$8,944	75.9%	251	77.5%	1,129	0.329
4512, Book, Periodical, and Music Stores	\$1,483	86	\$578	39.0%	51	59.3%	209	0.669

Industry	All Businesses		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
452, General Merchandise Stores	\$7,255	118	\$599	8.3%	67	56.8%		0.492
4521, Department Stores	\$178	11	\$44	25.0%	3	27.3%	47	0.207
4529, Other General Merchandise Stores	\$7,077	110	\$554	7.8%	64	58.2%	367	0.489
453, Miscellaneous Store Retailers	\$155,215	1,188	\$56,803	36.6%	828	69.7%		0.342
4531, Florists	\$5,340	29	\$5,314	99.5%	28	96.6%	69	3.246
4532, Office Supplies, Stationery, and Gift Stores	\$110,282	701	\$32,997	29.9%	424	60.5%	1,567	0.245
4533, Used Merchandise Stores	\$380	14	\$351	92.5%	11	78.6%	193	3.230
4539, Other Miscellaneous Store Retailers	\$39,213	486	\$18,141	46.3%	383	78.8%	2,329	0.302
454, Nonstore Retailers	\$65,166	648	\$21,447	32.9%	472	72.8%		0.490
4541, Electronic Shopping and Mail-Order Houses	\$6,099	140	\$2,602	42.7%	89	63.6%	1,329	0.268
4542, Vending Machine Operators	\$68	3	\$0	0.0%	1	33.3%	103	0.073
4543, Direct Selling Establishments	\$58,998	510	\$18,846	31.9%	382	74.9%	1,169	0.654

\* Small-business procurement rate.

# SAM data are anomalous.

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

The small-business SAM registration rates<sup>268</sup> are generally average or above.<sup>269</sup> Participation ratios are mixed at the four-digit level and quite low for the six-digit industries that were singled out. Nevertheless, many four-digit industries with low ratios have high small-

<sup>268</sup> SAM registration rates for Retail Trade that are small are as follows:

Industry	Small	SDB	8(a)	VOSB	SDVOSB	WOSB	HUBZone
44-45, Retail Trade	78.4%	23.0%	2.4%	13.9%	6.8%	20.6%	2.1%
441, Motor Vehicle and Parts Dealers	84.6%	18.1%	0.8%	11.1%	4.3%	11.2%	1.2%
442, Furniture and Home Furnishings Stores	88.3%	26.8%	5.8%	15.8%	9.0%	29.9%	3.5%
443, Electronics and Appliance Stores	72.8%	23.1%	1.2%	10.1%	3.6%	13.0%	2.4%
444, Building Material and Garden Equipment and Supplies Dealers	59.4%	16.6%	2.2%	9.0%	4.3%	13.7%	2.3%
445, Food and Beverage Stores	75.3%	27.6%	1.4%	8.4%	3.8%	20.2%	2.0%
446, Health and Personal Care Stores	80.0%	27.5%	1.4%	17.5%	8.8%	22.6%	1.6%
447, Gasoline Stations	84.3%	23.8%	2.0%	7.5%	3.2%	11.0%	1.4%
448, Clothing and Clothing Accessories Stores	72.8%	22.3%	2.1%	16.9%	8.6%	23.7%	1.8%
451, Sporting Goods, Hobby, Book, and Music Stores	86.8%	22.4%	1.8%	16.7%	8.2%	21.7%	1.4%
452, General Merchandise Stores	72.8%	21.4%	1.9%	17.9%	8.4%	20.9%	2.6%
453, Miscellaneous Store Retailers	87.1%	27.9%	3.2%	16.7%	8.3%	28.2%	2.5%
454, Nonstore Retailers	84.6%	26.2%	1.9%	15.6%	7.4%	21.9%	2.0%

Source: Microeconomic Applications, Inc., from System for Award Management data.

<sup>269</sup> Warehouse Clubs and Supercenters (452910) is an exception.

business procurement rates. In most cases, the small-business share of contractors is above the all-industry level.<sup>270</sup>

**Small-Business Subclasses.** Procurement rates for subclasses of small business are mixed (see Table F-20). Procurement from WOSBs exceeds the goals; procurement from SDBs and HUBZone businesses is somewhat below goaling levels; and procurement from SDVOSBs is far below the goaling levels. Procurement from VOSBs is above the all-industry average, but procurement from 8(a) businesses is far below average.

**Table F-20  
Procurement Shares of Small-Business Subclasses in Retail Trade**

Industry	Total Dollars (\$1,000s)	Small-Business Share			Participation Ratio
		Dollars (\$1,000s)	Percent of Dollars	Percent of Firms	
44-45, Retail Trade	\$3,874,977	\$1,603,754	41.4%	75.6%	0.858
441, Motor Vehicle and Parts Dealers	\$96,509	\$48,523	50.3%	81.3%	0.789
442, Furniture and Home Furnishings Stores	\$85,547	\$51,271	59.9%	71.7%	0.335
443, Electronics and Appliance Stores	\$2,135,048	\$922,395	43.2%	75.6%	1.158
444, Building Material and Garden Equipment and Supplies Dealers	\$204,473	\$77,827	38.1%	73.3%	1.874
445, Food and Beverage Stores	\$568,126	\$394,456	69.4%	69.8%	0.758
446, Health and Personal Care Stores	\$506,388	\$13,780	2.7%	65.4%	0.473
447, Gasoline Stations	\$23,022	\$1,472	6.4%	62.4%	0.308
448, Clothing and Clothing Accessories Stores	\$14,959	\$5,660	37.8%	59.3%	0.544
451, Sporting Goods, Hobby, Book, and Music Stores	\$13,271	\$9,522	71.8%	74.0%	0.434
452, General Merchandise Stores	\$7,255	\$599	8.3%	56.8%	0.492
453, Miscellaneous Store Retailers	\$155,215	\$56,803	36.6%	69.7%	0.342
454, Nonstore Retailers	\$65,166	\$21,447	32.9%	72.8%	0.490

  

Industry	SDB			VOSB			WOSB		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
44-45, Retail Trade	4.7%	8.4%	0.325	5.3%	8.7%	0.560	8.3%	14.5%	0.625
441, Motor Vehicle and Parts Dealers	4.6%	3.4%	0.153	2.6%	5.8%	0.433	4.5%	9.2%	0.678
442, Furniture and Home Furnishings	6.4%	10.9%	0.169	8.8%	11.1%	0.290	16.5%	17.7%	0.244
443, Electronics and Appliance Stores	5.1%	13.7%	0.662	2.8%	9.1%	1.010	11.4%	16.0%	1.373
444, Building Material and Garden Equipment and Supplies Dealers	3.1%	7.0%	0.639	3.5%	7.8%	1.317	15.1%	12.9%	1.434
445, Food and Beverage Stores	6.4%	5.3%	0.157	20.6%	3.7%	0.359	0.7%	15.9%	0.642
446, Health and Personal Care Stores	0.1%	4.4%	0.092	0.8%	11.7%	0.388	0.6%	12.8%	0.328
447, Gasoline Stations	0.1%	2.8%	0.048	0.1%	2.8%	0.152	0.9%	6.4%	0.243
448, Clothing and Clothing Accessories Stores	1.4%	5.2%	0.157	4.6%	10.5%	0.415	8.1%	13.4%	0.380
451, Sporting Goods, Hobby, Book, and Music Stores	6.6%	5.6%	0.128	17.2%	9.8%	0.300	14.0%	15.0%	0.350
452, General Merchandise Stores	2.2%	10.2%	0.299	1.7%	7.6%	0.268	1.4%	8.5%	0.255
453, Miscellaneous Store Retailers	9.2%	9.8%	0.151	3.0%	9.5%	0.244	9.6%	19.2%	0.291
454, Nonstore Retailers	7.6%	7.4%	0.161	2.5%	8.0%	0.293	4.1%	9.4%	0.245

<sup>270</sup> At the subsector level, the exceptions are:

- Gasoline Stations (447),
- Clothing and Clothing Accessories Stores (448), and
- General Merchandise Stores.

Industry	8(a)			SDVOSB			HUBZone		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
44-45, Retail Trade	0.2%	1.2%	0.430	0.8%	3.4%	0.444	2.0%	2.1%	0.874
441, Motor Vehicle and Parts Dealers	0.0%	0.0%	0.000	0.1%	1.3%	0.255	1.5%	1.5%	1.088
442, Furniture and Home Furnishings Stores	0.7%	2.9%	0.202	3.9%	5.2%	0.240	0.8%	3.0%	0.362
443, Electronics and Appliance Stores	0.3%	3.0%	2.820	0.8%	4.3%	1.358	3.1%	2.6%	1.222
444, Building Material and Garden Equipment and Supplies Dealers	0.0%	0.4%	0.288	2.2%	3.0%	1.065	1.4%	2.2%	1.467
445, Food and Beverage Stores	0.0%	0.0%	0.000	0.0%	0.0%	0.000	0.0%	0.0%	0.000
446, Health and Personal Care Stores	0.0%	0.0%	0.000	0.6%	4.4%	0.285	0.0%	1.1%	0.382
447, Gasoline Stations	0.0%	0.0%	0.000	0.0%	0.0%	0.000	0.0%	0.9%	0.263
448, Clothing and Clothing Accessories Stores	0.0%	0.0%	0.000	3.1%	3.9%	0.306	2.6%	1.0%	0.375
451, Sporting Goods, Hobby, Book, and Music Stores	0.3%	0.5%	0.137	8.1%	3.2%	0.199	0.7%	1.2%	0.458
452, General Merchandise Stores	-0.4%	0.8%	0.276	0.8%	3.4%	0.253	0.0%	0.8%	0.203
453, Miscellaneous Store Retailers	0.1%	0.8%	0.102	1.7%	4.8%	0.246	2.4%	2.0%	0.349
454, Nonstore Retailers	0.7%	0.5%	0.142	0.8%	2.5%	0.190	4.2%	2.5%	0.708

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

Most of the subclasses do relatively well in some industries and poorly in others. In five subsectors,<sup>271</sup> four or five subclasses receive relatively large shares of procurement, but there is not much consistency. All subclasses but VOSBs match or exceed their sector-wide procurement rate in Electronics and Appliance Stores (443). In the other two largest subsectors—Food and Beverage Stores (445) and Health and Personal Care Stores (446)—only SDBs and VOSBs have relatively high procurement rates in the former, and all subclasses do relatively poorly in the latter. In the subsectors where small-business procurement rates are very low, the subclass rates are also extremely low.

Most subclasses (except WOSBs) have SAM registration rates slightly below the all-industry average. Participation ratios are generally quite low, with only HUBZone businesses being above average at the sector level. WOSB and HUBZone business shares of contractors are at all-industry averages, but the shares of other subclasses are below average. There is no very clear relationship between the participation measures and the procurement rates for the subclasses.

**Size Standards.** SBA size standards run the gamut. Just over one quarter are at the anchor level (\$7 million), 20 percent are at the highest levels (\$30 or \$35.5 million), and the majority are at levels in-between. The six-digit industries noted above fall into the intermediate

<sup>271</sup> These include:

- Furniture and Home Furnishings Stores (442),
- Electronics and Appliance Stores (443),
- Sporting Goods, Hobby, Book, and Music Stores (451),
- Miscellaneous Store Retailers (453), and
- Nonstore Retailers (454).

range.<sup>272</sup> There is little apparent relationship between size standards and the small-business procurement rates. Some high size standards apply to industries with very little procurement.<sup>273</sup>

## 8. Transportation and Warehousing

Transportation and Warehousing (48-49) is the sixth-largest procurement sector, accounting for 3.5 percent of total federal procurement. Procurement is dominated by three subsectors—Air Transportation (481), Support Activities for Transportation (488), and Water Transportation (483)—which together account for 88.7 percent of total procurement. Only four of the remaining subsectors<sup>274</sup> have as much as \$100 million in procurement.

**Small-Business Procurement.** Data on small-business procurement are summarized in Table F-21. The overall small-business procurement rate (17.9 percent) is low, but there is considerable variety, both among and within subsectors. The subsectors are divided almost equally among very low, intermediate, and high small-business procurement rates. Often one dominant industry largely determines the subsector's rate.

- Four subsectors have high or very high small-business procurement rates:
  - ◆ **Scenic and Sightseeing Transportation** (487) has a rate of 72.9 percent.
  - ◆ **Truck Transportation** (484) has a rate of 38.6 percent, which is a composite of
    - A very low rate (8.5 percent) in General Freight Trucking (4841) and
    - A high rate (49.0 percent) in Specialized Freight Trucking (4842).<sup>275</sup>
  - ◆ **Warehousing and Storage** (493) has a rate of 34.9 percent, with similar rates in the six-digit industries.
  - ◆ **Transit and Ground Transportation** (485) has a rate of 28.8 percent. In Urban Transit Systems (4851), small-business participation is almost nonexistent in systems involving rail,<sup>276</sup> which are extremely capital-intensive, but is high in other systems.<sup>277</sup>
- Three subsectors have intermediate small-business procurement rates:
  - ◆ **Water Transportation (483)** has a rate of 24.2. Almost all six-digit industries have rates above 24 percent.

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<sup>272</sup> Pharmacies and Drug Stores (446110) has a standard of \$25.5 million, three others have standards of \$27 million or \$30 million, and two have standards of \$14 million.

<sup>273</sup> Children's and Infants' Clothing Stores (448130) and Family Clothing Stores (448140), for example, have size standards of \$30 million and \$35.5 million, respectively, but the combined procurement is \$56.5 million from four contractors (two of them small).

<sup>274</sup> These sub-sectors are:

- Truck Transportation (484),
- Transit and Ground Passenger Transportation (485),
- Couriers and Messengers (492), and
- Warehousing and Storage (493).

<sup>275</sup> General trucking includes long-distance trucking, and specialized trucking includes more local activities, which are less subject to economies of scale.

<sup>276</sup> Mixed Mode Transit Systems (485111) and Commuter Rail Systems (485112).

<sup>277</sup> Bus and Other Motor Vehicle Transit Systems (485113) and Other Urban Transit Systems (485119).

**Table F-21  
Small-Business Procurement Shares in Utilities in Transportation and Warehousing**

Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
48-49, Transportation	\$17,691,430	5,490	\$3,167,692	17.9%	3,689	67.2%		0.702
481, Air Transportation	\$6,131,121	645	\$1,362,206	22.2%	510	79.1%		0.813
4811, Scheduled Air	\$799,568	124	\$208,016	26.0%	56	45.2%	487	0.296
4812, Nonscheduled Air	\$5,331,553	561	\$1,154,190	21.6%	476	84.8%	1,213	0.882
482, Rail Transportation	\$286	22	\$63	21.9%	6	27.3%	183	0.117
483, Water Transportation	\$3,649,606	319	\$884,622	24.2%	199	62.4%		0.451
4831, Deep Sea, Coastal & Great Lakes Water Transportation	\$3,631,842	246	\$878,226	24.2%	144	58.5%	663	0.451
4832, Inland Water Transportation	\$17,764	82	\$6,396	36.0%	62	75.6%	375	0.579
484, Truck Transportation	\$343,070	1,241	\$132,557	38.6%	981	79.0%		0.833
4841, General Freight Trucking	\$87,576	330	\$7,447	8.5%	224	67.9%	3,112	0.555
4842, Specialized Freight Trucking	\$255,494	978	\$125,110	49.0%	800	81.8%	5,098	0.877
485, Transit and Ground Passenger Transportation	\$497,284	799	\$143,177	28.8%	458	57.3%		0.704
4851, Urban Transit Systems	\$127,339	171	\$18,626	14.6%	61	35.7%	407	0.653
4852, Interurban and Rural Bus	\$2,909	16	\$882	30.3%	9	56.3%	165	0.997
4853, Taxi and Limousine	\$24,359	87	\$15,500	63.6%	52	59.8%	354	0.386
4854, School and Employee Bus	\$70,006	119	\$13,222	18.9%	45	37.8%	271	0.390
4855, Charter Bus Industry	\$8,883	243	\$4,625	52.1%	159	65.4%	448	0.389
4859, Other Transit and Ground Passenger Transportation	\$263,788	326	\$90,321	34.2%	192	58.9%	621	0.515
486, Pipeline Transportation	\$21,856	22	\$87	0.4%	3	13.6%		0.350
4861, Crude Oil Pipeline	\$650	2	\$-	0.0%	-	0.0%	72	0.000
4862, Natural Gas Pipeline	\$20,628	13	\$-	0.0%	-	0.0%	76	0.000
4869, Other Pipeline	\$578	8	\$87	15.0%	3	37.5%	154	0.912
487, Scenic and Sightseeing Transportation	\$1,519	60	\$1,107	72.9%	46	76.7%		0.832
4871, Land	\$396	15	\$286	72.3%	10	66.7%	175	0.594
4872, Water	\$1,122	43	\$816	72.8%	34	79.1%	125	0.725
4879, Other	\$2	2	\$5	295%	2	100%	0	-
488, Support Activities for Transportation	\$5,915,864	1,763	\$344,245	5.8%	1,009	57.2%		0.560
4881, Support for Air	\$4,627,196	657	\$211,601	4.6%	373	56.8%	2,078	0.733
4882, Support for Rail	\$7,425	44	\$4,923	66.3%	23	52.3%	247	0.461
4883, Support for Water	\$357,478	385	\$94,182	26.3%	195	50.6%	977	0.420
4884, Support for Road	\$42,701	232	\$13,097	30.7%	150	64.7%	1,091	0.661
4885, Freight Transportation Arrangement	\$825,196	121	\$1,285	0.2%	54	44.6%	1,447	0.300
4889, Other Support Activities	\$55,868	363	\$19,156	34.3%	217	59.8%	2,111	0.517

Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
492, Couriers and Messengers	\$291,079	361	\$27,865	9.6%	265	73.4%		0.294
4921, Couriers and Express Delivery Services	\$270,555	274	\$17,629	6.5%	208	75.9%	771	4921
4922, Local Messengers and Local Delivery	\$20,523	117	\$10,237	49.9%	78	66.7%	523	4922
493, Warehousing and Storage	\$740,702	631	\$258,158	34.9%	424	67.2%	3,664	0.659

\* Small-business procurement rate.  
Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

- ◆ **Air Transportation** (481) has a rate of 22.2 percent. The rate is somewhat lower in Nonscheduled Air Transportation (4812) than in Scheduled Air Transportation (4811).
- ◆ **Rail Transportation** (482) has a rate of 2.2 percent, which is a composite of
  - A very low rate (3.9 percent) in Line-Haul Railroads (482111)—the dominant industry—and
  - A very high rate (82.0 percent) in Short Line Railroads (482112).
- Three subsectors<sup>278</sup> have very low small-business procurement rates:
  - ◆ **Couriers and Messengers** (492) has a rate of 9.6 percent, which is a composite of
    - A high rate (49.9 percent) in Local Messengers and Local Delivery (4922) and
    - A very low rate (6.5 percent) in Couriers and Express Delivery Services (4921)<sup>279</sup>
  - ◆ **Support Activities for Transportation** (488) has a rate of 5.8 percent, which is driven by Support Activities for Air Transportation (4881), with a rate of 4.6 percent, and particularly by Other Support Activities for Air Transportation (488190), with a rate of 4.2 percent.<sup>280</sup>
  - ◆ **Pipeline Transportation** has a rate of (0.4 percent). Only All Other Pipeline Products (4869), with a rate 65.1 percent, has any small-business procurement.

<sup>278</sup> FPDS data also include the Postal Service (491), with a small-business procurement rate of 13.7 percent, but this seems an error.

<sup>279</sup> Couriers and Express Delivery Services include national overnight services.

<sup>280</sup> The small-business procurement rate exceeds 25 percent in all other six-digit industries of significance.

Small-business participation is rather limited, but this also varies considerably by subsector and industry. For the sector as a whole, small-business registration in SAM<sup>281</sup> is about average. It is above average in most subsectors but substantially below in Pipeline Transportation (486) and low for the majority of four-digit industries. Participation ratios are above average for the sector but mixed for the subsectors.<sup>282</sup> Participation ratios are often mixed within a subsector, but the majority are low. The small-business share of contractors for the sector is about average, but it is low in the many of subsectors<sup>283</sup> and the majority of four-digit industries.

**Small-Business Subclasses.** Procurement rates for subclasses of small business are quite low (see Table F-22). The subclasses do not fare nearly as well as small businesses as a whole. The sector procurement rates for SDBs and 8(a) businesses are about half the national goaling levels; for WOSB and HUBZone businesses they are less. None of the subclasses achieves its all-industry procurement rate, although VOSBs come close. The subclasses do best—often exceeding goals and all-industry averages in three subsectors where small businesses as a whole also do well:<sup>284</sup>

- Truck Transportation (484);
- Transit and Ground Passenger Transportation (485); and

<sup>281</sup> SAM registration rates for Transportation and Warehousing are as follows:

Industry	Small	SDB	8(a)	VOSB	SDVOSB	WOSB	HUBZone
48-49, Transportation	74.5%	25.9%	4.5%	15.5%	8.7%	17.5%	2.6%
481, Air Transportation	82.3%	22.2%	2.2%	19.4%	9.3%	16.7%	1.3%
482, Rail Transportation	76.3%	22.5%	3.3%	12.5%	7.9%	16.7%	0.8%
483, Water Transportation	78.6%	23.9%	2.4%	15.2%	8.5%	14.7%	1.8%
484, Truck Transportation	81.9%	27.4%	4.0%	13.0%	6.7%	19.7%	3.6%
485, Transit and Ground Passenger Transportation	65.6%	27.6%	3.5%	15.0%	8.9%	15.3%	1.6%
486, Pipeline Transportation	31.1%	12.4%	1.9%	6.5%	4.4%	5.0%	0.9%
487, Scenic and Sightseeing Transportation	79.8%	27.4%	1.6%	14.1%	5.9%	21.0%	2.1%
488, Support Activities for Transportation	70.5%	23.5%	4.2%	15.9%	8.8%	16.2%	2.2%
492, Couriers and Messengers	90.4%	39.8%	8.1%	25.9%	17.5%	25.1%	2.8%
493, Warehousing and Storage	75.7%	27.7%	8.3%	16.8%	10.7%	18.3%	3.3%

Source: Microeconomic Applications, Inc., from System for Award Management data.

<sup>282</sup> Subsectors with low participation ratios include:

- Rail Transportation (482),
- Water Transportation (483),
- Pipeline Transportation (486),
- Support Activities for Transportation (488), and
- Couriers and Messengers (492).

<sup>283</sup> Subsectors with low small-business shares of contractors include:

- Rail Transportation (482),
- Water Transportation (483),
- Transit and Ground Passenger Transportation (485),
- Pipeline Transportation (486), and
- Support Activities for Transportation (488).

<sup>284</sup> In some subsectors with very low procurement levels, there is no procurement from some or all of the subclasses. These industries include:

- Rail Transportation (482),
- Pipeline Transportation (486), and
- Scenic and Sightseeing Transportation (487).

- Warehousing and Storage (493).

SAM registration rates for VOSBs and SDVOSBs are about at the all-industry levels. For other subclasses, registration is below average. SAM registration is consistently strong in Couriers and Messengers (492) and weak in Pipeline Transportation (486)—as is true for all small businesses.

Participation ratios are generally quite low. Only HUBZone businesses have a ratio above average for the sector. At the three-digit level, HUBZone, 8(a) businesses, and WOSBs have some ratios above average.<sup>285</sup>

The subclass shares of contractors are fairly close to the all-industry averages. Subclass businesses are concentrated in the three subsectors where procurement is relatively high, as well as in Couriers and Messengers (492).

**Small-Business Size Standards.** Size standards run the gamut in the Transportation and Warehousing Sector. Size standards are very high in three subsectors and parts of two others;<sup>286</sup>

Industry	Total Dollars (\$1,000s)	Small-Business Share			Participation Ratio					
		Dollars (\$1,000s)	Percent of Dollars	Percent of Firms						
48-49, Transportation	\$17,691,430	\$3,167,692	17.9%	67.2%	0.702					
481, Air Transportation	\$6,131,121	\$1,362,206	22.2%	79.1%	0.813					
482, Rail Transportation	\$286	\$63	21.9%	27.3%	0.117					
483, Water Transportation	\$3,649,606	\$884,622	24.2%	62.4%	0.451					
484, Truck Transportation	\$343,070	\$132,557	38.6%	79.0%	0.833					
485, Transit and Ground Passenger Transportation	\$497,284	\$143,177	28.8%	57.3%	0.704					
486, Pipeline Transportation	\$21,856	\$87	0.4%	13.6%	0.350					
487, Scenic and Sightseeing Transportation	\$1,519	\$1,107	72.9%	76.7%	0.832					
488, Support Activities for Transportation	\$5,915,864	\$344,245	5.8%	57.2%	0.560					
492, Couriers and Messengers	\$99,044	\$13,605	13.7%	25.0%	0.270					
493, Warehousing and Storage	\$291,079	\$27,865	9.6%	73.4%	0.294					
481, Air Transportation	\$740,702	\$258,158	34.9%	67.2%	0.659					
		<b>SDB</b>			<b>VOSB</b>			<b>WOSB</b>		
		<b>Percent</b>	<b>Percent</b>	<b>Part.</b>	<b>Percent</b>	<b>Percent</b>	<b>Part.</b>	<b>Percent</b>	<b>Percent</b>	<b>Part.</b>

<sup>285</sup> Most of these are for Truck Transportation (485) and Transit and Ground Passenger Transportation (486), although HUBZone businesses have a high participation ratio in Air Transportation (481), as do 8(a) businesses in Pipeline Transportation (486).

<sup>286</sup> The standard is 1,500 employees in:

- Air Transportation (481),<sup>286</sup>
- Line-Haul Railroads (482111),
- Pipeline Transportation (486),<sup>286</sup>
- Support Activities for Transportation (488),<sup>286</sup> and
- Couriers and Express Delivery Services (4921).

Industry	Dollars	Firms	Ratio	Dollars	Firms	Ratio	Dollars	Firms	Ratio
48-49, Transportation	2.6%	9.7%	0.293	4.1%	10.9%	0.551	1.3%	12.0%	0.535
481, Air Transportation	0.7%	4.3%	0.165	5.4%	14.9%	0.651	1.0%	10.5%	0.534
482, Rail Transportation	0.0%	0.0%	0.000	0.0%	0.0%	0.000	0.0%	0.0%	0.000
483, Water Transportation	0.5%	5.0%	0.119	2.7%	5.6%	0.210	0.3%	5.6%	0.218
484, Truck Transportation	14.0%	15.9%	0.501	12.1%	11.1%	0.739	5.8%	16.8%	0.734
485, Transit and Ground Passenger Transportation	12.2%	10.1%	0.295	10.9%	12.3%	0.660	5.8%	12.4%	0.653
486, Pipeline Transportation	0.3%	4.5%	0.293	0.0%	0.0%	0.000	0.0%	0.0%	0.000
487, Scenic and Sightseeing Transportation	2.6%	1.7%	0.053	4.2%	8.3%	0.512	8.5%	10.0%	0.412
488, Support Activities for Transportation	2.5%	6.2%	0.181	2.2%	9.6%	0.418	0.7%	8.8%	0.377
492, Couriers and Messengers	10.0%	14.7%	0.344	2.0%	7.4%	0.228	0.6%	5.9%	0.177
493, Warehousing and Storage	2.8%	12.2%	0.111	3.2%	12.7%	0.178	2.8%	18.8%	0.272
481, Air Transportation	15.1%	14.7%	0.395	7.2%	10.9%	0.482	7.9%	11.7%	0.475
Industry	8(a)			SDVO SB			HUBZone		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
48-49, Transportation	1.4%	4.0%	0.683	2.1%	4.2%	0.370	0.3%	2.6%	0.784
481, Air Transportation	0.0%	0.5%	0.177	2.1%	2.3%	0.212	0.0%	2.2%	1.406
482, Rail Transportation	0.0%	0.0%	0.000	0.0%	0.0%	0.000	0.0%	0.0%	0.000
483, Water Transportation	0.3%	1.9%	0.441	0.0%	0.9%	0.063	0.0%	2.5%	0.783
484, Truck Transportation	5.8%	6.2%	1.329	9.5%	4.4%	0.561	2.1%	3.6%	0.879
485, Transit and Ground Passenger Transportation	4.8%	2.4%	0.543	7.7%	5.3%	0.477	1.2%	2.1%	1.097
486, Pipeline Transportation	0.3%	4.5%	1.956	0.0%	0.0%	0.000	0.0%	0.0%	0.000
487, Scenic and Sightseeing Transportation	0.0%	0.0%	0.000	3.5%	3.3%	0.494	0.0%	0.0%	0.000
488, Support Activities for Transportation	1.8%	2.8%	0.461	1.9%	3.6%	0.286	0.2%	2.3%	0.730
492, Couriers and Messengers	8.3%	8.1%	0.679	1.8%	5.1%	0.233	2.0%	2.2%	0.484
493, Warehousing and Storage	1.0%	4.7%	0.211	2.9%	6.9%	0.143	0.1%	1.1%	0.144
481, Air Transportation	10.5%	9.5%	0.850	6.6%	6.7%	0.462	1.8%	3.3%	0.743

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

intermediate in three subsectors and part of another;<sup>287</sup> and at anchor levels in two subsectors and part of another.<sup>288</sup>

<sup>287</sup> These include:

- Truck Transportation (484)—\$25.5 million,
- Transit and Ground Transportation (485)—\$14 million,
- Local Messengers and Local Delivery (4922)—\$25.5 million, and
- Warehousing and Storage (493)—\$25.5 million.

<sup>288</sup> These include:

- Short Line Railroads (482112)—500 employees,
- Water Transportation (483)—500 employees, and
- Scenic and Sightseeing Transportation (487)—\$7 million.

## 9. Information Services

Information Services (51) account for 2.3 percent of all procurement. A majority (60.9 percent) of procurement in the sector occurs in Telecommunications (517). Publishing (511) and Data Processing, Hosting, and Related Services (518) account, respectively, for another 15.4 percent and 11.7 percent of procurement.

**Small-Business Procurement.** Table F-23 shows data on procurement in Information Services.<sup>289</sup> The overall small-business procurement rate (23.1 percent) is just above the national goal. Rates vary at the subsector level, but none is particularly low:

- Three subsectors have high or very high small-business procurement rates:
  - ◆ **Motion Picture and Sound Recording Industries** (512) has a rate of 75.8 percent, with high rates in all but some very minor six-digit industries.
  - ◆ **Publishing Industries (except Internet)** (511) has a rate of 34.3 percent. The highest rates—all above the subsector average—are in Book Publishers (511130) and in All Other Publishers (51119) and Software Publishing (5112), which account for 74.6 percent of procurement in the subsector. Other six-digit industries have rates in the low to marginal range.
  - ◆ **Data Processing, Hosting, and Related Services** (518) has a rate of 37.0 percent.
- **Other Information Services** (519) has a small-business procurement rate (21.3 percent) just below the national goal. All Other Information Services (519190), with 65.8 percent of procurement in the subsector, has a low rate (10.3 percent).
- Two subsectors have low small-business procurement rates:
  - ◆ **Broadcasting (except Internet)** (515) has a rate of 18.5 percent, which is a composite of
    - A high rate (28.7 percent) in Cable and Other Subscription Programming (5152) and
    - A low rate (15.7 percent) in Radio and Television Broadcasting (5151), which includes both:
      - A high rate (36.6 percent) in Television Broadcasting (51512) and
      - Very low rates (5.3 percent or less) in radio broadcasting industries (51511).

<sup>289</sup> Information Services has an unusual incidence of data errors in the form of FPDS records in NAICS codes that are not found in the NAICS directory and for which SAM contains no registrants. Data include three subsectors and three four-digit industries that are spurious. These industries are:

Spurious Industries in Information Services							
Sector	All Businesses		Small Business Contractors				
	Obligations (\$1,000s)	Firms	Obligations		Firms		
			\$1,000s	Percent	Count	Percent	
513	\$621,744	34	\$59,393	9.6%	8	23.5%	
514	\$81,455	37	-\$1,288	-1.6%	17	45.9%	
516	\$14,385	16	\$9,146	63.6%	8	50.0%	
5173	\$230,654	27	\$1,277	0.6%	10	37.0%	
5175	-\$165	13	-\$103	62.3%	6	46.2%	
5181	\$181,282	84	\$23,917	13.2%	53	63.1%	

Collectively they include 9.7 percent of procurement from the sector. Most of these data cannot be allocated to actual four-digit industries, so they were omitted from Exhibit FF. “NAICS 5181” is an exception because Data Processing, Hosting, and Related Services contains only one four-digit industry: 5182.

**Table F-23  
Small-Business Procurement Shares in Information Services**

Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
51, Information Services	\$11,616,152	9,273	\$2,684,146	23.1%	5,845	63.0%		0.440
511, Publishing Industries (except Internet)	\$1,788,357	4,320	\$613,836	34.3%	2,834	65.6%		0.497
5111, Newspaper, Periodical, Book, and Directory Publishers	\$472,971	1,263	\$184,845	39.1%	727	57.6%	1,921	0.494
5112, Software Publishers	\$1,315,386	3,187	\$428,991	32.6%	2,152	67.5%	5,712	0.469
512, Motion Picture and Sound Recording	\$70,213	587	\$53,206	75.8%	451	76.8%		0.514
5121, Motion Picture and Video	\$65,883	504	\$50,858	77.2%	398	79.0%	2,603	0.560
5122, Sound Recording	\$4,330	89	\$2,347	54.2%	56	62.9%	689	0.300
515, Broadcasting (except Internet)	\$61,301	712	\$11,368	18.5%	331	46.5%		0.469
5151, Radio and Television Broadcasting	\$47,771	455	\$7,486	15.7%	225	49.5%	594	0.459
5152, Cable and Other Subscription Programming	\$13,529	288	\$3,882	28.7%	108	37.5%	236	0.430
517, Telecommunications	\$7,068,972	2,299	\$1,318,235	18.6%	1,233	53.6%		0.398
5171, Wired Telecommunications Carriers	\$4,222,332	1,000	\$956,047	22.6%	424	42.4%	2,650	0.379
5172, Wireless Telecommunications Carriers (except Satellite)	\$406,588	415	\$63,832	15.7%	195	47.0%	1,341	0.260
5174, Satellite Telecommunications	\$915,669	381	\$151,518	16.5%	204	53.5%	1,129	0.513
5179, Other Telecommunications	\$1,293,894	958	\$145,663	11.3%	553	57.7%	3,998	0.300
518, Data Processing, Hosting, and Related Services	\$1,355,785	1,348	\$502,263	37.0%	844	62.6%	7,551	1.386
519, Other Information Services	\$553,941	1,159	\$117,988	21.3%	573	49.4%	5,384	0.226

\* Small-business procurement rate.

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

- ◆ **Telecommunications (517)** has a rate of 18.6 percent. Wired Telecommunications Carriers (5171), which accounts for a majority (59.7 percent) of procurement from the subsector, is the only industry with a rate (22.6 percent) above the subsector average. Rates of the other significant six-digit industries are low.

The percentages of SAM registrants that are small<sup>290</sup> are above the all-industry average for the sector and most subsectors. Small-business participation ratios are quite low throughout the industry, except for Data Processing, Hosting, and Related Services (518), where the ratio is well above one. Except for Motion Picture and Sound Recording Industries (512), the small-business shares of contractors are well below the all-industry average. In many six-digit industries—particularly in Telecommunications (517) and Other Information Services (519)—contractor shares are under 50 percent, and the numbers are quite low.

**Small-Business Subclasses.** Table F-24 shows data on subclass procurement. Participation in procurement varies considerably among the subclasses. The procurement rate for SDBs exceeds the goaling level and matches the all-industry average. For WOSBs, the procurement rate is about half the goaling level. The rate for HUBZone businesses is far below both the goaling level and the all-industry average. For VOSBs the rate is a bit over half the all-industry average, and for 8(a) businesses it is only slightly below the average.

All subclasses of small businesses have relatively high procurement rates in Motion Picture and Sound Recording Industries (512) and in Data Processing, Hosting, and Related Services (518), the third largest subsector for procurement. VOSBs, SDVOSBs, WOSBs, and HUBZone businesses have procurement rates above the sector averages—and SDBs and 8(a) businesses come close—in Publishing Industries (except Internet) (511), the second largest procurement subsector. Subclass procurement, however, is consistently below the sector average rates in Telecommunications (517), the sector’s largest procurement subsector.

For all subclasses except HUBZone businesses, the percentages of SAM registrants are a percentage point or two higher than the all-industry averages. Subclass registration rates are consistently higher in Telecommunications (517), Data Processing, Hosting, and Related Services (518), and Other Information Services (519) than in other subsectors. Participation ratios for subclasses, however, are uniformly extremely low—consistently lower than the rates for all small businesses. Subclass shares of contractors are also quite low—generally about half the all-industry average, except for SDBs, where the rate is 90 percent of the average.

**Small-Business Size Standards.** Size standards are very high (\$30 million, \$35.5 million, or 1,500 employees) in a majority of industries.<sup>291</sup> The standards are at various intermediate levels

<sup>290</sup> SAM registration rates for Information Services are as follows:

Industry (NAICS)	Small	SDB	8(a)	VOSB	SDVOSB	WOSB	HUBZone
51, Information Services	79.5%	31.3%	8.0%	16.4%	9.9%	21.0%	2.2%
511, Publishing Industries (except Internet)	79.3%	25.1%	5.4%	11.6%	6.3%	18.6%	1.6%
512, Motion Picture and Sound Recording	86.6%	31.7%	4.2%	12.2%	6.3%	27.5%	1.1%
515, Broadcasting (except Internet)	64.9%	23.6%	3.7%	11.2%	5.6%	14.0%	0.7%
517, Telecommunications	74.4%	28.9%	8.5%	18.8%	11.6%	16.0%	2.5%
518, Data Processing, Hosting, and Related Services	84.5%	39.1%	11.3%	19.4%	12.3%	24.8%	2.9%
519, Other Information Services	81.2%	35.3%	9.3%	18.1%	11.4%	26.4%	2.6%

Source: Microeconomic Applications, Inc., from System for Award Management data.

<sup>291</sup> These include:

- Software Publishing (5112),
- Broadcasting (except Internet) (515),
- Telecommunications (517), and

**Table F-24  
Procurement Shares of Small-Business Subclasses in Information Services**

Industry	Total Dollars (\$1,000s)	Small-Business Share			Participation Ratio				
		Dollars (\$1,000s)	Percent of Dollars	Percent of Firms					
51, Information Services	\$11,616,152	\$2,684,146	23.1%	63.0%	0.440				
511, Publishing Industries (except Internet)	\$1,788,357	\$613,836	34.3%	65.6%	0.497				
512, Motion Picture and Sound Recording	\$70,213	\$53,206	75.8%	76.8%	0.514				
515, Broadcasting (except Internet)	\$61,301	\$11,368	18.5%	46.5%	0.469				
517, Telecommunications	\$7,068,972	\$1,318,235	18.6%	53.6%	0.398				
518, Data Processing, Hosting, and Related Services	\$1,355,785	\$502,263	37.0%	63.0%	0.313				
519, Other Information Services	\$553,941	\$117,988	21.3%	49.4%	0.226				
Industry	SDB			VOSB			WOSB		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
51, Information Services	8.0%	9.6%	0.170	2.6%	6.6%	0.222	2.5%	13.0%	0.343
511, Publishing Industries (except Internet)	7.6%	7.6%	0.181	3.6%	5.6%	0.288	2.8%	10.4%	0.335
512, Motion Picture and Sound Recording	29.7%	8.9%	0.162	14.6%	9.4%	0.445	28.5%	17.4%	0.365
515, Broadcasting (except Internet)	1.5%	3.7%	0.102	2.3%	3.5%	0.206	2.0%	11.0%	0.512
517, Telecommunications	6.1%	10.4%	0.199	1.9%	7.1%	0.209	1.1%	9.0%	0.309
518, Data Processing, Hosting, and Related Services	21.7%	19.6%	0.211	5.7%	9.6%	0.208	8.3%	16.7%	0.282
519, Other Information Services	8.4%	9.0%	0.094	1.5%	4.7%	0.096	6.1%	12.0%	0.169
Industry	8(a)			SDVOSB			HUBZone		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
51, Information Services	3.5%	3.9%	0.269	1.4%	2.8%	0.155	0.4%	1.2%	0.304
511, Publishing Industries (except Internet)	3.4%	1.9%	0.211	1.9%	2.3%	0.216	0.5%	0.9%	0.324
512, Motion Picture and Sound Recording	12.4%	3.1%	0.427	5.1%	3.1%	0.284	0.1%	0.5%	0.274
515, Broadcasting (except Internet)	0.6%	0.6%	0.100	0.4%	1.0%	0.116	0.1%	0.1%	0.131
517, Telecommunications	1.4%	4.6%	0.299	1.0%	2.9%	0.138	0.3%	1.8%	0.402
518, Data Processing, Hosting, and Related Services	14.6%	10.8%	0.402	4.3%	5.0%	0.172	0.7%	2.1%	0.309
519, Other Information Services	6.7%	4.5%	0.179	0.7%	2.8%	0.090	0.5%	1.0%	0.149

Source: Microeconomic Applications, Inc., from FPDS—NG and System for Award Management data.

for most other industries and are at anchor levels for a few, such as Publishing Industries (except Internet) (5111).

- Data Processing, Hosting, and Related Services (518).

## 10. Finance and Insurance

Finance and Insurance (52) accounts for 2.8 percent of all procurement. Insurance Carriers and Related Activities (524) is the subsector with by far most procurement (82.8 percent) in the sector.

**Small-Business Procurement.** Table F-25 shows procurement data for small businesses.<sup>292</sup> The sector's small-business procurement rate is 2.4 percent. The highest rate in any subsector is 12.0 percent,<sup>293</sup> and the rate is higher in only one-third of four-digit industries. There are a few high rates at the six-digit level,<sup>294</sup> but most of them are industries with very little procurement.

Direct Health and Medical Insurance Carriers (524114) accounts for 80.2 percent of procurement in the entire sector. While small-business procurement rates are low throughout the sector, Direct Health and Medical Insurance Carriers dominates the sector. Its small-business procurement rate is 0.4 percent, and only six (of 47) contractors are small businesses.

Small business participation in procurement is among the lowest of any sector.

- The percentages of SAM registrants that are small<sup>295</sup> are well below the all-industry average, except for Securities, Commodity Contracts, and Other Financial Investments and Related Activities (523).
- Participation ratios are extremely low, except in Depository Credit Intermediation (5221).
- Fewer than 40 percent of contractors are small businesses in half of the subsectors and half of the four-digit industries, and the median number of small contractors in four-digit industries is 16.

<sup>292</sup> The FPDS system includes data for procurement from Monetary Authorities-Central Bank (521), including \$425,000 in obligations and seven contractors (one of them small). SAM data show 17 registrants in this industry (none small). Listing contractors as part of the Federal Reserve System is almost certainly an error.

<sup>293</sup> Securities, Commodity Contracts, and Other Financial Investments and Related Activities (523). Two six-digit industries account for 91.6 percent of small-business procurement in the subsector:

- Commodity Contracts Brokerage (52314), with a rate of 20.0 percent, and
- Miscellaneous Financial Investment Activities (523999), a rate of 95.6 percent.

<sup>294</sup> The most prominent example is Mortgage and Nonmortgage Loan Brokers (522310), with a rate of 42.1 percent.

<sup>295</sup> SAM registration rates for Finance and Insurance are as follows:

Industry	Small	SDB	8(a)	VOSB	SDVOSB	WOSB	HUBZone
52, Finance and Insurance	63.2%	27.9%	3.1%	10.2%	5.7%	18.2%	0.9%
522, Credit Intermediation and Related Activities	52.8%	19.6%	1.3%	7.1%	3.8%	11.7%	0.7%
523, Securities, Commodity Contracts, and Other Financial Investments and Related Activities	73.3%	35.7%	5.2%	14.1%	8.7%	21.3%	0.9%
524, Securities and Commodity Contracts Intermediation & Brokerage	68.0%	30.8%	3.7%	10.9%	5.7%	22.0%	1.1%
525, Funds, Trusts, and Other Financial Vehicles	61.6%	30.3%	2.5%	10.4%	5.2%	22.4%	0.7%

Source: Microeconomic Applications, Inc., from System for Award Management data.

**Table F-25  
Small-Business Procurement Shares in Finance and Insurance**

Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
52, Finance and Insurance	\$14,053,064	885	\$334,182	2.4%	334	37.7%		0.353
522, Credit Intermediation and Related Activities	\$1,169,600	243	\$94,062	8.0%	102	42.0%		0.648
5221, Depository Credit Intermediation	\$22,239	75	\$1,594	7.2%	30	40.0%	245	0.925
5222, Nondepository Credit Intermediation	\$2,107	36	\$628	29.8%	14	38.9%	385	0.479
5223, Activities Related to Credit Intermediation	\$1,145,254	145	\$91,841	8.0%	60	41.4%	372	0.507
523, Securities, Commodity Contracts, and Other Financial Investments & Related Activities	\$1,232,100	332	\$147,732	12.0%	75	22.6%		0.107
5231, Securities and Commodity Contracts Intermediation and Brokerage	\$258,595	52	\$56,196	21.7%	16	30.8%	195	0.235
5232, Securities and Commodity Exchanges	\$160	7	\$56	35.2%	3	42.9%	29	0.259
5239, Other Financial Investment Activities	\$973,344	280	\$91,480	9.4%	57	20.4%	688	0.082
524, Securities and Commodity Contracts Intermediation & Brokerage	\$11,642,425	293	\$92,257	0.8%	152	51.9%		0.508
5241, Insurance Carriers	\$11,287,478	156	\$46,702	0.4%	81	51.9%	356	0.686
5242, Agencies, Brokerages, and Other Insurance Related Activities	\$354,947	149	\$45,555	12.8%	75	50.3%	783	0.403
525, Funds, Trusts, and Other Financial Vehicles	\$8,515	43	\$128	1.5%	7	16.3%		0.121
5251, Insurance and Employee Benefit Funds	\$9,682	28	\$130	1.3%	3	10.7%	108	0.104
5259, Other Investment Pools and Funds	<\$0	17	<\$0	0.1%	4	23.5%	236	0.156

\* Small-business procurement rate.  
Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

**Small-Business Subclasses.** Procurement rates for subclasses of small business are shown in Table F-26. Procurement rates in the sector are extremely low by any standard: 0.8 percent for WOSBs, 0.6 percent for VOSBs, 0.5 percent for SDVOSBs, 0.2 percent for SDBs and 8(a) businesses, and 0.004 percent for HUBZone businesses.

**Table F-26  
Procurement Shares of Small-Business Subclasses in Finance and Insurance**

Industry	Total Dollars (\$1,000s)	Small-Business Share			Participation Ratio				
		Dollars (\$1,000s)	Percent of Dollars	Percent of Firms					
52, Finance and Insurance	\$14,053,064	\$334,182	2.4%	37.7%	0.353				
522, Credit Intermediation and Related Activities	\$1,169,600	\$94,062	8.0%	42.0%	0.648				
523, Securities, Commodity Contracts, and Other Financial Investments and Related Activities	\$1,232,100	\$147,732	12.0%	22.6%	0.107				
524, Securities and Commodity Contracts Intermediation & Brokerage	\$11,642,425	\$92,257	0.8%	51.9%	0.508				
525, Funds, Trusts, and Other Financial Vehicles	\$8,515	\$128	1.5%	16.3%	0.121				
Industry	SDB			VOSB			WOSB		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
52, Finance and Insurance	0.2%	4.4%	0.093	0.6%	3.8%	0.222	0.8%	5.5%	0.180
522, Credit Intermediation and Related Activities	1.1%	5.8%	0.239	0.7%	4.9%	0.570	0.9%	7.0%	0.485
523, Securities, Commodity Contracts, and Other Financial Investments and Related Activities	0.7%	3.0%	0.029	0.0%	2.7%	0.066	5.0%	4.8%	0.078
524, Securities and Commodity Contracts Intermediation & Brokerage	0.1%	5.5%	0.118	0.6%	3.8%	0.229	0.4%	5.8%	0.176
525, Funds, Trusts, and Other Financial Vehicles	0.0%	0.0%	0.000	0.5%	4.7%	0.205	0.0%	0.0%	0.000
Industry	8(a)			SDVOSB			HUBZone		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
52, Finance and Insurance	0.2%	2.1%	0.414	0.5%	2.1%	0.224	0.0%	0.5%	0.313
522, Credit Intermediation and Related Activities	1.0%	2.5%	1.590	0.4%	3.3%	0.697	0.0%	0.8%	0.979
523, Securities, Commodity Contracts, and Other Financial Investments and Related Activities	0.7%	2.1%	0.140	0.0%	0.3%	0.012	0.0%	0.3%	0.118
524, Securities and Commodity Contracts Intermediation & Brokerage	0.1%	2.4%	0.430	0.6%	3.1%	0.361	0.0%	0.3%	0.212
525, Funds, Trusts, and Other Financial Vehicles	0.0%	0.0%	0.000	0.5%	2.3%	0.205	0.0%	0.0%	0.000

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

The percent of SAM registrants that are SDBs is about equal to the all-industry average, and the SAM registration rate is just below average. For most other subclasses the SAM registration rates are about two-thirds of the all-industry averages; for HUBZone businesses about one-third. Participation ratios are very low—substantially lower than the ratios for all small businesses in most instances. The exceptions—8(a) and HUBZone businesses in Credit

Intermediation and Related Activities (522)—reflect six and two businesses, respectively. The subclass shares of contractors are half the all-industry averages or less.

**Small-Business Size Standards.** Size standards are very high—\$30 million or \$35.5 million—in most of the sector.<sup>296</sup> The size standards are lower (and more variable) in Agencies, Brokerages, and Other Insurance Related Activities (5242). Size standards for Depository Credit Intermediation (5221) are defined in terms of assets and set at \$500 million.<sup>297</sup>

## 11. Real Estate and Rental and Leasing

Real Estate and Rental and Leasing (53) is a very minor sector, accounting for 0.32 percent of all procurement. Real Estate (531) accounts for about half (50.3 percent) of procurement from the subsector. Rental and Leasing Services (532) accounts for almost all of the rest.

**Small-Business Procurement.** Table F-27 provides data on procurement from small businesses. The overall small-business procurement rate is 32.4 percent. Most industries have higher rates, but some individual industries pull the overall rate down.

- FPDS data show negative small-business procurement (net de-obligation) for Lessors of Residential Buildings and Dwellings (531110), which reduces subsector procurement from small business by about 30 percent.<sup>298</sup>
- Two industries in Automotive Equipment Rental and Leasing (5321)<sup>299</sup> are significant exceptions to the generally high six-digit rates.

<sup>296</sup> A size standard of \$30 million applies to Funds, Trusts, and Other Financial Vehicles (525).

A size standard of \$35.5 million applies to:

- Nondepository Credit Intermediation (5222),
- Securities, Commodity Contracts, and Other Financial Investments and Related Activities (523), and
- Insurance Carriers (5241).

<sup>297</sup> The Commodity Futures Trading Commission has its own size standards for most participants in futures markets. The CFTC requires registration, sets minimum capital requirements, and has defined size standards to be equal to these capital requirements. Thus all market participants are “excluded from being small.”

<sup>298</sup> De-obligation appears now and then in FPDS data, but usually at the six-digit industry level, and usually in much smaller amounts. FPDS data show total de-obligation in Residential Buildings and Dwellings of \$45.3 million, but the small-business de-obligation (\$78.1 million) is substantially larger.

<sup>299</sup> Data for these industries:

Small-Business Procurement Shares Selected Real Estate and Rental and Leasing Industries								
Industry	All Businesses		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
532111, Passenger Car Rental	\$32,332	217	\$3,123	9.7%	70	32.3%	273	0.384
532112, Passenger Car Leasing	\$76,366	126	\$6,660	8.7%	40	31.7%	203	0.371

\* Small-business procurement rate.  
Source: Microeconomic Applications, Inc., from FPDS–NG and System for Award Management data.

**Table F-27**  
**Small-Business Procurement Shares in Real Estate and Rental and Leasing**

Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
53, Real Estate and Rental & Leasing	\$1,605,089	6,465	\$520,720	32.4%	4,112	63.6%		0.650
531, Real Estate	\$807,706	3,841	\$183,037	22.7%	2,600	67.7%		0.770
5311, Lessors of Real Estate	\$202,817	2,257	-\$27,713	-13.7%	1,241	55.0%	8,460	0.574
5312, Offices of Real Estate Agents and Brokers	4146,271	97	\$46,752	32.0%	58	59.8%	5,711	0.336
5313, Activities Related to Real Estate	\$458,618	1,580	\$163,998	35.8%	1,338	84.7%	5,094	1.976
532, Rental and Leasing Services	\$797,147	2,702	\$337,668	42.4%	1,547	57.3%		0.514
5321, Automotive Equipment Rental and Leasing	\$136,105	583	\$26,044	19.1%	273	46.8%	947	0.471
5322, Consumer Goods Rental	\$94,251	480	\$45,221	48.0%	300	62.5%	1,159	0.393
5323, General Rental Centers	\$1,214	102	\$582	47.9%	55	53.9%	253	0.476
5324, Commercial and Industrial Machinery and Equipment Rental and Leasing	\$565,578	1,698	\$265,821	47.0%	995	58.6%	4,419	0.550
533, Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	\$235	11	\$15	6.3%	2	18.2%	48	0.102

\* Small-business procurement rate.  
Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

The percentages of SAM registrants that are small<sup>300</sup> are slightly lower than the all-industry average. Participation ratios are average overall, high in Real Estate and Rental and Leasing (531), well above one in Activities Related to Real Estate (5313), and low in the rest of the sector. Except for Activities Related to Real Estate, the small-business shares of contractors are below average in all four-digit industries and less than 60 percent in the majority of them. Thus the high small-business procurement rates occur despite low-to-middling participation statistics.

**Small-Business Subclasses.** Procurement data for subclasses are shown in Table F-28. Procurement rates in the sector are generally high. The rates for SDBs and WOSBs are more than twice the goaling levels, and the rate for SDBs is substantially above the goaling level. Rates for

<sup>300</sup> SAM registration rates for Real Estate and Rental and Leasing are as follows:

Industry	Small	SDB	8(a)	VOSB	SDVOSB	WOSB	HUBZone
53, Real Estate and Rental & Leasing	72.9%	19.7%	2.9%	9.0%	4.5%	13.4%	1.5%
531, Real Estate	73.1%	18.7%	2.5%	7.7%	3.7%	11.9%	1.0%
532, Rental and Leasing Services	72.3%	22.4%	3.8%	12.4%	6.7%	17.6%	2.8%
533, Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	68.6%	27.1%	1.4%	8.6%	4.3%	24.3%	0.0%

Source: Microeconomic Applications, Inc., from System for Award Management data.

VOSBs and HUBZone businesses are above the all-industry averages, although the HUBZone rate is below the goal. Only 8(a) businesses fall short of the all-industry average.

There are fairly consistent industry patterns to the procurement rates. SDBs have much the highest rate in Real Estate (531). The highest procurement rates for all other subclasses are in Rental and Leasing Services (532). There are no subclass contractors in Lessors of Nonfinancial Intangible Assets (except Copyrighted Works) (533)—an industry with very little procurement.

SAM registration rates for subclasses are fairly low—about two-thirds the all-industry average for SDBs, VOSBs, and WOSBs and about half the all-industry average for SDVOSBs and for 8(a) and HUBZone businesses. Subclass SAM registration rates are consistently higher for Rental and Leasing Services (532) than for Real Estate (531).

**Table F-28  
Procurement Shares of Small-Business Subclasses in Real Estate and Rental and Leasing**

Industry	Total Dollars (\$1,000s)	Small-Business Share			Participation Ratio				
		Dollars (\$1,000s)	Percent of Dollars	Percent of Firms					
53, Real Estate and Rental & Leasing	\$1,605,089	\$520,720	32.4%	63.6%	0.650				
531, Real Estate	\$807,706	\$183,037	22.7%	67.7%	0.770				
532, Rental and Leasing Services	\$797,147	\$337,668	42.4%	57.3%	0.514				
533, Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	\$235	\$15	6.3%	18.2%	0.102				
Industry	SDB			VOSB			WOSB		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
53, Real Estate and Rental & Leasing	11.0%	4.7%	0.179	6.3%	5.9%	0.493	11.8%	10.1%	0.560
531, Real Estate	16.2%	3.3%	0.145	5.1%	5.6%	0.606	11.0%	10.2%	0.716
532, Rental and Leasing Services	5.8%	6.9%	0.201	7.5%	6.4%	0.333	12.7%	9.6%	0.355
533, Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	0.0%	0.0%	0.000	0.0%	0.0%	0.000	0.0%	0.0%	0.000
Industry	8(a)			SDVOSB			HUBZone		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
53, Real Estate and Rental & Leasing	2.5%	1.2%	0.321	4.4%	1.7%	0.288	2.2%	1.2%	0.590
531, Real Estate	1.4%	0.8%	0.258	4.1%	1.0%	0.234	0.9%	0.7%	0.565
532, Rental and Leasing Services	3.6%	1.9%	0.324	4.6%	2.7%	0.261	3.5%	2.0%	0.459
533, Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	0.0%	0.0%	0.000	0.0%	0.0%	0.000	0.0%	0.0%	-

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

The subclass shares of contractors are consistently well below the all-industry averages, except for SDVOSBs. Subclasses consistently have higher shares of contractors in Real Estate (531) than in Rental and Leasing Services (532).

**Small-Business Size Standards.** Size standards are very high in some industries.<sup>301</sup> The size standard is set at the anchor level (\$7 million) for Offices of Real Estate Agents and Brokers (5312) and Activities Related to Real Estate (5313) and at intermediate levels elsewhere.

## 12. Professional, Scientific, and Technical Services

Professional, Scientific, and Technical Services (54) is the second largest procurement sector, accounting for 27.7 percent of federal procurement. The most significant procurement industries—each with 23 to 30 percent of the sector’s procurement—are Scientific Research and Development Services (5417), Architectural, Engineering, and Related Services (5413), and Computer Systems Design and Related Services (5415).

**Small-Business Procurement.** Data on small-business procurement are shown in Table F-29. The overall small-business procurement rate (22.5 percent) is just below the national goaling level. Rates for individual four-digit industries range from 10 percent to 40 percent. Two of the three industries with the most procurement have low small-business procurement rates; the third has a high rate. Most four-digit industry rates reflect either a dominant six-digit industry or similar rates in their six-digit industries.

- Four industries have high small-business procurement rates:
  - ◆ **Specialized Design Services** (5414) has a rate of 75.4 percent, with the rates over 50 percent in all the six-digit industries.
  - ◆ **Advertising, Public Relations, and Related Services** (5418) has rate of 39.5 percent, reflecting a rate of 41.1 percent for Advertising Agencies (541810), which accounts for 76.7 percent of procurement in the industry.
  - ◆ **Computer Systems Design and Related Services** (5415) has rate of 37.3 percent, with high rates (27.8 percent to 47.6 percent) in the six-digit industries.
  - ◆ **Accounting, Tax Preparation, Bookkeeping, and Payroll Services** (5412) has a rate of 31.3 percent, with rates of 28.5 percent to 58.5 percent at the six-digit level.

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<sup>301</sup> The standard is \$35.5 million for:

- Leasing of Building Space to Federal Government by Owners (part of 53112);
- Automotive Equipment Rental and Leasing (5321), where small-business procurement rates are very low;
- Consumer Electronics and Appliances Rental (532210), where the procurement rate is very high; and
- Lessors of Nonfinancial Intangible Assets (except Copyrighted Works) (533).

Size standards are \$30 million for:

- Commercial and Industrial Machinery and Equipment Rental and Leasing (5324) and
- Home Health Equipment Rental (532291).

**Table F-29**  
**Small-Business Procurement Shares in Professional, Scientific, and Technical Services**

Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
54/541, Professional, Scientific and Technical Services	\$141,155,310	37,662	\$31,748,665	22.5%	27,569	73.2%		0.656
5411, Legal Services	\$562,759	1,849	\$121,369	21.6%	1,435	77.6%	2,286	1.262
5412, Accounting, Tax Preparation, Bookkeeping, and Payroll Services	\$1,012,701	525	\$316,647	31.3%	350	66.7%	2,853	0.406
5413, Architectural, Engineering & Related Services	\$35,400,863	9,769	\$5,521,493	15.6%	6,199	63.5%	31,046	0.472
5414, Specialized Design Services	\$79,106	730	\$59,663	75.4%	623	85.3%	8,576	1.678
5415, Computer Systems Design and Related Services	\$32,271,941	8,694	\$12,023,944	37.3%	6,885	79.2%	28,522	0.686
5416, Management, Scientific, and Technical Consulting Services	\$18,244,765	10,372	\$4,500,169	24.7%	7,260	70.0%	41,355	0.561
5417, Scientific Research and Development Services	\$41,200,581	7,178	\$7,558,346	18.3%	5,007	69.8%	15,546	0.563
5418, Advertising, Public Relations, and Related Services	\$1,140,999	953	\$450,140	39.5%	601	63.1%	4,496	0.263
5419, Other Professional, Scientific & Technical Services	\$11,241,595	6,526	\$1,196,893	10.6%	4,233	64.9%	18,315	0.491

\* Small-business procurement rate.  
Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

- Two industries have intermediate small-business procurement rates:
  - ◆ **Management, Scientific, and Technical Consulting Services (5416)** has a rate of 24.7 percent. Administrative Management and General Management Consulting Services (541611), which accounts for a majority (58.9 percent) of procurement in the industry, has a similar rate (24.5 percent). Rates are low in two six-digit industries<sup>302</sup> and high in all other industries.
  - ◆ **Legal Services (5411)** has a rate of 21.1 percent, which is a composite of:
    - Very high rates (over 80 percent) in Offices of Notaries (541110) and Title Abstract and Settlement Offices (541191) and
    - A low rate (12.1 percent) in All Other Legal Services (541199), which accounts for 71.4 percent of procurement in the industry.
- Three industries have low small-business procurement rates:
  - ◆ **Scientific Research and Development Services (5417)** has rate of 18.3 percent, which is a composite of:

<sup>302</sup> These industries are:

- Process, Physical Distribution, and Logistics Consulting Services (541614), with a rate of 13.9 percent, and
- Other Management Consulting Services (541618), with a rate of 16.6 percent.

- A rate of 18.9 percent for Research and Development in the Physical, Engineering, and Life Sciences (54171), which accounts for 96.4 percent of procurement in the industry, and
- A rate of 9.3 percent for Research and Development in the Social Sciences and Humanities (54172).

Analysis at the six-digit industry level is obscured by data anomalies.<sup>303</sup>

- ◆ **Architectural, Engineering, and Related Services** (5413) has rate of 15.6 percent. This is largely due to a rate of 15.0 percent in Engineering Services (541330), which accounts for 94.5 percent of procurement in the industry and 23.7 percent of procurement in the sector.
- ◆ **Other Professional, Scientific, and Technical Services** (5419) has a rate of 10.6 percent, mostly due to an 8.8 percent rate in All Other Professional, Scientific, and Technical Services (541990), which accounts for 87.1 percent of procurement.

Participation statistics are near average at the sector level. For the most part, variations are not extreme. The percent of SAM registrants that are small<sup>304</sup> is higher than the all-industry average. The participation ratios are about average at the two-digit level and below average in most four-digit industries. The small-business share of contractors is above average for the sector, but about average in most four-digit industries. Most six-digit industries with low or very low small-business procurement rates have small-business shares of contractors below 55 percent.

<sup>303</sup> Scientific Research and Development Services (5417) includes two six-digit industries:

- Research and Development in Biotechnology (541711) and
- Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology) (541712).

In FPDS data, however, a large share (43.8 percent) of procurement is given the NAICS code of 541710, which is not a legitimate NAICS code. FPDS data show a small-business procurement rate of 4.3 percent in 541710 and rates over 30 percent in the two actual six-digit NAICS industries. The rate of 18.9 is a composite computed at the five-digit level. Most such spurious NAICS codes in FPDS data involve very little procurement and appear to be errors in recording data. Here the discrepancies are large and systematic. The explanation is unclear.

<sup>304</sup> SAM registration rates for Professional, Scientific, and Technical Services are as follows:

Industry	Small	SDB	8(a)	VOSB	SDVOSB	WOSB	HUBZone
54/541, Professional, Scientific, and Technical Services	80.6%	31.1%	6.5%	17.3%	10.0%	24.0%	2.1%
5411, Legal Services	73.3%	26.2%	3.6%	10.3%	4.5%	26.3%	1.3%
5412, Accounting, Tax Preparation, Bookkeeping, and Payroll Services	83.1%	43.9%	11.7%	17.2%	10.5%	36.1%	2.8%
5413, Architectural, Engineering, and Related Services	78.6%	28.6%	6.6%	16.7%	9.7%	17.4%	2.6%
5414, Specialized Design Services	77.6%	33.3%	6.5%	13.9%	8.3%	28.7%	2.1%
5415, Computer Systems Design and Related Services	84.7%	34.0%	7.6%	18.8%	10.8%	22.3%	2.1%
5416, Management, Scientific, and Technical Consulting Services	80.6%	33.1%	6.1%	19.2%	11.2%	27.1%	2.1%
5417, Scientific Research and Development Services	80.4%	22.3%	5.0%	13.5%	7.5%	18.5%	1.6%
5418, Advertising, Public Relations, and Related Services	86.7%	36.6%	5.6%	13.1%	7.7%	39.4%	1.9%
5419, Other Professional, Scientific, and Technical Services	79.0%	30.8%	6.9%	18.4%	11.0%	27.7%	2.1%

Source: Microeconomic Applications, Inc., from System for Award Management data.

The stability of relationships due to the large numbers of small businesses involved allows observation of the interplay of SAM registration rates, participation ratios, and shares of contractors, which is what one would expect. Several patterns emerge:

- A roughly average SAM registration rate and a high participation ratio result in a relatively high percentage of contractors that are small.<sup>305</sup>
- A high SAM registration rate and an average participation ratio result in a relatively high small-business share of contractors.<sup>306</sup>
- An above-average SAM registration rate is offset by a low participation ratio, resulting in a share of contractors that is about average.<sup>307</sup>

**Small-Business Subclasses.** Data on procurement from subclass businesses are summarized in Table F-30. Four-digit industry data are used because the sector has a high level of procurement and has only one three-digit subsector. The procurement results are mixed. For the sector, procurement from SDBs and SDVOSBs exceeds the goaling levels, procurement from WOSBs is just under the goal, and procurement from HUBZone businesses is far below the goal. For all subclasses except HUBZone businesses, procurement rates are well above the all-industry averages.

Variations in subclass procurement rates at the four-digit level generally reflect those of small businesses as a whole. Procurement rates are relatively low in Architectural, Engineering, and Related Services (5313), in Scientific Research and Development Services (5317), and (to a lesser degree) in Other Professional, Scientific, and Technical Services (5319). Subclass procurement rates are consistently relatively high in Specialized Design Services (5314) and Computer Systems Design and Related Services (5315). For SDBs, VOSBs, and WOSBs, the rates are relatively high in Accounting, Tax Preparation, Bookkeeping, and Payroll Services (5312). For SDBs and 8(a) businesses they are relatively high in Advertising, Public Relations, and Related Services (5318).

Subclass registration with SAM has much the same characteristics as small-business registration. The percentages of SAM registrants that are subclass businesses are higher than the all-industry averages for a majority of subclasses and just below average for 8(a) and HUBZone businesses. Most industries in which a subclass has a relatively high registration rate also have a relatively high small-business registration rate.

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<sup>305</sup> This pattern occurs in:

- Legal Services (5411) and
- Specialized Design Services (5414).

<sup>306</sup> This pattern occurs in Computer Systems Design and Related Services (5415).

<sup>307</sup> This pattern occurs in:

- Accounting, Tax Preparation, Bookkeeping, and Payroll Services (5412),
- Architectural, Engineering, and Related Services (5413),
- Management, Scientific, and Technical Consulting Services (5416),
- Scientific Research and Development Services (5417),
- Advertising, Public Relations, and Related Services (5418), and
- Other Professional, Scientific, and Technical Services (5419).

Subclass participation ratios are consistently lower than small-business participation ratios—except for 8(a) businesses, for which the participation ratios are above one for all industries and above two for many. The only other participation ratios above one are found for WOSBs and HUBZone businesses, and these are in industries where small-business participation ratios also are relatively high.

**Table F-30  
Procurement Shares of Small-Business Subclasses in  
Professional, Scientific, and Technical Services**

Industry	Total Dollars (\$1,000s)	Small-Business Share			Participation Ratio				
		Dollars (\$1,000s)	Percent of Dollars	Percent of Firms					
54/541, Professional, Scientific, and Technical Services	\$141,155,310	\$31,748,665	22.5%	73.2%	0.656				
5411, Legal Services	\$562,759	\$121,369	21.6%	77.6%	1.262				
5412, Accounting, Tax Preparation, Bookkeeping, and Payroll Services	\$1,012,701	\$316,647	31.3%	66.7%	0.406				
5413, Architectural, Engineering, and Related Services	\$35,400,863	\$5,521,493	15.6%	63.5%	0.472				
5414, Specialized Design Services	\$79,106	\$59,663	75.4%	85.3%	1.678				
5415, Computer Systems Design and Related Services	\$32,271,941	\$12,023,944	37.3%	79.2%	0.686				
5416, Management, Scientific, and Technical Consulting Services	\$18,244,765	\$4,500,169	24.7%	70.0%	0.561				
5417, Scientific Research and Development Services	\$41,200,581	\$7,558,346	18.3%	69.8%	0.563				
5418, Advertising, Public Relations, and Related Services	\$1,140,999	\$450,140	39.5%	63.1%	0.263				
5419, Other Professional, Scientific, and Technical Services	\$11,241,595	\$1,196,893	10.6%	64.9%	0.491				
Industry	SDB			VOSB			WOSB		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
54/541, Professional, Scientific, and Technical Services	8.5%	14.3%	0.333	5.3%	10.2%	0.428	4.7%	17.2%	0.518
5411, Legal Services	4.0%	4.8%	0.216	1.4%	5.8%	0.670	5.2%	16.5%	0.751
5412, Accounting, Tax Preparation, Bookkeeping, and Payroll Services	14.5%	22.9%	0.263	3.7%	8.6%	0.252	3.2%	20.2%	0.283
5413, Architectural, Engineering, and Related Services	5.6%	15.2%	0.311	4.1%	12.1%	0.425	2.6%	11.7%	0.392
5414, Specialized Design Services	43.4%	19.2%	0.879	8.3%	7.7%	0.843	33.2%	32.9%	1.748
5415, Computer Systems Design and Related Services	17.6%	27.7%	0.597	9.9%	13.8%	0.538	7.9%	17.6%	0.579
5416, Management, Scientific, and Technical Consulting Services	12.0%	18.8%	0.367	7.5%	12.6%	0.423	7.9%	21.3%	0.506
5417, Scientific Research and Development Services	2.5%	6.8%	0.197	2.5%	5.8%	0.280	2.7%	11.2%	0.393
5418, Advertising, Public Relations, and Related Services	17.8%	11.0%	0.109	19.7%	7.0%	0.193	7.7%	22.5%	0.206
5419, Other Professional, Scientific, and Technical Services	5.6%	12.3%	0.239	1.7%	7.6%	0.247	3.6%	20.1%	0.433

Industry	8(a)			SDVOSB			HUBZone		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
54/541, Professional, Scientific, and Technical Services	4.0%	7.3%	1.357	3.4%	4.6%	0.333	0.7%	2.2%	0.759
5411, Legal Services	2.4%	1.0%	5.522	0.6%	1.2%	0.333	0.6%	0.5%	0.502
5412, Accounting, Tax Preparation, Bookkeeping, and Payroll Services	7.9%	11.8%	1.175	2.7%	3.8%	0.184	0.5%	2.5%	0.448
5413, Architectural, Engineering, and Related Services	2.2%	6.0%	2.575	2.4%	6.1%	0.371	0.6%	3.0%	0.668
5414, Specialized Design Services	30.3%	7.0%	3.206	5.1%	4.1%	0.757	1.9%	2.3%	1.693
5415, Computer Systems Design and Related Services	8.4%	17.6%	1.119	6.8%	7.4%	0.505	1.4%	3.3%	1.129
5416, Management, Scientific, and Technical Consulting Services	6.7%	10.8%	2.141	5.7%	6.7%	0.384	1.2%	2.7%	0.846
5417, Scientific Research and Development Services	0.9%	2.0%	3.215	1.3%	1.7%	0.147	0.2%	1.3%	0.531
5418, Advertising, Public Relations, and Related Services	2.8%	3.6%	2.035	0.4%	2.7%	0.128	0.1%	1.3%	0.236
5419, Other Professional, Scientific, and Technical Services	3.8%	6.3%	2.628	1.2%	3.3%	0.181	0.3%	1.3%	0.370

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

The percentages of contractors that are subclass businesses are above the all-industry averages for every subclass. Industries where a subclass has a high procurement rate also tend to have a high subclass shares of contractors, although this pattern is somewhat inconsistent.

**Small-Business Size Standards.** No four-digit industry has a very high size standard, although very high size standards are used for parts of two six-digit industries.<sup>308</sup> A majority of industries have intermediate size standards;<sup>309</sup> the rest have anchor size standards:

<sup>308</sup> The size standard is:

- \$35.5 million for Parts of Engineering Services (541330):
  - ◆ Military and Aerospace Equipment and Military Weapons,
  - ◆ Contracts and Subcontracts for Engineering Services Awarded Under the National Energy Policy Act of 1992, and
  - ◆ Marine Engineering and Naval Architecture;
- 1,500 employees for R&D in Aircraft; and
- 1,000 employees for R&D in
  - ◆ Space Vehicles and Guided Missiles, their Propulsion Units, their Propulsion Units Parts, and their Auxiliary Equipment and Parts, and
  - ◆ Aircraft Parts, and Auxiliary Equipment, and Aircraft Engine Parts.

<sup>309</sup> Size standards are intermediate in the following industries:

- A standard of \$10 million applies to Legal Services (5411).
- A standard of \$14 million applies to:
  - ◆ Engineering Services (54133), with exceptions;
  - ◆ Some other parts of Architectural, Engineering, and Related Services (5413);
  - ◆ Management, Scientific, and Technical Consulting Services (5416);
  - ◆ Advertising, Public Relations, and Related Services (5418); and
  - ◆ All Other Professional, Scientific, and Technical Services (54199).
- A standard of \$19 million applies to Research and Development in the Social Sciences and Humanities (54172).
- A standard of \$25.5 million applies to Computer Systems Design and Related Services (5415).

This sector suggests effects and limitations of size standards. The small-business procurement rate is high in Computer Systems Design and Related Services (5415), which as a fairly high size standard. On the other hand, the rate is lowest in the two industries—Architectural, Engineering, and Related Services (5313) and Scientific Research and Development Services (5317)—where the highest size standards are found.

### 13. Management of Companies and Enterprises

Management of Companies and Enterprises (55) is an extremely small sector, accounting for 0.00014 percent of procurement.

**Small-Business Procurement.** Table F-31 provides information on small-business procurement. The sector is too small to have any significance, but the statistics are dismal. The overall small-business procurement rate (9.9 percent) is very low. There are only three small-business contractors. SAM registration rates for small and subclass businesses<sup>310</sup> are a fraction of the all-industry averages. Both the small-business participation ratio and the small-business share of contractors are quite low. The single WOSB generates high statistics for that sub-class—9.8 percent of procurement obligations (nearly twice the goal) and a participation ratio of 1.319—but the other subclasses have only zeros.

**Small-Businesses Subclasses.** One WOSB is a contractor; no other subclass business is. The WOSB procurement share is well above the goaling level. The SAM registration rates for all subclasses are low. The WOSB participation ratio is high. The WOSB share of contractors is low. None of this really has any significance.

**Small-Business Size Standards.** SBA’s size standard is \$19 million—more than 25 times actual procurement.

Sector	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
55/551/5511								
Small Business	\$715	15	\$70	9.9%	3	20.0%	173	0.526
WOSB	\$715	15	\$70	9.8%	1	6.7%	23	1.319

\* Small-business procurement rate.  
Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

<sup>310</sup> SAM registration rates for Management of Companies and Enterprises are as follows:

Industry	Small	SDB	8(a)	VOSB	SDVOSB	WOSB	HUBZone
55/551, Management of Companies and Enterprises	32.2%	8.6%	0.2%	4.5%	2.6%	4.3%	0.2%

Source: Microeconomic Applications, Inc., from System for Award Management data.

## 14. Administrative and Support and Waste Management and Remediation Services

Administrative and Support and Waste Management and Remediation Services (56) is the third-largest procurement sector, with 8.8 percent of federal procurement. Facilities Support Services (5612) accounts for a majority (54.0) percent of procurement in the sector.

**Small-Business Procurement.** Table F-32 provides data on procurement from small businesses. The sector’s small-business procurement rate (21.3 percent) is slightly below the national goal—a case of high and low rates averaging out to the middle.

- **Administrative and Support Services (561)** has a small-business procurement rate of 19.7 percent. Several four-digit industries have very high rates. Others are a mix of six-digits with high and low rates.
- **Waste Management and Remediation Services (562)** has a small-business procurement rate of 29.6 percent, with high or very high rates in all but one six-digit industry.

A majority of four-digit industries contain one or two six-digit industries with small-business procurement rates that substantially reduce the four-digit industry rate.<sup>311</sup>

<sup>311</sup> Data for these industries:

Small-Business Procurement Shares in Selected Administrative and Support and Waste Management and Remediation Services Industries								
Industry	All Businesses		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
561210, Facilities Support Services	\$23,285,777	2,286	\$3,013,727	12.9%	1,492	65.3%	9,181	0.700
561421, Telephone Answering Services	\$296,803	191	\$17,678	6.0%	100	52.4%	855	0.378
561450, Credit Bureaus	\$56,441	33	\$1,166	2.1%	17	51.5%	128	0.365
561499, All Other Business Support Services	\$586,724	603	\$103,077	17.6%	333	55.2%	3,676	0.263
561510, Travel Agencies	\$36,272	61	\$1,970	5.4%	27	44.3%	266	0.212
561611, Investigation Services	\$640,630	808	\$67,846	10.6%	709	87.7%	2,468	1.010
561990, All Other Support Services	\$1,739,003	1,628	\$233,000	13.4%	982	60.3%	4,423	0.441
562211, Hazardous Waste Treatment and Disposal	\$2,028,303	388	\$101,750	5.0%	220	56.7%	1,299	1.139

\* Small-business procurement rate.  
Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

**Table F-32**  
**Small-Business Procurement Shares in**  
**Administrative and Support and Waste Management and Remediation Services**

Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
56, Administrative & Support and Waste Management & Remediation Services	\$43,086,067	20,923	\$9,175,501	21.3%	16,009	76.5%		0.892
561, Administrative & Support Services	\$36,074,637	17,262	\$7,102,942	19.7%	13,395	77.6%		0.855
5611, Office Administrative Services	\$1,148,362	1,114	\$725,297	63.2%	846	75.9%	6,144	0.948
5612, Facilities Support Services	\$23,285,777	2,286	\$3,013,727	12.9%	1,492	65.3%	9,183	0.700
5613, Employment Services	\$804,562	1,160	\$404,722	50.3%	970	83.6%	5,961	0.970
5614, Business Support Services	\$1,149,790	3,266	\$287,665	25.0%	2,694	82.5%	9,782	0.859
5615, Travel Arrangement and Reservation Services	\$56,758	172	\$9,247	16.3%	72	41.9%	705	0.319
5616, Investigation and Security Services	\$5,677,991	3,142	\$1,288,522	22.7%	2,276	72.4%	7,981	0.633
5617, Services to Buildings and Dwellings	\$2,052,274	5,907	\$1,072,630	52.3%	4,998	84.6%	12,843	0.956
5619, Other Support Services	\$1,899,123	1,989	\$301,132	15.9%	1,180	59.3%	5,910	0.442
562, Waste Management & Remediation Services	\$7,011,431	4,087	\$2,072,559	29.6%	2,878	70.4%		0.932
5621 Waste Collection	\$267,026	1,580	\$164,259	61.5%	978	61.9%	3,116	0.725
5622 Waste Treatment and Disposal	\$2,071,277	769	\$113,212	5.5%	422	54.9%	2,225	0.815
5629 Remediation and Other Waste Management Services	\$4,673,127	2,221	\$1,795,088	38.4%	1,750	78.8%	8,175	1.094

\* Small-business procurement rate.  
Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

For the sector as a whole and for Administrative and Support Services (561), a relatively high percent of SAM registrants<sup>312</sup> are small. Participation ratios are above the all-industry averages for the sector and most industries. The small-business shares of contractors are also

<sup>312</sup> SAM registration rates for Administrative and Support and Waste Management and Remediation Services are as follows:

Industry	Small	SDB	8(a)	VOSB	SDVOSB	WOSB	HUBZone
56, Administrative & Support and Waste Management & Remediation Services	78.5%	36.4%	10.1%	19.7%	13.1%	26.1%	3.8%
561, Administrative & Support Services	80.2%	38.0%	10.3%	21.3%	14.1%	28.5%	3.7%
562, Waste Management & Remediation Services	71.9%	30.2%	9.5%	13.5%	9.2%	16.9%	4.5%

Source: Microeconomic Applications, Inc., from System for Award Management data.

generally above average. In the industries where small-business procurement rates are the lowest,<sup>313</sup> however, all measures of participation are also relatively low.

**Small-Business Subclasses.** Data on procurement from subclasses are in Table F-33. Procurement rates are twice the goaling levels for SDBs, above the goaling rates for SDVOSBs, and within 20 percent of the goaling levels for WOSBs and HUBZone businesses. Procurement rates are above the all-industry averages for all subclasses in both subsectors.

Industry	Total Dollars (\$1,000s)	Small-Business Share			Participation Ratio				
		Dollars (\$1,000s)	Percent of Dollars	Percent of Firms					
56, Administrative & Support and Waste Management & Remediation Services	\$43,086,067	\$9,175,501	21.3%	76.5%	0.892				
561, Administrative & Support Services	\$36,074,637	\$7,102,942	19.7%	77.6%	0.855				
562, Waste Management & Remediation Services	\$7,011,431	\$2,072,559	29.6%	70.4%	0.932				
Industry	SDB			VOSB			WOSB		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
56, Administrative & Support and Waste Management & Remediation Services	12.5%	17.6%	0.442	5.1%	12.2%	0.566	4.4%	23.6%	0.830
561, Administrative & Support Services	12.3%	17.9%	0.416	5.3%	12.8%	0.531	4.7%	25.9%	0.803
562, Waste Management & Remediation Services	13.7%	17.8%	0.562	4.4%	9.7%	0.686	3.4%	13.5%	0.762
Industry	8(a)			SDVOSB			HUBZone		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
56, Administrative & Support and Waste Management & Remediation Services	7.2%	8.8%	0.795	3.6%	6.1%	0.425	2.4%	4.2%	0.993
561, Administrative & Support Services	7.0%	9.1%	0.782	3.6%	6.3%	0.398	2.3%	4.1%	0.998
562, Waste Management & Remediation Services	8.1%	8.8%	0.878	3.3%	5.3%	0.545	3.0%	4.7%	0.990

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

<sup>313</sup> These industries are:

- Facilities Support Services (5612),
- Travel Arrangement and Reservation Services (5615),
- Other Support Services (5619), and
- Waste Treatment and Disposal (5622).

Participation is high. SAM registration rates are above average for all subclasses. Participation ratios are high for 8(a) businesses, WOSBs, and HUBZone businesses but low for the other subclasses. Subclass shares of contractors are higher—often by 50 percent or more—than all-industry averages.

**Small-Business Size Standards.** The size standard is very high (\$35.5 million) in the Facilities Support Services (5612), Waste Collection (5621), and Hazardous Waste Treatment and Disposal (562211). Other size standards vary considerably.<sup>314</sup>

## 15. Educational Services

Educational Services (61) accounts for 1.1 percent of federal procurement. The two principal industries are Business Schools and Computer and Management Training (6114), with 35.7 percent of procurement, and Technical and Trade Schools (6115), with 30.6 percent of procurement.

**Small-Business Procurement.** Table F-34 provides data on procurement from small businesses. The sector’s small-business procurement rate (24.0 percent) is slightly above the national goal. Procurement characteristics are divided sharply between two parts of the sector: “academic” schools (K-12, colleges, and universities) and other training and educational services.

- **Elementary and Secondary Schools (6111), Junior Colleges (6112), and Colleges, Universities, and Professional Schools (6113)** have relatively little procurement (12.3 percent of procurement in the sector). The small-business procurement rate is very low (collectively 0.62 percent).
- **Business Schools and Computer and Management Training (6114), Technical and Trade Schools(6115), Other Schools and Instruction (6116), and Educational Support Services (6117)** have a collective small-business procurement rate of 27.3 percent, with rates above the national goaling level in the two industries with the most procurement.

In general, the lowest procurement rates are found in industries with very little procurement. The two substantial six-digit industries with low small-business procurement rates are:

- Other Technical and Trade Schools (611519), with \$1.2 billion in procurement and a small-business procurement rate of 19.6 percent, and

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<sup>314</sup> Size standards are:

- \$25.5 million for Employment Services (5613),
- \$19 million for
  - ◆ Travel Arrangement and Reservation Services (5615).
  - ◆ Investigation and Security Services (5616), and
  - ◆ Part of Remediation and Other Waste Management Services (5629),
- \$14 million for Business Support Services (5614),
- \$10 million for Other Support Services (5619),
- \$7 million for part of Remediation and Other Waste Management Services (5629), and
- From \$5 million to \$16.5 million for Services to Buildings and Dwellings (5617).

**Table F-34  
Small-Business Procurement Shares in Educational Services**

Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
61/611, Educational Services	\$5,696,328	7,716	\$1,366,983	24.0%	4,697	60.9%		1.085
6111, Elementary and Secondary Schools	\$30,458	138	\$185	0.6%	22	15.9%	275	3.962
6112, Junior Colleges	\$9,299	78	\$109	1.2%	3	3.8%	190	0.144
6113, Business Schools and Computer & Management Training	\$660,293	1,079	\$4,080	0.6%	143	13.3%	693	0.533
6114, Colleges, Universities, and Professional Schools	\$2,036,203	3,185	\$660,533	32.4%	2,249	70.6%	14,115	0.642
6115, Technical and Trade Schools	\$1,743,649	510	\$405,551	23.3%	279	54.7%	2,886	0.483
6116, Other Schools and Instruction	\$492,563	1,169	\$157,166	31.9%	814	69.6%	3,993	1.251
6117, Educational Support Services	\$723,863	2,432	\$139,358	19.3%	1,524	62.7%	5,508	1.017

\* Small-business procurement rate.  
Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

- Educational Support Services (6117), which contains only one six-digit industry.

Even if one disregards the “academic” industries, the percentages of SAM registrants that are small<sup>315</sup> are generally low—above the all-industry average only for Business Schools and Computer and Management Training (6114). Other Schools and Instruction (6116) and Educational Support Services (6117) have participation ratios above one; the ratio is about average for Business Schools and Computer and Management Training (6114), and ratios are low in most other industries.<sup>316</sup> The small-business shares of contractors are generally low—above the all-industry average only in the industries with small-business procurement rates above 30 percent.

<sup>315</sup> SAM registration rates for Educational Services are as follows:

Industry	Small	SDB	8(a)	VOSB	SDVOSB	WOSB	HUBZone
61/611, Educational Services	58.9%	24.1%	4.5%	16.6%	10.1%	22.0%	1.4%
6111, Elementary and Secondary Schools	4.6%	1.9%	0.1%	0.7%	0.3%	2.0%	0.0%
6112, Junior Colleges	21.8%	8.0%	0.6%	3.6%	1.9%	8.7%	0.1%
6113, Colleges, Universities, and Professional Schools	22.3%	7.6%	0.8%	5.2%	2.9%	7.3%	0.4%
6114, Business Schools and Computer and Management Training	78.9%	34.1%	6.6%	21.5%	12.9%	30.3%	2.0%
6115, Technical and Trade Schools	71.4%	24.2%	4.9%	23.1%	13.7%	18.4%	1.7%
6116, Other Schools and Instruction	64.7%	25.0%	3.9%	21.5%	13.1%	22.4%	1.2%
6117, Educational Support Services	62.3%	25.8%	5.2%	16.5%	10.4%	26.8%	1.6%

Source: Microeconomic Applications, Inc., from System for Award Management data.

<sup>316</sup> The very large number of small SAM registrants in Business Schools and Computer and Management Training (6114) suggests that a very high supply may have depressed the participation ratio. On the other hand, the very high ratio for Elementary and Secondary Schools (6111) is an anomaly caused by the fact that only 4.6 percent of SAM registrants are small.

**Small-Business Subclasses.** Table F-35 provides data on procurement from small business subclasses. The sector procurement rates are above the all-industry averages for all subclasses. They are above the goaling levels for SDBs and WOSBs. Procurement rates are consistently lower than the sector rates for the “academic” industries and higher in other industries.

Industry	Total Dollars (\$1,000s)	Small-Business Share			Participation Ratio				
		Dollars (\$1,000s)	Percent of Dollars	Percent of Firms					
61/611, Educational Services	\$5,696,328	\$1,366,983	24.0%	60.9%	1.085				
6111, Elementary and Secondary Schools	\$30,458	\$185	0.6%	15.9%	3.962				
6112, Junior Colleges	\$9,299	\$109	1.2%	3.8%	0.144				
6113, Colleges, Universities, and Professional Schools	\$660,293	\$4,080	0.6%	13.3%	0.533				
6114, Business Schools and Computer and Management Training	\$2,036,203	\$660,533	32.4%	70.6%	0.642				
6115, Technical and Trade Schools	\$1,743,649	\$405,551	23.3%	54.7%	0.483				
6116, Other Schools and Instruction	\$492,563	\$157,166	31.9%	69.6%	1.251				
6117, Educational Support Services	\$723,863	\$139,358	19.3%	62.7%	1.017				
Industry	SDB			VOSB			WOSB		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
61/611, Educational Services	8.4%	7.6%	0.332	5.8%	11.7%	0.740	6.1%	19.8%	0.945
6111, Elementary and Secondary Schools	0.4%	2.2%	1.281	-0.1%	1.4%	2.304	0.4%	6.5%	3.654
6112, Junior Colleges	0.0%	0.0%	0.000	1.1%	1.3%	0.293	0.0%	0.0%	0.000
6113, Colleges, Universities, and Professional Schools	0.0%	1.1%	0.131	0.0%	2.2%	0.381	0.2%	2.7%	0.332
6114, Business Schools and Computer and Management Training	7.9%	11.1%	0.233	7.4%	13.7%	0.459	8.0%	22.2%	0.525
6115, Technical and Trade Schools	10.8%	8.4%	0.219	4.7%	12.2%	0.332	4.5%	12.2%	0.416
6116, Other Schools and Instruction	10.6%	8.0%	0.374	14.5%	15.1%	0.812	11.5%	25.7%	1.334
6117, Educational Support Services	10.3%	6.5%	0.253	3.5%	11.5%	0.701	6.4%	21.8%	0.819
Industry	8(a)			SDVOSB			HUBZone		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
61/611, Educational Services	3.6%	2.6%	0.609	2.8%	4.8%	0.496	0.9%	0.9%	.664
6111, Elementary and Secondary Schools	0.0%	0.0%	0.000	0.0%	0.7%	2.358	0.0%	0.7%	49.526
6112, Junior Colleges	0.0%	0.0%	0.000	0.0%	0.0%	0.000	0.0%	0.0%	0.000
6113, Colleges, Universities, and Professional Schools	0.0%	0.1%	0.108	0.0%	0.8%	0.258	0.0%	0.2%	0.431
6114, Business Schools and Computer and Management Training	5.0%	4.2%	0.459	3.2%	5.7%	0.319	2.1%	1.2%	0.420
6115, Technical and Trade Schools	2.4%	2.4%	0.306	1.0%	4.1%	0.189	0.0%	1.2%	0.434
6116, Other Schools and Instruction	4.6%	2.8%	0.851	11.8%	8.1%	0.719	1.2%	1.4%	1.309
6117, Educational Support Services	5.6%	2.1%	0.405	2.1%	3.7%	0.361	0.3%	0.7%	0.414

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

SAM registration rates are above all-industry averages for VOSBs, SDVOSBs and WOSBs. There is very little SAM registration in the “academic” industries and relatively high registration in the other industries.

Subclass participation ratios are generally low<sup>317</sup>—lower than the rates for all small businesses. Participation ratios are generally the highest in Other Schools and Instruction (6116) and (for VOSBs and WOSBs) in Educational Support Services (6117).

The percentages of contractors that are subclass businesses are above the all-industry averages for SDBs, VOSBs, SDVOSBs, and WOSBs. Contractors in all subclasses are concentrated in the non-“academic” industries.

**Small-Business Size Standards.** Size standards for these industries vary considerably within four-digit industries, but they are over \$14 million for only four industries.<sup>318</sup>

## 16. Health Care and Social Assistance

Health Care and Social Assistance Services (62) accounts for 1.4 percent of federal procurement. Ambulatory Health Care Services (621) accounts for almost two-thirds (65.7 percent) of procurement in the sector. Hospitals (622) is the subsector with the next most procurement (16.4 percent).

**Small-Business Procurement.** Data for the Health Care and Social Assistance Services sector are provided in Table F-36. The overall small-business procurement rate (31.6 percent) is high, and this is also true of many industries. There are, however, some industries where the small-business procurement rates are very low. At the four-digit level these include:

- Outpatient Care Centers (6214),
- Psychiatric and Substance Abuse Hospitals (6222),
- Specialty (except Psychiatric and Substance Abuse) Hospitals (6223),
- Community Care Facilities for the Elderly (6233), and
- Other Residential Care Facilities (6239).

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<sup>317</sup> The anomaly of a very high participation ratio for Elementary and Secondary Schools (6111) is also found for all the subclasses except 8(a) businesses (where the ratio is zero).

<sup>318</sup> These standard are

- \$19 million for Junior Colleges (611210),
- \$25 million for
  - ◆ Colleges, Universities and Professional Schools (611310) and
  - ◆ Flight Training (611510), and
- \$35.5 million for Job Corps Centers (part of 611519).

**Table F-36**  
**Small-Business Procurement Shares in Health Care and Social Assistance**

Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
62, Health Care and Social Assistance Services	\$6,913,478	12,113	\$2,188,050	31.6%	6,877	56.8%		2.004
621, Ambulatory Health Care Services	\$4,541,618	7,027	\$1,282,699	28.2%	4,513	64.2%		1.551
6211, Offices of Physicians	\$1,695,393	3,045	\$591,491	34.9%	2,261	74.3%	2,089	1.894
6212, Offices of Dentists	\$138,072	317	\$132,231	95.8%	225	71.0%	448	2.326
6213, Offices of Other Health Practitioners	\$409,448	1,432	\$267,453	65.3%	1,067	74.5%	2,669	1.525
6214, Outpatient Care Centers	\$1,541,315	640	\$52,808	3.4%	259	40.5%	1,080	1.971
6215, Medical and Diagnostic Laboratories	\$264,463	1,023	\$59,144	22.4%	410	40.1%	1,058	0.335
6216, Home Health Care Services	\$55,510	457	\$24,396	43.9%	247	54.0%	1,161	0.734
6219, Other Ambulatory Health Care Services	\$437,417	858	\$155,176	35.5%	406	47.3%	1,446	0.635
622, Hospitals	\$1,137,244	1,393	\$574,076	50.5%	559	40.1%		1.004
6221, General Medical and Surgical Hospitals	\$1,129,265	1,351	\$573,797	50.8%	548	40.6%	734	1.134
6222, Psychiatric and Substance Abuse Hospitals	\$4,255	24	\$40	0.9%	4	16.7%	146	0.292
6223, Other Specialty Hospitals	\$3,724	40	\$239	6.4%	8	20.0%	182	0.216
623, Nursing and Residential Care Facilities	\$676,511	2,231	\$142,445	21.1%	663	29.7%		0.875
6231, Nursing Care Facilities	\$359,743	1,888	\$108,715	30.2%	608	32.2%	869	0.469
6232, Residential Mental Retardation, Mental Health and Substance Abuse Facilities	\$27,768	154	\$5,251	18.9%	26	16.9%	241	1.097
6233, Community Care Facilities for the Elderly	\$2,113	27	<\$0	-	2	7.4%	259	0.149
6239, Other Residential Care Facilities	\$286,887	184	\$28,487	9.9%	29	15.8%	236	0.539
624, Social Assistance	\$558,105	2,186	\$188,830	33.8%	1,345	61.5%		4.156
6241, Individual and Family Services	\$356,549	772	\$112,461	31.5%	319	41.3%	1,968	2.568
6242, Community Food and Housing, and Emergency and Other Relief Services	\$67,637	344	\$10,407	15.4%	95	27.6%	1,582	0.983
6243, Vocational Rehabilitation Services	\$129,586	1,027	\$64,395	49.7%	886	86.3%	1,444	6.210
6244, Child Day Care Services	\$4,333	80	\$1,567	36.2%	57	71.3%	357	8.483

\* Small-business procurement rate.

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

All these industries contain only six-digit industries with very low—often zero—procurement rates. There are additional individual six-digit industries with very low procurement rates.<sup>319</sup>

The percentages of SAM registrants that are small are very low.<sup>320</sup> The highest—in Ambulatory Health Care Services (621)—is only about two-thirds of the all-industry average. Participation ratios appear either very high or very low. To some extent, this is a function of very low small-business registration rates in SAM. Half of the four-digit industries with participation ratios near or over one have SAM registration rates of 28 percent or less.<sup>321</sup> The overall small-business share of contractors is quite low. In offices of medical practitioners (parts of 621), Vocal Rehabilitation Services (6243), and Child Day Care Services (6244), the percentages are near or above the all-industry averages. In other industries they are low, and these low small-business shares of contractors are usually associated with a very low participation ratio or very low SAM registration.

**Small-Business Subclasses.** Table F-37 provides data for procurement from small business subclasses. The sector procurement rate for SDBs and WOSBs is more than twice the goaling level, for SDVOSBs it exceeds the goaling level, and for HUBZone businesses it is half the goaling level. All subclass procurement rates at the sector level exceed all-industry

<sup>319</sup> Data for these industries:

Small-Business Procurement Shares in Selected Health Care and Social Assistance Industries								
Industry	All Businesses		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
621491, HMO Medical Centers	\$1,152,855	30	\$2,960	0.3%	6	20.0%	127	0.120
621493, Freestanding Ambulatory Surgical and Emergency Centers	\$8,060	27	\$597	7.4%	10	37.0%	214	0.418
621511, Medical Laboratories	\$203,215	741	\$20,117	9.9%	250	33.7%	735	0.290
621991, Blood and Organ Banks	\$88,212	144	\$1,283	1.5%	29	20.1%	73	0.394
624229, Other Community Housing Services	\$37,386	143	\$2,446	6.5%	22	15.4%	319	1.083

\* Small-business procurement rate.  
Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

<sup>320</sup> SAM registration rates for Health Care and Social Assistance Services are as follows:

Industry	Small	SDB	8(a)	VOSB	SDVOSB	WOSB	HUBZone
62, Health Care and Social Assistance Services	39.6%	15.7%	2.6%	8.1%	4.7%	13.8%	0.6%
621, Ambulatory Health Care Services	53.6%	20.7%	3.8%	11.2%	6.2%	17.3%	0.8%
622, Hospitals	40.0%	18.0%	5.6%	9.4%	6.6%	12.6%	0.7%
623, Nursing and Residential Care Facilities	32.6%	11.0%	1.5%	4.7%	3.1%	8.7%	0.3%
624, Social Assistance	27.8%	11.8%	1.3%	5.9%	3.5%	11.9%	0.5%

Source: Microeconomic Applications, Inc., from System for Award Management data.

<sup>321</sup> These industries include:

- Outpatient Care Centers (6214),
- Residential Mental Retardation, Mental Health and Substance Abuse Facilities (6232),
- Individual and Family Services (6241),
- Community Food and Housing, and Emergency and Other Relief Services (6242), and
- Child Day Care Services (6244).

**Table F-37  
Procurement Shares of Small-Business Subclasses in Health Care and Social Assistance**

Industry	Total Dollars (\$1,000s)	Small-Business Share			Participation Ratio				
		Dollars (\$1,000s)	Percent of Dollars	Percent of Firms					
62, Health Care and Social Assistance Services	\$6,913,478	\$2,188,050	31.6%	56.8%	2.004				
621, Ambulatory Health Care Services	\$4,541,618	\$1,282,699	28.2%	64.2%	1.551				
622, Hospitals	\$1,137,244	\$574,076	50.5%	40.1%	1.004				
623, Nursing and Residential Care Facilities	\$676,511	\$142,445	21.1%	29.7%	0.875				
624, Social Assistance	\$558,105	\$188,830	33.8%	61.5%	4.156				
Industry	SDB			VOSB			WOSB		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
62, Health Care and Social Assistance Services	13.8%	8.6%	0.354	7.5%	7.6%	1.315	10.1%	14.7%	1.491
621, Ambulatory Health Care Services	11.4%	11.1%	0.330	7.2%	9.6%	1.116	7.4%	15.7%	1.176
622, Hospitals	28.8%	9.0%	0.348	10.1%	8.7%	0.926	22.4%	8.7%	0.689
623, Nursing and Residential Care Facilities	0.4%	0.3%	0.027	0.6%	1.1%	0.217	4.1%	2.7%	0.296
624, Social Assistance	19.1%	6.0%	0.725	12.3%	6.8%	2.169	14.4%	25.4%	4.006
Industry	8(a)			SDVOSB			HUBZone		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
62, Health Care and Social Assistance Services	4.4%	1.2%	0.653	4.8%	2.3%	0.676	1.5%	0.5%	1.111
621, Ambulatory Health Care Services	4.7%	1.9%	0.626	4.0%	2.9%	0.612	1.1%	0.7%	1.261
622, Hospitals	3.8%	2.2%	0.399	7.5%	3.0%	0.458	3.9%	0.6%	0.953
623, Nursing and Residential Care Facilities	0.2%	0.1%	0.059	0.0%	0.2%	0.055	0.1%	0.1%	0.265
624, Social Assistance	7.5%	1.1%	1.544	11.1%	2.3%	1.257	1.7%	0.4%	1.284

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

averages. Procurement rates in Nursing and Residential Care Facilities (623) are quite low, but rates are high elsewhere and tend to mirror high procurement rates for all small business.

Subclass SAM registration rates are low. For most subclasses the rates are just over half the all-industry average—about the same proportion as all small businesses. For 8(a) businesses, the SAM registration rate is less than half the average; for HUBZone businesses, less than a quarter.

Participation ratios for all subclasses are consistently below those of small business as a whole. For VOSBs, WOSBs, and HUBZone businesses, however, they are still quite high for Ambulatory Health Care Services (621), Hospitals (622), and Social Assistance (624).

The WOSB share of contractors for the sector is about at the all-industry average. For other subclasses, the shares are lower; for HUBZone businesses, much lower. As is true of procurement

rates, SAM registration, and participation ratios, the share of businesses that are in each subclass is substantially the lowest in Nursing and Residential Care Facilities (623).

**Small-Business Size Standards.** Size standards are \$35.5 million for Hospitals (622) and Kidney Dialysis Centers (621492). Standards are \$25.5 or \$30 million for a few other industries.<sup>322</sup> Except for General Medical and Surgical Hospitals (6221), all of these industries have very low small-business procurement rates. Other size standards are \$14 million or less.

## 17. Arts, Entertainment, and Recreation

Arts, Entertainment, and Recreation (71) is a very minor sector, which accounts for 0.14 percent of all procurement. Performing Arts, Spectator Sports, and Related Industries (711) accounts for nearly half (47.1 percent) of procurement in the sector.

**Small-Business Procurement.** Data for the Arts, Entertainment, and Recreation Services sector are provided in Table F-38. The small-business procurement rates for the sector and all subsectors are very high. The only industries with low procurement rates<sup>323</sup> have very little procurement (less than \$0.5 million, combined) and very few contractors (9).

The percentages of SAM registrants that are small<sup>324</sup> are fairly low at the sector and subsector level. Participation ratios at the subsector level, on the other hand, are quite high. The only low ratios are in industries with very little procurement or extremely high small-business registration in SAM.<sup>325</sup> The small-business shares of contractors are consistently fairly high.

<sup>322</sup> These industries are:

- HMO Medical Centers (621491),
- Medical Laboratories (621511),
- Blood and Organ Banks (621991),
- Nursing Care Facilities (Skilled Nursing Facilities) (623110),
- Continuing Care Retirement Communities (623311), and
- Emergency and Other Relief Services (624230).

<sup>323</sup> These are:

- Amusement Parks and Arcades (7131) and
- Gambling Industries (7132).

<sup>324</sup> SAM registration rates for Arts, Entertainment, and Recreation are as follows:

Industry	Small	SDB	8(a)	VOSB	SDVOSB	WOSB	HUBZone
71, Arts, Entertainment, and Recreation	55.9%	21.1%	1.8%	9.6%	5.0%	22.8%	0.8%
711, Performing Arts, Spectator Sports, and Related Industries	62.7%	25.2%	2.1%	10.2%	4.8%	28.5%	0.8%
712, Museums, Historical Sites, and Similar Institutions	38.1%	11.9%	1.5%	5.8%	3.6%	15.1%	1.0%
713, Amusement, Gambling, and Recreation Industries	57.2%	20.1%	1.5%	12.2%	7.2%	15.2%	0.7%

Source: Microeconomic Applications, Inc., from System for Award Management data.

<sup>325</sup> The small-business share of SAM registrants is:

- 79.7 percent in Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures (7114) and
- 87.0 percent in Independent Artists, Writers, and Performers (7115).

**Table F-38**  
**Small-Business Procurement Shares in Arts, Entertainment, and Recreation**

Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
71, Arts, Entertainment, and Recreation	\$73,649	2,140	\$50,729	68.9%	1,412	66.0%		1.528
711, Performing Arts, Spectator Sports, and Related Industries	\$34,709	1,391	\$23,716	68.3%	1,020	73.3%		1.633
7111, Performing Arts Companies	\$5,849	410	\$4,806	82.2%	338	82.4%	558	8.102
7112, Spectator Sports	\$5,113	114	\$2,025	39.6%	57	50.0%	191	0.822
7113, Promoters of Performing Arts, Sports, and Similar Events	\$6,140	122	\$4,500	73.3%	52	42.6%	504	0.902
7114, Agents & Managers for Artists, Athletes, Entertainers, and Other Public Figures	\$491	27	\$393	80.1%	17	63.0%	248	0.432
7115, Independent Artists, Writers, and Performers	\$17,117	760	\$11,991	70.1%	583	76.7%	2,030	1.539
712, Museums, Historical Sites, and Similar Institutions	\$16,803	253	\$10,769	64.1%	123	64.1%	868	1.539
713, Amusement, Gambling, and Recreation Industries	\$22,137	524	\$16,245	73.4%	282	53.8%		0.874
7131, Amusement Parks and Arcades	\$383	4	\$3	0.8%	1	25.0%	89	0.131
7132, Gambling Industries	\$74	5	\$11	15.3%	2	40.0%	51	0.366
7139, Other Amusement and Recreation Industries	\$21,681	517	\$16,231	74.9%	279	54.0%	999	0.928

\* Small-business procurement rate.  
Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

**Small-Business Subclasses.** Table F-39 summarizes procurement from subclasses of small business. Procurement rates are quite high—more than 50 percent above all goaling levels and over twice the all-industry averages for VOSBs and 8(a) businesses.

Except for WOSBs, subclass registration rates in SAM are relatively low—below all-industry averages in roughly the same proportion as all small businesses. Participation ratios are low for SDBs and SDVOSBs, about average for 8(a) businesses, and high for the other subclasses. A majority of subclasses have a participation ratio greater than one in at least one subsector. The WOSB share of contractors is above the all-industry average, but other subclass contractor shares are well below all-industry averages. The high small-business procurement rates do not come from a high proportion of small-business contractors.

**Table F-39  
Procurement Shares of Small-Business Subclasses in Arts, Entertainment, and Recreation**

Industry	Total Dollars (\$1,000s)	Small-Business Share			Participation Ratio				
		Dollars (\$1,000s)	Percent of Dollars	Percent of Firms					
71, Arts, Entertainment, and Recreation	\$73,649	\$50,729	68.9%	66.0%	1.528				
711, Performing Arts, Spectator Sports, and Related Industries	\$34,709	\$23,716	68.3%	73.3%	1.633				
712, Museums, Historical Sites, and Similar Institutions	\$16,803	\$10,769	64.1%	48.6%	1.539				
713, Amusement, Gambling, and Recreation Industries	\$22,137	\$16,245	73.4%	53.8%	0.874				
Industry	SDB			VOSB			WOSB		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
71, Arts, Entertainment, and Recreation	18.6%	4.0%	0.244	9.0%	7.4%	1.001	21.0%	20.6%	1.170
711, Performing Arts, Spectator Sports, and Related Industries	13.4%	3.7%	0.207	8.0%	8.3%	1.128	20.7%	24.2%	1.186
712, Museums, Historical Sites, and Similar Institutions	15.6%	4.7%	0.481	0.8%	4.0%	0.817	37.9%	20.2%	1.606
713, Amusement, Gambling, and Recreation Industries	28.9%	4.2%	0.194	16.9%	7.1%	0.537	8.5%	10.5%	0.641
Industry	8(a)			SDVOSB			HUBZone		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
71, Arts, Entertainment, and Recreation	13.3%	0.9%	0.633	4.5%	2.1%	0.531	4.8%	0.7%	1.124
711, Performing Arts, Spectator Sports, and Related Industries	10.3%	0.6%	0.386	3.8%	2.3%	0.667	1.2%	0.2%	0.385
712, Museums, Historical Sites, and Similar Institutions	13.2%	2.8%	2.236	0.0%	0.4%	0.132	8.9%	2.8%	3.456
713, Amusement, Gambling, and Recreation Industries	18.0%	0.8%	0.487	8.8%	2.5%	0.319	7.3%	1.0%	1.260

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

**Small-Business Size Standards.** Size standards range from \$7 million to \$35.5 million. There is considerable variation among six-digit industries within most four-digit industries, which makes them difficult to summarize. Their influence is not particularly apparent. Four of the five industries with size standards of \$30 or \$35.5 million<sup>326</sup> have collective procurement of \$3.1 million and 53 contractors (18 of them small). Three of the six-digit industries with the most procurement,<sup>327</sup> which account for 66.1 percent of the sector’s procurement, have anchor standards (\$7 million).

## 18. Accommodation and Food Services

Accommodation and Food Services (72) is a very minor sector that accounts for 0.27 percent of federal procurement. Most procurement (77.1 percent) is from Food Services and Drinking Places (722), and most (95.8 percent) of that is from Food Service Contractors (722310).

**Small-Business Procurement.** Table F-40 summarizes data on procurement from small businesses. The overall small-business procurement rate (21.1 percent) is just below the national goal. This is a composite of

- A high rate (34.4 percent) in Accommodations (721) and
- A low (17.3 percent) rate in Food Services and Drinking Places (722)—particularly Special Food Services (7223).

Three four-digit industries have high procurement rates. Others have one or more six-digit industries with very low rates. Two of these four-digit industries<sup>328</sup> contain only one six-digit industry. Recreational and Vacation Camps (except Campgrounds) (721214) has a procurement rate of 9.0 percent. All of the identifiable six-digit industries in Limited-Service Eating Places (7222) have very low rates, but there are data anomalies in this industry.<sup>329</sup>

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<sup>326</sup> These four industries are:

- Sports Teams and Clubs (711211)
- Race Tracks (711212)
- Theme Parks (713110)
- Other Gambling Industries (713290)

The fifth, Promoters of Performing Arts, Sports, and Similar Events with Facilities (711310), has \$3 million in procurement.

<sup>327</sup> These three industries are:

- Independent Artists, Writers, and Performers (711510)
- Fitness and Recreational Sports Centers (713940),
- All Other Amusement and Recreation Industries (713990)

The fourth, Museums (712110), has a size standard of \$25.5 million.

<sup>328</sup> These industries are:

- Rooming and Boarding Houses (721310) and
- Drinking Places (Alcoholic Beverages) (722410)

<sup>329</sup> The three actual six-digit industries have small-business procurement rates ranging from 0.1 percent to 7.1 percent. FPDS data also include a spurious industry, 722210, which has 21.7 percent of procurement in the four-digit industry and a small-business procurement rate of 46.9 percent.

**Table F-40**  
**Small-Business Procurement Shares in Accommodation and Food Services**

Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
72, Accommodation and Food Services	\$1,367,222	5,419	\$289,799	21.2%	3,485	64.3%		1.151
721, Accommodation	\$313,696	4,231	\$107,934	34.4%	2,655	62.8%		1.206
7211, Traveler Accommodation	\$302,316	3,546	\$102,327	33.8%	2,039	57.5%	3,865	0.828
7212, RV (Recreational Vehicle) Parks and Recreational Camps	\$8,957	688	\$5,496	61.4%	618	89.8%	673	2.099
7213, Rooming and Boarding Houses	\$2,424	18	\$111	4.6%	3	16.7%	124	1.310
722, Food Services and Drinking Places	\$1,053,526	1,278	\$181,864	17.3%	864	67.6%		0.946
7221, Full-Service Restaurants	\$4,775	104	\$2,237	46.9%	65	62.5%	#	#
7222, Limited-Service Eating Places+	\$21,965	83	\$711	3.2%	46	55.4%	#	#
7223, Special Food Services	\$1,026,690	1,143	\$178,916	17.4%	776	67.9%	1,778	0.800
7224, Drinking Places (Alcoholic Beverages)	\$96	2	\$0	0.0%	0	0.0%	159	0.000

\* Small-business procurement rate.

+ 2012 NAICS code is 7225.

# Cannot be computed because SAM data report only four small businesses.

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

The small-business SAM registration rate<sup>330</sup> is substantially below the all-industry average. Participation ratios that can be calculated are generally high. The small-business share of contractors is about at the all-industry average in Special Food Services (7223), is high in RV (Recreational Vehicle) Parks and Recreational Camps (7212), and is somewhat lower in most other industries.

**Small-Business Subclasses.** Procurement data for subclasses of small business are shown in Table F-41. The procurement rates for SDBs, WOSBs, and HUBZone businesses exceed the goaling levels; the rate for SDVOSBs is only one third the goaling level. The procurement rates for 8(a) businesses and VOSBs are below the all-industry averages, although the 8(a) procurement rate is close to average.

The subclass SAM registration rates are low—about two-thirds the all-industry average for WOSBs and less than half the average for other subclasses. Participation ratios are fairly low, except for WOSBa and HUBZone businesses. Subclass shares of contractors at the sector level

<sup>330</sup> SAM registration rates for are as follows:

Industry	Small	SDB	8(a)	VOSB	SDVOSB	WOSB	HUBZone
72, Accommodation and Food Services	61.0%	16.9%	1.7%	5.9%	3.0%	11.7%	0.9%
721, Accommodation	58.3%	13.3%	0.9%	3.9%	1.6%	8.2%	0.3%
722, Food Services and Drinking Places	68.8%	27.0%	4.0%	11.6%	6.9%	21.5%	2.4%

Source: Microeconomic Applications, Inc., from System for Award Management data.

are below the all-industry averages for all sub-classes. At the subsector level all subclass shares of contractors are substantially higher in Food Services and Drinking Places (722) than in Accommodation (721) for all subclasses.

**Small-Business Size Standards.** Size standards are \$35.5 million for Food Service Contractors (722310), \$30 million for Hotels (721111 and 721112), \$25.5 million for Cafeterias, Grill Buffets, and Buffets (722514), and \$7 million for almost all the other of six-digit industries in the sector.

Industry	Total Dollars (\$1,000s)	Small-Business Share			Participation Ratio				
		Dollars (\$1,000s)	Percent of Dollars	Percent of Firms					
72, Accommodation and Food Services	\$1,367,222	\$289,799	21.2%	64.3%	0.084				
721, Accommodation	\$313,696	\$107,934	34.4%	62.8%	0.105				
722, Food Services and Drinking Places	\$1,053,526	\$181,864	17.3%	67.6%	0.047				
Industry	SDB			VOSB			WOSB		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
72, Accommodation and Food Services	6.9%	3.6%	0.231	2.5%	3.8%	0.703	6.3%	13.4%	1.253
721, Accommodation	7.8%	1.7%	0.141	2.6%	3.3%	0.956	11.1%	9.2%	1.254
722, Food Services and Drinking Places	6.7%	10.0%	0.357	2.5%	5.3%	0.442	4.9%	26.4%	1.183
Industry	8(a)			SDVOSB			HUBZone		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
72, Accommodation and Food Services	3.2%	0.8%	0.525	1.0%	0.8%	0.304	3.1%	0.7%	0.915
721, Accommodation	1.1%	0.1%	0.184	2.1%	0.6%	0.443	0.6%	0.1%	0.424
722, Food Services and Drinking Places	3.9%	3.1%	0.729	0.6%	1.4%	0.198	3.9%	2.7%	1.065

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

## 19. Other Services (except Public Administration)

Other Services (81) is a very minor sector that accounts for 0.72 percent of federal procurement. Most of this procurement (87.7 percent) is in Repair and Maintenance (811), and a majority (52.3 percent) of the sector's procurement is in Electronic and Precision Equipment Repair and Maintenance (8112).

**Small-Business Procurement.** Data on procurement are provided in Table F-42. The overall small-business procurement rate is 22.4 percent—just below the national goal—but the rate is much higher (42.8 percent) in Personal Care Services (812) and low in Religious, Grantmaking, Civic, Professional, and Similar Organizations (813). By subsector:

- **Repair and Maintenance (811)** has a small-business procurement rate (21.4 percent)—slightly below the sector average. Six-digit industry rates vary considerably. Most four-digit industries have a six-digit industry or two with very high rates but also a six-digit industry or two with low or very low rates.

**Table F-42**  
**Small-Business Procurement Shares in Other Services (except Public Administration)**

Industry	All Contractors		Small Business Contractors				Small SAM Registrants	
	Obligations (\$1,000s)	Number of Firms	Obligations		Firms		Number of Firms	Participation Ratio
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
81 Other Services	\$3,688,230	13,047	\$826,632	22.4%	8,093	62.0%		1.040
811, Repair & Maintenance	\$3,233,883	9,273	\$693,033	21.4%	6,394	69.0%		0.750
8111, Automotive Repair and Maintenance	\$553,205	1,322	\$41,433	7.5%	952	72.0%	5,052	0.919
8112, Electronic and Precision Equipment Repair& Maintenance	\$1,927,127	4,807	\$481,512	25.0%	3,223	67.0%	8,237	0.520
8113, Other Commercial and Industrial Machinery and Equipment Repair and Maintenance	\$634,776	3,151	\$150,381	23.7%	2,078	65.9%	4,197	0.999
8114, Personal and Household Goods Repair and Maintenance	\$118,775	627	\$19,706	16.6%	410	65.4%	1,927	0.472
812, Personal & Laundry Services	\$262,898	1,555	\$112,585	42.8%	1,041	66.9%		0.659
8121, Personal Care Services	\$2,915	36	\$838	28.7%	19	52.8%	397	0.366
8122, Death Care Services	\$19,862	143	\$18,885	95.1%	121	84.6%	276	2.172
8123, Drycleaning and Laundry Services	\$116,281	706	\$56,515	48.6%	474	67.1%	1,034	0.858
8129, Other Personal Services	\$123,839	680	\$36,347	29.3%	428	62.9%	1,555	0.425
813, Religious, Grantmaking, Civic, Professional & Similar Organizations	\$191,411	2,294	\$21,005	11.0%	684	29.8%		1.790
8131, Religious Organizations	\$18,206	878	\$9,363	51.4%	478	54.4%	366	2.664
8132, Grantmaking and Giving Services	\$7,308	61	\$83	1.1%	6	9.8%	157	0.691
8133, Social Advocacy Organizations	\$49,263	453	\$1,606	3.3%	53	11.7%	555	0.766
8134, Civic and Social Organizations	\$3,104	99	\$328	10.6%	13	13.1%	133	1.373
8139, Business, Professional, Labor, Political, and Similar Organizations	\$113,532	833	\$9,625	8.5%	135	16.2%	695	0.502

\* Small-business procurement rate.

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

- **Personal and Laundry Services (812)** has a high rate of small-business procurement (42.8 percent), and the rate also is high or very high in all four-digit and most six-digit industries.<sup>331</sup>
- **Religious, Grantmaking, Civic, Professional, and Similar Organizations (813)** has a low rate (11.0 percent) but relatively little procurement. Half of the six-digit industries have very low rates and only about one quarter have rates over 20 percent.

Four six-digit industries with substantial procurement have low or very low small-business procurement rates.<sup>332</sup>

The small-business SAM registration rate<sup>333</sup> is about at the all-industry average for Repair and Maintenance (811) and Personal and Laundry Services (812), but it is extremely low in Religious, Grantmaking, Civic, Professional, and Similar Organizations (813). Participation ratios are average or above at the sector and subsector levels and for about two-thirds of four-digit industries. The small-business shares of contractors are at or above all-industry averages except in Personal Care Services (8121) and Religious, Grantmaking, Civic, Professional, and Similar Organizations (813). Low shares of small contractors generally correspond to low small-business procurement rates.

**Small-Business Subclasses.** Data on procurement from subclasses of small business are in Table F-43. The procurement rates for SDBs and SDVOSBs are above the goaling levels. For WOSBs the overall procurement rate is just below the goaling level, and for HUBZone businesses it is less than half that level. Procurement rates slightly exceed the all-industry average for VOSBs but are substantially below average for 8(a) businesses. All subclasses have

<sup>331</sup> The variability that can result from small numbers is illustrated by two six-digit industries. In Beauty Salons (812112) one small contractor has the only contract, resulting in a small-business procurement rate of 100.0 percent. In Nail Salons (812113) there are two contracts with large businesses, resulting in a rate of 0.0 percent. The three contracts have a total value of \$16,300.

<sup>332</sup> Such industries include the following:

Small-Business Shares of Obligations and Firms in Selected Other Service Industries								
Sector	All Businesses		Small Business Contractors				Registered Small Businesses	
	Obligations (\$1,000s)	Firms	Obligations		Firms		Count	Percent
			Value (\$1,000s)	Share (%)*	Number of Firms	Share (%)		
811111	\$535,080	516	\$18,729	3.5%	343	66.5%	1,829	68.3%
811213	\$719,486	995	\$109,219	15.2%	612	61.5%	2,496	74.7%
811219	\$807,233	2,517	\$95,961	11.9%	1,549	61.5%	3,272	76.2%
811412	\$102,586	297	\$7,524	7.3%	147	49.5%	508	79.4%
<sup>a</sup> General Automotive Repair <sup>b</sup> Communication Equipment Repair and Maintenance <sup>c</sup> Other Electronic and Precision Equipment Repair and Maintenance <sup>d</sup> Appliance Repair and Maintenance								

<sup>333</sup> SAM registration rates (except Public Administration) are as follows:

Industry	Small	SDB	8(a)	VOSB	SDVOSB	WOSB	HUBZone
81 Other Services	61.1%	22.0%	2.8%	12.6%	6.3%	14.6%	1.4%
811, Repair and Maintenance	74.7%	26.0%	3.6%	15.1%	7.1%	15.5%	1.8%
812, Personal and Laundry Services	75.4%	30.9%	2.8%	17.0%	10.5%	26.1%	1.8%
813, Religious, Grantmaking, Civic, Professional, and Similar Organizations	19.2%	7.6%	0.7%	4.0%	2.2%	7.4%	0.4%

Source: Microeconomic Applications, Inc., from System for Award Management data.

relatively low procurement rates in Religious, Grantmaking, Civic, Professional, and Similar Organizations (813), with VOSBs doing the best of the group.

Registration rates in SAM are below average for all subclasses. Participation ratios are relatively high for HUBZone businesses, WOSBs, and VOSBs, and about average for 8(a) businesses. The subclass share of contractors is about average for VOSBs but below average for other subclasses.

Industry	Total Dollars (\$1,000s)	Small-Business Share			Participation Ratio				
		Dollars (\$1,000s)	Percent of Dollars	Percent of Firms					
81 Other Services	\$3,688,231	\$826,632	22.4%	62.0%	1.040				
811, Repair & Maintenance	\$3,233,883	\$693,033	21.4%	69.0%	0.750				
812, Personal & Laundry Services	\$262,898	\$112,585	42.8%	66.9%	0.659				
813, Religious, Grantmaking, Civic, Professional & Similar Organizations	\$191,411	\$21,005	11.0%	29.8%	1.790				
Industry	SDB			VOSB			WOSB		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
81 Other Services	7.6%	7.2%	0.337	4.6%	9.6%	0.781	4.8%	10.8%	0.759
811, Repair & Maintenance	7.9%	8.7%	0.272	3.6%	10.9%	0.585	4.7%	10.5%	0.550
812, Personal & Laundry Services	7.1%	5.8%	0.139	18.1%	8.9%	0.391	7.6%	14.5%	0.413
813, Religious, Grantmaking, Civic, Professional & Similar Organizations	2.5%	2.3%	0.343	3.0%	4.7%	1.340	2.3%	9.8%	1.522
Industry	8(a)			SDVOSB			HUBZone		
	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio	Percent Dollars	Percent Firms	Part. Ratio
81 Other Services	2.2%	1.8%	0.671	3.2%	3.3%	0.534	1.3%	1.3%	0.965
811, Repair & Maintenance	2.3%	2.3%	0.522	2.5%	3.6%	0.414	1.1%	1.5%	0.702
812, Personal & Laundry Services	1.3%	0.9%	0.241	14.0%	3.7%	0.258	4.5%	2.1%	0.859
813, Religious, Grantmaking, Civic, Professional & Similar Organizations	0.7%	0.7%	1.039	1.5%	1.7%	0.869	0.4%	0.2%	0.570

Source: Microeconomic Applications, Inc., from FPDS-NG and System for Award Management data.

**Small-Business Size Standards.** Size standards vary considerably. They are at anchor levels for the majority of industries. Eleven six-digit industries have size standards of \$19 million or more. Eight of these,<sup>334</sup> which have small-business procurement rates over 30 percent, are in Repair and Maintenance (811) and Personal and Laundry Services (811). The other four are in Religious, Grantmaking, Civic, Professional, and Similar Organizations (813), but only one of these has a high small-business procurement rate.<sup>335</sup>

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<sup>334</sup> These industries include:

- Computer and Office Machine Repair and Maintenance (811212)—\$25.5 million standard;
- Other Electronic and Precision Equipment Repair and Maintenance (811219)—\$19 million standard;
- Diet and Weight Reducing Centers (812191)—\$19 million standard;
- Cemeteries and Crematories (812220)—\$19 million standard;
- Linen Supply (812331)—\$30 million standard;
- Photofinishing Laboratories (except One-Hour) (812921)—\$19 million standard;
- Industrial Launderers (812332)—\$35.5 million standard; and
- Parking Lots and Garages (812930)—\$35.5 million standard.

<sup>335</sup> The high procurement rate is Grantmaking Foundations (813211)—\$30 million standard. The other industries, in which the small-business procurement rate was under 1.5 percent and procurement totaled \$80,000, are:

- Voluntary Health Organizations (813212)—\$25.5 million standard;
- Other Grantmaking and Giving Services (813219)—\$35.5 million standard; and
- Human Rights Organizations (813311)—\$25.5 million standard.

## APPENDIX G

### PROCUREMENT SHARES OF SMALL BUSINESS

<b>Sector 11</b>					
<b>Agriculture, Forestry, Fishing and Hunting</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
11	\$459,608	\$321,433	69.9%	3,346	86.4%

<b>Subsector 111—Crop Production</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
111	\$66,533	\$33,631	50.5%	234	67.6%
1111	\$2,298	\$96	4.2%	19	35.8%
111110	\$311	<\$0	<0%	5	31.3%
111120	\$1,118	\$265	23.7%	1	25.0%
111130	\$0	\$0	0.0%	0	0.0%
111150	\$193	\$126	65.4%	2	28.6%
111160	\$11	\$11	100%	1	33.3%
111191	\$36	<\$0	<0%	1	50.0%
111199	\$629	\$94	14.9%	9	33.3%
1112	\$1,279	\$1,245	97.3%	7	50.0%
111211	\$1,246	\$1,246	100%	6	85.7%
111219	\$33	<\$0	<0%	2	22.2%
1113	\$5,626	\$3,986	70.8%	14	58.3%
111331	\$2,405	\$1,471	61.2%	5	45.5%
111332	\$7	\$3	42.4%	1	50.0%
111335	\$197	\$115	58.5%	2	40.0%
111336	\$26	\$0	0.0%	0	0.0%
111339	\$2,992	\$2,396	80.1%	8	88.9%
1114	\$2,190	\$1,747	79.8%	62	65.3%
111419	\$25	\$0	0.0%	0	0.0%
111421	\$1,277	\$1,003	78.5%	47	63.5%
111422	\$889	\$745	83.8%	15	75.0%
1119	\$55,139	\$26,556	48.2%	137	80.6%
111910	\$0	\$0	0.0%	0	0.0%
111920	\$77	\$2	2.8%	1	25.0%
111930	\$166	\$113	68.4%	2	50.0%
111940	\$6,972	\$6,803	97.6%	77	91.7%
111998	\$47,924	\$19,637	41.0%	57	70.4%

<b>Subsector 112—Animal Production and Aquaculture</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
112	\$83,821	\$11,001	13.1%	184	65.5%
1121	\$4,788	\$619	12.9%	30	55.6%
112111	\$335	\$247	73.8%	15	68.2%
112112	\$174	\$141	81.0%	7	87.5%
112120	\$4,252	\$231	5.4%	8	34.8%
112130	\$27	\$0	0.0%	0	0.0%
1122	\$146	\$64	43.6%	6	75.0%
1123	\$39,692	\$4,576	11.5%	23	57.5%
112310	\$29,097	\$4,111	14.1%	14	50.0%
112320	\$1,006	\$350	34.8%	3	75.0%
112330	\$9,426	\$0	0.0%	0	0.0%

112340	\$12	\$12	100.0%	2	100%
112390	\$151	\$103	68.4%	5	83.3%

1124	\$756	\$756	100.0%	8	100%
112410	\$44	\$44	100.0%	3	100%
112420	\$712	\$712	100.0%	5	100%
1125	\$2,314	\$831	35.9%	35	64.8%
112512	<\$0	<\$0	14.6%	1	20.0%
112519	\$510	\$420	82.3%	20	74.1%
1129	\$36,125	\$4,155	11.5%	85	69.7%
112910	\$68	\$65	95.5%	7	77.8%
112920	\$1,150	\$1,104	96.1%	29	87.9%
112930	\$1,649	\$363	22.0%	6	75.0%
112990	\$33,259	\$2,623	7.9%	44	56.4%

<b>Subsector 113—Forestry and Logging</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
113	\$16,538	\$15,043	91.0%	200	89.7%
1131	\$714	\$664	92.9%	39	88.6%
1132	\$4,670	\$3,472	74.3%	67	83.8%
1133	\$11,153	\$10,907	97.8%	97	93.3%

<b>Subsector 114—Fishing, Hunting and Trapping</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
114	\$5,192	\$3,817	73.5%	74	33.2%
1141	\$4,120	\$2,921	70.9%	41	75.9%
114111	\$2,730	\$2,180	79.8%	13	76.5%
114112	\$346	\$337	97.2%	6	85.7%
114119	\$1,043	\$405	38.8%	22	73.3%
1142	\$1,073	\$895	83.5%	34	82.9%

<b>Subsector 115—Support Activities for Agriculture and Forestry</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
115	\$287,524	\$257,942	89.7%	2,777	90.1%
1151	\$20,936	\$16,439	78.5%	228	79.7%
115111	\$751	\$751	100.0%	2	100%
115112	\$18,971	\$14,549	76.7%	200	80.3%
115113	\$28	\$28	100.0%	3	100%
115114	\$203	\$195	96.0%	6	75.0%
115115	\$416	\$398	95.6%	7	77.8%
115116	\$567	\$518	91.4%	14	70.0%
1152	\$34,243	\$33,843	98.8%	102	86.4%
1153	\$232,345	\$207,660	89.4%	2,504	91.4%

<b>Sector 21</b>					
<b>Mining, Quarrying, and Oil &amp; Gas Extraction</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
21	\$222,497	\$93,557	42.0%	639	73.0%

<b>Subsector 211—Oil and Gas Extraction</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
211	\$91,769	\$16,005	17.4%	30	42.9%
2111	\$91,769	\$16,005	17.4%	30	42.9%
211111	\$88,825	\$15,735	17.7%	16	44.4%
211112	\$2,943	\$270	9.2%	14	38.9%

<b>Subsector 212—Mining (except Oil and Gas)</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
212	\$74,954	\$60,763	81.1%	492	83.1%
2121	\$13,688	\$13,129	95.9%	7	87.5%
212111	\$132	\$132	100.0%	2	100%
212112	\$13,384	\$12,824	95.8%	5	83.3%
212113	\$172	\$172	100.0%	2	100%
2122	\$98	\$14	14.5%	3	33.3%
212210	\$3	\$0	0.0%	0	0.0%
212231	\$0	\$0	100.0%	1	100%
212234	\$6	\$6	100.0%	1	100%
212291	\$3	\$-	0.0%	0	0.0%
212299	\$86	\$9	10.4%	1	16.7%
2123	\$61,167	\$47,620	77.9%	483	83.7%
212311	\$1,042	\$1,016	97.5%	18	48.6%
212312	\$12,258	\$11,487	93.7%	102	85.0%
212313	\$1,737	\$485	27.9%	13	76.5%
212319	\$17,832	\$15,506	87.0%	136	87.2%
212321	\$20,992	\$12,502	59.6%	222	84.4%
212322	\$908	\$766	84.3%	11	84.6%
212324	\$4	\$4	100.0%	3	100%
212325	\$4,601	\$4,601	100.0%	2	66.7%
212391	\$5	\$0	0.0%	0	0.0%
212393	\$854	\$378	44.3%	22	62.9%
212399	\$934	\$875	93.7%	15	83.3%

<b>Subsector 213—Support Activities for Mining</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
213	\$55,775	\$16,789	30.1%	118	53.9%
2131	\$55,775	\$16,789	30.1%	118	53.9%
213111	<\$0	<\$0	<0%	7	50.0%
213112	\$46,807	\$9,137	19.5%	48	43.6%
213113	\$1,854	\$1,181	63.7%	45	60.0%
213114	\$6,583	\$6,366	96.7%	5	71.4%
213115	\$1,217	\$1,097	90.1%	15	75.0%

<b>Sector 22</b>					
<b>Utilities</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
22/221	\$2,448,202	\$138,221	5.6%	897	35.3%
2211	\$1,701,677	\$54,501	3.2%	263	27.3%
221111	\$21,912	\$343	1.6%	11	23.4%
221112	\$287,202	\$656	0.2%	17	15.0%
221113	\$31,126	\$-	0.0%	1	50.0%
221119	\$249,324	\$(1,542)	-0.6%	88	44.0%
221121	\$69,280	\$3,481	5.0%	10	13.7%
221122	\$1,042,832	\$51,563	4.9%	148	21.6%
2212	\$196,567	\$42,285	21.5%	83	29.4%
2213	\$549,957	\$41,434	7.5%	555	39.1%
221310	\$383,684	\$20,672	5.4%	368	35.5%
221320	\$112,177	\$13,870	12.4%	131	38.5%
221330	\$54,097	\$6,893	12.7%	68	54.8%

<b>Sector 23 Construction</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
23	\$35,438,556	\$15,861,614	44.8%	14,861	78.3%

<b>Subsector 236—Construction of Buildings</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
236	\$23,494,110	\$9,720,322	41.4%	4,949	77.2%
2361	\$306,454	\$44,117	14.4%	462	76.6%
236115	\$128,977	\$3,183	2.5%	71	67.0%
236116	-\$67,993	\$4,559	-6.7%	17	47.2%
236117	\$8,582	\$2,327	27.1%	6	60.0%
236118	\$236,888	\$34,048	14.4%	378	80.9%
2362	\$23,187,656	\$9,676,205	41.7%	4,593	77.1%
236210	\$1,618,759	\$701,287	43.3%	771	77.7%
236220	\$21,568,897	\$8,974,919	41.6%	4,278	77.4%

<b>Subsector 237—Heavy and Civil Engineering Construction</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
237	\$7,810,063	\$3,640,227	46.6%	3,594	77.6%
2371	\$1,327,375	\$572,136	43.1%	1,304	74.8%
237110	\$575,529	\$312,903	54.4%	849	79.2%
237120	\$331,494	\$66,947	20.2%	121	68.0%
237130	\$420,352	\$192,286	45.7%	405	69.3%
2372	\$2,479	\$1,164	46.9%	15	71.4%
2373	\$1,727,367	\$1,000,352	57.9%	1,413	82.2%
2379	\$4,752,841	\$2,066,576	43.5%	1,468	79.3%

<b>Subsector 238—Specialty Trade Contractors</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
238	\$4,134,383	\$2,501,065	60.5%	9,494	81.0%
2381	\$601,951	\$390,999	65.0%	1,596	84.0%
238110	\$57,179	\$33,511	58.6%	284	84.3%
238120	\$14,691	\$9,375	63.8%	110	76.9%
238130	\$3,073	\$2,344	76.3%	57	79.2%
238140	\$41,836	\$32,377	77.4%	149	83.7%
238150	\$7,103	\$5,959	83.9%	138	82.6%
238160	\$321,463	\$279,449	86.9%	672	89.8%
238170	\$9,336	\$9,133	97.8%	51	96.2%
238190	\$147,269	\$18,850	12.8%	326	74.4%
2382	\$1,747,149	\$1,182,106	67.7%	5,155	79.7%
238210	\$789,909	\$455,709	57.7%	2,424	79.0%
238220	\$806,731	\$628,708	77.9%	2,565	81.9%
238290	\$150,509	\$97,689	64.9%	662	74.8%
2383	\$305,299	\$236,934	77.6%	1,603	83.4%
238310	\$13,532	\$11,842	87.5%	154	85.6%
238320	\$185,807	\$136,786	73.6%	523	86.9%
238330	\$37,987	\$30,060	79.1%	502	84.2%
238340	\$1,871	\$984	52.6%	41	78.8%
238350	\$17,538	\$15,028	85.7%	205	90.3%
238390	\$48,564	\$42,233	87.0%	384	74.6%
2389	\$1,479,983	\$691,026	46.7%	2,699	81.5%
238910	\$255,287	\$179,796	70.4%	726	86.7%
238990	\$1,224,696	\$511,230	41.7%	2,110	80.4%

Sector 31–33 Manufacturing					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
31-33	\$197,552,121	\$23,036,883	11.7%	42,253	78.8%

Subsector 311—Food Manufacturing					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
311	\$5,516,019	\$1,446,364	26.2%	833	61.7%
3111	\$108,941	\$7,889	7.2%	63	72.4%
311111	\$94,401	\$140	0.1%	7	46.7%
311119	\$14,540	\$7,749	53.3%	57	78.1%
3112	\$724,474	\$229,143	31.6%	59	66.3%
311211	\$334,194	\$71,292	21.3%	20	58.8%
311212	\$96,001	\$34,137	35.6%	12	66.7%
311213	\$8	\$8	100%	1	100%
311221	\$114	\$92	80.6%	2	66.7%
311222	\$70,829	\$12,796	18.1%	12	66.7%
311223	\$19,178	\$18,405	96.0%	6	66.7%
311225	\$101,291	\$87,143	86.0%	7	63.6%
311230	\$102,859	\$5,271	5.1%	11	64.7%
3113	\$92,275	\$21,078	22.8%	27	51.9%
311311	\$484	\$203	42.1%	2	50.0%
311312	\$23,945	\$3,161	13.2%	3	30.0%
311320	\$18,351	\$12,872	70.1%	5	50.0%
311330	\$31,161	\$3,937	12.6%	13	65.0%
311340	\$18,334	\$904	4.9%	4	44.4%
3114	\$1,036,968	\$310,838	30.0%	122	68.9%
311411	\$135,343	\$79,957	59.1%	29	67.4%
311412	\$134,042	\$1,880	1.4%	27	67.5%
311421	\$672,456	\$192,803	28.7%	48	65.8%
311422	\$58,992	\$10,353	17.6%	7	58.3%
311423	\$36,136	\$25,845	71.5%	25	73.5%
3115	\$623,609	\$210,361	33.7%	121	60.2%
311511	\$145,896	\$70,473	48.3%	76	56.3%
311512	\$8,125	\$127	1.6%	3	33.3%
311513	\$362,932	\$122,148	33.7%	38	80.9%
311514	\$50,466	\$17,437	34.6%	8	53.3%
311520	\$56,190	\$176	0.3%	5	33.3%
3116	\$1,632,318	\$330,098	20.2%	157	66.8%
311611	\$940,717	\$279,819	29.7%	57	63.3%
311612	\$139,226	\$39,279	28.2%	77	74.0%
311613	\$1,043	\$684	65.6%	18	78.3%
311615	\$551,333	\$10,316	1.9%	26	48.1%
3117	\$86,083	\$35,899	41.7%	31	72.1%
311711	\$39,118	\$3,644	9.3%	3	33.3%
311712	\$46,966	\$32,255	68.7%	28	82.4%
3118	\$566,482	\$100,212	17.7%	120	38.6%
311811	\$20,602	\$235	1.1%	7	30.4%
311812	\$392,375	\$63,336	16.1%	83	34.3%
311813	\$24,363	\$12,531	51.4%	8	72.7%
311821	\$79,680	\$4,097	5.1%	10	50.0%
311822	\$1,473	\$138	9.4%	1	33.3%
311823	\$45,695	\$17,580	38.5%	10	58.8%
311830	\$2,295	\$2,295	100%	10	100%

3119	\$644,869	\$200,846	31.1%	297	71.7%
311911	\$55,456	\$44,737	80.7%	26	83.9%
311919	\$78,779	\$3,169	4.0%	34	68.0%
311920	\$35,202	\$20,752	59.0%	21	67.7%
311930	\$6,359	\$6,448	101%	9	81.8%
311941	\$77,285	\$7,958	10.3%	17	73.9%
311942	\$47,904	\$4,161	8.7%	12	80.0%
311991	\$80,800	\$47,544	58.8%	102	73.4%
311999	\$263,084	\$66,078	25.1%	148	72.2%

Subsector 312—Beverage & Tobacco Product Manufacturing					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
312	\$367,410	\$72,561	19.7%	299	54.8%
3121	\$284,321	\$72,377	25.5%	298	54.7%
312111	\$213,033	\$31,675	14.9%	121	41.9%
312112	\$64,377	\$36,027	56.0%	105	59.3%
312113	\$6,677	\$4,674	70.0%	80	83.3%
312120	\$24	\$0	0.0%	-	0.0%
312130	\$22	\$0	0.0%	-	0.0%
312140	\$187	\$0	0.0%	-	0.0%
3122	\$83,089	\$185	0.2%	1	50.0%

Subsector 313—Textile Mills					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
313	\$123,029	\$65,490	53.2%	354	79.2%
3131	\$4,273	\$3,357	78.6%	29	80.6%
313111	\$1,152	\$1,143	99.2%	10	90.9%
313112	\$8	\$8	100%	2	100%
313113	\$3,112	\$2,206	70.9%	19	76.0%
3132	\$42,072	\$27,320	64.9%	196	84.8%
313210	\$28,360	\$16,257	57.3%	116	84.1%
313221	\$6,042	\$5,950	98.5%	42	87.5%
313222	\$140	\$140	100%	6	100%
313230	\$7,119	\$4,643	65.2%	45	86.5%
313241	\$15	\$15	100%	1	100%
313249	\$396	\$316	79.6%	8	57.1%
3133	\$76,685	\$34,812	45.4%	169	74.4%
313311	\$23,873	\$18,695	78.3%	8	66.7%
313312	\$28,700	\$12,012	41.9%	101	78.3%
313320	\$24,112	\$4,105	17.0%	64	68.1%

Subsector 314—Textile Product Mills					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
314	\$471,591	\$266,790	56.6%	971	82.3%
3141	\$43,511	\$21,029	48.3%	270	80.6%
314110	\$20,742	\$11,778	56.8%	147	77.8%
314121	\$9,829	\$6,543	66.6%	76	83.5%
314129	\$12,940	\$2,709	20.9%	54	80.6%
3149	\$428,080	\$245,760	57.4%	713	82.1%
314910	\$84	\$84	100%	1	100%
314911	\$24,693	\$10,906	44.2%	97	81.5%
314912	\$88,628	\$66,576	75.1%	192	81.4%
314991	\$22,909	\$21,137	92.3%	146	88.0%
314992	\$556	\$530	95.4%	5	62.5%
314994	\$61	\$61	100%	3	100%
314999	\$291,150	\$146,467	50.3%	361	80.6%

<b>Subsector 315—Apparel Manufacturing</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
315	\$2,172,060	\$905,239	41.7%	957	79.9%
3151	\$19,825	\$13,748	69.3%	41	74.5%
315119	\$12,208	\$10,792	88.4%	20	83.3%
315191	\$7,304	\$2,672	36.6%	18	64.3%
315192	\$312	\$284	91.1%	8	100%
3152	\$1,000,050	\$370,671	37.1%	401	75.1%
315210	\$1,519	\$781	51.4%	1	50.0%
315211	\$537,892	\$151,423	28.2%	165	65.7%
315212	\$4,657	\$1,988	42.7%	19	73.1%
315220	\$1,584	\$1,523	96.2%	1	50.0%
315221	\$15,338	\$996	6.5%	14	73.7%
315222	\$31,383	\$29,048	92.6%	24	57.1%
315223	\$1,306	\$732	56.1%	10	66.7%
315224	\$103	\$86	83.0%	9	75.0%
315225	\$29,648	\$20,237	68.3%	57	77.0%
315228	\$160,760	\$84,320	52.5%	96	73.3%
315231	\$64	\$43	66.8%	4	80.0%
315232	\$2,695	\$5	0.2%	2	20.0%
315234	\$1,028	\$1,025	99.7%	6	66.7%
315239	\$9,446	\$3,396	35.9%	8	44.4%
315280	\$72	\$72	100%	1	100%
315291	\$113	\$108	95.9%	2	66.7%
315292	\$113	\$27	23.5%	2	33.3%
315299	\$202,330	\$74,860	37.0%	138	75.8%
3159	\$1,152,185	\$520,820	45.2%	662	80.4%
315990	\$439	\$71	16.3%	4	57.1%
315991	\$7,449	\$890	12.0%	18	58.1%
315992	\$9,861	\$7,946	80.6%	54	84.4%
315993	\$3	\$3	100%	2	100%
315999	\$1,134,433	\$511,909	45.1%	611	80.1%

<b>Subsector 316—Leather &amp; Allied Product Manufacturing</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
316	\$135,725	\$53,206	39.2%	300	82.6%
3161	\$709	\$687	96.9%	8	66.7%
3162	\$109,523	\$34,028	31.1%	112	77.8%
316210	\$2,411	\$51	2.1%	3	75.0%
316211	\$4,346	\$4,176	96.1%	25	62.5%
316212	\$257	\$5	2.0%	2	50.0%
316213	\$96,327	\$25,703	26.7%	64	78.0%
316214	\$5,303	\$3,552	67.0%	8	80.0%
316219	\$879	\$541	61.6%	19	59.4%
3169	\$25,493	\$18,490	72.5%	193	83.9%
316991	\$8,997	\$5,348	59.4%	81	80.2%
316992	\$17	\$17	100%	1	100%
316993	\$82	\$74	90.5%	6	75.0%
316998	\$437	\$437	100%	2	100%
316999	\$15,960	\$12,615	79.0%	114	84.4%

<b>Subsector 321—Wood Product Manufacturing</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
321	\$156,633	\$81,713	52.2%	624	84.3%
3211	\$5,619	\$5,172	92.1%	102	87.2%
321113	\$4,062	\$3,749	92.3%	71	84.5%
321114	\$1,556	\$1,424	91.5%	33	91.7%
3212	\$31,226	\$25,224	80.8%	62	76.5%
321211	\$5,960	\$4,481	75.2%	18	58.1%
321212	\$23,552	\$19,195	81.5%	19	79.2%
321213	\$1,563	\$1,397	89.4%	17	81.0%
321214	\$65	\$65	100%	4	100%
321219	\$86	\$86	100%	10	100%
3219	\$119,788	\$51,317	42.8%	499	84.3%
321911	\$1,301	\$801	61.5%	43	89.6%
321912	\$4,015	\$3,931	97.9%	49	92.5%
321918	\$1,058	\$253	23.9%	18	66.7%
321920	\$46,962	\$7,966	17.0%	123	82.0%
321991	\$35,529	\$25,500	71.8%	50	82.0%
321992	\$14,619	\$5,110	35.0%	75	82.4%
321999	\$16,304	\$7,758	47.6%	166	83.4%

<b>Subsector 322—Paper Manufacturing</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
322	\$508,728	\$138,354	27.2%	663	78.8%
3221	\$288,254	\$12,970	4.5%	119	69.6%
322110	\$67	\$40	60.5%	3	60.0%
322121	\$286,618	\$12,799	4.5%	103	70.1%
322122	\$397	\$44	11.1%	5	45.5%
322130	\$1,173	\$86	7.3%	10	76.9%
3222	\$220,474	\$125,384	56.9%	575	79.5%
322211	\$38,364	\$31,699	82.6%	180	83.7%
322212	\$5,416	\$2,600	48.0%	24	72.7%
322213	\$5,632	\$602	10.7%	22	73.3%
322214	\$5,188	\$3,900	75.2%	28	75.7%
322215	\$387	\$205	53.0%	7	53.8%
322220	\$3	\$3	100%	1	100%
322221	\$28,409	\$25,301	89.1%	53	88.3%
322222	\$24,861	\$6,059	24.4%	96	85.0%
322223	\$20,117	\$7,944	39.5%	29	78.4%
322224	\$9,367	\$861	9.2%	17	63.0%
322225	\$56	\$4	7.1%	1	33.3%
322226	\$75	\$56	74.9%	7	63.6%
322230	\$8	\$8	100%	1	100%
322231	\$2,249	\$1,243	55.2%	38	64.4%
322232	\$9,120	\$8,580	94.1%	23	71.9%
322233	\$5,697	\$1,636	28.7%	52	75.4%
322291	\$18,729	\$1,699	9.1%	41	66.1%
322299	\$46,796	\$32,984	70.5%	78	75.7%

<b>Subsector 323—Printing and Related Support Activities</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
323/3231	\$108,298	\$37,903	35.0%	688	69.7%
323110	\$6,436	\$5,658	87.9%	82	71.3%
323111	\$3,280	\$2,406	73.4%	43	71.7%
323112	\$910	\$855	93.9%	11	73.3%
323113	\$2,654	\$2,321	87.5%	95	84.8%
323114	\$18,729	\$7,974	42.6%	41	71.9%
323115	\$7,050	\$3,104	44.0%	95	70.9%
323116	\$2,062	\$563	27.3%	14	56.0%
323117	\$29,562	\$9,994	33.8%	165	55.9%
323118	\$1,624	\$275	16.9%	23	74.2%
323119	\$34,323	\$4,111	12.0%	160	67.2%
323121	\$352	\$234	66.5%	16	76.2%
323122	\$1,317	\$409	31.1%	9	50.0%

<b>Subsector 324 Petroleum and Coal Products Manufacturing</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
324/3241	\$18,345,882	\$2,734,951	14.9%	517	66.8%
324110	\$18,294,323	\$2,721,206	14.9%	302	63.6%
324121	\$8,779	\$5,979	68.1%	71	64.0%
324122	\$3,002	\$2,442	81.4%	22	61.1%
324191	\$38,723	\$4,902	12.7%	136	79.5%
324199	\$1,055	\$421	39.9%	18	69.2%

<b>Subsector 325—Chemical Manufacturing</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
325	\$8,554,538	\$523,929	6.1%	2,629	70.1%
3251	\$311,836	\$49,741	16.0%	520	65.8%
325110	\$2,476	\$1,462	59.0%	34	69.4%
325120	\$101,706	\$17,268	17.0%	204	54.4%
325131	\$366	\$348	95.2%	8	80.0%
325132	\$2,179	\$2,157	99.0%	13	68.4%
325181	\$2,554	\$2,549	99.8%	18	81.8%
325182	\$4	\$4	100%	1	100%
325188	\$187,378	\$17,031	9.1%	143	74.9%
325191	\$2,154	\$300	13.9%	3	75.0%
325192	\$97	\$97	100%	1	100%
325193	\$145	\$112	76.8%	9	90.0%
325199	\$12,776	\$8,414	65.9%	140	72.5%
3252	\$35,441	\$13,035	36.8%	229	77.4%
325211	\$27,217	\$11,095	40.8%	177	76.3%
325212	\$700	\$705	100%	48	85.7%
325221	\$122	\$89	72.6%	5	62.5%
325222	\$7,402	\$1,145	15.5%	5	50.0%
3253	\$8,459	\$6,068	71.7%	122	72.6%
325311	\$209	\$159	76.1%	10	76.9%
325312	\$7	\$7	100%	2	100%
325314	\$744	\$535	71.9%	21	63.6%
325320	\$7,499	\$5,368	71.6%	96	74.4%
3254	\$6,906,382	\$220,853	3.2%	571	55.9%
325411	\$285,143	\$38,441	13.5%	56	47.1%
325412	\$4,474,759	\$59,452	1.3%	271	50.5%
325413	\$144,107	\$33,275	23.1%	155	52.0%
325414	\$2,002,373	\$89,685	4.5%	148	58.0%

3255	\$95,932	\$50,150	52.3%	472	80.1%
325510	\$66,681	\$29,813	44.7%	268	75.7%
325520	\$29,252	\$20,338	69.5%	275	83.8%
3256	\$481,422	\$21,074	4.4%	290	76.5%
325611	\$405,314	\$7,948	2.0%	146	76.4%
325612	\$52,295	\$12,440	23.8%	142	81.6%
325613	\$528	\$174	32.9%	14	77.8%
325620	\$23,285	\$512	2.2%	15	38.5%
3259	\$715,066	\$163,009	22.8%	786	75.5%
325910	\$65,215	\$1,137	1.7%	45	76.3%
325920	\$367,410	\$64,425	17.5%	79	57.7%
325991	\$2,260	\$2,091	92.5%	17	85.0%
325992	\$21,793	\$18,558	85.2%	111	73.5%
325998	\$258,387	\$76,798	29.7%	566	78.1%

<b>Subsector 326 Plastics and Rubber Products Manufacturing</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
326	\$531,683	\$214,642	40.4%	1,787	83.2%
3261	\$222,050	\$132,423	59.6%	1,294	85.5%
326111	\$34,231	\$7,011	20.5%	102	84.3%
326112	\$4,483	\$3,656	81.6%	60	78.9%
326113	\$5,469	\$4,340	79.4%	81	85.3%
326121	\$3,958	\$3,727	94.2%	47	88.7%
326122	\$58,311	\$38,838	66.6%	227	89.0%
326130	\$18,495	\$16,522	89.3%	63	81.8%
326140	\$4,266	\$3,270	76.7%	69	85.2%
326150	\$12,999	\$4,057	31.2%	95	85.6%
326160	\$1,319	\$807	61.2%	19	82.6%
326191	\$3,485	\$2,861	82.1%	54	78.3%
326192	\$1,985	\$1,360	68.5%	60	84.5%
326199	\$73,050	\$45,974	62.9%	623	85.0%
3262	\$309,633	\$82,219	26.6%	607	78.4%
326211	\$190,561	\$11,037	5.8%	79	66.4%
326212	\$338	\$193	57.1%	11	73.3%
326220	\$47,903	\$41,465	86.6%	277	78.5%
326291	\$9,115	\$5,728	62.8%	80	71.4%
326299	\$61,717	\$23,796	38.6%	238	83.8%

<b>Subsector 327</b>					
<b>Nonmetallic Mineral Product Manufacturing</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
327	\$175,380	\$108,125	61.7%	886	78.5%
3271	\$18,295	\$6,115	33.4%	87	77.0%
327111	\$14,211	\$2,908	20.5%	24	77.4%
327112	\$844	\$452	53.6%	15	83.3%
327113	\$954	\$859	90.1%	10	62.5%
327121	\$109	\$104	96.1%	6	85.7%
327122	\$1,497	\$1,380	92.2%	8	57.1%
327123	\$99	\$55	55.6%	5	62.5%
327124	\$403	\$221	54.9%	15	93.8%
327125	\$179	\$136	75.9%	11	68.8%
3272	\$50,539	\$30,735	60.8%	123	70.7%
327211	\$21,942	\$4,402	20.1%	12	66.7%
327212	\$474	\$172	36.3%	20	62.5%
327213	\$214	\$210	98.2%	15	93.8%
327215	\$27,910	\$25,951	93.0%	89	71.8%
3273	\$66,780	\$40,870	61.2%	296	78.1%
327310	\$1,426	\$222	15.6%	16	76.2%
327320	\$17,434	\$2,160	12.4%	99	72.3%
327331	\$3,473	\$1,685	48.5%	24	60.0%
327332	\$442	\$300	67.9%	6	50.0%
327390	\$44,006	\$36,503	83.0%	163	86.2%
3274	\$915	\$691	75.6%	13	81.3%
327410	\$561	\$354	63.1%	3	75.0%
327420	\$354	\$337	95.3%	10	83.3%
3279	\$38,850	\$29,713	76.5%	420	81.6%
327910	\$13,884	\$16,781	120%	129	85.4%
327991	\$5,290	\$2,191	41.4%	81	89.0%
327992	\$4,487	\$1,985	44.2%	35	85.4%
327993	\$2,976	\$1,675	56.3%	34	79.1%
327999	\$12,213	\$7,081	58.0%	159	73.3%

<b>Subsector 331—Primary Metal Manufacturing</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
331	\$483,315	\$180,044	37.3%	1,060	79.7%
3311	\$33,085	\$22,433	67.8%	234	84.2%
331110	\$18	\$18	100%	5	100%
331111	\$32,512	\$21,985	67.6%	225	84.3%
331112	\$554	\$430	77.5%	8	80.0%
3312	\$45,627	\$32,485	71.2%	478	83.3%
331210	\$22,930	\$18,199	79.4%	307	86.7%
331221	\$14,963	\$10,006	66.9%	127	83.0%
331222	\$7,734	\$4,281	55.3%	86	74.1%
3313	\$72,535	\$12,728	17.5%	234	77.2%
331311	\$161	\$3	1.8%	1	33.3%
331312	\$559	\$272	48.7%	37	84.1%
331314	\$354	\$348	98.3%	12	85.7%
331315	\$62,343	\$4,489	7.2%	87	76.3%
331316	\$735	\$658	89.5%	50	92.6%
331319	\$8,383	\$6,959	83.0%	100	74.6%
3314	\$320,366	\$107,306	33.5%	309	78.8%
331410	\$17,834	\$17,834	100%	1	100%
331411	\$193	\$193	100%	9	100%
331419	\$1,608	\$1,298	80.8%	18	75.0%
331421	\$97,993	\$1,488	1.5%	65	75.6%
331422	\$7,697	\$5,960	77.4%	90	81.8%
331423	\$1,928	\$1,907	98.9%	10	83.3%
331491	\$191,738	\$77,346	40.3%	164	82.0%
331492	\$1,376	\$1,280	93.0%	19	73.1%
3315	\$11,702	\$5,091	43.5%	119	82.6%
331511	\$259	\$178	68.7%	22	78.6%
331512	\$797	\$482	60.4%	14	70.0%
331513	\$2,662	\$2,324	87.3%	18	85.7%
331521	\$176	\$103	58.8%	9	90.0%
331522	\$1,887	\$849	45.0%	10	66.7%
331523	\$17	\$0	0.0%	0	0.0%
331524	\$214	\$209	97.8%	18	94.7%
331525	\$2,689	\$747	27.8%	15	88.2%
331528	\$3,001	\$199	6.6%	17	77.3%

Subsector 332—Fabricated Metal Product Manufacturing					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
332	\$8,908,039	\$2,074,978	23.3%	7,651	82.4%
3321	\$68,266	\$38,703	56.7%	472	79.7%
332111	\$34,035	\$11,699	34.4%	152	84.0%
332112	\$17,605	\$13,498	76.7%	254	79.4%
332114	\$935	\$300	32.1%	10	83.3%
332115	\$94	\$67	71.2%	1	50.0%
332116	\$13,054	\$12,434	95.3%	79	73.8%
332117	\$2,544	\$706	27.7%	28	73.7%
3322	\$198,996	\$138,153	69.4%	764	78.0%
332211	\$6,602	\$4,176	63.2%	52	85.2%
332212	\$184,116	\$129,225	70.2%	672	79.1%
332213	\$3,598	\$2,908	80.8%	27	77.1%
332214	\$4,396	\$1,670	38.0%	51	60.0%
332216	\$283	\$174	61.5%	7	87.5%
3323	\$947,519	\$262,788	27.7%	1,569	83.7%
332311	\$181,802	\$136,136	74.9%	384	80.8%
332312	\$156,263	\$78,476	50.2%	520	83.9%
332313	\$571,835	\$24,149	4.2%	169	84.1%
332321	\$15,212	\$7,467	49.1%	244	81.9%
332322	\$15,142	\$12,713	84.0%	270	85.2%
332323	\$7,264	\$3,848	53.0%	140	85.4%
3324	\$1,719,995	\$158,073	9.2%	768	78.4%
332410	\$1,248,727	\$10,102	0.8%	145	74.7%
332420	\$273,763	\$25,228	9.2%	238	79.9%
332431	\$9,378	\$7,728	82.4%	28	82.4%
332439	\$188,127	\$115,016	61.1%	425	79.1%
3325	\$383,800	\$166,310	43.3%	1,560	78.0%
3326	\$43,322	\$34,732	80.2%	633	78.9%
332611	\$6,765	\$4,852	71.7%	167	72.9%
332612	\$1,257	\$900	71.6%	58	80.6%
332613	\$1	\$1	100%	1	100%
332618	\$35,300	\$28,979	82.1%	485	81.0%
3327	\$300,776	\$160,100	53.2%	1,728	84.0%
332710	\$61,686	\$54,113	87.7%	645	87.8%
332721	\$17,763	\$13,078	73.6%	278	85.8%
332722	\$221,327	\$92,909	42.0%	1,062	81.8%
3328	\$28,245	\$20,347	72.0%	260	87.2%
332811	\$823	\$607	73.8%	33	80.5%
332812	\$19,878	\$17,037	85.7%	124	84.4%
332813	\$7,543	\$2,702	35.8%	106	92.2%
3329	\$5,217,119	\$1,095,772	21.0%	3,599	80.8%
332911	\$168,900	\$122,101	72.3%	709	78.3%
332912	\$59,067	\$27,270	46.2%	451	75.3%
332913	\$11,769	\$9,303	79.1%	195	81.6%
332919	\$43,466	\$27,253	62.7%	489	75.5%
332991	\$150,786	\$53,848	35.7%	587	76.2%
332992	\$729,088	\$14,849	2.0%	104	67.5%
332993	\$2,770,220	\$345,491	12.5%	118	58.4%
332994	\$410,852	\$156,956	38.2%	400	86.2%
332995	\$552,049	\$135,381	24.5%	631	79.9%
332996	\$70,106	\$49,125	70.1%	706	83.5%
332997	\$346	\$327	94.4%	9	75.0%
332998	\$2,380	\$1,857	78.1%	40	83.3%
332999	\$248,092	\$152,010	61.3%	1,465	82.3%

Subsector 333—Machinery Manufacturing					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
333	\$5,995,739	\$1,621,792	27.0%	7,886	76.9%
3331	\$828,131	\$120,690	14.6%	711	73.2%
333111	\$25,084	\$11,183	44.6%	246	78.3%
333112	\$8,640	\$6,026	69.8%	117	71.3%
333120	\$769,588	\$101,306	13.2%	355	72.0%
333131	\$14,324	\$1,146	8.0%	39	70.9%
333132	\$10,494	\$1,029	9.8%	29	56.9%
3332	\$392,010	\$137,539	35.1%	724	74.5%
333210	\$1,522	\$1,111	73.0%	39	79.6%
333220	\$7,893	\$6,233	79.0%	29	70.7%
333244	\$24	\$1	4.9%	1	33.3%
333249	\$42	\$35	82.8%	2	66.7%
333291	\$778	\$494	63.4%	19	65.5%
333292	\$2,337	\$1,483	63.5%	32	80.0%
333293	\$135,263	\$6,537	4.8%	106	63.9%
333294	\$15,741	\$14,076	89.4%	77	83.7%
333295	\$7,123	\$4,123	57.9%	38	64.4%
333298	\$221,285	\$103,446	46.7%	410	75.2%
3333	\$2,520,695	\$469,427	18.6%	2,016	74.0%
333311	\$910	\$309	34.0%	8	53.3%
333312	\$9,816	\$5,860	59.7%	87	76.3%
333313	\$322,433	\$10,423	3.2%	206	67.3%
333314	\$753,505	\$120,074	15.9%	578	73.0%
333315	\$124,876	\$23,123	18.5%	293	72.5%
333316	\$33	\$28	85.5%	2	66.7%
333318	\$356	\$339	95.1%	5	71.4%
333319	\$1,308,766	\$309,271	23.6%	969	75.2%
3334	\$308,401	\$143,588	46.6%	1,171	75.0%
333411	\$53,891	\$27,701	51.4%	244	77.0%
333412	\$26,427	\$13,835	52.3%	216	76.6%
333413	\$769	\$769	100%	3	100%
333414	\$40,337	\$22,712	56.3%	185	75.5%
333415	\$186,977	\$78,572	42.0%	714	72.0%
3335	\$183,914	\$142,345	77.4%	768	82.0%
333511	\$1,652	\$1,006	60.9%	28	84.8%
333512	\$87,935	\$76,420	86.9%	325	80.2%
333513	\$42,794	\$39,338	91.9%	122	82.4%
333514	\$6,222	\$2,747	44.2%	92	83.6%
333515	\$13,975	\$12,365	88.5%	242	80.7%
333516	\$188	\$142	75.3%	6	75.0%
333517	\$113	\$79	69.8%	2	66.7%
333518	\$31,034	\$10,248	33.0%	91	85.0%
3336	\$834,908	\$188,518	22.6%	1,252	74.2%
333611	\$173,468	\$31,719	18.3%	186	65.0%
333612	\$349,950	\$20,937	6.0%	329	71.2%
333613	\$111,818	\$60,909	54.5%	684	75.3%
333618	\$199,672	\$74,953	37.5%	471	77.9%
3339	\$927,679	\$419,685	45.2%	3,212	77.7%
333911	\$240,699	\$81,852	34.0%	757	77.0%
333912	\$33,430	\$22,323	66.8%	343	73.4%
333913	\$18,112	\$15,409	85.1%	137	83.5%
333921	\$12,804	\$4,312	33.7%	104	59.8%
333922	\$32,034	\$25,709	80.3%	131	82.9%
333923	\$109,874	\$56,292	51.2%	344	81.1%
333924	\$156,900	\$56,051	35.7%	368	76.3%
333991	\$8,078	\$5,615	69.5%	182	79.1%
333992	\$17,161	\$15,012	87.5%	251	79.2%
333993	\$3,919	\$1,579	40.3%	90	86.5%
333994	\$12,493	\$7,631	61.1%	108	86.4%
333995	\$13,727	\$7,555	55.0%	113	75.3%
333996	\$6,283	\$4,951	78.8%	150	79.4%
333997	\$6,769	\$3,183	47.0%	94	73.4%
333999	\$255,396	\$112,211	43.9%	973	76.1%

<b>Subsector 334 Computer and Electronic Product Manufacturing</b>					
<b>NAICS</b>	<b>Total Federal Obligations \$1,000s</b>	<b>Small Business</b>			
		<b>Obligations</b>		<b>Firms</b>	
		<b>\$1,000s</b>	<b>%</b>	<b>Count</b>	<b>%</b>
334	\$28,035,266	\$5,020,599	17.9%	10,634	75.2%
3341	\$3,720,067	\$1,481,625	39.8%	2,002	74.0%
334111	\$3,006,375	\$1,186,216	39.5%	979	73.4%
334112	\$259,278	\$68,482	26.4%	408	72.1%
334113	\$39,288	\$8,546	21.8%	71	61.7%
334118	\$328	\$307	93.6%	2	50.0%
334119	\$414,798	\$218,074	52.6%	1,055	75.5%
3342	\$8,402,204	\$1,494,324	17.8%	2,574	71.8%
334210	\$947,025	\$209,245	22.1%	422	62.8%
334220	\$5,315,330	\$788,116	14.8%	1,416	69.5%
334290	\$2,139,849	\$496,963	23.2%	1,203	73.4%
3343	\$121,087	\$85,965	71.0%	758	80.3%
3344	\$2,556,345	\$368,272	14.4%	2,542	71.5%
334411	\$100,068	\$7,305	7.3%	102	63.0%
334412	\$173,050	\$31,045	17.9%	293	54.3%
334413	\$102,944	\$38,225	37.1%	522	69.0%
334414	\$7,292	\$4,042	55.4%	126	72.8%
334415	\$16,174	\$11,585	71.6%	229	77.1%
334416	\$49,256	\$21,919	44.5%	269	74.9%
334417	\$208,451	\$42,828	20.5%	567	76.1%
334418	\$109,560	\$44,120	40.3%	483	69.4%
334419	\$1,789,549	\$167,203	9.3%	1,403	69.4%
3345	\$13,160,142	\$1,568,526	11.9%	5,336	72.2%
334510	\$573,430	\$70,377	12.3%	507	64.4%
334511	\$9,881,174	\$504,990	5.1%	1,105	61.6%
334512	\$82,601	\$28,589	34.6%	332	73.8%
334513	\$240,662	\$108,057	44.9%	1,033	74.7%
334514	\$119,109	\$14,459	12.1%	267	78.8%
334515	\$344,494	\$165,512	48.0%	905	74.5%
334516	\$713,950	\$228,410	32.0%	1,493	71.1%
334517	\$513,687	\$134,521	26.2%	104	59.8%
334518	\$2,031	\$1,438	70.8%	38	77.6%
334519	\$689,005	\$312,172	45.3%	1,374	74.2%
3346	\$75,421	\$21,888	29.0%	375	66.6%
334611	\$64,234	\$14,909	23.2%	292	64.7%
334612	\$984	\$454	46.1%	25	75.8%
334613	\$9,998	\$6,445	64.5%	66	72.5%
334614	\$205	\$80	38.7%	3	42.9%

<b>Subsector 335—Electrical Equipment, Appliance and Component Manufacturing</b>					
<b>NAICS</b>	<b>Total Federal Obligations \$1,000s</b>	<b>Small Business</b>			
		<b>Obligations</b>		<b>Firms</b>	
		<b>\$1,000s</b>	<b>%</b>	<b>Count</b>	<b>%</b>
335	\$1,922,811	\$683,027	35.5%	3,844	73.6%
3351	\$84,472	\$61,617	72.9%	688	78.4%
335110	\$21,090	\$16,959	80.4%	196	76.6%
335121	\$7,167	\$5,002	69.8%	119	74.8%
335122	\$15,142	\$11,462	75.7%	264	82.5%
335129	\$41,072	\$28,193	68.6%	306	79.1%
3352	\$21,316	\$11,058	51.9%	177	68.1%
335211	\$1,989	\$1,460	73.4%	33	61.1%
335212	\$4,941	\$1,118	22.6%	20	62.5%
335221	\$3,439	\$2,393	69.6%	37	64.9%
335222	\$3,073	\$2,283	74.3%	38	69.1%
335224	\$4,997	\$2,042	40.9%	34	58.6%
335228	\$2,878	\$1,762	61.2%	40	72.7%
3353	\$731,421	\$238,897	32.7%	1,488	70.8%
335311	\$123,087	\$57,170	46.4%	391	68.7%
335312	\$413,893	\$73,884	17.9%	693	67.0%
335313	\$139,177	\$71,195	51.2%	421	69.7%
335314	\$55,265	\$36,650	66.3%	408	75.4%
3359	\$1,085,602	\$371,455	34.2%	2,368	73.6%
335911	\$106,622	\$49,029	46.0%	318	78.1%
335912	\$34,305	\$15,455	45.1%	199	75.7%
335921	\$20,270	\$15,200	75.0%	180	70.9%
335929	\$155,556	\$19,984	12.8%	278	72.8%
335931	\$120,625	\$61,357	50.9%	793	75.9%
335932	\$12,229	\$7,143	58.4%	224	74.9%
335991	\$8,664	\$2,681	30.9%	56	63.6%
335999	\$627,331	\$200,604	32.0%	1,263	72.3%

Subsector 336 Transportation Equipment Manufacturing					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
336	\$110,638,535	\$4,791,038	4.3%	5,960	76.2%
3361	\$1,542,322	\$210,694	13.7%	220	65.5%
336111	\$1,043,114	\$14,488	1.4%	41	47.7%
336112	\$255,048	\$159,517	62.5%	126	69.2%
336120	\$244,160	\$36,688	15.0%	66	59.5%
3362	\$1,346,084	\$261,740	19.4%	609	81.1%
336211	\$464,991	\$92,730	19.9%	312	78.4%
336212	\$830,767	\$129,643	15.6%	230	80.7%
336213	\$5,029	\$291	5.8%	10	66.7%
336214	\$45,296	\$39,076	86.3%	95	87.2%
3363	\$634,407	\$231,224	36.4%	1,190	77.6%
336310	\$15	\$15	100%	1	100%
336311	\$15,088	\$7,698	51.0%	151	75.9%
336312	\$32,223	\$13,490	41.9%	120	70.2%
336321	\$46,777	\$26,186	56.0%	232	80.0%
336322	\$45,594	\$14,917	32.7%	226	73.9%
336330	\$27,126	\$12,560	46.3%	114	76.0%
336340	\$15,648	\$10,494	67.1%	127	77.4%
336350	\$60,747	\$36,564	60.2%	217	77.8%
336360	\$20,473	\$9,508	46.4%	82	73.2%
336370	\$10,035	\$2,250	22.4%	34	70.8%
336390	\$254	\$26	10.1%	2	50.0%
336391	\$(866)	\$(1,147)	132%	22	73.3%
336399	\$361,292	\$98,662	27.3%	588	79.0%
3364	\$82,897,347	\$2,251,270	2.7%	3,100	74.0%
336412	\$5,421,307	\$143,000	2.6%	606	69.0%
336413	\$13,745,964	\$1,150,347	8.4%	2,586	76.3%
336414	\$12,984,835	\$18,346	0.1%	25	23.8%
336415	\$977,014	\$3,981	0.4%	117	67.2%
336419	\$2,086,568	\$49,092	2.4%	211	65.5%
3365	\$13,259	\$13,097	98.8%	29	72.5%
3366	\$17,454,729	\$1,452,541	8.3%	1,306	74.8%
336611	\$17,145,750	\$1,271,222	7.4%	1,156	73.3%
336612	\$308,979	\$181,319	58.7%	204	85.7%
3369	\$6,750,387	\$370,474	5.5%	741	79.7%
336991	\$8,628	\$4,597	53.3%	38	66.7%
336992	\$6,531,605	\$228,727	3.5%	528	79.4%
336999	\$210,153	\$137,149	65.3%	199	80.2%

Subsector 337 Furniture and Related Product Manufacturing					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
337	\$1,246,253	\$639,878	51.3%	1,909	80.0%
3371	\$402,551	\$271,970	67.6%	703	75.8%
337110	\$597	\$384	64.3%	26	60.5%
337121	\$6,415	\$3,774	58.8%	95	66.9%
337122	\$263,195	\$166,787	63.4%	187	72.2%
337124	\$26,291	\$19,343	73.6%	69	66.3%
337125	\$4,649	\$1,394	30.0%	36	48.0%
337127	\$101,337	\$80,228	79.2%	388	82.2%
337129	\$66	\$60	90.4%	6	66.7%
3372	\$827,856	\$363,982	44.0%	1,346	80.6%
337211	\$47,123	\$20,194	42.9%	271	71.3%
337212	\$541	\$429	79.2%	37	80.4%
337214	\$671,416	\$251,477	37.5%	876	79.1%
337215	\$108,776	\$91,882	84.5%	402	84.3%
3379	\$15,846	\$3,926	24.8%	108	71.1%
337910	\$14,276	\$2,965	20.8%	51	63.8%
337920	\$1,570	\$961	61.2%	59	78.7%

Subsector 339—Miscellaneous Manufacturing					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
339	\$3,155,189	\$1,376,261	43.6%	6,087	78.7%
3391	\$2,043,789	\$773,762	37.9%	3,047	77.0%
339111	\$122,801	\$17,420	14.2%	69	60.0%
339112	\$950,542	\$337,432	35.5%	1,590	73.6%
339113	\$760,832	\$364,013	47.8%	1,541	73.1%
339114	\$57,327	\$23,929	41.7%	182	71.1%
339115	\$134,113	\$18,839	14.0%	127	75.6%
339116	\$18,174	\$12,129	66.7%	87	87.0%
3399	\$1,111,400	\$602,499	54.2%	3,246	79.4%
339911	\$217	\$171	78.7%	17	73.9%
339912	\$775	\$573	73.9%	11	55.0%
339913	\$18	\$18	100%	1	100%
339914	\$2,881	\$1,990	69.1%	24	88.9%
339920	\$91,915	\$76,975	83.7%	456	85.1%
339931	\$243	\$233	95.8%	5	100%
339932	\$4,613	\$1,057	22.9%	42	72.4%
339940	\$68	\$-	0.0%	-	0.0%
339941	\$2,912	\$674	23.1%	27	79.4%
339942	\$1,306	\$499	38.2%	29	69.0%
339943	\$4,243	\$2,880	67.9%	53	86.9%
339944	\$70,270	\$58,890	83.8%	226	94.6%
339950	\$37,994	\$32,137	84.6%	451	84.6%
339991	\$91,697	\$50,326	54.9%	700	75.4%
339992	\$5,188	\$4,031	77.7%	70	75.3%
339993	\$2,684	\$1,493	55.6%	35	77.8%
339994	\$16,198	\$15,511	95.8%	78	83.0%
339995	\$741	\$692	93.5%	10	71.4%
339999	\$777,436	\$354,347	45.6%	1,304	74.0%

Sector 42 Wholesale Trade					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
42	\$21,972,047	\$6,043,615	27.5%	13,190	75.5%

Subsector 423—Merchant Wholesalers, Durable Goods					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
423	\$7,924,596	\$4,766,731	60.2%	10,755	75.8%
4231	\$107,525	\$44,191	41.1%	467	68.0%
423110	\$53,329	\$14,712	27.6%	182	61.7%
423120	\$51,786	\$28,817	55.6%	253	71.3%
423130	\$1,438	\$604	42.0%	43	64.2%
423140	\$973	\$58	6.0%	8	40.0%
4232	\$58,849	\$31,415	53.4%	392	66.2%
423210	\$54,133	\$29,737	54.9%	327	66.6%
423220	\$4,716	\$1,678	35.6%	67	57.8%
4233	\$343,784	\$22,869	6.7%	469	76.5%
423310	\$54,254	\$4,304	7.9%	146	80.2%
423320	\$55,731	\$8,556	15.4%	126	72.4%
423330	\$3,600	\$552	15.3%	50	66.7%
423390	\$230,198	\$9,457	4.1%	167	75.9%
4234	\$2,730,597	\$1,123,948	41.2%	4,972	73.7%
423410	\$37,580	\$5,108	13.6%	192	78.7%
423420	\$48,176	\$26,059	54.1%	480	68.6%
423430	\$920,753	\$544,074	59.1%	1,477	73.4%
423440	\$10,429	\$6,162	59.1%	260	72.6%
423450	\$1,577,323	\$494,725	31.4%	2,432	71.9%
423460	\$10,879	\$9,107	83.7%	33	66.0%
423490	\$125,457	\$38,712	30.9%	557	72.2%
4235	\$47,624	\$36,117	75.8%	256	80.8%
423510	\$10,408	\$8,060	77.4%	240	81.6%
423520	\$37,216	\$28,058	75.4%	16	66.7%
4236	\$354,474	\$120,422	34.0%	1,452	69.1%
423610	\$225,645	\$43,656	19.3%	853	66.3%
423620	\$29,413	\$7,108	24.2%	198	60.6%
423690	\$99,416	\$69,658	70.1%	536	73.2%
4237	\$62,566	\$39,527	63.2%	1,017	76.6%
423710	\$29,746	\$20,124	67.7%	439	77.2%
423720	\$14,039	\$10,533	75.0%	288	78.9%
423730	\$10,706	\$3,560	33.3%	178	74.8%
423740	\$8,075	\$5,310	65.8%	177	67.3%
4238	\$1,194,616	\$1,085,673	90.9%	2,292	78.3%
423810	\$34,181	\$7,805	22.8%	128	67.0%
423820	\$4,273	\$2,818	66.0%	138	80.2%
423830	\$94,974	\$65,159	68.6%	1,060	82.0%
423840	\$35,365	\$30,215	85.4%	705	82.8%
423850	\$956,694	\$943,395	98.6%	287	67.7%
423860	\$69,130	\$36,281	52.5%	188	65.7%
4239	\$3,024,561	\$2,262,570	74.8%	703	78.6%
423910	\$12,492	\$9,333	74.7%	261	83.4%
423920	\$236	\$77	32.5%	11	61.1%
423930	\$3,987	\$1,534	38.5%	42	72.4%
423940	\$2,434,090	\$2,021,130	83.0%	53	96.4%
423990	\$573,755	\$230,496	40.2%	364	74.1%

Subsector 424 Merchant Wholesalers, Nondurable Goods					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
424	\$14,005,880	\$1,248,184	8.9%	2,705	71.0%
4241	\$53,593	\$22,787	42.5%	453	72.5%
424110	\$6,155	\$1,212	19.7%	39	43.3%
424120	\$40,839	\$16,439	40.3%	320	73.7%
424130	\$6,599	\$5,135	77.8%	122	79.7%
4242	\$5,335,157	\$81,938	1.5%	115	48.5%
4243	\$9,419	\$8,267	87.8%	120	75.5%
424310	\$715	\$652	91.2%	22	73.3%
424320	\$4,317	\$3,577	82.9%	48	72.7%
424330	\$104	\$89	84.8%	10	83.3%
424340	\$4,282	\$3,949	92.2%	55	75.3%
4244	\$5,361,077	\$759,978	14.2%	678	70.3%
424410	\$1,871,757	\$346,147	18.5%	394	69.0%
424420	\$70,130	\$28,100	40.1%	60	72.3%
424430	\$67,782	\$57,873	85.4%	82	71.9%
424440	\$2,571	\$2,264	88.1%	50	89.3%
424450	\$63,030	\$13,502	21.4%	16	59.3%
424460	\$5,067	\$4,925	97.2%	36	97.3%
424470	\$14,094	\$12,680	90.0%	95	88.0%
424480	\$220,779	\$181,368	82.1%	134	76.6%
424490	\$3,045,867	\$113,119	3.7%	152	64.4%
4245	\$484,972	\$104,308	21.5%	62	80.5%
424510	\$419,232	\$48,041	11.5%	31	73.8%
424520	\$986	\$941	95.5%	14	82.4%
424590	\$64,754	\$55,326	85.4%	32	80.0%
4246	\$41,288	\$17,062	41.3%	377	72.8%
424610	\$4,342	\$544	12.5%	53	72.6%
424690	\$36,945	\$16,518	44.7%	330	73.0%
4247	\$2,629,247	\$227,876	8.7%	635	78.8%
424710	\$42,814	\$34,142	79.7%	254	86.1%
424720	\$2,586,433	\$193,734	7.5%	483	76.8%
4248	\$409	\$39	9.6%	3	37.5%
424810	\$19	\$19	100%	2	100%
424820	\$391	\$21	5.3%	1	16.7%
4249	\$90,719	\$25,929	28.6%	366	60.4%
424910	\$2,676	\$2,100	78.5%	108	86.4%
424920	\$44,575	\$18,101	40.6%	97	46.4%
424930	\$1,268	\$642	50.6%	23	69.7%
424940	\$7	\$-	0.0%	-	0.0%
424950	\$13,029	\$578	4.4%	36	46.2%
424990	\$29,163	\$4,508	15.5%	104	59.8%

Subsector 425 Wholesale Electronic Markets and Agents and Brokers					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
425/4251	\$29,128	\$24,752	85.0%	144	75.4%
425110	\$1,115	\$1,027	92.0%	34	85.0%
425120	\$28,013	\$23,725	84.7%	110	72.4%

<b>Sector 44-45 Retail Trade</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
44-45	\$3,874,977	\$1,603,754	41.4%	5,124	75.6%

<b>Subsector 441—Motor Vehicle and Parts Dealers</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
441	\$96,509	\$48,523	50.3%	848	81.3%
4411	\$9,802	\$1,376	14.0%	81	66.9%
441110	\$9,272	\$1,071	11.6%	64	64.0%
441120	\$530	\$304	57.4%	18	72.0%
4412	\$68,182	\$35,132	51.5%	511	86.2%
441210	\$4,257	\$3,839	90.2%	97	89.8%
441221	\$6,036	\$4,817	79.8%	195	95.1%
441222	\$13,762	\$10,603	77.0%	154	84.6%
441229	\$44,127	\$15,873	36.0%	95	67.9%
4413	\$18,525	\$12,016	64.9%	264	74.8%
441310	\$17,150	\$11,184	65.2%	197	72.2%
441320	\$1,375	\$832	60.5%	69	81.2%

<b>Subsector 442—Furniture and Home Furnishings Stores</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
442	\$85,547	\$51,271	59.9%	426	71.7%
4421	\$79,690	\$45,843	57.5%	269	67.6%
4422	\$5,857	\$5,428	92.7%	161	75.6%
442210	\$5,483	\$4,459	81.3%	99	84.6%
442291	\$1,186	\$313	26.4%	30	76.9%
442299	<\$	\$655	-	32	53.3%

<b>Subsector 443—Electronics and Appliance Stores</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
443/4431	\$2,135,048	\$922,395	43.2%	1,136	75.6%
443111	\$8,963	\$1,267	14.1%	44	50.0%
443112	\$10,221	\$7,747	75.8%	239	77.9%
443120	\$2,109,504	\$908,821	43.1%	787	75.9%
443130	\$6,256	\$4,560	72.9%	113	74.8%
443141	\$104	\$0	0.0%	0	0.0%

<b>Subsector 444—Building Material and Garden Equipment and Supplies Dealers</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
444	\$204,473	\$77,827	38.1%	702	73.3%
4441	\$201,234	\$75,348	37.4%	539	70.2%
444110	\$3,215	\$2,200	68.4%	41	73.2%
444120	\$10,529	\$167	1.6%	20	66.7%
444130	\$161,776	\$58,224	36.0%	241	63.8%
444190	\$25,714	\$14,756	57.4%	262	75.1%
4442	\$3,239	\$2,479	76.5%	169	84.1%
444210	\$1,721	\$1,229	71.4%	99	85.3%
444220	\$1,518	\$1,250	82.3%	70	81.4%

<b>Subsector 445—Food and Beverage Stores</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
445	\$568,126	\$394,456	69.4%	132	69.8%
4451	\$284,535	\$111,455	39.2%	98	70.5%
445110	\$284,232	\$111,402	39.2%	94	72.3%
445120	\$304	\$53	17.4%	5	45.5%
4452	\$283,568	\$283,001	99.8%	38	70.4%
445210	\$78	\$78	100%	4	100%
445220	\$9,169	\$9,169	100%	3	100%
445230	\$258,469	\$258,419	100%	16	84.2%
445291	\$93	\$53	56.3%	2	40.0%
445292	\$21	\$4	21.6%	1	33.3%
445299	\$15,736	\$15,277	97.1%	12	57.1%
4453	\$23	\$0	0.0%	0	0.0%

<b>Subsector 446—Health and Personal Care Stores</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
446/4461	\$506,388	\$13,780	2.7%	240	65.4%
446110	\$496,590	\$8,155	1.6%	59	52.2%
446120	\$58	\$37	64.2%	3	75.0%
446130	\$1,181	\$956	80.9%	29	78.4%
446191	\$1,169	\$70	6.0%	5	31.3%
446199	\$7,390	\$4,562	61.7%	146	71.9%

<b>Subsector 447—Gasoline Stations</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
447/4471	\$23,022	\$1,472	6.4%	68	62.4%
447110	\$17,853	\$660	3.7%	32	68.1%
447190	\$5,168	\$811	15.7%	38	58.5%

Subsector 448—Clothing and Clothing Accessories Stores					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
448	\$14,959	\$5,660	37.8%	181	59.3%
4481	\$13,248	\$4,265	32.2%	144	55.8%
448110	\$1,471	\$869	59.1%	32	66.7%
448120	\$49	\$36	74.0%	2	66.7%
448130	\$8	\$-	0.0%	-	0.0%
448140	\$841	\$42	4.9%	7	77.8%
448150	\$6,815	\$1,024	15.0%	56	40.0%
448190	\$4,064	\$2,294	56.4%	71	62.3%
4482	\$1,010	\$722	71.5%	30	66.7%
4483	\$701	\$674	96.1%	13	68.4%
448310	\$107	\$106	99.0%	5	83.3%
448320	\$594	\$568	95.5%	8	61.5%

Subsector 453—Miscellaneous Store Retailers					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
453	\$155,215	\$56,803	36.6%	828	69.7%
4531	\$5,340	\$5,314	99.5%	28	96.6%
4532	\$110,282	\$32,997	29.9%	424	60.5%
453210	\$108,255	\$32,128	29.7%	395	60.4%
453220	\$2,027	\$869	42.9%	35	57.4%
4533	\$380	\$351	92.5%	11	78.6%
4539	\$39,213	\$18,141	46.3%	383	78.8%
453910	\$960	\$952	99.1%	31	93.9%
453920	\$4,271	\$1,235	28.9%	48	57.8%
453930	\$1,097	\$592	54.0%	9	75.0%
453998	\$32,886	\$15,363	46.7%	299	81.7%

Subsector 451 Sporting Good, Hobby, Book and Music Stores					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
451	\$13,271	\$9,522	71.8%	302	74.0%
4511	\$11,788	\$8,944	75.9%	251	77.5%
451110	\$8,333	\$6,400	76.8%	175	78.5%
451120	\$133	\$94	70.7%	10	62.5%
451130	\$445	\$334	75.0%	15	75.0%
451140	\$2,877	\$2,116	73.6%	52	75.4%
4512	\$1,483	\$578	39.0%	51	59.3%
451211	\$1,068	\$443	41.5%	42	57.5%
451212	\$278	\$6	2.3%	2	50.0%
451220	\$138	\$128	93.1%	7	70.0%

Subsector 454—Nonstore Retailers					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
454	\$65,166	\$21,447	32.9%	472	72.8%
4541	\$6,099	\$2,602	42.7%	89	63.6%
454111	\$2,572	\$605	23.5%	61	61.6%
454112	\$1,421	\$1,404	98.8%	12	80.0%
454113	\$2,106	\$593	28.2%	16	53.3%
4542	\$68	\$0	0.0%	1	33.3%
4543	\$58,998	\$18,846	31.9%	382	74.9%
454310	\$354	\$16	4.4%	1	50.0%
454311	\$7,361	\$4,183	56.8%	78	73.6%
454312	\$15,812	\$7,791	49.3%	105	63.3%
454319	\$33,033	\$5,707	17.3%	124	75.2%
454390	\$2,438	\$1,149	47.1%	101	87.1%

Subsector 452—General Merchandise Stores					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
452	\$7,255	\$599	8.3%	67	56.8%
4521	\$178	\$44	25.0%	3	27.3%
452111	\$134	\$44	33.2%	3	37.5%
452112	\$44	\$-	0.0%	-	0.0%
4529	\$7,077	\$554	7.8%	64	58.2%
452910	\$3,401	\$103	3.0%	4	23.5%
452990	\$3,677	\$451	12.3%	60	62.5%

Sector 48-49 Transportation and Warehousing					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
48-49	\$17,691,430	\$3,167,692	17.9%	3689	67.2%

Subsector 481—Air Transportation					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
481	\$6,131,121	\$1,362,206	22.2%	510	79.1%
4811	\$799,568	\$208,016	26.0%	56	45.2%
481111	\$68,450	\$1,624	2.4%	26	45.6%
481112	\$731,118	\$206,391	28.2%	30	42.9%
4812	\$5,331,553	\$1,154,190	21.6%	476	84.8%
481211	\$1,736,097	\$502,190	28.9%	372	89.0%
481212	\$3,503,839	\$647,603	18.5%	190	84.4%
481219	\$91,617	\$4,398	4.8%	55	64.7%

Subsector 482—Rail Transportation					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
482/4821	\$286	\$63	21.9%	6	27.3%
482111	\$220	\$9	3.9%	3	21.4%
482112	\$66	\$54	82.0%	3	37.5%

Subsector 483—Water Transportation					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
483	\$3,649,606	\$884,622	24.2%	199	62.4%
4831	\$3,631,842	\$878,226	24.2%	144	58.5%
483111	\$3,534,284	\$850,486	24.1%	75	49.0%
483112	\$45,276	\$7,790	17.2%	12	50.0%
483113	\$38,931	\$8,014	20.6%	26	74.3%
483114	\$13,350	\$11,936	89.4%	46	78.0%
4832	\$17,764	\$6,396	36.0%	62	75.6%
483211	\$15,652	\$5,497	35.1%	32	80.0%
483212	\$2,113	\$899	42.5%	32	71.1%

Subsector 484—Truck Transportation					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
484	\$343,070	\$132,557	38.6%	981	79.0%
4841	\$87,576	\$7,447	8.5%	224	67.9%
484110	\$28,637	\$4,085	14.3%	128	68.1%
484121	\$42,062	\$3,151	7.5%	82	64.6%
484122	\$16,878	\$212	1.3%	20	62.5%
4842	\$255,494	\$125,110	49.0%	800	81.8%
484210	\$79,388	\$38,085	48.0%	621	83.0%
484220	\$58,984	\$40,111	68.0%	153	81.8%
484230	\$117,121	\$46,914	40.1%	49	63.6%

Subsector 485 Transit and Ground Passenger Transportation					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
485	\$497,284	\$143,177	28.8%	458	57.3%
4851	\$127,339	\$18,626	14.6%	61	35.7%
485111	\$53,206	\$141	0.3%	3	8.1%
485112	\$29,967	\$(2)	0.0%	1	9.1%
485113	\$43,175	\$17,659	40.9%	57	41.9%
485119	\$991	\$828	83.6%	2	22.2%
4852	\$2,909	\$882	30.3%	9	56.3%
4853	\$24,359	\$15,500	63.6%	52	59.8%
485310	\$7,906	\$6,326	80.0%	34	69.4%
485320	\$16,454	\$9,174	55.8%	19	46.3%
4854	\$70,006	\$13,222	18.9%	45	37.8%
4855	\$8,883	\$4,625	52.1%	159	65.4%
4859	\$263,788	\$90,321	34.2%	192	58.9%
485991	\$80,222	\$53,057	66.1%	82	67.8%
485999	\$183,566	\$37,264	20.3%	114	53.3%

Subsector 486—Pipeline Transportation					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
486	\$21,856	\$87	0.4%	3	13.6%
4861	\$650	\$0	0.0%	0	0.0%
4862	\$20,628	\$0	0.0%	0	0.0%
4869	\$578	\$87	15.0%	3	37.5%
486910	\$457	\$8	1.6%	1	20.0%
486990	\$122	\$79	65.1%	2	50.0%

Subsector 487—Scenic and Sightseeing Transportation					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
487	\$1,519	\$1,107	72.9%	46	76.7%
4871	\$396	\$286	72.3%	10	66.7%
4872	\$1,122	\$816	72.8%	34	79.1%
4879	\$2	\$5	295%	2	100%

<b>Subsector 488—Support Activities for Transportation</b>					
<b>NAICS</b>	<b>Total Federal Obligations</b>	<b>Small Business</b>			
		<b>Obligations</b>		<b>Firms</b>	
	<b>\$1,000s</b>	<b>\$1,000s</b>	<b>%</b>	<b>Count</b>	<b>%</b>
488	\$5,915,864	\$344,245	5.8%	1009	57.2%
4881	\$4,627,196	\$211,601	4.6%	373	56.8%
488111	\$26,209	\$6,760	25.8%	15	55.6%
488119	\$109,235	\$16,003	14.7%	55	38.7%
488190	\$4,491,752	\$188,839	4.2%	325	62.5%
4882	\$7,425	\$4,923	66.3%	23	52.3%
4883	\$357,478	\$94,182	26.3%	195	50.6%
488310	\$41,739	\$26,592	63.7%	43	41.3%
488320	\$125,029	\$7,321	5.9%	11	18.6%
488330	\$150,942	\$43,895	29.1%	67	58.8%
488390	\$39,768	\$16,374	41.2%	89	61.4%
4884	\$42,701	\$13,097	30.7%	150	64.7%
488410	\$7,632	\$6,432	84.3%	57	86.4%
488490	\$35,068	\$6,665	19.0%	93	55.7%
4885	\$825,196	\$1,285	0.2%	54	44.6%
4889	\$55,868	\$19,156	34.3%	217	59.8%
488991	\$28,646	\$14,173	49.5%	181	73.0%
488999	\$27,223	\$4,983	18.3%	39	31.2%

<b>Subsector 493—Warehousing and Storage</b>					
<b>NAICS</b>	<b>Total Federal Obligations</b>	<b>Small Business</b>			
		<b>Obligations</b>		<b>Firms</b>	
	<b>\$1,000s</b>	<b>\$1,000s</b>	<b>%</b>	<b>Count</b>	<b>%</b>
493/4931	\$740,702	\$258,158	34.9%	424	67.2%
493110	\$397,125	\$160,015	40.3%	254	70.6%
493120	\$96,057	\$38,405	40.0%	35	70.0%
493130	\$82	\$36	44.1%	8	53.3%
493190	\$247,438	\$59,702	24.1%	150	60.7%

<b>Subsector 491—Postal Service</b>					
<b>NAICS</b>	<b>Total Federal Obligations</b>	<b>Small Business</b>			
		<b>Obligations</b>		<b>Firms</b>	
	<b>\$1,000s</b>	<b>\$1,000s</b>	<b>%</b>	<b>Count</b>	<b>%</b>
491	\$99,044	\$13,605	13.7%	34	25.0%

<b>Subsector 492—Couriers and Messengers</b>					
<b>NAICS</b>	<b>Total Federal Obligations</b>	<b>Small Business</b>			
		<b>Obligations</b>		<b>Firms</b>	
	<b>\$1,000s</b>	<b>\$1,000s</b>	<b>%</b>	<b>Count</b>	<b>%</b>
492	\$291,079	\$27,865	9.6%	265	73.4%
4921	\$270,555	\$17,629	6.5%	208	75.9%
4922	\$20,523	\$10,237	49.9%	78	66.7%

<b>Sector 51 Information</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
51	\$11,616,152	\$2,684,146	23.1%	5,845	63.0%

<b>Subsector 511—Publishing Industries (except Internet)</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
511	\$1,788,357	\$613,836	34.3%	2,834	65.6%
5111	\$472,971	\$184,845	39.1%	727	57.6%
511110	\$6,633	\$1,654	24.9%	107	48.9%
511120	\$113,329	\$22,647	20.0%	184	41.6%
511130	\$79,744	\$56,112	70.4%	219	55.9%
511140	\$6,709	\$822	12.3%	23	39.7%
511191	\$58	\$3	6.0%	2	50.0%
511199	\$266,498	\$103,606	38.9%	240	69.6%
5112	\$1,315,386	\$428,991	32.6%	2,152	67.5%

<b>Subsector 512 Motion Picture and Sound Recording Industries</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
512	\$70,213	\$53,206	75.8%	451	76.8%
5121	\$65,883	\$50,858	77.2%	398	79.0%
512110	\$36,034	\$33,649	93.4%	295	85.5%
512120	\$9,817	\$1,278	13.0%	24	42.1%
512131	\$185	\$124	67.1%	5	62.5%
512191	\$16,597	\$15,585	93.9%	79	79.8%
512199	\$3,249	\$222	6.8%	16	61.5%
5122	\$4,330	\$2,347	54.2%	56	62.9%
512210	\$661	\$509	77.1%	12	57.1%
512220	\$169	\$-	0.0%	-	0.0%
512230	\$230	\$109	47.2%	8	80.0%
512240	\$1,298	\$67	5.2%	9	64.3%
512290	\$1,973	\$1,663	84.3%	29	69.0%

<b>Subsector 515—Broadcasting (except Internet)</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
515	\$61,301	\$11,368	18.5%	331	46.5%
5151	\$47,771	\$7,486	15.7%	225	49.5%
515111	\$23,269	\$794	3.4%	34	34.0%
515112	\$7,298	\$390	5.3%	24	29.6%
515120	\$17,204	\$6,303	36.6%	168	58.7%
5152	\$13,529	\$3,882	28.7%	108	37.5%

<b>Subsector 517—Telecommunications</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
517	\$7,068,972	\$1,318,235	18.6%	1,233	53.6%
5171	\$4,222,332	\$956,047	22.6%	424	42.4%
5172	\$406,588	\$63,832	15.7%	195	47.0%
517210	\$367,442	\$27,816	7.6%	182	47.3%
517211	\$46	\$164	356.0%	6	54.5%
517212	\$39,100	\$35,853	91.7%	12	24.5%
5174	\$915,669	\$151,518	16.5%	204	53.5%
5179	\$1,293,894	\$145,663	11.3%	553	57.7%
517910	\$947,451	\$5,866	6.2%	16	43.2%
517911	\$789,639	\$27,094	34.3%	253	65.7%
517919	\$1,120,185	\$112,703	10.1%	315	50.5%

<b>Subsector 518 Data Processing, Hosting, and Related Services</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
518/5182	\$1,355,785	\$502,263	37.0%	838	63.0%

<b>Subsector 519—Other Information Services</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
519/5191	\$553,941	\$117,988	21.3%	573	49.4%
519110	\$6,393	\$1,950	30.5%	21	42.0%
519120	\$89,203	\$46,529	52.2%	118	52.0%
519130	\$93,774	\$32,039	34.2%	203	45.7%
519190	\$364,572	\$37,470	10.3%	262	46.0%

<b>Sector 52</b>					
<b>Finance and Insurance</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
52	\$14,053,064	\$334,182	2.4%	334	37.7%

<b>Subsector 521—Monetary Authorities—Central Bank</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
521	\$425	\$3	0.6%	1	14.3%

<b>Subsector 522</b>					
<b>Credit Intermediation and Related Activities</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
522	\$1,169,600	\$94,062	8.0%	102	42.0%
5221	\$22,239	\$1,594	7.2%	30	40.0%
522110	\$20,714	\$118	0.6%	17	32.1%
522120	<\$0	<\$0	97.7%	1	50.0%
522130	\$51	\$0	0.0%	0	0.0%
522190	\$1,475	\$1,477	100.1%	12	85.7%
5222	\$2,107	\$628	29.8%	14	38.9%
522210	\$603	\$7	1.1%	2	40.0%
522220	\$661	\$293	44.3%	8	38.1%
522292	\$532	\$26	4.9%	1	20.0%
522293	<-\$0	\$0	0.0%	0	0.0%
522294	\$131	\$131	100.0%	1	100%
522298	\$184	\$171	92.9%	2	66.7%
5223	\$1,145,254	\$91,841	8.0%	60	41.4%
522310	\$191,610	\$80,680	42.1%	41	62.1%
522320	\$124,997	\$1,297	1.0%	14	25.0%
522390	\$828,647	\$9,864	1.2%	6	24.0%

<b>Subsector 523</b>					
<b>Financial Investments and Related Activities</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
523	\$1,232,100	\$147,732	12.0%	75	22.6%
5231	\$258,595	\$56,196	21.7%	16	30.8%
523110	\$200,311	\$476	0.2%	9	23.7%
523120	\$231	\$231	99.8%	5	45.5%
523130	\$0	\$-	0.0%	0	0.0%
523140	\$58,052	\$55,489	95.6%	2	100%
5232	\$160	\$56	35.2%	3	42.9%
5239	\$973,344	\$91,480	9.4%	57	20.4%
523910	\$492,313	\$88	0.0%	16	10.5%
523920	\$34,169	\$3,354	9.8%	9	39.1%
523930	\$32,807	\$8,265	25.2%	14	50.0%
523991	\$15,605	\$10	0.1%	2	20.0%
523999	\$398,450	\$79,763	20.0%	16	20.5%

<b>Subsector 524—Insurance Carriers and Related Activities</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
524	\$11,642,425	\$92,257	0.8%	152	51.9%
5241	\$11,287,478	\$46,702	0.4%	81	51.9%
524113	\$3,168	\$1	0.0%	1	14.3%
524114	\$11,277,583	\$43,899	0.4%	6	12.8%
524126	\$2,467	\$511	20.7%	10	52.6%
524127	\$1,354	\$38	2.8%	62	76.5%
524128	\$669	\$15	2.2%	2	25.0%
524130	\$2,238	\$2,238	100.0%	1	100%
5242	\$354,947	\$45,555	12.8%	75	50.3%
524210	\$36,083	\$2,631	7.3%	24	47.1%
524291	\$21,575	\$20,907	96.9%	9	81.8%
524292	\$121,109	\$16,616	13.7%	15	36.6%
524298	\$176,181	\$5,401	3.1%	29	49.2%

<b>Subsector 525</b>					
<b>Funds, Trusts and Other Financial Vehicles</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
525	\$8,515	\$128	1.5%	7	16.3%
5251	\$9,682	\$130	1.3%	3	10.7%
525110	\$1,978	\$(0)	0.0%	1	16.7%
525120	\$5,005	\$130	2.6%	2	10.0%
525190	\$2,698	\$-	0.0%	0	0.0%
5259	\$(1,167)	\$(1)	0.1%	4	23.5%
525910	\$(1,810)	\$-	0.0%	0	0.0%
525920	\$19	\$-	0.0%	0	0.0%
525930	\$(16)	\$(9)	59.7%	2	40.0%
525990	\$640	\$8	1.2%	2	25.0%

<b>Sector 53</b>					
<b>Real Estate and Rental and Leasing</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
53	\$1,605,089	\$520,720	32.4%	4,112	63.6%

<b>Subsector 531—Real Estate</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
531	\$807,706	\$183,037	22.7%	2,600	67.7%
5311	\$202,817	\$27,713	-13.7%	1,241	55.0%
531110	-\$45,293	-\$78,102	172.4%	102	54.0%
531120	\$234,522	\$41,076	17.5%	818	49.5%
531130	\$2,548	\$2,102	82.5%	139	78.1%
531190	\$11,041	\$7,212	65.3%	216	63.2%
5312	\$146,271	\$46,752	32.0%	58	59.8%
5313	\$458,618	\$163,998	35.8%	1,338	84.7%
531311	\$397,224	\$144,877	36.5%	48	62.3%
531312	\$7,125	\$1,351	19.0%	59	40.4%
531320	\$13,937	\$8,449	60.6%	1,137	95.0%
531390	\$40,332	\$9,320	23.1%	109	58.0%

<b>Subsector 532—Rental and Leasing Services</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
532	\$797,147	\$337,668	42.4%	1,547	57.3%
5321	\$136,105	\$26,044	19.1%	273	46.8%
532111	\$32,332	\$3,123	9.7%	70	32.3%
532112	\$76,366	\$6,660	8.7%	40	31.7%
532120	\$27,407	\$16,262	59.3%	198	59.5%
5322	\$94,251	\$45,221	48.0%	300	62.5%
532210	\$11,731	\$9,570	81.6%	46	63.0%
532220	\$117	\$-	0.0%	-	0.0%
532230	\$441	\$49	11.2%	6	40.0%
532291	\$64,464	\$20,814	32.3%	55	41.7%
532292	\$9,671	\$8,925	92.3%	53	79.1%
532299	\$7,827	\$5,862	74.9%	158	74.5%
5323	\$1,214	\$582	47.9%	55	53.9%
5324	\$565,578	\$265,821	47.0%	995	58.6%
532411	\$62,911	\$32,022	50.9%	56	58.3%
532412	\$53,416	\$14,609	27.4%	237	53.3%
532420	\$358,981	\$189,843	52.9%	314	64.5%
532490	\$90,269	\$29,346	32.5%	432	55.0%

<b>Subsector 533</b>					
<b>Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
533	\$235	\$15	6.3%	2	18.2%

<b>Sector 54</b>					
<b>Professional, Scientific and Technical Services</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
54/541	\$141,155,310	\$31,748,665	22.5%	27,569	73.2%
5411	\$562,759	\$121,369	21.6%	1,435	77.6%
541110	\$97,785	\$20,032	20.5%	479	70.5%
541120	\$1,853	\$1,838	99.2%	3	60.0%
541191	\$61,136	\$50,935	83.3%	385	90.8%
541199	\$401,986	\$48,564	12.1%	647	74.7%
5412	\$1,012,701	\$316,647	31.3%	350	66.7%
541211	\$503,468	\$160,201	31.8%	198	66.0%
541213	\$395	\$231	58.5%	3	60.0%
541214	\$43,393	\$23,546	54.3%	17	73.9%
541219	\$465,445	\$132,669	28.5%	175	66.8%
5413	\$35,400,863	\$5,521,493	15.6%	6,199	63.5%
541310	\$1,253,399	\$294,869	23.5%	824	56.2%
541320	\$25,513	\$11,900	46.6%	98	73.7%
541330	\$33,436,262	\$5,028,503	15.0%	3,808	63.2%
541340	\$3,160	\$2,817	89.2%	24	72.7%
541350	\$66,654	\$15,073	22.6%	209	70.6%
541360	\$43,578	\$7,340	16.8%	111	53.9%
541370	\$175,448	\$64,806	36.9%	457	71.6%
541380	\$396,849	\$96,186	24.2%	1,057	55.2%
5414	\$79,106	\$59,663	75.4%	623	85.3%
541410	\$16,916	\$9,178	54.3%	103	76.9%
541420	\$5,275	\$4,991	94.6%	26	60.5%
541430	\$26,857	\$25,846	96.2%	400	92.2%
541490	\$30,057	\$19,648	65.4%	109	76.2%
5415	\$32,271,941	\$12,023,944	37.3%	6,885	79.2%
541511	\$5,678,467	\$2,211,527	38.9%	3,007	77.8%
541512	\$11,484,568	\$3,190,286	27.8%	2,036	77.5%
541513	\$3,794,743	\$1,231,212	32.4%	731	76.8%
541519	\$11,314,162	\$5,390,919	47.6%	3,257	77.1%
5416	\$18,244,765	\$4,500,169	24.7%	7,260	70.0%
541611	\$10,743,755	\$2,634,578	24.5%	3,198	68.8%
541612	\$566,286	\$146,077	25.8%	400	74.5%
541613	\$150,517	\$50,291	33.4%	182	72.2%
541614	\$1,573,722	\$218,159	13.9%	314	58.5%
541618	\$1,775,950	\$294,240	16.6%	744	62.8%
541620	\$1,163,628	\$452,623	38.9%	1,564	70.5%
541690	\$2,270,907	\$704,201	31.0%	1,728	65.6%
5417	\$41,200,581	\$7,558,346	18.3%	5,007	69.8%
541710	\$18,042,208	\$770,003	4.3%	812	53.5%
541711	\$1,472,728	\$537,772	36.5%	766	65.5%
541712	\$20,195,222	\$6,112,239	30.3%	3,747	71.2%
541720	\$1,490,422	\$138,331	9.3%	466	53.1%
5418	\$1,140,999	\$450,140	39.5%	601	63.1%
541810	\$875,179	\$360,040	41.1%	143	64.4%
541820	\$149,807	\$64,472	43.0%	187	67.3%
541830	\$15,589	\$293	1.9%	11	61.1%
541840	\$2,252	\$725	32.2%	28	40.0%
541850	\$6,733	\$3,236	48.1%	99	56.6%
541860	\$58,609	\$4,454	7.6%	14	48.3%
541870	\$2,458	\$126	5.1%	21	45.7%
541890	\$30,372	\$16,794	55.3%	137	62.8%
5419	\$11,241,595	\$1,196,893	10.6%	4,233	64.9%
541910	\$127,828	\$35,834	28.0%	166	60.8%
541921	\$4,205	\$3,844	91.4%	27	77.1%
541922	\$30,594	\$9,475	31.0%	88	78.6%
541930	\$1,250,231	\$272,843	21.8%	564	73.9%
541940	\$35,268	\$10,830	30.7%	138	64.8%
541990	\$9,793,468	\$864,068	8.8%	3,294	62.5%

<b>Sector 55</b>					
<b>Management of Companies and Enterprises</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
55/551	\$715	\$70	9.9%	3	20.0%
551111	\$43	\$0	0.1%	1	33.3%
551112	\$636	\$0	0.0%	0	0.0%
551114	\$36	\$70	194%	2	28.6%

<b>Sector 56</b>					
<b>Administrative and Support, Waste Management and Remediation Services</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
56	\$43,086,067	\$9,175,501	21.3%	16,009	76.5%

<b>Subsector 561—Administrative and Support Services</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
561	\$36,074,637	\$7,102,942	19.7%	13,395	77.6%
5611	\$1,148,362	\$725,297	63.2%	846	75.9%
5612	\$23,285,777	\$3,013,727	12.9%	1,492	65.3%
5613	\$804,562	\$404,722	50.3%	970	83.6%
561310	\$1,545	\$13	0.8%	2	33.3%
561311	\$7,200	\$5,730	79.6%	32	58.2%
561312	\$1,595	\$75	4.7%	4	33.3%
561320	\$728,958	\$385,256	52.9%	919	85.5%
561330	\$65,264	\$13,649	20.9%	36	69.2%
5614	\$1,149,790	\$287,665	25.0%	2,694	82.5%
561410	\$58,160	\$52,501	90.3%	286	85.1%
561421	\$296,803	\$17,678	6.0%	100	52.4%
561422	\$25,275	\$15,911	63.0%	12	52.2%
561431	\$15,790	\$4,195	26.6%	20	35.1%
561439	\$8,434	\$5,347	63.4%	55	59.8%
561440	\$41,979	\$35,415	84.4%	17	37.0%
561450	\$56,441	\$1,166	2.1%	17	51.5%
561491	\$4,959	\$21	0.4%	2	66.7%
561492	\$55,223	\$52,354	94.8%	1,899	95.2%
561499	\$586,724	\$103,077	17.6%	333	55.2%
5615	\$56,758	\$9,247	16.3%	72	41.9%
561510	\$36,272	\$1,970	5.4%	27	44.3%
561520	\$233	\$105	45.2%	4	40.0%
561591	\$384	\$57	14.9%	2	11.1%
561599	\$19,870	\$7,115	35.8%	41	45.1%
5616	\$5,677,991	\$1,288,522	22.7%	2,276	72.4%
561611	\$640,630	\$67,846	10.6%	709	87.7%
561612	\$4,223,408	\$888,575	21.0%	385	51.7%
561613	\$6,671	\$614	9.2%	51	59.3%
561621	\$799,296	\$325,184	40.7%	1,058	73.2%
561622	\$7,986	\$6,304	78.9%	134	79.8%
5617	\$2,052,274	\$1,072,630	52.3%	4,998	84.6%
561710	\$23,067	\$17,628	76.4%	306	84.1%
561720	\$1,552,024	\$725,226	46.7%	2,404	82.5%
561730	\$400,542	\$292,926	73.1%	1,883	87.1%
561740	\$3,503	\$1,994	56.9%	76	74.5%
561790	\$73,138	\$34,856	47.7%	671	81.2%
5619	\$1,899,123	\$301,132	15.9%	1,180	59.3%
561910	\$65,292	\$9,539	14.6%	34	53.1%
561920	\$94,828	\$58,593	61.8%	175	53.7%
561990	\$1,739,003	\$233,000	13.4%	982	60.3%

<b>Subsector 562</b>					
<b>Waste Management and Remediation Services</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
562	\$7,011,431	\$2,072,559	29.6%	2,878	70.4%
5621	\$267,026	\$164,259	61.5%	978	61.9%
562111	\$203,762	\$118,181	58.0%	661	58.8%
562112	\$48,312	\$39,227	81.2%	198	73.3%
562119	\$14,952	\$6,852	45.8%	178	58.4%
5622	\$2,071,277	\$113,212	5.5%	422	54.9%
562211	\$2,028,303	\$101,750	5.0%	220	56.7%
562212	\$7,537	\$1,859	24.7%	49	32.5%
562213	\$2,749	\$2,017	73.4%	25	56.8%
562219	\$32,688	\$7,586	23.2%	150	62.2%
5629	\$4,673,127	\$1,795,088	38.4%	1,750	78.8%
562910	\$4,589,865	\$1,750,106	38.1%	995	80.0%
562920	\$16,259	\$4,961	30.5%	35	39.3%
562991	\$57,213	\$33,022	57.7%	532	86.2%
562998	\$9,791	\$6,999	71.5%	256	70.9%

<b>Sector 61</b>					
<b>Educational Services</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
61/611	\$5,696,328	\$1,366,983	24.0%	4,697	60.9%
6111	\$30,458	\$185	0.6%	22	15.9%
6112	\$9,299	\$109	1.2%	3	3.8%
6113	\$660,293	\$4,080	0.6%	143	13.3%
6114	\$2,036,203	\$660,533	32.4%	2,249	70.6%
611410	\$3,072	\$333	10.8%	13	52.0%
611420	\$255,647	\$207,607	81.2%	435	74.1%
611430	\$1,777,484	\$452,594	25.5%	1,852	69.6%
6115	\$1,743,649	\$405,551	23.3%	279	54.7%
611511	\$189	\$214	113%	6	85.7%
611512	\$528,570	\$169,195	32.0%	83	59.3%
611513	\$13,007	\$757	5.8%	18	40.9%
611519	\$1,201,882	\$235,386	19.6%	175	53.0%
6116	\$492,563	\$157,166	31.9%	814	69.6%
611610	\$248	\$198	80.1%	9	50.0%
611620	\$9,173	\$6,629	72.3%	79	66.9%
611630	\$84,072	\$44,666	53.1%	256	85.6%
611691	\$58,259	\$46	0.1%	32	60.4%
611692	\$27,738	\$24,405	88.0%	30	68.2%
611699	\$313,072	\$81,222	25.9%	415	63.2%
6117	\$723,863	\$139,358	19.3%	1,524	62.7%

<b>Sector 62</b>					
<b>Health Care and Social Assistance</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
62	\$6,913,478	\$2,188,050	31.6%	6,877	56.8%

<b>Subsector 621—Ambulatory Health Care Services</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
621	\$4,541,618	\$1,282,699	28.2%	4,513	64.2%
6211	\$1,695,393	\$591,491	34.9%	2,261	74.3%
621111	\$1,608,757	\$529,053	32.9%	1,659	70.9%
621112	\$86,636	\$62,439	72.1%	647	82.2%
6212	\$138,072	\$132,231	95.8%	225	71.0%
6213	\$409,448	\$267,453	65.3%	1,067	74.5%
621310	\$1,067	\$1,067	100.0%	13	92.9%
621320	\$9,492	\$8,233	86.7%	91	78.4%
621330	\$54,206	\$26,569	49.0%	282	82.0%
621340	\$37,873	\$36,155	95.5%	206	75.5%
621391	\$366	\$364	99.4%	21	84.0%
621399	\$306,445	\$195,065	63.7%	513	69.3%
6214	\$1,541,315	\$52,808	3.4%	259	40.5%
621410	(\$1,811)	\$374	-20.6%	4	57.1%
621420	\$176,133	\$16,852	9.6%	128	45.9%
621491	\$1,152,855	\$2,960	0.3%	6	20.0%
621492	\$8,965	\$1,549	17.3%	19	34.5%
621493	\$8,060	\$597	7.4%	10	37.0%
621498	\$197,113	\$30,476	15.5%	92	36.2%
6215	\$264,463	\$59,144	22.4%	410	40.1%
621511	\$203,215	\$20,117	9.9%	250	33.7%
621512	\$61,248	\$39,027	63.7%	168	53.5%
6216	\$55,510	\$24,396	43.9%	247	54.0%
6219	\$437,417	\$155,176	35.5%	406	47.3%
621910	\$154,810	\$55,775	36.0%	120	39.9%
621991	\$88,212	\$1,283	1.5%	29	20.1%
621999	\$194,394	\$98,118	50.5%	260	61.0%

<b>Subsector 622—Hospitals</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
622	\$1,137,244	\$574,076	50.5%	559	40.1%
6221	\$1,129,265	\$573,797	50.8%	548	40.6%
6222	\$4,255	\$40	0.9%	4	16.7%
6223	\$3,724	\$239	6.4%	8	20.0%

<b>Subsector 623—Nursing and Residential Care Facilities</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
623	\$676,511	\$142,445	21.1%	663	29.7%
6231	\$359,743	\$108,715	30.2%	608	32.2%
6232	\$27,768	\$5,251	18.9%	26	16.9%
623210	\$504	\$452	89.6%	3	42.9%
623220	\$27,264	\$4,799	17.6%	23	15.6%
6233	\$2,113	<\$0	-	2	7.4%
623311	\$596	<\$0	-	2	15.4%
623312	\$1,517	\$-	0.0%	0	0.0%
6239	\$286,887	\$28,487	9.9%	29	15.8%

<b>Subsector 624—Social Assistance</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
624	\$558,105	\$188,830	33.8%	1,345	61.5%
6241	\$356,549	\$112,461	31.5%	319	41.3%
624110	\$99,307	\$22,566	22.7%	37	37.4%
624120	\$15,325	\$5,152	33.6%	109	34.7%
624190	\$241,916	\$84,743	35.0%	173	47.1%
6242	\$67,637	\$10,407	15.4%	95	27.6%
624210	\$697	\$318	45.7%	7	63.6%
624221	\$19,762	\$4,662	23.6%	30	24.6%
624229	\$37,386	\$2,446	6.5%	22	15.4%
624230	\$9,792	\$2,981	30.4%	38	43.7%
6243	\$129,586	\$64,395	49.7%	886	86.3%
6244	\$4,333	\$1,567	36.2%	57	71.3%

<b>Sector 71</b>					
<b>Arts, Entertainment and Recreation</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
71	\$73,649	\$50,729	68.9%	1,412	66.0%

<b>Sector 72</b>					
<b>Accommodation and Food Services</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
72	\$1,367,222	\$289,799	21.2%	3,485	64.3%

<b>Subsector 711</b>					
<b>Performing Arts, Spectator Sports and Related Industries</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
711	\$34,709	\$23,716	68.3%	1,020	73.3%
7111	\$5,849	\$4,806	82.2%	338	82.4%
711110	\$451	\$360	79.8%	9	60.0%
711120	\$56	\$23	41.5%	2	25.0%
711130	\$4,983	\$4,226	84.8%	318	84.1%
711190	\$358	\$197	55.0%	9	75.0%
7112	\$5,113	\$2,025	39.6%	57	50.0%
711211	\$2,637	\$758	28.7%	16	35.6%
711212	\$121	\$45	37.1%	2	40.0%
711219	\$2,354	\$1,223	51.9%	40	58.8%
7113	\$6,140	\$4,500	73.3%	52	42.6%
711310	\$2,952	\$1,862	63.1%	24	31.2%
711320	\$3,188	\$2,639	82.8%	28	59.6%
7114	\$491	\$393	80.1%	17	63.0%
7115	\$17,117	\$11,991	70.1%	583	76.7%

<b>Subsector 721—Accommodation</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
721	\$313,696	\$107,934	34.4%	2,655	62.8%
7211	\$302,316	\$102,327	33.8%	2,039	57.5%
721110	\$301,472	\$101,972	33.8%	2,010	57.9%
721120	\$(400)	\$111	-27.9%	14	25.0%
721191	\$90	\$63	69.9%	5	83.3%
721199	\$1,153	\$181	15.7%	18	41.9%
7212	\$8,957	\$5,496	61.4%	618	89.8%
721211	\$6,421	\$5,267	82.0%	606	97.4%
721214	\$2,536	\$229	9.0%	12	17.9%
7213	\$2,424	\$111	4.6%	3	16.7%

<b>Subsector 712</b>					
<b>Museums, Historical Sites and Similar Institutions</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
712/7121	\$16,803	\$10,769	64.1%	123	48.6%
712110	\$11,345	\$6,692	59.0%	69	44.2%
712120	\$3,574	\$2,913	81.5%	34	63.0%
712130	\$357	\$121	33.9%	12	44.4%
712190	\$1,527	\$1,043	68.3%	8	44.4%

<b>Subsector 722—Food Services and Drinking Places</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
722	\$1,053,526	\$181,864	17.3%	864	67.6%
7221	\$4,775	\$2,237	46.9%	65	62.5%
7222	\$21,965	\$711	3.2%	46	55.4%
722211	\$13,608	\$139	1.0%	25	64.1%
722212	\$8,071	\$571	7.1%	19	47.5%
722213	\$286	\$0	0.1%	2	33.3%
7223	\$1,026,690	\$178,916	17.4%	776	67.9%
722310	\$1,009,187	\$167,977	16.6%	423	63.7%
722320	\$17,002	\$10,725	63.1%	403	71.7%
722330	\$501	\$215	42.9%	17	70.8%
7224	\$96	\$-	0.0%	-	0.0%

<b>Subsector 713</b>					
<b>Amusement, Gambling and Recreation Industries</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
713	\$22,137	\$16,245	73.4%	282	53.8%
7131	\$383	\$3	0.8%	1	25.0%
713110	\$362	\$0	0.0%	0	0.0%
713120	\$21	\$3	15.2%	1	33.3%
7132	\$74	\$11	15.3%	2	40.0%
713210	\$63	\$11	18.0%	2	50.0%
713290	\$11	\$0	0.0%	0	0.0%
7139	\$21,681	\$16,231	74.9%	279	54.0%
713910	\$288	\$32	11.1%	5	27.8%
713920	\$26	\$16	62.1%	1	50.0%
713930	\$1,053	\$969	92.0%	33	70.2%
713940	\$11,258	\$8,162	72.5%	125	46.8%
713950	\$111	\$60	53.8%	6	75.0%
713990	\$8,943	\$6,992	78.2%	112	61.2%

Sector 81 Other Services					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
81	\$3,688,231	\$826,632	22.4%	8,093	62.0%

Subsector 811—Repair and Maintenance					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
811	\$3,233,883	\$693,033	21.4%	6,394	69.0%
8111	\$553,205	\$41,433	7.5%	952	72.0%
811111	\$535,080	\$18,729	3.5%	343	66.5%
811112	\$295	\$86	29.2%	8	53.3%
811113	\$301	\$156	51.9%	19	59.4%
811118	\$(4,652)	\$(228)	4.9%	100	60.2%
811121	\$23,752	\$14,477	61.0%	328	85.4%
811122	\$30	\$12	40.1%	6	54.5%
811191	\$95	\$126	132.4%	6	66.7%
811192	\$1,382	\$297	21.5%	20	54.1%
811198	-\$3,078	\$7,779	-252%	158	64.8%
8112	\$1,927,127	\$481,512	25.0%	3,223	67.0%
811212	\$376,884	\$259,373	68.8%	1,145	74.8%
811213	\$719,486	\$109,219	15.2%	612	61.5%
811219	\$807,233	\$95,961	11.9%	1,549	61.5%
8113	\$634,776	\$150,381	23.7%	2,078	65.9%
8114	\$118,775	\$19,706	16.6%	410	65.4%
811411	\$1,418	\$289	20.4%	31	62.0%
811412	\$102,586	\$7,524	7.3%	147	49.5%
811420	\$2,335	\$1,427	61.1%	71	81.6%
811430	\$145	\$41	28.6%	3	50.0%
811490	\$12,292	\$10,424	84.8%	158	80.2%

Subsector 812—Personal and Laundry Services					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
812	\$262,898	\$112,585	42.8%	1,041	66.9%
8121	\$2,915	\$838	28.7%	19	52.8%
812111	\$1,172	\$260	22.2%	7	87.5%
812112	\$5	\$5	100%	1	100%
812113	\$11	\$-	0.0%	-	0.0%
812191	\$47	\$33	69.7%	1	50.0%
812199	\$1,680	\$540	32.1%	10	43.5%
8122	\$19,862	\$18,885	95.1%	121	84.6%
812210	\$4,163	\$3,197	76.8%	101	82.8%

812220	\$15,699	\$15,688	99.9%	21	91.3%
8123	\$116,281	\$56,515	48.6%	474	67.1%
812310	\$317	\$320	101%	13	72.2%
812320	\$44,370	\$18,297	41.2%	264	70.0%
812331	\$17,106	\$12,029	70.3%	100	60.6%
812332	\$54,488	\$25,869	47.5%	176	58.7%
8129	\$123,839	\$36,347	29.3%	428	62.9%
812910	\$7,463	\$6,120	82.0%	105	82.0%
812921	\$28	\$13	47.2%	4	66.7%
812930	\$47,303	\$21,849	46.2%	134	51.5%
812990	\$69,045	\$8,364	12.1%	187	63.8%

Subsector 813—Religious, Grantmaking, Civic, Professional and Similar Organizations					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
813	\$191,411	\$21,005	11.0%	684	29.8%
8131	\$18,206	\$9,363	51.4%	478	54.4%
8132	\$7,308	\$83	1.1%	6	9.8%
813211	\$228	\$70	30.9%	3	15.0%
813212	\$5,400	\$(5)	-0.1%	2	7.7%
813219	\$1,680	\$18	1.1%	1	6.7%
8133	\$49,261	\$1,606	3.3%	53	11.7%
813311	\$33,011	\$2	0.0%	2	1.1%
813312	\$12,505	\$701	5.6%	32	17.5%
813319	\$3,746	\$903	24.1%	19	19.4%
8134	\$3,104	\$328	10.6%	13	13.1%
8139	\$113,532	\$9,625	8.5%	135	16.2%
813910	\$13,726	\$1,410	10.3%	28	14.1%
813920	\$89,485	\$6,716	7.5%	95	16.2%
813930	\$1,341	\$1,430	107%	6	35.3%
813940	\$30	\$5	16.5%	1	33.3%
813990	\$8,950	\$65	0.7%	6	10.7%

## APPENDIX H

### PROCUREMENT SHARES OF SOCIALLY AND ECONOMICALLY DISADVANTAGED SMALL BUSINESSES

<b>Sector 11</b>					
<b>Agriculture, Forestry, Fishing and Hunting</b>					
NAICS	Total Federal Obligations (\$1,000s)	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
11	\$459,608	\$49,413	10.8%	362	9.3%
111 <sup>a</sup>	\$66,533	\$2,286	3.4%	19	5.5%
1111	\$2,298	\$(420)	-18.3%	3	5.7%
1112	\$1,279	\$1,166	91.1%	2	14.3%
1113	\$5,626	\$-	0.0%	0	0.0%
1114	\$2,190	\$(148)	-6.8%	4	4.2%
1119	\$55,139	\$1,688	3.1%	10	5.9%
112 <sup>b</sup>	\$83,821	\$68	0.1%	10	3.6%
1121	\$4,788	\$0	0.0%	2	3.7%
1122	\$146	\$0	0.0%	0	0.0%
1123	\$39,692	\$5	0.0%	2	5.0%
1124	\$756	\$31	4.2%	1	12.5%
1125	\$2,314	\$23	1.0%	2	3.7%
1129	\$36,125	\$8	0.0%	3	2.5%
113 <sup>c</sup>	\$16,538	\$1,082	6.5%	13	5.8%
1131	\$714	\$5	0.7%	3	6.8%
1132	\$4,670	\$198	4.2%	6	7.5%
1133	\$11,153	\$880	7.9%	4	3.8%
114 <sup>d</sup>	\$5,192	\$509	9.8%	4	4.3%
1141	\$4,120	\$0	0.0%	0	0.0%
1142	\$1,073	\$509	47.5%	4	9.8%
115 <sup>e</sup>	\$287,524	\$45,467	15.8%	328	10.6%
1151	\$20,936	\$3,896	18.6%	34	11.9%
1152	\$34,243	\$621	1.8%	5	4.2%
1153	\$232,345	\$40,950	17.6%	304	11.1%

<sup>a</sup> Subsector 111—Crop Production  
<sup>b</sup> Subsector 112—Animal Production and Aquaculture  
<sup>c</sup> Subsector 113—Forestry and Logging  
<sup>d</sup> Subsector 114—Fishing, Hunting and Trapping  
<sup>e</sup> Subsector 115—Support Activities for Agriculture and Forestry

<b>Sector 22</b>					
<b>Utilities</b>					
NAICS	Total Federal Obligations (\$1,000s)	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
22/221	\$2,448,202	\$27,588	1.1%	135	5.3%
2211	\$1,701,677	\$11,187	0.7%	22	2.3%
2212	\$196,567	\$6	0.0%	5	1.8%
2213	\$549,957	\$16,395	3.0%	108	7.6%

<b>Sector 23</b>					
<b>Construction</b>					
NAICS	Total Federal Obligations (\$1,000s)	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
23	\$35,438,556	\$9,136,797	25.8%	4,354	22.9%
236 <sup>a</sup>	\$23,494,110	\$6,037,443	25.7%	2,438	38.0%
2361	\$306,454	\$30,640	10.0%	129	21.4%
2362	\$23,187,656	\$6,006,803	25.9%	2,386	40.0%
237 <sup>b</sup>	\$7,810,063	\$1,717,062	22.0%	1,334	28.8%
2371	\$1,327,375	\$310,756	23.4%	543	31.2%
2372	\$2,479	\$1,061	42.8%	6	28.6%
2373	\$1,727,367	\$516,615	29.9%	534	31.0%
2379	\$4,752,841	\$888,631	18.7%	620	33.5%
238 <sup>c</sup>	\$4,134,383	\$1,382,291	33.4%	2,646	22.6%
2381	\$601,951	\$251,335	41.8%	672	35.4%
2382	\$1,747,149	\$626,286	35.8%	1,483	22.9%
2383	\$305,299	\$129,087	42.3%	622	32.4%
2389	\$1,479,983	\$375,583	25.4%	971	29.3%

<sup>a</sup> Subsector 236—Construction of Buildings  
<sup>b</sup> Subsector 237—Heavy and Civil Engineering Construction  
<sup>c</sup> Subsector 238—Specialty Trade Contractors

<b>Sector 21</b>					
<b>Mining, Quarrying, and Oil &amp; Gas Extraction</b>					
NAICS	Total Federal Obligations (\$1,000s)	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
21	\$222,497	\$7,881	3.5%	78	8.9%
211 <sup>a</sup>	\$91,769	\$926	1.0%	6	8.6%
2111	\$91,769	\$926	1.0%	6	8.6%
212 <sup>b</sup>	\$74,954	\$6,991	9.3%	58	9.8%
2121	\$13,688	\$0	0.0%	0	0.0%
2122	\$98	\$0	0.0%	0	0.0%
2123	\$61,167	\$6,991	11.4%	58	10.1%
213 <sup>c</sup>	\$55,775	-\$36	-0.1%	14	6.4%
2131	\$55,775	-\$36	-0.1%	14	6.4%

<sup>a</sup> Subsector 211—Oil and Gas Extraction  
<sup>b</sup> Subsector 212—Mining (except Oil and Gas)  
<sup>c</sup> Subsector 213—Support Activities for Mining

**Sector 31–33  
Manufacturing**

NAICS	Total Federal Obligations (\$1,000s)	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
31-33	\$197,552,121	\$3,144,618	1.6%	3,869	7.2%
311 <sup>a</sup>	\$5,516,019	\$63,319	1.1%	52	3.8%
3111	\$108,941	\$47	0.0%	1	1.1%
3112	\$724,474	\$3,025	0.4%	9	10.1%
3113	\$92,275	\$-	0.0%	-	0.0%
3114	\$1,036,968	\$21,111	2.0%	18	10.2%
3115	\$623,609	\$3,303	0.5%	3	1.5%
3116	\$1,632,318	\$26,739	1.6%	15	6.4%
3117	\$86,083	\$11	0.0%	1	2.3%
3118	\$566,482	\$3,109	0.5%	7	2.3%
3119	\$644,869	\$5,975	0.9%	24	5.8%
312 <sup>b</sup>	\$367,410	\$1,685	0.5%	19	3.5%
3121	\$284,321	\$1,685	0.6%	19	3.5%
3122	\$83,089	\$-	0.0%	-	0.0%
313 <sup>c</sup>	\$123,029	\$7,484	6.1%	36	8.1%
3131	\$4,273	\$635	14.9%	3	8.3%
3132	\$42,072	\$4,348	10.3%	22	9.5%
3133	\$76,685	\$2,500	3.3%	16	7.0%
314 <sup>d</sup>	\$471,591	\$18,631	4.0%	121	10.3%
3141	\$43,511	\$1,692	3.9%	43	12.8%
3149	\$428,080	\$16,939	4.0%	79	9.1%
315 <sup>e</sup>	\$2,172,060	\$156,809	7.2%	141	11.8%
3151	\$19,825	\$419	2.1%	5	9.1%
3152	\$1,000,050	\$61,098	6.1%	62	11.6%
3159	\$1,152,185	\$95,292	8.3%	97	11.8%
316 <sup>f</sup>	\$135,725	\$5,061	3.7%	37	10.2%
3161	\$709	\$-	0.0%	-	0.0%
3162	\$109,523	\$243	0.2%	11	7.6%
3169	\$25,493	\$4,819	18.9%	27	11.7%
321 <sup>g</sup>	\$156,633	\$24,283	15.5%	75	10.1%
3211	\$5,619	\$502	8.9%	13	11.1%
3212	\$31,226	\$185	0.6%	6	7.4%
3219	\$119,788	\$23,595	19.7%	57	9.6%
322 <sup>h</sup>	\$508,728	\$20,306	4.0%	82	9.8%
3221	\$288,254	\$11,022	5.0%	68	9.4%
3222	\$220,474	\$20,306	4.0%	82	9.8%
323 <sup>i</sup>	\$108,298	\$5,979	5.5%	75	7.6%
324 <sup>j</sup>	\$18,345,882	\$55,089	0.3%	41	5.3%
325 <sup>k</sup>	\$8,554,538	\$50,538	0.6%	260	6.9%
3251	\$311,836	\$3,553	1.1%	50	6.3%
3252	\$35,441	\$432	1.2%	20	6.8%
3253	\$8,459	\$2,764	32.7%	11	6.5%
3254	\$6,906,382	\$14,126	0.2%	38	3.7%
3255	\$95,932	\$6,257	6.5%	53	9.0%
3256	\$481,422	\$3,215	0.7%	42	11.1%
3259	\$715,066	\$20,191	2.8%	98	9.4%

NAICS	Total Federal Obligations (\$1,000s)	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
326 <sup>l</sup>	\$531,683	\$(5,797)	-1.1%	172	8.0%
3261	\$222,050	\$10,793	4.9%	123	8.1%
3262	\$309,633	\$(16,590)	-5.4%	62	8.0%
327 <sup>m</sup>	\$175,380	\$6,425	3.7%	97	8.6%
3271	\$18,295	\$770	4.2%	12	10.6%
3272	\$50,539	\$871	1.7%	13	7.5%
3273	\$66,780	\$2,435	3.6%	45	11.9%
3274	\$915	\$559	61.0%	3	18.8%
3279	\$38,850	\$1,791	4.6%	35	6.8%
331 <sup>n</sup>	\$483,315	\$13,633	2.8%	119	8.9%
3311	\$33,085	\$980	3.0%	27	9.7%
3312	\$45,627	\$7,210	15.8%	60	10.5%
3313	\$72,535	\$1,031	1.4%	26	8.6%
3314	\$320,366	\$4,225	1.3%	41	10.5%
3315	\$11,702	\$188	1.6%	10	6.9%
332 <sup>o</sup>	\$8,908,039	\$242,274	2.7%	809	8.7%
3321	\$68,266	\$3,516	5.2%	51	8.6%
3322	\$198,996	\$7,138	3.6%	84	8.6%
3323	\$947,519	\$57,940	6.1%	201	10.7%
3324	\$1,719,995	\$14,997	0.9%	77	7.9%
3325	\$383,800	\$15,257	4.0%	162	8.1%
3326	\$43,322	\$4,463	10.3%	68	8.5%
3327	\$300,776	\$19,498	6.5%	193	9.4%
3328	\$28,245	\$6,718	23.8%	17	5.7%
3329	\$5,217,119	\$112,747	2.2%	370	8.3%
333 <sup>p</sup>	\$5,995,739	\$182,692	3.0%	724	7.1%
3331	\$828,131	\$4,478	0.5%	59	6.1%
3332	\$392,010	\$32,357	8.3%	70	7.2%
3333	\$2,520,695	\$80,468	3.2%	236	8.7%
3334	\$308,401	\$16,440	5.3%	154	9.9%
3335	\$183,914	\$7,043	3.8%	64	6.8%
3336	\$834,908	\$9,684	1.2%	96	5.7%
3339	\$927,679	\$32,222	3.5%	269	6.5%
334 <sup>q</sup>	\$28,035,266	\$182,692	3.0%	724	7.1%
3341	\$3,720,067	\$182,692	3.0%	724	7.1%
3342	\$8,402,204	\$182,692	3.0%	724	7.1%
3343	\$121,087	\$182,692	3.0%	724	7.1%
3344	\$2,556,345	\$182,692	3.0%	724	7.1%
3345	\$13,160,142	\$182,692	3.0%	724	7.1%
3346	\$75,421	\$182,692	3.0%	724	7.1%

- <sup>a</sup> Subsector 311—Food Manufacturing
- <sup>b</sup> Subsector 312—Beverage & Tobacco Product Manufacturing
- <sup>c</sup> Subsector 313—Textile Mills
- <sup>d</sup> Subsector 314—Textile Product Mills
- <sup>e</sup> Subsector 315—Apparel Manufacturing
- <sup>f</sup> Subsector 316—Leather & Allied Product Manufacturing
- <sup>g</sup> Subsector 321—Wood Product Manufacturing
- <sup>h</sup> Subsector 322—Paper Manufacturing
- <sup>i</sup> Subsector 323—Printing and Related Support Activities
- <sup>j</sup> Subsector 324—Petroleum and Coal Products Manufacturing
- <sup>k</sup> Subsector 325—Chemical Manufacturing
- <sup>l</sup> Subsector 326—Plastics and Rubber Products Manufacturing
- <sup>m</sup> Subsector 327—Nonmetallic Mineral Product Manufacturing
- <sup>n</sup> Subsector 331—Primary Metal Manufacturing
- <sup>o</sup> Subsector 332—Fabricated Metal Product Manufacturing
- <sup>p</sup> Subsector 333—Machinery Manufacturing
- <sup>q</sup> Subsector 334—Computer and Electronic Product Manufacturing

NAICS	Total Federal Obligations (\$1,000s)	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
335 <sup>f</sup>	\$1,922,811	\$147,596	7.7%	507	9.7%
3351	\$84,472	\$8,314	9.8%	98	11.2%
3352	\$21,316	\$1,924	9.0%	26	10.0%
3353	\$731,421	\$22,310	3.1%	169	8.0%
3359	\$1,085,602	\$115,048	10.6%	348	10.8%
336 <sup>g</sup>	\$110,638,535	\$8,314	9.8%	98	11.2%
3361	\$1,542,322	\$8,314	9.8%	98	11.2%
3362	\$1,346,084	\$8,314	9.8%	98	11.2%
3363	\$634,407	\$8,314	9.8%	98	11.2%
3364	\$82,897,347	\$8,314	9.8%	98	11.2%
3365	\$13,259	\$8,314	9.8%	98	11.2%
3366	\$17,454,729	\$8,314	9.8%	98	11.2%
3369	\$6,750,387	\$8,314	9.8%	98	11.2%
337 <sup>h</sup>	\$1,246,253	\$225,410	18.1%	298	12.5%
3371	\$402,551	\$111,472	27.7%	96	10.3%
3372	\$827,856	\$113,636	13.7%	228	13.7%
3379	\$15,846	\$303	1.9%	18	11.8%
339 <sup>u</sup>	\$3,155,189	\$166,581	5.3%	516	6.7%
3391	\$2,043,789	\$86,893	4.3%	236	6.0%
3399	\$1,111,400	\$79,687	7.2%	310	7.6%

<sup>f</sup> Subsector 335—Electrical Equipment, Appliance and Component Manufacturing  
<sup>g</sup> Subsector 336—Transportation Equipment Manufacturing  
<sup>h</sup> Subsector 337—Furniture and Related Product Manufacturing  
<sup>u</sup> Subsector 339—Miscellaneous Manufacturing

Sector 42 Wholesale Trade					
NAICS	Total Federal Obligations (\$1,000s)	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
42	\$21,972,047	\$579,047	2.6%	1,471	8.4%
423 <sup>a</sup>	\$7,924,596	\$496,775	6.3%	1,274	9.0%
4231	\$107,525	\$2,397	2.2%	45	6.6%
4232	\$58,849	\$12,323	20.9%	93	15.7%
4233	\$343,784	\$4,606	1.3%	67	10.9%
4234	\$2,730,597	\$240,563	8.8%	720	10.7%
4235	\$47,624	\$(345)	-0.7%	20	6.3%
4236	\$354,474	\$61,959	17.5%	209	9.9%
4237	\$62,566	\$10,170	16.3%	122	9.2%
4238	\$1,194,616	\$161,891	13.6%	194	6.6%
4239	\$3,024,561	\$3,210	0.1%	69	7.7%
424 <sup>b</sup>	\$14,005,880	\$81,767	0.6%	273	7.2%
4241	\$53,593	\$6,981	13.0%	88	14.1%
4242	\$5,335,157	\$2,091	0.0%	11	4.6%
4243	\$9,419	\$552	5.9%	15	9.4%
4244	\$5,361,077	\$38,789	0.7%	39	4.0%
4245	\$484,972	\$17,869	3.7%	6	7.8%
4246	\$41,288	\$1,416	3.4%	36	6.9%
4247	\$2,629,247	\$12,350	0.5%	55	6.8%
4248	\$409	\$0	0.0%	0	0.0%
4249	\$90,719	\$1,719	1.9%	42	6.9%
425 <sup>c</sup>	\$29,128	\$131	0.4%	13	6.8%
4251	\$29,128	\$131	0.4%	13	6.8%

<sup>a</sup> Subsector 423—Merchant Wholesalers, Durable Goods  
<sup>b</sup> Subsector 424—Merchant Wholesalers, Nondurable Goods  
<sup>c</sup> Subsector 425—Wholesale Electronic Markets and Agents and Brokers

Sector 44-45 Retail Trade					
NAICS	Total Federal Obligations (\$1,000s)	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
44-45	\$3,874,977	\$182,431	4.7%	570	8.4%
4					
441 <sup>a</sup>	\$96,509	\$4,470	4.6%	35	3.4%
4411	\$9,802	\$123	1.3%	3	2.5%
4412	\$68,182	\$4,121	6.0%	19	3.2%
4413	\$18,525	\$226	1.2%	13	3.7%
442 <sup>b</sup>	\$85,547	\$5,509	6.4%	65	10.9%
4421	\$79,690	\$4,830	6.1%	41	10.3%
4422	\$5,857	\$679	11.6%	25	11.7%
443 <sup>c</sup>	\$2,135,048	\$108,527	5.1%	206	13.7%
4431	\$2,135,048	\$108,527	5.1%	206	13.7%
444 <sup>d</sup>	\$204,473	\$6,384	3.1%	67	7.0%
4441	\$201,234	\$6,250	3.1%	60	7.8%
4442	\$3,239	\$134	4.1%	7	3.5%
445 <sup>e</sup>	\$568,126	\$36,530	6.4%	10	5.3%
4451	\$284,535	\$36,530	12.8%	10	7.2%
4452	\$283,568	\$0	0.0%	0	0.0%
4453	\$23	\$0	0.0%	0	0.0%
446 <sup>f</sup>	\$506,388	\$539	0.1%	16	4.4%
4461	\$506,388	\$539	0.1%	16	4.4%
447 <sup>g</sup>	\$23,022	\$24	0.1%	3	2.8%
4471	\$23,022	\$24	0.1%	3	2.8%
448 <sup>h</sup>	\$14,959	\$210	1.4%	16	5.2%
4481	\$13,248	\$215	1.6%	15	5.8%
4482	\$1,010	-\$5	-0.5%	1	2.2%
4483	\$701	\$0	0.0%	0	0.0%
451 <sup>i</sup>	\$13,271	\$879	6.6%	23	5.6%
4511	\$11,788	\$663	5.6%	16	4.9%
4512	\$1,483	\$217	14.6%	7	8.1%
452 <sup>j</sup>	\$7,255	\$161	2.2%	12	10.2%
4521	\$178	\$1	0.6%	1	9.1%
4529	\$7,077	\$160	2.3%	11	10.0%
453 <sup>k</sup>	\$155,215	\$14,219	9.2%	117	9.8%
4531	\$5,340	\$1,804	33.8%	3	10.3%
4532	\$110,282	\$11,567	10.5%	85	12.1%
4533	\$380	\$11	2.9%	3	21.4%
4539	\$39,213	\$837	2.1%	29	6.0%
454 <sup>l</sup>	\$65,166	\$4,980	7.6%	48	7.4%
4541	\$6,099	\$745	12.2%	14	10.0%
4542	\$68	\$0	0.0%	0	0.0%
4543	\$58,998	\$4,235	7.2%	34	6.7%

<sup>a</sup> Subsector 441—Motor Vehicle and Parts Dealers  
<sup>b</sup> Subsector 442—Furniture and Home Furnishings Stores  
<sup>c</sup> Subsector 443—Electronics and Appliance Stores  
<sup>d</sup> Subsector 444—Building Material and Garden Equipment and Supplies Dealers  
<sup>e</sup> Subsector 445—Food and Beverage Stores  
<sup>f</sup> Subsector 446—Health and Personal Care Stores  
<sup>g</sup> Subsector 447—Gasoline Stations  
<sup>h</sup> Subsector 448—Clothing and Clothing Accessories Stores  
<sup>i</sup> Subsector 451—Sporting Good, Hobby, Book and Music Stores  
<sup>j</sup> Subsector 452—General Merchandise Stores  
<sup>k</sup> Subsector 453—Miscellaneous Store Retailers  
<sup>l</sup> Subsector 454—Nonstore Retailers

Sector 48-49 Transportation and Warehousing					
NAICS	Total Federal Obligations (\$1,000s)	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
48-49	\$17,691,430	\$3,167,692	17.9%	3,689	67.2%
481 <sup>a</sup>	\$6,131,121	\$1,362,206	22.2%	510	79.1%
4811	\$799,568	\$208,016	26.0%	56	45.2%
4812	\$5,331,553	\$1,154,190	21.6%	476	84.8%
482 <sup>b</sup>	\$286	\$63	21.9%	6	27.3%
4821	\$286	\$63	21.9%	6	27.3%
483 <sup>c</sup>	\$3,649,606	\$884,622	24.2%	199	62.4%
4831	\$3,631,842	\$878,226	24.2%	144	58.5%
4832	\$17,764	\$6,396	36.0%	62	75.6%
484 <sup>d</sup>	\$343,070	\$132,557	38.6%	981	79.0%
4841	\$87,576	\$7,447	8.5%	224	67.9%
4842	\$255,494	\$125,110	49.0%	800	81.8%
485 <sup>e</sup>	\$497,284	\$143,177	28.8%	458	57.3%
4851	\$127,339	\$18,626	14.6%	61	35.7%
4852	\$2,909	\$882	30.3%	9	56.3%
4853	\$24,359	\$15,500	63.6%	52	59.8%
4854	\$70,006	\$13,222	18.9%	45	37.8%
4855	\$8,883	\$4,625	52.1%	159	65.4%
4859	\$263,788	\$90,321	34.2%	192	58.9%
486 <sup>f</sup>	\$21,856	\$87	0.4%	3	13.6%
4861	\$650	\$0	0.0%	0	0.0%
4862	\$20,628	\$0	0.0%	0	0.0%
4869	\$578	\$87	15.0%	3	37.5%
487 <sup>g</sup>	\$1,519	\$1,107	72.9%	46	76.7%
4871	\$396	\$286	72.3%	10	66.7%
4872	\$1,122	\$816	72.8%	34	79.1%
4879	\$2	\$5	295.1%	2	100%
488 <sup>h</sup>	\$5,915,864	\$344,245	5.8%	1,009	57.2%
4881	\$4,627,196	\$211,601	4.6%	373	56.8%
4882	\$7,425	\$4,923	66.3%	23	52.3%
4883	\$357,478	\$94,182	26.3%	195	50.6%
4884	\$42,701	\$13,097	30.7%	150	64.7%
4885	\$825,196	\$1,285	0.2%	54	44.6%
4889	\$55,868	\$19,156	34.3%	217	59.8%
491 <sup>i</sup>	\$99,044	\$13,605	13.7%	34	25.0%
4911	\$99,044	\$13,605	13.7%	34	25.0%
492 <sup>j</sup>	\$291,079	\$27,865	9.6%	265	73.4%
4921	\$270,555	\$17,629	6.5%	208	75.9%
4922	\$20,523	\$10,237	49.9%	78	66.7%
493 <sup>k</sup>	\$740,702	\$258,158	34.9%	424	67.2%
4931	\$740,702	\$258,158	34.9%	424	67.2%

<sup>a</sup> Subsector 481—Air Transportation  
<sup>b</sup> Subsector 482—Rail Transportation  
<sup>c</sup> Subsector 483—Water Transportation  
<sup>d</sup> Subsector 484—Truck Transportation  
<sup>e</sup> Subsector 485—Transit and Ground Passenger Transportation  
<sup>f</sup> Subsector 486—Pipeline Transportation  
<sup>g</sup> Subsector 487—Scenic and Sightseeing Transportation  
<sup>h</sup> Subsector 488—Support Activities for Transportation  
<sup>i</sup> Subsector 491—Postal Service  
<sup>j</sup> Subsector 492—Couriers and Messengers  
<sup>k</sup> Subsector 493—Warehousing and Storage

Sector 51 Information					
NAICS	Total Federal Obligations (\$1,000s)	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
51	\$11,616,152	\$926,429	8.0%	891	9.6%
511 <sup>a</sup>	\$1,788,357	\$135,925	7.6%	327	7.6%
5111	\$472,971	\$85,978	18.2%	105	8.3%
5112	\$1,315,386	\$49,947	3.8%	229	7.2%
512 <sup>b</sup>	\$70,213	\$20,861	29.7%	52	8.9%
5121	\$65,883	\$19,427	29.5%	46	9.1%
5122	\$4,330	\$1,433	33.1%	7	7.9%
515 <sup>c</sup>	\$61,301	\$903	1.5%	26	3.7%
5151	\$47,771	\$327	0.7%	15	3.3%
5152	\$13,529	\$576	4.3%	11	3.8%
517 <sup>d</sup>	\$7,068,972	\$428,612	6.1%	239	10.4%
5171	\$4,222,332	\$237,546	5.6%	87	8.7%
5172	\$406,588	\$45,628	11.2%	31	7.5%
5174	\$915,669	\$52,307	5.7%	27	7.1%
5179	\$1,293,894	\$92,014	7.1%	136	14.2%
518 <sup>e</sup>	\$1,355,785	\$294,341	21.7%	261	19.6%
5182	\$1,355,785	\$294,341	21.7%	261	19.6%
519 <sup>f</sup>	\$553,941	\$46,468	8.4%	104	9.0%
5191	\$553,941	\$46,468	8.4%	104	9.0%

<sup>a</sup> Subsector 511—Publishing Industries (except Internet)  
<sup>b</sup> Subsector 512—Motion Picture and Sound Recording Industries  
<sup>c</sup> Subsector 515—Broadcasting (except Internet)  
<sup>d</sup> Subsector 517—Telecommunications  
<sup>e</sup> Subsector 518—Data Processing, Hosting, and Related Services  
<sup>f</sup> Subsector 519—Other Information Services

Sector 52 Finance and Insurance					
NAICS	Total Federal Obligations (\$1,000s)	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
52	\$14,053,064	\$31,797	0.2%	39	4.4%
521 <sup>a</sup>	\$425	\$0	0.0%	0	0.0%
5211	\$425	\$0	0.0%	0	0.0%
522 <sup>b</sup>	\$1,169,600	\$12,982	1.1%	14	5.8%
5221	\$22,239	\$0	0.0%	0	0.0%
5222	\$2,107	\$15	0.7%	1	2.8%
5223	\$1,145,254	\$12,967	1.1%	13	9.0%
523 <sup>c</sup>	\$1,232,100	\$8,431	0.7%	10	3.0%
5231	\$258,595	\$0	0.0%	1	1.9%
5232	\$160	\$0	0.0%	0	0.0%
5239	\$973,344	\$8,431	0.9%	9	3.2%
524 <sup>d</sup>	\$11,642,425	\$10,384	0.1%	16	5.5%
5241	\$11,287,478	\$2,585	0.0%	5	3.2%
5242	\$354,947	\$7,799	2.2%	12	8.1%
525 <sup>e</sup>	\$8,515	\$0	0.0%	0	0.0%
5251	\$9,682	\$0	0.0%	0	0.0%
5259	-\$1,167	\$0	0.0%	0	0.0%

<sup>a</sup> Subsector 521—Monetary Authorities-Central Bank  
<sup>b</sup> Subsector 522—Credit Intermediation and Related Activities  
<sup>c</sup> Subsector 523—Financial Investments and Related Activities  
<sup>d</sup> Subsector 524—Insurance Carriers and Related Activities  
<sup>e</sup> Subsector 525—Funds, Trusts and Other Financial Vehicles

<b>Sector 53</b>					
<b>Real Estate and Rental and Leasing</b>					
NAICS	Total Federal Obligations (\$1,000s)	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
53	\$1,605,089	\$176,916	11.0%	305	4.7%
531 <sup>a</sup>	\$807,706	\$130,851	16.2%	125	3.3%
5311	\$202,817	\$(10,023)	-4.9%	60	2.7%
5312	\$146,271	\$268	0.2%	5	5.2%
5313	\$458,618	\$140,606	30.7%	62	3.9%
532 <sup>b</sup>	\$797,147	\$46,065	5.8%	187	6.9%
5321	\$136,105	\$8,335	6.1%	37	6.3%
5322	\$94,251	\$4,350	4.6%	37	7.7%
5323	\$1,214	\$111	9.1%	6	5.9%
5324	\$565,578	\$33,268	5.9%	130	7.7%
533 <sup>c</sup>	\$235	\$-	0.0%	-	0.0%
5331	\$235	\$-	0.0%	-	0.0%

<sup>a</sup> Subsector 531—Real Estate  
<sup>b</sup> Subsector 532—Rental and Leasing Services  
<sup>c</sup> Subsector 533—Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)

<b>Sector 56</b>					
<b>Administrative and Support, Waste Management and Remediation Services</b>					
NAICS	Total Federal Obligations (\$1,000s)	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
56	\$43,086,067	\$5,403,498	12.5%	3,679	17.6%
561 <sup>a</sup>	\$36,074,637	\$4,442,285	12.3%	3,090	17.9%
5611	\$1,148,362	\$531,631	46.3%	474	42.5%
5612	\$23,285,777	\$1,929,194	8.3%	733	32.1%
5613	\$804,562	\$176,401	21.9%	393	33.9%
5614	\$1,149,790	\$133,807	11.6%	295	9.0%
5615	\$56,758	\$4,109	7.2%	21	12.2%
5616	\$5,677,991	\$889,333	15.7%	480	15.3%
5617	\$2,052,274	\$613,633	29.9%	1,176	19.9%
5619	\$1,899,123	\$164,177	8.6%	271	13.6%
562 <sup>b</sup>	\$7,011,431	\$961,212	13.7%	729	17.8%
5621	\$267,026	\$96,315	36.1%	177	11.2%
5622	\$2,071,277	\$76,201	3.7%	115	15.0%
5629	\$4,673,127	\$788,696	16.9%	522	23.5%

<sup>a</sup> Subsector 561—Administrative and Support Services  
<sup>b</sup> Subsector 562—Waste Management and Remediation Services

<b>Sector 54</b>					
<b>Professional, Scientific and Technical Services</b>					
NAICS	Total Federal Obligations (\$1,000s)	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
54/541	\$141,155,310	\$11,949,572	8.5%	5,403	14.3%
5411	\$562,759	\$22,415	4.0%	88	4.8%
5412	\$1,012,701	\$146,827	14.5%	120	22.9%
5413	\$35,400,863	\$1,986,814	5.6%	1,484	15.2%
5414	\$79,106	\$34,326	43.4%	140	19.2%
5415	\$32,271,941	\$5,685,581	17.6%	2,405	27.7%
5416	\$18,244,765	\$2,195,169	12.0%	1,950	18.8%
5417	\$41,200,581	\$1,049,748	2.5%	486	6.8%
5418	\$1,140,999	\$203,083	17.8%	105	11.0%
5419	\$11,241,595	\$625,609	5.6%	804	12.3%

<b>Sector 61</b>					
<b>Educational Services</b>					
NAICS	Total Federal Obligations (\$1,000s)	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
61/611	\$5,696,328	\$476,480	8.4%	588	7.6%
6111	\$30,458	\$134	0.4%	3	2.2%
6112	\$9,299	\$0	0.0%	0	0.0%
6113	\$660,293	\$285	0.0%	12	1.1%
6114	\$2,036,203	\$160,569	7.9%	353	11.1%
6115	\$1,743,649	\$188,716	10.8%	43	8.4%
6116	\$492,563	\$52,183	10.6%	94	8.0%
6117	\$723,863	\$74,593	10.3%	157	6.5%

<b>Sector 55</b>					
<b>Management of Companies and Enterprises</b>					
NAICS	Total Federal Obligations (\$1,000s)	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
55/551	\$715	\$0	0.0%	0	0.0%
5511	\$715	\$0	0.0%	0	0.0%

<b>Sector 62</b>					
<b>Health Care and Social Assistance</b>					
NAICS	Total Federal Obligations (\$1,000s)	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
62	\$6,913,478	\$954,894	13.8%	483	8.6%
621 <sup>a</sup>	\$4,541,618	\$517,871	11.4%	371	11.1%
6211	\$1,695,393	\$185,720	11.0%	166	8.3%
6212	\$138,072	\$58,103	42.1%	27	10.4%
6213	\$409,448	\$177,671	43.4%	176	20.3%
6214	\$1,541,315	\$8,280	0.5%	15	2.5%
6215	\$264,463	\$10,912	4.1%	44	5.7%
6216	\$55,510	\$20	0.0%	15	3.3%
6219	\$437,417	\$77,166	17.6%	94	12.9%
622 <sup>b</sup>	\$1,137,244	\$327,821	28.8%	87	9.0%
6221	\$1,129,265	\$327,786	29.0%	87	9.2%
6222	\$4,255	\$35	0.8%	1	4.2%
6223	\$3,724	\$0	0.0%	0	0.0%
623 <sup>c</sup>	\$676,511	\$2,860	0.4%	7	0.3%
6231	\$359,743	\$166	0.0%	3	0.2%
6232	\$27,768	\$835	3.0%	2	1.3%
6233	\$2,113	\$0	0.0%	0	0.0%
6239	\$286,887	\$1,858	0.6%	2	1.1%
624 <sup>d</sup>	\$558,105	\$106,342	19.1%	100	6.0%
6241	\$356,549	\$92,846	26.0%	55	8.5%
6242	\$67,637	\$1,550	2.3%	18	5.5%
6243	\$129,586	\$11,722	9.0%	26	3.8%
6244	\$4,333	\$224	5.2%	4	10.0%

<sup>a</sup> Subsector 621—Ambulatory Health Care Services  
<sup>b</sup> Subsector 622—Hospitals  
<sup>c</sup> Subsector 623—Nursing and Residential Care Facilities  
<sup>d</sup> Subsector 624—Social Assistance

<b>Sector 71</b>					
<b>Arts, Entertainment and Recreation</b>					
NAICS	Total Federal Obligations (\$1,000s)	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
71	\$73,649	\$13,673	18.6%	85	4.0%
711 <sup>a</sup>	\$34,709	\$4,640	13.4%	52	3.7%
7111	\$5,849	\$780	13.3%	16	3.9%
7112	\$5,113	\$315	6.2%	8	7.0%
7113	\$6,140	\$1,888	30.8%	5	4.1%
7114	\$491	\$0	0.0%	0	0.0%
7115	\$17,117	\$1,657	9.7%	24	3.2%
712 <sup>b</sup>	\$16,803	\$2,628	15.6%	12	4.7%
7121	\$16,803	\$2,628	15.6%	12	4.7%
713 <sup>c</sup>	\$22,137	\$6,404	28.9%	22	4.2%
7131	\$383	\$0	0.0%	0	0.0%
7132	\$74	\$0	0.0%	0	0.0%
7139	\$21,681	\$6,404	29.5%	22	4.3%

<sup>a</sup> Subsector 711 - Performing Arts, Spectator Sports and Related Industries  
<sup>b</sup> Subsector 712 - Museums, Historical Sites and Similar Institutions  
<sup>c</sup> Subsector 713 - Amusement, Gambling and Recreation Industries

<b>Sector 72</b>					
<b>Accommodation and Food Services</b>					
NAICS	Total Federal Obligations (\$1,000s)	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
72	\$1,367,222	\$94,819	6.9%	193	3.6%
721 <sup>a</sup>	\$313,696	\$24,451	7.8%	71	1.7%
7211	\$302,316	\$24,266	8.0%	54	1.5%
7212	\$8,957	\$185	2.1%	18	2.6%
7213	\$2,424	\$-	0.0%	-	0.0%
722 <sup>b</sup>	\$1,053,526	\$70,368	6.7%	128	10.0%
7221	\$4,775	\$927	19.4%	5	4.8%
7222	\$21,965	\$67	0.3%	2	2.4%
7223	\$1,026,690	\$69,374	6.8%	125	10.9%
7224	\$96	\$-	0.0%	-	0.0%

<sup>a</sup> Subsector 721—Accommodation  
<sup>b</sup> Subsector 722—Food Services and Drinking Places

<b>Sector 81</b>					
<b>Other Services</b>					
NAICS	Total Federal Obligations (\$1,000s)	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
81	\$3,688,231	\$279,061	7.6%	944	7.2%
811 <sup>a</sup>	\$3,233,883	\$255,753	7.9%	808	8.7%
8111	\$553,205	\$18,441	3.3%	77	5.8%
8112	\$1,927,127	\$192,471	10.0%	456	9.5%
8113	\$634,776	\$40,746	6.4%	267	8.5%
8114	\$118,775	\$4,095	3.4%	43	6.9%
812 <sup>b</sup>	\$262,898	\$18,544	7.1%	90	5.8%
8121	\$2,915	\$2	0.1%	2	5.6%
8122	\$19,862	\$4,443	22.4%	7	4.9%
8123	\$116,281	\$10,273	8.8%	56	7.9%
8129	\$123,839	\$3,825	3.1%	25	3.7%
813 <sup>c</sup>	\$191,411	\$4,762	2.5%	52	2.3%
8131	\$18,206	\$1,725	9.5%	29	3.3%
8132	\$7,308	\$0	0.0%	0	0.0%
8133	\$49,261	\$390	0.8%	6	1.3%
8134	\$3,104	\$4	0.1%	1	1.0%
8139	\$113,532	\$2,643	2.3%	16	1.9%

<sup>a</sup> Subsector 811—Repair and Maintenance  
<sup>b</sup> Subsector 812—Personal and Laundry Services  
<sup>c</sup> Subsector 813—Religious, Grantmaking, Civic, Professional and Similar Organizations

**APPENDIX I**  
**PROCUREMENT SHARES OF 8(A) BUSINESSES**

<b>Sector 11</b> <b>Agriculture, Forestry, Fishing and Hunting</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
11	\$459,608	\$18,110	3.9%	69	1.8%
111 <sup>a</sup>	\$66,533	\$756	1.1%	5	1.4%
1111	\$2,298	(\$420)	-18.3%	3	5.7%
1112	\$1,279	\$1,159	90.6%	1	7.1%
1113	\$5,626	\$0	0.0%	0	0.0%
1114	\$2,190	\$0	0.0%	0	0.0%
1119	\$55,139	\$17	0.0%	1	0.6%
112 <sup>b</sup>	\$83,821	\$0	0.0%	0	0.0%
1121	\$4,788	\$0	0.0%	0	0.0%
1122	\$146	\$0	0.0%	0	0.0%
1123	\$39,692	\$0	0.0%	0	0.0%
1124	\$756	\$0	0.0%	0	0.0%
1125	\$2,314	\$0	0.0%	0	0.0%
1129	\$36,125	\$0	0.0%	0	0.0%
113 <sup>c</sup>	\$16,538	\$731	4.4%	4	1.8%
1131	\$714	\$0	0.0%	0	0.0%
1132	\$4,670	\$140	3.0%	2	2.5%
1133	\$11,153	\$591	5.3%	2	1.9%
114 <sup>d</sup>	\$5,192	\$0	0.0%	0	0.0%
1141	\$4,120	\$0	0.0%	0	0.0%
1142	\$1,073	\$0	0.0%	0	0.0%
115 <sup>e</sup>	\$287,524	\$16,623	5.8%	63	2.0%
1151	\$20,936	\$124	0.6%	9	3.1%
1152	\$34,243	\$432	1.3%	3	2.5%
1153	\$232,345	\$16,067	6.9%	56	2.0%

<sup>a</sup> Subsector 111—Crop Production  
<sup>b</sup> Subsector 112—Animal Production and Aquaculture  
<sup>c</sup> Subsector 113—Forestry and Logging  
<sup>d</sup> Subsector 114—Fishing, Hunting and Trapping  
<sup>e</sup> Subsector 115—Support Activities for Agriculture and Forestry

<b>Sector 21</b> <b>Mining, Quarrying, and Oil &amp; Gas Extraction</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
21	\$222,497	\$2,660	1.2%	10	1.1%
211 <sup>a</sup>	\$91,769	\$0	0.0%	1	1.4%
2111	\$91,769	\$0	0.0%	1	1.4%
212 <sup>b</sup>	\$74,954	\$2,545	3.4%	7	1.2%
2121	\$13,688	\$0	0.0%	0	0.0%
2122	\$98	\$0	0.0%	0	0.0%
2123	\$61,167	\$2,545	4.2%	7	1.2%
213 <sup>c</sup>	\$55,775	\$115	0.2%	2	0.9%
2131	\$222,497	\$2,660	1.2%	10	1.1%

<sup>a</sup> Subsector 211—Oil and Gas Extraction  
<sup>b</sup> Subsector 212—Mining (except Oil and Gas)  
<sup>c</sup> Subsector 213—Support Activities for Mining

<b>Sector 22</b> <b>Utilities</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
22/221	\$2,448,202	\$15,787	0.6%	46	1.8%
2211	\$1,701,677	\$8,751	0.5%	5	0.5%
2212	\$196,567	\$0	0.0%	0	0.0%
2213	\$549,957	\$7,037	1.3%	41	2.9%

<b>Sector 23</b> <b>Construction</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
23	\$35,438,556	\$4,973,345	14.0%	2,402	12.7%
236 <sup>a</sup>	\$23,494,110	\$3,068,197	13.1%	1,554	24.2%
2361	\$306,454	\$23,538	7.7%	56	9.3%
2362	\$23,187,656	\$3,044,658	13.1%	1,545	25.9%
237 <sup>b</sup>	\$7,810,063	\$967,061	12.4%	806	17.4%
2371	\$1,327,375	\$169,713	12.8%	336	19.3%
2372	\$2,479	\$969	39.1%	3	14.3%
2373	\$1,727,367	\$298,738	17.3%	306	17.8%
2379	\$4,752,841	\$497,641	10.5%	392	21.2%
238 <sup>c</sup>	\$4,134,383	\$938,087	22.7%	1,436	12.3%
2381	\$601,951	\$185,282	30.8%	375	19.7%
2382	\$1,747,149	\$386,101	22.1%	797	12.3%
2383	\$305,299	\$84,513	27.7%	349	18.2%
2389	\$1,479,983	\$282,192	19.1%	591	17.8%

<sup>a</sup> Subsector 236—Construction of Buildings  
<sup>b</sup> Subsector 237—Heavy and Civil Engineering Construction  
<sup>c</sup> Subsector 238—Specialty Trade Contractors

Sector 31–33 Manufacturing					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
31-33	\$197,552,121	\$1,102,998	0.6%	677	1.3%
311 <sup>a</sup>	\$5,516,019	\$13,146	0.2%	5	0.4%
3111	\$108,941	\$0	0.0%	-	0.0%
3112	\$724,474	\$1,784	0.2%	2	2.2%
3113	\$92,275	\$0	0.0%	-	0.0%
3114	\$1,036,968	\$8,137	0.8%	5	2.8%
3115	\$623,609	\$0	0.0%	-	0.0%
3116	\$1,632,318	\$1,524	0.1%	1	0.4%
3117	\$86,083	\$0	0.0%	-	0.0%
3118	\$566,482	\$1,572	0.3%	1	0.3%
3119	\$644,869	\$128	0.0%	1	0.2%
312 <sup>b</sup>	\$367,410	\$0	0.0%	-	0.0%
3121	\$284,321	\$0	0.0%	-	0.0%
3122	\$83,089	\$0	0.0%	-	0.0%
313 <sup>c</sup>	\$123,029	-\$21	0.0%	1	0.2%
3131	\$4,273	\$0	0.0%	-	0.0%
3132	\$42,072	-\$21	0.0%	1	0.4%
3133	\$76,685	\$0	0.0%	-	0.0%
314 <sup>d</sup>	\$471,591	\$3,211	0.7%	26	2.2%
3141	\$43,511	\$401	0.9%	14	4.2%
3149	\$428,080	\$2,810	0.7%	12	1.4%
315 <sup>e</sup>	\$2,172,060	\$63,360	2.9%	21	1.8%
3151	\$19,825	\$77	0.4%	1	1.8%
3152	\$1,000,050	\$35,216	3.5%	12	2.2%
3159	\$1,152,185	\$28,067	2.4%	12	1.5%
316 <sup>f</sup>	\$135,725	\$2,292	1.7%	6	1.7%
3161	\$709	\$0	0.0%	-	0.0%
3162	\$109,523	\$11	0.0%	1	0.7%
3169	\$25,493	\$2,282	8.9%	5	2.2%
321 <sup>g</sup>	\$156,633	\$19,044	12.2%	12	1.6%
3211	\$5,619	\$329	5.8%	2	1.7%
3212	\$31,226	\$0	0.0%	-	0.0%
3219	\$119,788	\$18,716	15.6%	10	1.7%
322 <sup>h</sup>	\$508,728	\$2,261	0.4%	4	0.5%
3221	\$288,254	\$0	0.0%	-	0.0%
3222	\$220,474	\$2,261	1.0%	4	0.6%
323 <sup>i</sup>	\$108,298	\$2,018	1.9%	9	0.9%
3231	\$108,298	\$2,018	1.9%	9	0.9%
324 <sup>j</sup>	\$18,345,882	\$29,999	0.2%	3	0.4%
3241	\$18,345,882	\$29,999	0.2%	3	0.4%
325 <sup>k</sup>	\$8,554,538	\$5,259	0.1%	17	0.5%
3251	\$311,836	\$97	0.0%	2	0.3%
3252	\$35,441	\$0	0.0%	2	0.7%
3253	\$8,459	\$55	0.6%	-	0.0%
3254	\$6,906,382	\$876	0.0%	3	0.3%
3255	\$95,932	\$3,114	3.2%	2	0.3%
3256	\$481,422	\$282	0.1%	1	0.3%
3259	\$715,066	\$835	0.1%	9	0.9%

NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
326 <sup>l</sup>	\$531,683	\$1,388	0.3%	9	0.4%
3261	\$222,050	\$735	0.3%	4	0.3%
3262	\$309,633	\$653	0.2%	5	0.6%
327 <sup>m</sup>	\$175,380	\$2,205	1.3%	14	1.2%
3271	\$18,295	\$701	3.8%	2	1.8%
3272	\$50,539	\$130	0.3%	2	1.1%
3273	\$66,780	\$1,031	1.5%	7	1.8%
3274	\$915	\$0	0.0%	-	0.0%
3279	\$38,850	\$343	0.9%	3	0.6%
331 <sup>n</sup>	\$483,315	\$214	0.0%	5	0.4%
3311	\$33,085	\$0	0.0%	-	0.0%
3312	\$45,627	\$193	0.4%	1	0.2%
3313	\$72,535	\$18	0.0%	2	0.7%
3314	\$320,366	\$4	0.0%	2	0.5%
3315	\$11,702	\$0	0.0%	-	0.0%
332 <sup>o</sup>	\$8,908,039	\$105,927	1.2%	108	1.2%
3321	\$68,266	\$421	0.6%	1	0.2%
3322	\$198,996	\$2,161	1.1%	10	1.0%
3323	\$947,519	\$28,876	3.0%	51	2.7%
3324	\$1,719,995	\$4,311	0.3%	9	0.9%
3325	\$383,800	\$704	0.2%	7	0.4%
3326	\$43,322	\$18	0.0%	3	0.4%
3327	\$300,776	\$1,802	0.6%	10	0.5%
3328	\$28,245	\$0	0.0%	1	0.3%
3329	\$5,217,119	\$67,634	1.3%	36	0.8%
333 <sup>p</sup>	\$5,995,739	\$49,444	0.8%	84	0.8%
3331	\$828,131	\$2,168	0.3%	9	0.9%
3332	\$392,010	\$11,413	2.9%	9	0.9%
3333	\$2,520,695	\$22,707	0.9%	28	1.0%
3334	\$308,401	\$2,507	0.8%	21	1.3%
3335	\$183,914	\$13	0.0%	1	0.1%
3336	\$834,908	\$442	0.1%	5	0.3%
3339	\$927,679	\$10,194	1.1%	25	0.6%
334 <sup>q</sup>	\$28,035,266	\$390,723	1.4%	245	1.7%
3341	\$3,720,067	\$84,904	2.3%	101	3.7%
3342	\$8,402,204	\$217,157	2.6%	94	2.6%
3343	\$121,087	\$14,285	11.8%	57	6.0%
3344	\$2,556,345	\$1,919	0.1%	22	0.6%
3345	\$13,160,142	\$70,384	0.5%	51	0.7%
3346	\$75,421	\$2,075	2.8%	8	1.4%

<sup>a</sup> Subsector 311—Food Manufacturing  
<sup>b</sup> Subsector 312—Beverage & Tobacco Product Manufacturing  
<sup>c</sup> Subsector 313—Textile Mills  
<sup>d</sup> Subsector 314—Textile Product Mills  
<sup>e</sup> Subsector 315—Apparel Manufacturing  
<sup>f</sup> Subsector 316—Leather & Allied Product Manufacturing  
<sup>g</sup> Subsector 321—Wood Product Manufacturing  
<sup>h</sup> Subsector 322—Paper Manufacturing  
<sup>i</sup> Subsector 323—Printing and Related Support Activities  
<sup>j</sup> Subsector 324—Petroleum and Coal Products Manufacturing  
<sup>k</sup> Subsector 325—Chemical Manufacturing  
<sup>l</sup> Subsector 326—Plastics and Rubber Products Manufacturing  
<sup>m</sup> Subsector 327—Nonmetallic Mineral Product Manufacturing  
<sup>n</sup> Subsector 331—Primary Metal Manufacturing  
<sup>o</sup> Subsector 332—Fabricated Metal Product Manufacturing  
<sup>p</sup> Subsector 333—Machinery Manufacturing  
<sup>q</sup> Subsector 334—Computer and Electronic Product Manufacturing

NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
335 <sup>r</sup>	\$1,922,811	\$69,069	3.6%	68	1.3%
3351	\$84,472	\$1,025	1.2%	11	1.3%
3352	\$21,316	\$148	0.7%	2	0.8%
3353	\$731,421	\$4,362	0.6%	16	0.8%
3359	\$1,085,602	\$63,533	5.9%	44	1.4%
336 <sup>s</sup>	\$110,638,535	\$264,048	0.2%	110	1.4%
3361	\$1,542,322	\$3,189	0.2%	3	0.9%
3362	\$1,346,084	\$27,379	2.0%	9	1.2%
3363	\$634,407	\$1,316	0.2%	8	0.5%
3364	\$82,897,347	\$151,805	0.2%	65	1.6%
3365	\$13,259	\$88	0.7%	1	2.5%
3366	\$17,454,729	\$28,218	0.2%	24	1.4%
3369	\$6,750,387	\$52,053	0.8%	15	1.6%
337 <sup>t</sup>	\$1,246,253	\$67,732	5.4%	103	4.3%
3371	\$402,551	\$5,544	1.4%	29	3.1%
3372	\$827,856	\$62,093	7.5%	87	5.2%
3379	\$15,846	\$95	0.6%	3	2.0%
339 <sup>u</sup>	\$3,155,189	\$11,677	0.4%	34	0.4%
3391	\$2,043,789	\$5,558	0.3%	15	0.4%
3399	\$1,111,400	\$6,119	0.6%	21	0.5%

<sup>r</sup> Subsector 335—Electrical Equipment, Appliance and Component Manufacturing  
<sup>s</sup> Subsector 336—Transportation Equipment Manufacturing  
<sup>t</sup> Subsector 337—Furniture and Related Product Manufacturing  
<sup>u</sup> Subsector 339—Miscellaneous Manufacturing

Sector 42 Wholesale Trade					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
42	\$21,972,047	\$116,688	0.5%	257	1.5%
423 <sup>a</sup>	\$7,924,596	\$108,524	1.4%	237	1.7%
4231	\$107,525	\$131	0.1%	3	0.4%
4232	\$58,849	\$9,628	16.4%	32	5.4%
4233	\$343,784	\$2,191	0.6%	11	1.8%
4234	\$2,730,597	\$77,553	2.8%	139	2.1%
4235	\$47,624	-\$560	-1.2%	1	0.3%
4236	\$354,474	\$8,260	2.3%	39	1.9%
4237	\$62,566	\$2,646	4.2%	12	0.9%
4238	\$1,194,616	\$7,188	0.6%	20	0.7%
4239	\$3,024,561	\$1,487	0.0%	9	1.0%
424 <sup>b</sup>	\$14,005,880	\$8,165	0.1%	25	0.7%
4241	\$53,593	\$2,411	4.5%	11	1.8%
4242	\$5,335,157	\$0	0.0%	0	0.0%
4243	\$9,419	\$319	3.4%	2	1.3%
4244	\$5,361,077	\$0	0.0%	0	0.0%
4245	\$484,972	\$5,216	1.1%	3	3.9%
4246	\$41,288	\$0	0.0%	0	0.0%
4247	\$2,629,247	\$23	0.0%	7	0.9%
4248	\$409	\$0	0.0%	0	0.0%
4249	\$90,719	\$195	0.2%	3	0.5%
425 <sup>c</sup>	\$29,128	\$0	0.0%	0	0.0%
4251	\$29,128	\$0	0.0%	0	0.0%

<sup>a</sup> Subsector 423—Merchant Wholesalers, Durable Goods  
<sup>b</sup> Subsector 424—Merchant Wholesalers, Nondurable Goods  
<sup>c</sup> Subsector 425—Wholesale Electronic Markets and Agents and Brokers

Sector 44-45 Retail Trade					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
44-45	\$3,874,977	\$7,902	0.2%	78	1.2%
441 <sup>a</sup>	\$96,509	\$0	0.0%	0	0.0%
4411	\$9,802	\$0	0.0%	0	0.0%
4412	\$68,182	\$0	0.0%	0	0.0%
4413	\$18,525	\$0	0.0%	0	0.0%
442 <sup>b</sup>	\$85,547	\$639	0.7%	17	2.9%
4421	\$79,690	\$290	0.4%	8	2.0%
4422	\$5,857	\$349	6.0%	9	4.2%
443 <sup>c</sup>	\$2,135,048	\$6,475	0.3%	45	3.0%
4431	\$2,135,048	\$6,475	0.3%	45	3.0%
444 <sup>d</sup>	\$204,473	\$75	0.0%	4	0.4%
4441	\$201,234	\$50	0.0%	3	0.4%
4442	\$3,239	\$25	0.8%	1	0.5%
445 <sup>e</sup>	\$568,126	\$0	0.0%	0	0.0%
4451	\$284,535	\$0	0.0%	0	0.0%
4452	\$283,568	\$0	0.0%	0	0.0%
4453	\$23	\$0	0.0%	0	0.0%
446 <sup>f</sup>	\$506,388	\$0	0.0%	0	0.0%
4461	\$506,388	\$0	0.0%	0	0.0%
447 <sup>g</sup>	\$23,022	\$0	0.0%	0	0.0%
4471	\$23,022	\$0	0.0%	0	0.0%
448 <sup>h</sup>	\$14,959	\$0	0.0%	0	0.0%
4481	\$13,248	\$0	0.0%	0	0.0%
4482	\$1,010	\$0	0.0%	0	0.0%
4483	\$701	\$0	0.0%	0	0.0%
451 <sup>i</sup>	\$13,271	\$36	0.3%	2	0.5%
4511	\$11,788	\$4	0.0%	1	0.3%
4512	\$1,483	\$32	2.2%	1	1.2%
452 <sup>j</sup>	\$7,255	-\$27	-0.4%	1	0.8%
4521	\$178	\$0	0.0%	0	0.0%
4529	\$7,077	-\$27	-0.4%	1	0.9%
453 <sup>k</sup>	\$155,215	\$216	0.1%	9	0.8%
4531	\$5,340	\$0	0.0%	0	0.0%
4532	\$110,282	\$231	0.2%	8	1.1%
4533	\$380	\$0	0.0%	0	0.0%
4539	\$39,213	-\$14	0.0%	1	0.2%
454 <sup>l</sup>	\$65,166	\$488	0.7%	3	0.5%
4541	\$6,099	\$448	7.3%	1	0.7%
4542	\$68	\$0	0.0%	0	0.0%
4543	\$58,998	\$40	0.1%	2	0.4%

<sup>a</sup> Subsector 441—Motor Vehicle and Parts Dealers  
<sup>b</sup> Subsector 442—Furniture and Home Furnishings Stores  
<sup>c</sup> Subsector 443—Electronics and Appliance Stores  
<sup>d</sup> Subsector 444 - Building Material and Garden Equipment and Supplies Dealers  
<sup>e</sup> Subsector 445—Food and Beverage Stores  
<sup>f</sup> Subsector 446—Health and Personal Care Stores  
<sup>g</sup> Subsector 447—Gasoline Stations  
<sup>h</sup> Subsector 448—Clothing and Clothing Accessories Stores  
<sup>i</sup> Subsector 451—Sporting Good, Hobby, Book and Music Stores  
<sup>j</sup> Subsector 452—General Merchandise Stores  
<sup>k</sup> Subsector 453—Miscellaneous Store Retailers  
<sup>l</sup> Subsector 454—Nonstore Retailers

Sector 48-49 Transportation and Warehousing					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
48-49	\$17,691,430	\$251,414	1.4%	219	4.0%
481 <sup>a</sup>	\$6,131,121	\$3,000	0.0%	3	0.5%
4811	\$799,568	\$0	0.0%	0	0.0%
4812	\$5,331,553	\$3,000	0.1%	3	0.5%
482 <sup>b</sup>	\$286	\$0	0.0%	0	0.0%
4821	\$286	\$0	0.0%	0	0.0%
483 <sup>c</sup>	\$3,649,606	\$9,147	0.3%	6	1.9%
4831	\$3,631,842	\$5,971	0.2%	5	2.0%
4832	\$17,764	\$3,177	17.9%	1	1.2%
484 <sup>d</sup>	\$343,070	\$19,891	5.8%	77	6.2%
4841	\$87,576	\$775	0.9%	15	4.5%
4842	\$255,494	\$19,117	7.5%	69	7.1%
485 <sup>e</sup>	\$497,284	\$24,041	4.8%	19	2.4%
4851	\$127,339	\$3,557	2.8%	5	2.9%
4852	\$2,909	\$0	0.0%	1	6.3%
4853	\$24,359	\$3,460	14.2%	4	4.6%
4854	\$70,006	\$2,489	3.6%	6	5.0%
4855	\$8,883	\$115	1.3%	2	0.8%
4859	\$263,788	\$14,420	5.5%	10	3.1%
486 <sup>f</sup>	\$21,856	\$68	0.3%	1	4.5%
4861	\$650	\$0	0.0%	0	0.0%
4862	\$20,628	\$0	0.0%	0	0.0%
4869	\$578	\$68	11.8%	1	12.5%
487 <sup>g</sup>	\$1,519	\$0	0.0%	0	0.0%
4871	\$396	\$0	0.0%	0	0.0%
4872	\$1,122	\$0	0.0%	0	0.0%
4879	\$2	\$0	0.0%	0	0.0%
488 <sup>h</sup>	\$5,915,864	\$106,468	1.8%	49	2.8%
4881	\$4,627,196	\$93,003	2.0%	24	3.7%
4882	\$7,425	\$2,955	39.8%	2	4.5%
4883	\$357,478	\$3,198	0.9%	6	1.6%
4884	\$42,701	\$749	1.8%	6	2.6%
4885	\$825,196	\$279	0.0%	3	2.5%
4889	\$55,868	\$6,284	11.2%	8	2.2%
491 <sup>i</sup>	\$99,044	\$8,220	8.3%	11	8.1%
4911	\$99,044	\$8,220	8.3%	11	8.1%
492 <sup>j</sup>	\$291,079	\$3,031	1.0%	17	4.7%
4921	\$270,555	\$1,189	0.4%	11	4.0%
4922	\$20,523	\$1,843	9.0%	7	6.0%
493 <sup>k</sup>	\$740,702	\$77,546	10.5%	60	9.5%
4931	\$740,702	\$77,546	10.5%	60	9.5%

<sup>a</sup> Subsector 481—Air Transportation  
<sup>b</sup> Subsector 482—Rail Transportation  
<sup>c</sup> Subsector 483—Water Transportation  
<sup>d</sup> Subsector 484—Truck Transportation  
<sup>e</sup> Subsector 485—Transit and Ground Passenger Transportation  
<sup>f</sup> Subsector 486—Pipeline Transportation  
<sup>g</sup> Subsector 487—Scenic and Sightseeing Transportation  
<sup>h</sup> Subsector 488—Support Activities for Transportation  
<sup>i</sup> Subsector 491—Postal Service  
<sup>j</sup> Subsector 492—Couriers and Messengers  
<sup>k</sup> Subsector 493—Warehousing and Storage

Sector 51 Information					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
51	\$11,616,152	\$401,061	3.5%	358	3.9%
511 <sup>a</sup>	\$1,788,357	\$60,917	3.4%	82	1.9%
5111	\$472,971	\$38,700	8.2%	17	1.3%
5112	\$1,315,386	\$22,217	1.7%	67	2.1%
512 <sup>b</sup>	\$70,213	\$8,722	12.4%	18	3.1%
5121	\$65,883	\$7,689	11.7%	16	3.2%
5122	\$4,330	\$1,034	23.9%	2	2.2%
515 <sup>c</sup>	\$61,301	\$384	0.6%	4	0.6%
5151	\$47,771	\$0	0.0%	1	0.2%
5152	\$13,529	\$384	2.8%	3	1.0%
517 <sup>d</sup>	\$7,068,972	\$96,364	1.4%	105	4.6%
5171	\$4,222,332	\$53,714	1.3%	46	4.6%
5172	\$406,588	\$3,348	0.8%	9	2.2%
5174	\$915,669	\$6,245	0.7%	10	2.6%
5179	\$1,293,894	\$32,647	2.5%	59	6.2%
518 <sup>e</sup>	\$1,355,785	\$197,478	14.6%	144	10.8%
5182	\$1,355,785	\$197,478	14.6%	144	10.8%
519 <sup>f</sup>	\$553,941	\$37,197	6.7%	52	4.5%
5191	\$553,941	\$37,197	6.7%	52	4.5%

<sup>a</sup> Subsector 511—Publishing Industries (except Internet)  
<sup>b</sup> Subsector 512—Motion Picture and Sound Recording Industries  
<sup>c</sup> Subsector 515—Broadcasting (except Internet)  
<sup>d</sup> Subsector 517—Telecommunications  
<sup>e</sup> Subsector 518—Data Processing, Hosting, and Related Services  
<sup>f</sup> Subsector 519—Other Information Services

Sector 52 Finance and Insurance					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
52	\$14,053,064	\$27,129	0.2%	19	2.1%
521 <sup>a</sup>	\$425	\$0	0.0%	0	0.0%
5211	\$425	\$0	0.0%	0	0.0%
522 <sup>b</sup>	\$1,169,600	\$12,235	1.0%	6	2.5%
5221	\$22,239	\$0	0.0%	0	0.0%
5222	\$2,107	\$0	0.0%	0	0.0%
5223	\$1,145,254	\$12,235	1.1%	6	4.1%
523 <sup>c</sup>	\$1,232,100	\$8,505	0.7%	7	2.1%
5231	\$258,595	\$0	0.0%	0	0.0%
5232	\$160	\$0	0.0%	0	0.0%
5239	\$973,344	\$8,505	0.9%	7	2.5%
524 <sup>d</sup>	\$11,642,425	\$6,389	0.1%	7	2.4%
5241	\$11,287,478	\$2,238	0.0%	1	0.6%
5242	\$354,947	\$4,151	1.2%	6	4.0%
525 <sup>e</sup>	\$8,515	\$0	0.0%	0	0.0%
5251	\$9,682	\$0	0.0%	0	0.0%
5259	-\$1,167	\$0	0.0%	0	0.0%

<sup>a</sup> Subsector 521—Monetary Authorities-Central Bank  
<sup>b</sup> Subsector 522—Credit Intermediation and Related Activities  
<sup>c</sup> Subsector 523—Financial Investments and Related Activities  
<sup>d</sup> Subsector 524—Insurance Carriers and Related Activities  
<sup>e</sup> Subsector 525—Funds, Trusts and Other Financial Vehicles

<b>Sector 53</b>					
<b>Real Estate and Rental and Leasing</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
53	\$1,605,089	\$39,825	2.5%	80	1.2%
531 <sup>a</sup>	\$807,706	\$10,949	1.4%	30	0.8%
5311	\$202,817	\$6,777	3.3%	22	1.0%
5312	\$146,271	\$0	0.0%	0	0.0%
5313	\$458,618	\$4,172	0.9%	9	0.6%
532 <sup>b</sup>	\$797,147	\$28,876	3.6%	52	1.9%
5321	\$136,105	\$5,262	3.9%	16	2.7%
5322	\$94,251	\$2,263	2.4%	3	0.6%
5323	\$1,214	\$33	2.7%	1	1.0%
5324	\$565,578	\$21,318	3.8%	35	2.1%
533 <sup>c</sup>	\$235	\$0	0.0%	0	0.0%
5331	\$235	\$0	0.0%	0	0.0%

<sup>a</sup> Subsector 531—Real Estate  
<sup>b</sup> Subsector 532—Rental and Leasing Services  
<sup>c</sup> Subsector 533—Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)

<b>Sector 56</b>					
<b>Administrative and Support, Waste Management and Remediation Services</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
56	\$43,086,067	\$3,087,490	7.2%	1,843	8.8%
561 <sup>a</sup>	\$36,074,637	\$2,521,636	7.0%	1,575	9.1%
5611	\$1,148,362	\$346,288	30.2%	314	28.2%
5612	\$23,285,777	\$1,225,304	5.3%	487	21.3%
5613	\$804,562	\$66,692	8.3%	191	16.5%
5614	\$1,149,790	\$75,653	6.6%	135	4.1%
5615	\$56,758	\$3,927	6.9%	7	4.1%
5616	\$5,677,991	\$373,755	6.6%	230	7.3%
5617	\$2,052,274	\$348,240	17.0%	500	8.5%
5619	\$1,899,123	\$81,779	4.3%	133	6.7%
562 <sup>b</sup>	\$7,011,431	\$565,854	8.1%	360	8.8%
5621	\$267,026	\$58,362	21.9%	73	4.6%
5622	\$2,071,277	\$13,693	0.7%	48	6.2%
5629	\$4,673,127	\$493,799	10.6%	282	12.7%

<sup>a</sup> Subsector 561—Administrative and Support Services  
<sup>b</sup> Subsector 562—Waste Management and Remediation Services

<b>Sector 54</b>					
<b>Professional, Scientific and Technical Services</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
54/541	\$141,155,310	\$5,654,824	4.0%	2,744	7.3%
5411	\$562,759	\$13,695	2.4%	18	1.0%
5412	\$1,012,701	\$80,062	7.9%	62	11.8%
5413	\$35,400,863	\$779,162	2.2%	586	6.0%
5414	\$79,106	\$23,946	30.3%	51	7.0%
5415	\$32,271,941	\$2,710,795	8.4%	1,534	17.6%
5416	\$18,244,765	\$1,222,490	6.7%	1,121	10.8%
5417	\$41,200,581	\$366,711	0.9%	145	2.0%
5418	\$1,140,999	\$31,817	2.8%	34	3.6%
5419	\$11,241,595	\$426,146	3.8%	410	6.3%

<b>Sector 61</b>					
<b>Educational Services</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
61/611	\$5,696,328	\$206,992	3.6%	201	2.6%
6111	\$30,458	\$0	0.0%	0	0.0%
6112	\$9,299	\$0	0.0%	0	0.0%
6113	\$660,293	\$0	0.0%	1	0.1%
6114	\$2,036,203	\$101,656	5.0%	134	4.2%
6115	\$1,743,649	\$42,570	2.4%	12	2.4%
6116	\$492,563	\$22,522	4.6%	33	2.8%
6117	\$723,863	\$40,243	5.6%	51	2.1%

<b>Sector 55</b>					
<b>Management of Companies and Enterprises</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
55/551	\$715	\$0	0.0%	0	0.0%
5551	\$715	\$0	0.0%	0	0.0%

<b>Sector 62</b>					
<b>Health Care and Social Assistance</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
62	\$6,913,478	\$301,613	4.4%	148	1.2%
621 <sup>a</sup>	\$4,541,618	\$215,474	4.7%	130	1.9%
6211	\$1,695,393	\$60,892	3.6%	66	2.2%
6212	\$138,072	\$19,218	13.9%	7	2.2%
6213	\$409,448	\$92,060	22.5%	96	6.7%
6214	\$1,541,315	\$2,208	0.1%	5	0.8%
6215	\$264,463	\$4,900	1.9%	12	1.2%
6216	\$55,510	\$0	0.0%	0	0.0%
6219	\$437,417	\$36,196	8.3%	41	4.8%
622 <sup>b</sup>	\$1,137,244	\$43,048	3.8%	31	2.2%
6221	\$1,129,265	\$43,012	3.8%	31	2.3%
6222	\$4,255	\$35	0.8%	1	4.2%
6223	\$3,724	\$0	0.0%	0	0.0%
623 <sup>c</sup>	\$676,511	\$1,118	0.2%	2	0.1%
6231	\$359,743	\$46	0.0%	1	0.1%
6232	\$27,768	\$1,073	3.9%	1	0.6%
6233	\$2,113	\$0	0.0%	0	0.0%
6239	\$286,887	\$0	0.0%	0	0.0%
624 <sup>d</sup>	\$558,105	\$41,973	7.5%	24	1.1%
6241	\$356,549	\$39,963	11.2%	22	2.8%
6242	\$67,637	\$914	1.4%	1	0.3%
6243	\$129,586	\$1,096	0.8%	1	0.1%
6244	\$4,333	\$0	0.0%	0	0.0%

<sup>a</sup> Subsector 621—Ambulatory Health Care Services  
<sup>b</sup> Subsector 622—Hospitals  
<sup>c</sup> Subsector 623—Nursing and Residential Care Facilities  
<sup>d</sup> Subsector 624—Social Assistance

<b>Sector 71</b>					
<b>Arts, Entertainment and Recreation</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
71	\$73,649	\$9,797	13.3%	19	0.9%
711 <sup>a</sup>	\$34,709	\$3,589	10.3%	8	0.6%
7111	\$5,849	\$410	7.0%	3	0.7%
7112	\$5,113	-\$3	-0.1%	1	0.9%
7113	\$6,140	\$1,710	27.9%	1	0.8%
7114	\$491	\$0	0.0%	0	0.0%
7115	\$17,117	\$1,471	8.6%	3	0.4%
712 <sup>b</sup>	\$16,803	\$2,226	13.2%	7	2.8%
7121	\$16,803	\$2,226	13.2%	7	2.8%
713 <sup>c</sup>	\$22,137	\$3,983	18.0%	4	0.8%
7131	\$383	\$0	0.0%	0	0.0%
7132	\$74	\$0	0.0%	0	0.0%
7139	\$21,681	\$3,983	18.4%	4	0.8%

<sup>a</sup> Subsector 711—Performing Arts, Spectator Sports and Related Industries  
<sup>b</sup> Subsector 712—Museums, Historical Sites and Similar Institutions  
<sup>c</sup> Subsector 713—Amusement, Gambling and Recreation Industries

<b>Sector 72</b>					
<b>Accommodation and Food Services</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
72	\$1,367,222	\$44,042	3.2%	44	0.8%
721 <sup>a</sup>	\$313,696	\$3,299	1.1%	6	0.1%
7211	\$302,316	\$3,289	1.1%	6	0.2%
7212	\$8,957	\$9	0.1%	1	0.1%
7213	\$2,424	\$0	0.0%	0	0.0%
722 <sup>b</sup>	\$1,053,526	\$40,744	3.9%	39	3.1%
7221	\$4,775	\$568	11.9%	2	1.9%
7222	\$21,965	\$67	0.3%	1	1.2%
7223	\$1,026,690	\$40,109	3.9%	38	3.3%
7224	\$96	\$0	0.0%	0	0.0%

<sup>a</sup> Subsector 721—Accommodation  
<sup>b</sup> Subsector 722—Food Services and Drinking Places

<b>Sector 81</b>					
<b>Other Services</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
81	\$3,688,231	\$80,144	2.2%	241	1.8%
811 <sup>a</sup>	\$3,233,883	\$75,346	2.3%	216	2.3%
8111	\$553,205	\$7,937	1.4%	9	0.7%
8112	\$1,927,127	\$50,505	2.6%	130	2.7%
8113	\$634,776	\$14,226	2.2%	73	2.3%
8114	\$118,775	\$2,677	2.3%	9	1.4%
812 <sup>b</sup>	\$262,898	\$3,472	1.3%	14	0.9%
8121	\$2,915	\$0	0.0%	0	0.0%
8122	\$19,862	\$0	0.0%	0	0.0%
8123	\$116,281	\$2,594	2.2%	8	1.1%
8129	\$123,839	\$878	0.7%	6	0.9%
813 <sup>c</sup>	\$191,411	\$1,326	0.7%	15	0.7%
8131	\$18,206	\$981	5.4%	6	0.7%
8132	\$7,308	\$0	0.0%	0	0.0%
8133	\$49,261	\$54	0.1%	2	0.4%
8134	\$3,104	\$0	0.0%	0	0.0%
8139	\$113,532	\$292	0.3%	7	0.8%

<sup>a</sup> Subsector 811—Repair and Maintenance  
<sup>b</sup> Subsector 812—Personal and Laundry Services  
<sup>c</sup> Subsector 813—Religious, Grantmaking, Civic, Professional and Similar Organizations

## APPENDIX J

### PROCUREMENT SHARES OF VETERAN-OWNED SMALL BUSINESSES

<b>Sector 11</b> <b>Agriculture, Forestry, Fishing and Hunting</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
11	\$459,608	\$32,624	7.1%	347	9.0%
111 <sup>a</sup>	\$66,533	\$3,557	5.3%	15	4.3%
1111	\$2,298	\$13	0.6%	2	3.8%
1112	\$1,279	\$7	0.5%	1	7.1%
1113	\$5,626	\$1,291	22.9%	2	8.3%
1114	\$2,190	\$36	1.6%	4	4.2%
1119	\$55,139	\$2,211	4.0%	6	3.5%
112 <sup>b</sup>	\$83,821	\$5,194	6.2%	22	7.8%
1121	\$4,788	\$17	0.4%	3	5.6%
1122	\$146	\$12	8.1%	2	25.0%
1123	\$39,692	\$3,689	9.3%	2	5.0%
1124	\$756	\$0	0.0%	0	0.0%
1125	\$2,314	\$21	0.9%	3	5.6%
1129	\$36,125	\$1,454	4.0%	12	9.8%
113 <sup>c</sup>	\$16,538	\$1,132	6.8%	15	6.7%
1131	\$714	\$85	11.9%	6	13.6%
1132	\$4,670	\$406	8.7%	5	6.3%
1133	\$11,153	\$641	5.7%	4	3.8%
114 <sup>d</sup>	\$5,192	\$1,918	36.9%	9	9.6%
1141	\$4,120	\$1,841	44.7%	4	7.4%
1142	\$1,073	\$77	7.2%	6	14.6%
115 <sup>e</sup>	\$287,524	\$20,822	7.2%	294	9.5%
1151	\$20,936	\$1,480	7.1%	21	7.3%
1152	\$34,243	\$486	1.4%	8	6.8%
1153	\$232,345	\$18,856	8.1%	271	9.9%

<sup>a</sup> Subsector 111—Crop Production  
<sup>b</sup> Subsector 112—Animal Production and Aquaculture  
<sup>c</sup> Subsector 113—Forestry and Logging  
<sup>d</sup> Subsector 114—Fishing, Hunting and Trapping  
<sup>e</sup> Subsector 115—Support Activities for Agriculture and Forestry

<b>Sector 22</b> <b>Utilities</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
22/221	\$2,448,202	\$7,560	0.3%	113	4.5%
2211	\$1,701,677	\$1,170	0.1%	23	2.4%
2212	\$196,567	\$36	0.0%	3	1.1%
2213	\$549,957	\$6,353	1.2%	88	6.2%

<b>Sector 23</b> <b>Construction</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
23	\$35,438,556	\$4,044,966	11.4%	2,590	13.7%
236 <sup>a</sup>	\$23,494,110	\$2,772,948	11.8%	1,195	18.6%
2361	\$306,454	\$8,738	2.9%	87	14.4%
2362	\$23,187,656	\$2,764,210	11.9%	1,134	19.0%
237 <sup>b</sup>	\$7,810,063	\$617,078	7.9%	591	12.8%
2371	\$1,327,375	\$119,638	9.0%	269	15.4%
2372	\$2,479	\$539	21.8%	4	19.0%
2373	\$1,727,367	\$184,733	10.7%	205	11.9%
2379	\$4,752,841	\$312,168	6.6%	227	12.3%
238 <sup>c</sup>	\$4,134,383	\$654,941	15.8%	1,660	14.2%
2381	\$601,951	\$79,829	13.3%	315	16.6%
2382	\$1,747,149	\$421,159	24.1%	1,045	16.2%
2383	\$305,299	\$51,320	16.8%	330	17.2%
2389	\$1,479,983	\$102,632	6.9%	422	12.7%

<sup>a</sup> Subsector 236—Construction of Buildings  
<sup>b</sup> Subsector 237—Heavy and Civil Engineering Construction  
<sup>c</sup> Subsector 238—Specialty Trade Contractors

<b>Sector 21</b> <b>Mining, Quarrying, and Oil &amp; Gas Extraction</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
21	\$222,497	\$5,655	2.5%	56	6.4%
211 <sup>a</sup>	\$91,769	\$165	0.2%	2	2.9%
2111	\$91,769	\$165	0.2%	2	2.9%
212 <sup>b</sup>	\$74,954	\$4,736	6.3%	36	6.1%
2121	\$13,688	\$0	0.0%	0	0.0%
2122	\$98	\$0	0.0%	0	0.0%
2123	\$61,167	\$4,736	7.7%	36	6.2%
213 <sup>c</sup>	\$55,775	\$754	1.4%	18	8.2%
2131	\$55,775	\$754	1.4%	18	8.2%

<sup>a</sup> Subsector 211—Oil and Gas Extraction  
<sup>b</sup> Subsector 212—Mining (except Oil and Gas)  
<sup>c</sup> Subsector 213—Support Activities for Mining

**Sector 31–33  
Manufacturing**

NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
31-33	\$197,552,121	\$3,959,197	2.0%	4,998	9.3%
311 <sup>a</sup>	\$5,516,019	\$83,007	1.5%	60	4.4%
3111	\$108,941	\$442	0.4%	8	9.2%
3112	\$724,474	\$1,011	0.1%	4	4.5%
3113	\$92,275	\$252	0.3%	2	3.8%
3114	\$1,036,968	\$19,101	1.8%	8	4.5%
3115	\$623,609	\$5,300	0.8%	3	1.5%
3116	\$1,632,318	\$25,333	1.6%	13	5.5%
3117	\$86,083	\$687	0.8%	3	7.0%
3118	\$566,482	\$5,336	0.9%	10	3.2%
3119	\$644,869	\$25,546	4.0%	19	4.6%
312 <sup>b</sup>	\$367,410	\$3,788	1.0%	25	4.6%
3121	\$284,321	\$3,788	1.3%	25	4.6%
3122	\$83,089	\$0	0.0%	0	0.0%
313 <sup>c</sup>	\$123,029	\$3,957	3.2%	38	8.5%
3131	\$4,273	\$7	0.2%	3	8.3%
3132	\$42,072	\$3,526	8.4%	23	10.0%
3133	\$76,685	\$425	0.6%	13	5.7%
314 <sup>d</sup>	\$471,591	\$34,407	7.3%	158	13.4%
3141	\$43,511	\$1,752	4.0%	34	10.1%
3149	\$428,080	\$32,655	7.6%	125	14.4%
315 <sup>e</sup>	\$2,172,060	\$110,444	5.1%	177	14.8%
3151	\$19,825	\$61	0.3%	4	7.3%
3152	\$1,000,050	\$34,962	3.5%	53	9.9%
3159	\$1,152,185	\$75,421	6.5%	136	16.5%
316 <sup>f</sup>	\$135,725	\$8,055	5.9%	51	14.0%
3161	\$709	\$29	4.1%	2	16.7%
3162	\$109,523	\$484	0.4%	16	11.1%
3169	\$25,493	\$7,542	29.6%	39	17.0%
321 <sup>g</sup>	\$156,633	\$33,256	21.2%	76	10.3%
3211	\$5,619	\$1,756	31.3%	12	10.3%
3212	\$31,226	\$5,470	17.5%	3	3.7%
3219	\$119,788	\$26,030	21.7%	66	11.1%
322 <sup>h</sup>	\$508,728	\$45,987	9.0%	108	12.8%
3221	\$288,254	\$404	0.1%	21	12.3%
3222	\$220,474	\$45,583	20.7%	91	12.6%
323 <sup>i</sup>	\$108,298	\$5,656	5.2%	81	8.2%
3231	\$108,298	\$5,656	5.2%	81	8.2%
324 <sup>j</sup>	\$18,345,882	\$1,278,685	7.0%	54	7.0%
3241	\$18,345,882	\$1,278,685	7.0%	54	7.0%
325 <sup>k</sup>	\$8,554,538	\$61,075	0.7%	355	9.5%
3251	\$311,836	\$6,912	2.2%	63	8.0%
3252	\$35,441	\$1,403	4.0%	27	9.1%
3253	\$8,459	\$2,331	27.6%	14	8.3%
3254	\$6,906,382	\$13,015	0.2%	44	4.3%
3255	\$95,932	\$11,975	12.5%	83	14.1%
3256	\$481,422	\$3,434	0.7%	59	15.6%
3259	\$715,066	\$22,005	3.1%	128	12.3%

NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
326 <sup>l</sup>	\$531,683	\$19,029	3.6%	254	11.8%
3261	\$222,050	\$12,876	5.8%	183	12.1%
3262	\$309,633	\$6,153	2.0%	83	10.7%
327 <sup>m</sup>	\$175,380	\$15,489	8.8%	127	11.3%
3271	\$18,295	\$292	1.6%	12	10.6%
3272	\$50,539	\$1,821	3.6%	15	8.6%
3273	\$66,780	\$9,967	14.9%	42	11.1%
3274	\$915	\$8	0.9%	2	12.5%
3279	\$38,850	\$3,401	8.8%	60	11.7%
331 <sup>n</sup>	\$483,315	\$9,973	2.1%	126	9.5%
3311	\$33,085	\$2,900	8.8%	28	10.1%
3312	\$45,627	\$3,148	6.9%	46	8.0%
3313	\$72,535	\$393	0.5%	26	8.6%
3314	\$320,366	\$2,926	0.9%	44	11.2%
3315	\$11,702	\$607	5.2%	15	10.4%
332 <sup>o</sup>	\$8,908,039	\$249,640	2.8%	1,129	12.2%
3321	\$68,266	\$2,815	4.1%	62	10.5%
3322	\$198,996	\$15,493	7.8%	120	12.2%
3323	\$947,519	\$35,085	3.7%	220	11.7%
3324	\$1,719,995	\$32,247	1.9%	110	11.2%
3325	\$383,800	\$20,724	5.4%	240	12.0%
3326	\$43,322	\$4,321	10.0%	85	10.6%
3327	\$300,776	\$20,312	6.8%	254	12.3%
3328	\$28,245	\$2,791	9.9%	38	12.8%
3329	\$5,217,119	\$115,850	2.2%	570	12.8%
333 <sup>p</sup>	\$5,995,739	\$229,738	3.8%	1,023	10.0%
3331	\$828,131	\$8,068	1.0%	73	7.5%
3332	\$392,010	\$29,637	7.6%	86	8.8%
3333	\$2,520,695	\$79,359	3.1%	304	11.2%
3334	\$308,401	\$27,188	8.8%	160	10.2%
3335	\$183,914	\$7,010	3.8%	105	11.2%
3336	\$834,908	\$16,480	2.0%	160	9.5%
3339	\$927,679	\$61,996	6.7%	423	10.2%
334 <sup>q</sup>	\$28,035,266	\$666,090	2.4%	1,340	9.5%
3341	\$3,720,067	\$117,662	3.2%	270	10.0%
3342	\$8,402,204	\$196,848	2.3%	372	10.4%
3343	\$121,087	\$17,767	14.7%	109	11.5%
3344	\$2,556,345	\$40,625	1.6%	343	9.6%
3345	\$13,160,142	\$287,568	2.2%	629	8.5%
3346	\$75,421	\$5,619	7.5%	49	8.7%

<sup>a</sup> Subsector 311—Food Manufacturing

<sup>b</sup> Subsector 312 - Beverage & Tobacco Product Manufacturing

<sup>c</sup> Subsector 313—Textile Mills

<sup>d</sup> Subsector 314—Textile Product Mills

<sup>e</sup> Subsector 315—Apparel Manufacturing

<sup>f</sup> Subsector 316—Leather & Allied Product Manufacturing

<sup>g</sup> Subsector 321—Wood Product Manufacturing

<sup>h</sup> Subsector 322—Paper Manufacturing

<sup>i</sup> Subsector 323—Printing and Related Support Activities

<sup>j</sup> Subsector 324—Petroleum and Coal Products Manufacturing

<sup>k</sup> Subsector 325—Chemical Manufacturing

<sup>l</sup> Subsector 326—Plastics and Rubber Products Manufacturing

<sup>m</sup> Subsector 327—Nonmetallic Mineral Product Manufacturing

<sup>n</sup> Subsector 331—Primary Metal Manufacturing

<sup>o</sup> Subsector 332—Fabricated Metal Product Manufacturing

<sup>p</sup> Subsector 333—Machinery Manufacturing

<sup>q</sup> Subsector 334—Computer and Electronic Product Manufacturing

NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
335 <sup>r</sup>	\$1,922,811	\$90,740	4.7%	567	10.9%
3351	\$84,472	\$4,003	4.7%	98	11.2%
3352	\$21,316	\$1,516	7.1%	36	13.8%
3353	\$731,421	\$25,978	3.6%	221	10.5%
3359	\$1,085,602	\$59,243	5.5%	349	10.8%
336 <sup>s</sup>	\$110,638,535	\$569,175	0.5%	858	11.0%
3361	\$1,542,322	\$18,194	1.2%	24	7.1%
3362	\$1,346,084	\$6,362	0.5%	76	10.1%
3363	\$634,407	\$36,667	5.8%	189	12.3%
3364	\$82,897,347	\$269,083	0.3%	473	11.3%
3365	\$13,259	\$275	2.1%	3	7.5%
3366	\$17,454,729	\$130,524	0.7%	175	10.0%
3369	\$6,750,387	\$108,071	1.6%	113	12.2%
337 <sup>t</sup>	\$1,246,253	\$170,792	13.7%	298	12.5%
3371	\$402,551	\$86,386	21.5%	118	12.7%
3372	\$827,856	\$83,999	10.1%	212	12.7%
3379	\$15,846	\$406	2.6%	14	9.2%
339 <sup>u</sup>	\$3,155,189	\$270,216	8.6%	850	11.0%
3391	\$2,043,789	\$121,393	5.9%	420	10.6%
3399	\$1,111,400	\$148,824	13.4%	471	11.5%

<sup>r</sup> Subsector 335—Electrical Equipment, Appliance and Component Manufacturing  
<sup>s</sup> Subsector 336—Transportation Equipment Manufacturing  
<sup>t</sup> Subsector 337—Furniture and Related Product Manufacturing  
<sup>u</sup> Subsector 339—Miscellaneous Manufacturing

Sector 42 Wholesale Trade					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
42	\$21,972,047	\$562,000	2.6%	1,643	9.4%
423 <sup>a</sup>	\$7,924,596	\$445,596	5.6%	1,426	10.1%
4231	\$107,525	\$1,974	1.8%	58	8.4%
4232	\$58,849	\$8,256	14.0%	69	11.7%
4233	\$343,784	\$5,583	1.6%	50	8.2%
4234	\$2,730,597	\$205,920	7.5%	710	10.5%
4235	\$47,624	\$695	1.5%	21	6.6%
4236	\$354,474	\$8,889	2.5%	194	9.2%
4237	\$62,566	\$9,826	15.7%	147	11.1%
4238	\$1,194,616	\$199,623	16.7%	303	10.3%
4239	\$3,024,561	\$4,830	0.2%	105	11.7%
424 <sup>b</sup>	\$14,005,880	\$115,437	0.8%	290	7.6%
4241	\$53,593	\$5,242	9.8%	78	12.5%
4242	\$5,335,157	\$4,218	0.1%	15	6.3%
4243	\$9,419	\$2,978	31.6%	20	12.6%
4244	\$5,361,077	\$87,534	1.6%	46	4.8%
4245	\$484,972	\$4,086	0.8%	2	2.6%
4246	\$41,288	\$1,113	2.7%	53	10.2%
4247	\$2,629,247	\$8,123	0.3%	48	6.0%
4248	\$409	\$0	0.0%	0	0.0%
4249	\$90,719	\$2,143	2.4%	39	6.4%
425 <sup>c</sup>	\$29,128	\$159	0.5%	9	4.7%
4251	\$29,128	\$159	0.5%	9	4.7%

<sup>a</sup> Subsector 423—Merchant Wholesalers, Durable Goods  
<sup>b</sup> Subsector 424—Merchant Wholesalers, Nondurable Goods  
<sup>c</sup> Subsector 425—Wholesale Electronic Markets and Agents and Brokers

Sector 44-45 Retail Trade					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
44-45	\$3,874,977	\$206,954	5.3%	592	8.7%
441 <sup>a</sup>	\$96,509	\$2,542	2.6%	61	5.8%
4411	\$9,802	\$244	2.5%	3	2.5%
4412	\$68,182	\$875	1.3%	39	6.6%
4413	\$18,525	\$1,422	7.7%	19	5.4%
442 <sup>b</sup>	\$85,547	\$7,533	8.8%	66	11.1%
4421	\$79,690	\$6,593	8.3%	41	10.3%
4422	\$5,857	\$940	16.0%	25	11.7%
443 <sup>c</sup>	\$2,135,048	\$59,185	2.8%	137	9.1%
4431	\$2,135,048	\$59,185	2.8%	137	9.1%
444 <sup>d</sup>	\$204,473	\$7,148	3.5%	75	7.8%
4441	\$201,234	\$6,890	3.4%	63	8.2%
4442	\$3,239	\$258	8.0%	14	7.0%
445 <sup>e</sup>	\$568,126	\$116,919	20.6%	7	3.7%
4451	\$284,535	\$157	0.1%	5	3.6%
4452	\$283,568	\$116,763	41.2%	2	3.7%
4453	\$23	\$0	0.0%	0	0.0%
446 <sup>f</sup>	\$506,388	\$4,274	0.8%	43	11.7%
4461	\$506,388	\$4,274	0.8%	43	11.7%
447 <sup>g</sup>	\$23,022	\$20	0.1%	3	2.8%
4471	\$23,022	\$20	0.1%	3	2.8%
448 <sup>h</sup>	\$14,959	\$689	4.6%	32	10.5%
4481	\$13,248	\$675	5.1%	29	11.2%
4482	\$1,010	\$10	1.0%	2	4.4%
4483	\$701	\$5	0.7%	2	10.5%
451 <sup>i</sup>	\$13,271	\$2,289	17.2%	40	9.8%
4511	\$11,788	\$2,244	19.0%	33	10.2%
4512	\$1,483	\$45	3.0%	7	8.1%
452 <sup>j</sup>	\$7,255	\$127	1.7%	9	7.6%
4521	\$178	\$0	0.0%	0	0.0%
4529	\$7,077	\$127	1.8%	9	8.2%
453 <sup>k</sup>	\$155,215	\$4,604	3.0%	113	9.5%
4531	\$5,340	\$681	12.8%	3	10.3%
4532	\$110,282	\$1,538	1.4%	57	8.1%
4533	\$380	\$0	0.0%	0	0.0%
4539	\$39,213	\$2,385	6.1%	57	11.7%
454 <sup>l</sup>	\$65,166	\$1,624	2.5%	52	8.0%
4541	\$6,099	\$127	2.1%	10	7.1%
4542	\$68	\$0	0.0%	0	0.0%
4543	\$58,998	\$1,496	2.5%	42	8.2%

<sup>a</sup> Subsector 441—Motor Vehicle and Parts Dealers  
<sup>b</sup> Subsector 442—Furniture and Home Furnishings Stores  
<sup>c</sup> Subsector 443—Electronics and Appliance Stores  
<sup>d</sup> Subsector 444—Building Material and Garden Equipment and Supplies Dealers  
<sup>e</sup> Subsector 445—Food and Beverage Stores  
<sup>f</sup> Subsector 446—Health and Personal Care Stores  
<sup>g</sup> Subsector 447—Gasoline Stations  
<sup>h</sup> Subsector 448—Clothing and Clothing Accessories Stores  
<sup>i</sup> Subsector 451—Sporting Good, Hobby, Book and Music Stores  
<sup>j</sup> Subsector 452—General Merchandise Stores  
<sup>k</sup> Subsector 453—Miscellaneous Store Retailers  
<sup>l</sup> Subsector 454—Nonstore Retailers

Sector 48-49 Transportation and Warehousing					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
48-49	\$17,691,430	\$724,174	4.1%	601	10.9%
481 <sup>a</sup>	\$6,131,121	\$331,782	5.4%	96	14.9%
4811	\$799,568	\$539	0.1%	9	7.3%
4812	\$5,331,553	\$331,243	6.2%	92	16.4%
482 <sup>b</sup>	\$286	\$0	0.0%	0	0.0%
4821	\$286	\$0	0.0%	0	0.0%
483 <sup>c</sup>	\$3,649,606	\$99,901	2.7%	18	5.6%
4831	\$3,631,842	\$98,960	2.7%	16	6.5%
4832	\$17,764	\$942	5.3%	3	3.7%
484 <sup>d</sup>	\$343,070	\$41,604	12.1%	138	11.1%
4841	\$87,576	\$2,528	2.9%	25	7.6%
4842	\$255,494	\$39,076	15.3%	116	11.9%
485 <sup>e</sup>	\$497,284	\$54,212	10.9%	98	12.3%
4851	\$127,339	\$6,610	5.2%	9	5.3%
4852	\$2,909	\$18	0.6%	2	12.5%
4853	\$24,359	\$6,508	26.7%	14	16.1%
4854	\$70,006	\$1,827	2.6%	14	11.8%
4855	\$8,883	\$1,608	18.1%	25	10.3%
4859	\$263,788	\$37,640	14.3%	51	15.6%
486 <sup>f</sup>	\$21,856	\$0	0.0%	0	0.0%
4861	\$650	\$0	0.0%	0	0.0%
4862	\$20,628	\$0	0.0%	0	0.0%
4869	\$578	\$0	0.0%	0	0.0%
487 <sup>g</sup>	\$1,519	\$63	4.2%	5	8.3%
4871	\$396	\$0	0.0%	0	0.0%
4872	\$1,122	\$70	6.3%	4	9.3%
4879	\$2	-\$7	-457%	1	50.0%
488 <sup>h</sup>	\$5,915,864	\$132,200	2.2%	170	9.6%
4881	\$4,627,196	\$113,981	2.5%	93	14.2%
4882	\$7,425	\$9	0.1%	3	6.8%
4883	\$357,478	\$10,230	2.9%	24	6.2%
4884	\$42,701	\$547	1.3%	21	9.1%
4885	\$825,196	\$257	0.0%	7	5.8%
4889	\$55,868	\$7,176	12.8%	23	6.3%
491 <sup>i</sup>	\$99,044	\$2,004	2.0%	10	7.4%
4911	\$99,044	\$2,004	2.0%	10	7.4%
492 <sup>j</sup>	\$291,079	\$9,237	3.2%	46	12.7%
4921	\$270,555	\$5,740	2.1%	41	15.0%
4922	\$20,523	\$3,497	17.0%	9	7.7%
493 <sup>k</sup>	\$740,702	\$53,170	7.2%	69	10.9%
4931	\$740,702	\$53,170	7.2%	69	10.9%

- <sup>a</sup> Subsector 481—Air Transportation
- <sup>b</sup> Subsector 482—Rail Transportation
- <sup>c</sup> Subsector 483—Water Transportation
- <sup>d</sup> Subsector 484—Truck Transportation
- <sup>e</sup> Subsector 485—Transit and Ground Passenger Transportation
- <sup>f</sup> Subsector 486—Pipeline Transportation
- <sup>g</sup> Subsector 487—Scenic and Sightseeing Transportation
- <sup>h</sup> Subsector 488—Support Activities for Transportation
- <sup>i</sup> Subsector 491—Postal Service
- <sup>j</sup> Subsector 492—Couriers and Messengers
- <sup>k</sup> Subsector 493—Warehousing and Storage

Sector 51 Information					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
51	\$11,616,152	\$298,344	2.6%	608	6.6%
511 <sup>a</sup>	\$1,788,357	\$64,704	3.6%	241	5.6%
5111	\$472,971	\$23,385	4.9%	63	5.0%
5112	\$1,315,386	\$41,319	3.1%	182	5.7%
512 <sup>b</sup>	\$70,213	\$10,284	14.6%	55	9.4%
5121	\$65,883	\$10,092	15.3%	53	10.5%
5122	\$4,330	\$192	4.4%	2	2.2%
515 <sup>c</sup>	\$61,301	\$1,440	2.3%	25	3.5%
5151	\$47,771	\$1,072	2.2%	10	2.2%
5152	\$13,529	\$368	2.7%	15	5.2%
517 <sup>d</sup>	\$7,068,972	\$136,460	1.9%	163	7.1%
5171	\$4,222,332	\$53,934	1.3%	55	5.5%
5172	\$406,588	\$13,331	3.3%	21	5.1%
5174	\$915,669	\$19,294	2.1%	36	9.4%
5179	\$1,293,894	\$49,654	3.8%	86	9.0%
518 <sup>e</sup>	\$1,355,785	\$76,926	5.7%	128	9.6%
5182	\$1,355,785	\$76,926	5.7%	128	9.6%
519 <sup>f</sup>	\$553,941	\$8,531	1.5%	54	4.7%
5191	\$553,941	\$8,531	1.5%	54	4.7%

- <sup>a</sup> Subsector 511—Publishing Industries (except Internet)
- <sup>b</sup> Subsector 512—Motion Picture and Sound Recording Industries
- <sup>c</sup> Subsector 515—Broadcasting (except Internet)
- <sup>d</sup> Subsector 517—Telecommunications
- <sup>e</sup> Subsector 518—Data Processing, Hosting, and Related Services
- <sup>f</sup> Subsector 519—Other Information Services

Sector 52 Finance and Insurance					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
52	\$14,053,064	\$80,366	0.6%	34	3.8%
521 <sup>a</sup>	\$425	\$0	0.0%	0	0.0%
5211	\$425	\$0	0.0%	0	0.0%
522 <sup>b</sup>	\$1,169,600	\$8,470	0.7%	12	4.9%
5221	\$22,239	\$34	0.2%	2	2.7%
5222	\$2,107	\$15	0.7%	2	5.6%
5223	\$1,145,254	\$8,422	0.7%	8	5.5%
523 <sup>c</sup>	\$1,232,100	-\$99	0.0%	9	2.7%
5231	\$258,595	\$14	0.0%	3	5.8%
5232	\$160	\$0	0.0%	0	0.0%
5239	\$973,344	-\$112	0.0%	6	2.1%
524 <sup>d</sup>	\$11,642,425	\$71,954	0.6%	11	3.8%
5241	\$11,287,478	\$43,849	0.4%	5	3.2%
5242	\$354,947	\$28,104	7.9%	7	4.7%
525 <sup>e</sup>	\$8,515	\$41	0.5%	2	4.7%
5251	\$9,682	\$42	0.4%	1	3.6%
5259	-\$1,167	-\$1	0.1%	1	5.9%

- <sup>a</sup> Subsector 521—Monetary Authorities-Central Bank
- <sup>b</sup> Subsector 522—Credit Intermediation and Related Activities
- <sup>c</sup> Subsector 523—Financial Investments and Related Activities
- <sup>d</sup> Subsector 524—Insurance Carriers and Related Activities
- <sup>e</sup> Subsector 525—Funds, Trusts and Other Financial Vehicles

<b>Sector 53</b>					
<b>Real Estate and Rental and Leasing</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
53	\$1,605,089	\$100,577	6.3%	383	5.9%
531 <sup>a</sup>	\$807,706	\$41,083	5.1%	216	5.6%
5311	\$202,817	\$7,296	3.6%	73	3.2%
5312	\$146,271	\$312	0.2%	8	8.2%
5313	\$458,618	\$33,475	7.3%	140	8.9%
532 <sup>b</sup>	\$797,147	\$59,494	7.5%	172	6.4%
5321	\$136,105	\$6,289	4.6%	33	5.7%
5322	\$94,251	\$8,704	9.2%	35	7.3%
5323	\$1,214	\$2	0.2%	1	1.0%
5324	\$565,578	\$44,500	7.9%	114	6.7%
533 <sup>c</sup>	\$235	\$0	0.0%	0	0.0%
5331	\$235	\$0	0.0%	0	0.0%

<sup>a</sup> Subsector 531—Real Estate  
<sup>b</sup> Subsector 532—Rental and Leasing Services  
<sup>c</sup> Subsector 533—Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)

<b>Sector 56</b>					
<b>Administrative and Support, Waste Management and Remediation Services</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
56	\$43,086,067	\$2,210,861	5.1%	2,551	12.2%
561 <sup>a</sup>	\$36,074,637	\$1,900,457	5.3%	2,213	12.8%
5611	\$1,148,362	\$277,993	24.2%	206	18.5%
5612	\$23,285,777	\$622,398	2.7%	330	14.4%
5613	\$804,562	\$149,556	18.6%	210	18.1%
5614	\$1,149,790	\$96,513	8.4%	227	7.0%
5615	\$56,758	\$2,044	3.6%	11	6.4%
5616	\$5,677,991	\$460,112	8.1%	535	17.0%
5617	\$2,052,274	\$214,118	10.4%	840	14.2%
5619	\$1,899,123	\$77,722	4.1%	170	8.5%
562 <sup>b</sup>	\$7,011,431	\$310,404	4.4%	397	9.7%
5621	\$267,026	\$35,459	13.3%	118	7.5%
5622	\$2,071,277	\$8,255	0.4%	65	8.5%
5629	\$4,673,127	\$266,691	5.7%	265	11.9%

<sup>a</sup> Subsector 561—Administrative and Support Services  
<sup>b</sup> Subsector 562—Waste Management and Remediation Services

<b>Sector 54</b>					
<b>Professional, Scientific and Technical Services</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
54/541	\$141,155,310	\$7,489,901	5.3%	3,859	10.2%
5411	\$562,759	\$8,134	1.4%	107	5.8%
5412	\$1,012,701	\$37,846	3.7%	45	8.6%
5413	\$35,400,863	\$1,460,493	4.1%	1,186	12.1%
5414	\$79,106	\$6,578	8.3%	56	7.7%
5415	\$32,271,941	\$3,179,167	9.9%	1,198	13.8%
5416	\$18,244,765	\$1,368,216	7.5%	1,308	12.6%
5417	\$41,200,581	\$1,013,506	2.5%	418	5.8%
5418	\$1,140,999	\$225,108	19.7%	67	7.0%
5419	\$11,241,595	\$190,852	1.7%	497	7.6%

<b>Sector 61</b>					
<b>Educational Services</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
61/611	\$5,696,328	\$329,788	5.8%	904	11.7%
6111	\$30,458	-\$43	-0.1%	2	1.4%
6112	\$9,299	\$100	1.1%	1	1.3%
6113	\$660,293	\$328	0.0%	24	2.2%
6114	\$2,036,203	\$150,749	7.4%	437	13.7%
6115	\$1,743,649	\$82,160	4.7%	62	12.2%
6116	\$492,563	\$71,460	14.5%	176	15.1%
6117	\$723,863	\$25,033	3.5%	279	11.5%

<b>Sector 55</b>					
<b>Management of Companies and Enterprises</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
55/551	\$715	\$0	0.0%	0	0.0%
5551	\$715	\$0	0.0%	0	0.0%

Sector 62 Health Care and Social Assistance					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
62	\$6,913,478	\$515,792	7.5%	924	7.6%
621 <sup>a</sup>	\$4,541,618	\$327,650	7.2%	675	9.6%
6211	\$1,695,393	\$142,278	8.4%	305	10.0%
6212	\$138,072	\$30,144	21.8%	40	12.6%
6213	\$409,448	\$94,639	23.1%	191	13.3%
6214	\$1,541,315	\$5,367	0.3%	32	5.0%
6215	\$264,463	\$22,401	8.5%	77	7.5%
6216	\$55,510	\$9,535	17.2%	31	6.8%
6219	\$437,417	\$23,287	5.3%	73	8.5%
622 <sup>b</sup>	\$1,137,244	\$114,965	10.1%	121	8.7%
6221	\$1,129,265	\$114,958	10.2%	120	8.9%
6222	\$4,255	\$0	0.0%	0	0.0%
6223	\$3,724	\$7	0.2%	1	2.5%
623 <sup>c</sup>	\$676,511	\$4,360	0.6%	24	1.1%
6231	\$359,743	\$1,850	0.5%	16	0.8%
6232	\$27,768	\$600	2.2%	6	3.9%
6233	\$2,113	\$0	0.0%	0	0.0%
6239	\$286,887	\$1,909	0.7%	3	1.6%
624 <sup>d</sup>	\$558,105	\$68,818	12.3%	148	6.8%
6241	\$356,549	\$47,582	13.3%	34	4.4%
6242	\$67,637	\$731	1.1%	15	4.4%
6243	\$129,586	\$20,255	15.6%	97	9.4%
6244	\$4,333	\$249	5.8%	3	3.8%

<sup>a</sup> Subsector 621—Ambulatory Health Care Services  
<sup>b</sup> Subsector 622—Hospitals  
<sup>c</sup> Subsector 623—Nursing and Residential Care Facilities  
<sup>d</sup> Subsector 624—Social Assistance

Sector 71 Arts, Entertainment and Recreation					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
71	\$73,649	\$6,634	9.0%	159	7.4%
711 <sup>a</sup>	\$34,709	\$2,768	8.0%	115	8.3%
7111	\$5,849	\$928	15.9%	51	12.4%
7112	\$5,113	\$713	13.9%	17	14.9%
7113	\$6,140	\$181	2.9%	11	9.0%
7114	\$491	\$0	0.0%	0	0.0%
7115	\$17,117	\$945	5.5%	42	5.5%
712 <sup>b</sup>	\$16,803	\$135	0.8%	10	4.0%
7121	\$16,803	\$135	0.8%	10	4.0%
713 <sup>c</sup>	\$22,137	\$3,731	16.9%	37	7.1%
7131	\$383	\$0	0.0%	0	0.0%
7132	\$74	\$0	0.0%	0	0.0%
7139	\$21,681	\$3,731	17.2%	37	7.2%

<sup>a</sup> Subsector 711—Performing Arts, Spectator Sports and Related Industries  
<sup>b</sup> Subsector 712—Museums, Historical Sites and Similar Institutions  
<sup>c</sup> Subsector 713—Amusement, Gambling and Recreation Industries

Sector 72 Accommodation and Food Services					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
72	\$1,367,222	\$34,039	2.5%	205	3.8%
721 <sup>a</sup>	\$313,696	\$8,036	2.6%	139	3.3%
7211	\$302,316	\$7,230	2.4%	53	1.5%
7212	\$8,957	\$806	9.0%	87	12.6%
7213	\$2,424	\$0	0.0%	0	0.0%
722 <sup>b</sup>	\$1,053,526	\$26,003	2.5%	68	5.3%
7221	\$4,775	\$878	18.4%	4	3.8%
7222	\$21,965	\$27	0.1%	1	1.2%
7223	\$1,026,690	\$25,098	2.4%	64	5.6%
7224	\$96	\$0	0.0%	0	0.0%

<sup>a</sup> Subsector 721—Accommodation  
<sup>b</sup> Subsector 722—Food Services and Drinking Places

Sector 81 Other Services					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
81	\$3,688,231	\$168,113	4.6%	1,251	9.6%
811 <sup>a</sup>	\$3,233,883	\$114,876	3.6%	1,008	10.9%
8111	\$553,205	\$9,802	1.8%	94	7.1%
8112	\$1,927,127	\$77,205	4.0%	532	11.1%
8113	\$634,776	\$24,849	3.9%	360	11.4%
8114	\$118,775	\$3,020	2.5%	76	12.1%
812 <sup>b</sup>	\$262,898	\$47,502	18.1%	139	8.9%
8121	\$2,915	\$0	0.0%	2	5.6%
8122	\$19,862	\$16,077	80.9%	22	15.4%
8123	\$116,281	\$11,174	9.6%	60	8.5%
8129	\$123,839	\$20,251	16.4%	56	8.2%
813 <sup>c</sup>	\$191,411	\$5,734	3.0%	108	4.7%
8131	\$18,206	\$1,812	10.0%	78	8.9%
8132	\$7,308	\$0	0.0%	0	0.0%
8133	\$49,261	\$634	1.3%	8	1.8%
8134	\$3,104	\$306	9.9%	4	4.0%
8139	\$113,532	\$2,982	2.6%	18	2.2%

<sup>a</sup> Subsector 811—Repair and Maintenance  
<sup>b</sup> Subsector 812—Personal and Laundry Services  
<sup>c</sup> Subsector 813—Religious, Grantmaking, Civic, Professional and Similar Organizations

**APPENDIX K**  
**PROCUREMENT SHARES OF SERVICE-DISABLED**  
**VETERAN-OWNED SMALL BUSINESSES**

<b>Sector 11</b> <b>Agriculture, Forestry, Fishing and Hunting</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
11	\$459,608	\$7,681	1.7%	95	2.5%
111 <sup>a</sup>	\$66,533	\$2,206	3.3%	4	1.2%
1111	\$2,298	\$0	0.0%	0	0.0%
1112	\$1,279	\$0	0.0%	0	0.0%
1113	\$5,626	\$1,291	22.9%	2	8.3%
1114	\$2,190	\$0	0.0%	0	0.0%
1119	\$55,139	\$915	1.7%	2	1.2%
112 <sup>b</sup>	\$83,821	\$155	0.2%	6	2.1%
1121	\$4,788	\$0	0.0%	1	1.9%
1122	\$146	\$5	3.6%	1	12.5%
1123	\$39,692	\$0	0.0%	0	0.0%
1124	\$756	\$0	0.0%	0	0.0%
1125	\$2,314	\$0	0.0%	0	0.0%
1129	\$36,125	\$150	0.4%	4	3.3%
113 <sup>c</sup>	\$16,538	\$695	4.2%	6	2.7%
1131	\$714	\$28	4.0%	1	2.3%
1132	\$4,670	\$94	2.0%	3	3.8%
1133	\$11,153	\$573	5.1%	2	1.9%
114 <sup>d</sup>	\$5,192	\$53	1.0%	3	3.2%
1141	\$4,120	\$0	0.0%	0	0.0%
1142	\$1,073	\$53	4.9%	3	7.3%
115 <sup>e</sup>	\$287,524	\$4,572	1.6%	78	2.5%
1151	\$20,936	\$320	1.5%	4	1.4%
1152	\$34,243	\$388	1.1%	2	1.7%
1153	\$232,345	\$3,864	1.7%	73	2.7%

<sup>a</sup> Subsector 111—Crop Production  
<sup>b</sup> Subsector 112—Animal Production and Aquaculture  
<sup>c</sup> Subsector 113—Forestry and Logging  
<sup>d</sup> Subsector 114—Fishing, Hunting and Trapping  
<sup>e</sup> Subsector 115—Support Activities for Agriculture and Forestry

<b>Sector 22</b> <b>Utilities</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
22/221	\$2,448,202	\$5,110	0.2%	45	1.8%
2211	\$1,701,677	\$516	0.0%	10	1.0%
2212	\$196,567	\$15	0.0%	1	0.4%
2213	\$549,957	\$4,578	0.8%	35	2.5%

<b>Sector 23</b> <b>Construction</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
23	\$35,438,556	\$3,331,862	9.4%	1,584	8.3%
236 <sup>a</sup>	\$23,494,110	\$2,379,126	10.1%	936	14.6%
2361	\$306,454	\$7,539	2.5%	50	8.3%
2362	\$23,187,656	\$2,371,587	10.2%	907	15.2%
237 <sup>b</sup>	\$7,810,063	\$446,072	5.7%	392	8.5%
2371	\$1,327,375	\$89,958	6.8%	190	10.9%
2372	\$2,479	\$530	21.4%	2	9.5%
2373	\$1,727,367	\$117,210	6.8%	138	8.0%
2379	\$4,752,841	\$238,375	5.0%	151	8.2%
238 <sup>c</sup>	\$4,134,383	\$506,663	12.3%	991	8.5%
2381	\$601,951	\$61,838	10.3%	225	11.8%
2382	\$1,747,149	\$319,460	18.3%	642	9.9%
2383	\$305,299	\$44,163	14.5%	225	11.7%
2389	\$1,479,983	\$81,202	5.5%	284	8.6%

<sup>a</sup> Subsector 236—Construction of Buildings  
<sup>b</sup> Subsector 237—Heavy and Civil Engineering Construction  
<sup>c</sup> Subsector 238—Specialty Trade Contractors

<b>Sector 21</b> <b>Mining, Quarrying, and Oil &amp; Gas Extraction</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
21	\$222,497	\$4,096	1.8%	26	3.0%
211 <sup>a</sup>	\$91,769	\$165	0.2%	2	2.9%
2111	\$91,769	\$165	0.2%	2	2.9%
212 <sup>b</sup>	\$74,954	\$3,668	4.9%	17	2.9%
2121	\$13,688	\$0	0.0%	0	0.0%
2122	\$98	\$0	0.0%	0	0.0%
2123	\$61,167	\$3,668	6.0%	17	2.9%
213 <sup>c</sup>	\$55,775	\$264	0.5%	7	3.2%
2131	\$55,775	\$264	0.5%	7	3.2%

<sup>a</sup> Subsector 211—Oil and Gas Extraction  
<sup>b</sup> Subsector 212—Mining (except Oil and Gas)  
<sup>c</sup> Subsector 213—Support Activities for Mining

Sector 31-33 Manufacturing					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
31-33	\$197,552,121	\$1,236,830	0.6%	1,540	2.9%
311 <sup>a</sup>	\$5,516,019	\$37,280	0.7%	18	1.3%
3111	\$108,941	\$138	0.1%	3	3.4%
3112	\$724,474	\$225	0.0%	3	3.4%
3113	\$92,275	\$252	0.3%	2	3.8%
3114	\$1,036,968	\$16,817	1.6%	5	2.8%
3115	\$623,609	\$0	0.0%	0	0.0%
3116	\$1,632,318	\$16,963	1.0%	6	2.6%
3117	\$86,083	\$0	0.0%	0	0.0%
3118	\$566,482	\$742	0.1%	2	0.6%
3119	\$644,869	\$2,143	0.3%	3	0.7%
312 <sup>b</sup>	\$367,410	\$2,451	0.7%	11	2.0%
3121	\$284,321	\$2,451	0.9%	11	2.0%
3122	\$83,089	\$0	0.0%	0	0.0%
313 <sup>c</sup>	\$123,029	\$501	0.4%	14	3.1%
3131	\$4,273	\$0	0.0%	0	0.0%
3132	\$42,072	\$226	0.5%	7	3.0%
3133	\$76,685	\$274	0.4%	7	3.1%
314 <sup>d</sup>	\$471,591	\$15,593	3.3%	62	5.3%
3141	\$43,511	\$1,472	3.4%	17	5.1%
3149	\$428,080	\$14,121	3.3%	45	5.2%
315 <sup>e</sup>	\$2,172,060	\$59,079	2.7%	62	5.2%
3151	\$19,825	\$36	0.2%	1	1.8%
3152	\$1,000,050	\$6,538	0.7%	17	3.2%
3159	\$1,152,185	\$52,505	4.6%	50	6.1%
316 <sup>f</sup>	\$135,725	\$4,916	3.6%	15	4.1%
3161	\$709	\$19	2.7%	1	8.3%
3162	\$109,523	\$294	0.3%	6	4.2%
3169	\$25,493	\$4,603	18.1%	11	4.8%
321 <sup>g</sup>	\$156,633	\$4,865	3.1%	31	4.2%
3211	\$5,619	\$76	1.4%	3	2.6%
3212	\$31,226	\$7	0.0%	1	1.2%
3219	\$119,788	\$4,782	4.0%	27	4.6%
322 <sup>h</sup>	\$508,728	\$2,231	0.4%	44	5.2%
3221	\$288,254	\$205	0.1%	10	5.8%
3222	\$220,474	\$2,026	0.9%	35	4.8%
323 <sup>i</sup>	\$108,298	\$1,916	1.8%	29	2.9%
3231	\$108,298	\$1,916	1.8%	29	2.9%
324 <sup>j</sup>	\$18,345,882	\$6,537	0.0%	18	2.3%
3241	\$18,345,882	\$6,537	0.0%	18	2.3%
325 <sup>k</sup>	\$8,554,538	\$32,611	0.4%	138	3.7%
3251	\$311,836	\$2,077	0.7%	26	3.3%
3252	\$35,441	\$353	1.0%	5	1.7%
3253	\$8,459	\$2,211	26.1%	8	4.8%
3254	\$6,906,382	\$8,720	0.1%	26	2.5%
3255	\$95,932	\$2,480	2.6%	27	4.6%
3256	\$481,422	\$1,782	0.4%	26	6.9%
3259	\$715,066	\$14,987	2.1%	48	4.6%

NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
326 <sup>l</sup>	\$531,683	\$9,683	1.8%	76	3.5%
3261	\$222,050	\$8,876	4.0%	58	3.8%
3262	\$309,633	\$807	0.3%	22	2.8%
327 <sup>m</sup>	\$175,380	\$5,007	2.9%	47	4.2%
3271	\$18,295	\$74	0.4%	4	3.5%
3272	\$50,539	\$141	0.3%	3	1.7%
3273	\$66,780	\$4,241	6.4%	22	5.8%
3274	\$915	\$0	0.0%	0	0.0%
3279	\$38,850	\$551	1.4%	21	4.1%
331 <sup>n</sup>	\$483,315	\$3,946	0.8%	34	2.6%
3311	\$33,085	\$1,537	4.6%	11	4.0%
3312	\$45,627	\$1,109	2.4%	10	1.7%
3313	\$72,535	\$106	0.1%	7	2.3%
3314	\$320,366	\$1,051	0.3%	12	3.1%
3315	\$11,702	\$143	1.2%	6	4.2%
332 <sup>o</sup>	\$8,908,039	\$72,377	0.8%	319	3.4%
3321	\$68,266	\$271	0.4%	20	3.4%
3322	\$198,996	\$2,052	1.0%	36	3.7%
3323	\$947,519	\$4,822	0.5%	64	3.4%
3324	\$1,719,995	\$4,643	0.3%	34	3.5%
3325	\$383,800	\$10,167	2.6%	60	3.0%
3326	\$43,322	\$2,394	5.5%	23	2.9%
3327	\$300,776	\$5,713	1.9%	61	3.0%
3328	\$28,245	\$45	0.2%	5	1.7%
3329	\$5,217,119	\$42,270	0.8%	178	4.0%
333 <sup>p</sup>	\$5,995,739	\$87,526	1.5%	283	2.8%
3331	\$828,131	\$3,805	0.5%	20	2.1%
3332	\$392,010	\$12,616	3.2%	27	2.8%
3333	\$2,520,695	\$21,827	0.9%	101	3.7%
3334	\$308,401	\$18,121	5.9%	58	3.7%
3335	\$183,914	\$1,647	0.9%	26	2.8%
3336	\$834,908	\$2,879	0.3%	40	2.4%
3339	\$927,679	\$26,630	2.9%	107	2.6%
334 <sup>q</sup>	\$28,035,266	\$409,503	1.5%	447	3.2%
3341	\$3,720,067	\$79,646	2.1%	126	4.7%
3342	\$8,402,204	\$129,910	1.5%	128	3.6%
3343	\$121,087	\$7,388	6.1%	51	5.4%
3344	\$2,556,345	\$6,502	0.3%	90	2.5%
3345	\$13,160,142	\$181,187	1.4%	184	2.5%
3346	\$75,421	\$4,870	6.5%	30	5.3%

<sup>a</sup> Subsector 311—Food Manufacturing  
<sup>b</sup> Subsector 312—Beverage & Tobacco Product Manufacturing  
<sup>c</sup> Subsector 313—Textile Mills  
<sup>d</sup> Subsector 314—Textile Product Mills  
<sup>e</sup> Subsector 315—Apparel Manufacturing  
<sup>f</sup> Subsector 316—Leather & Allied Product Manufacturing  
<sup>g</sup> Subsector 321—Wood Product Manufacturing  
<sup>h</sup> Subsector 322—Paper Manufacturing  
<sup>i</sup> Subsector 323—Printing and Related Support Activities  
<sup>j</sup> Subsector 324—Petroleum and Coal Products Manufacturing  
<sup>k</sup> Subsector 325—Chemical Manufacturing  
<sup>l</sup> Subsector 326—Plastics and Rubber Products Manufacturing  
<sup>m</sup> Subsector 327—Nonmetallic Mineral Product Manufacturing  
<sup>n</sup> Subsector 331—Primary Metal Manufacturing  
<sup>o</sup> Subsector 332—Fabricated Metal Product Manufacturing  
<sup>p</sup> Subsector 333—Machinery Manufacturing  
<sup>q</sup> Subsector 334—Computer and Electronic Product Manufacturing

NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
335 <sup>f</sup>	\$1,922,811	\$43,626	2.3%	217	4.2%
3351	\$84,472	\$2,171	2.6%	41	4.7%
3352	\$21,316	\$1,060	5.0%	20	7.7%
3353	\$731,421	\$11,095	1.5%	78	3.7%
3359	\$1,085,602	\$29,301	2.7%	131	4.1%
336 <sup>g</sup>	\$110,638,535	\$232,440	0.2%	244	3.1%
3361	\$1,542,322	\$3,438	0.2%	4	1.2%
3362	\$1,346,084	\$2,945	0.2%	27	3.6%
3363	\$634,407	\$3,422	0.5%	51	3.3%
3364	\$82,897,347	\$149,268	0.2%	123	2.9%
3365	\$13,259	\$275	2.1%	3	7.5%
3366	\$17,454,729	\$29,544	0.2%	53	3.0%
3369	\$6,750,387	\$43,548	0.6%	38	4.1%
337 <sup>h</sup>	\$1,246,253	\$91,941	7.4%	140	5.9%
3371	\$402,551	\$33,968	8.4%	54	5.8%
3372	\$827,856	\$57,732	7.0%	102	6.1%
3379	\$15,846	\$242	1.5%	9	5.9%
339 <sup>i</sup>	\$3,155,189	\$112,804	3.6%	281	3.6%
3391	\$2,043,789	\$70,833	3.5%	147	3.7%
3399	\$1,111,400	\$41,971	3.8%	155	3.8%

<sup>f</sup> Subsector 335—Electrical Equipment, Appliance and Component Manufacturing  
<sup>g</sup> Subsector 336—Transportation Equipment Manufacturing  
<sup>h</sup> Subsector 337—Furniture and Related Product Manufacturing  
<sup>i</sup> Subsector 339—Miscellaneous Manufacturing

Sector 42 Wholesale Trade					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
42	\$21,972,047	\$233,595	1.1%	646	3.7%
423 <sup>a</sup>	\$7,924,596	\$223,184	2.8%	577	4.1%
4231	\$107,525	\$739	0.7%	21	3.1%
4232	\$58,849	\$7,403	12.6%	46	7.8%
4233	\$343,784	\$4,718	1.4%	23	3.8%
4234	\$2,730,597	\$159,788	5.9%	338	5.0%
4235	\$47,624	\$164	0.3%	5	1.6%
4236	\$354,474	\$4,469	1.3%	79	3.8%
4237	\$62,566	\$6,430	10.3%	62	4.7%
4238	\$1,194,616	\$37,791	3.2%	89	3.0%
4239	\$3,024,561	\$1,682	0.1%	49	5.5%
424 <sup>b</sup>	\$14,005,880	\$9,877	0.1%	119	3.1%
4241	\$53,593	\$2,215	4.1%	45	7.2%
4242	\$5,335,157	\$3,119	0.1%	9	3.8%
4243	\$9,419	\$2,247	23.9%	7	4.4%
4244	\$5,361,077	\$671	0.0%	12	1.2%
4245	\$484,972	\$0	0.0%	0	0.0%
4246	\$41,288	\$478	1.2%	19	3.7%
4247	\$2,629,247	\$363	0.0%	14	1.7%
4248	\$409	\$0	0.0%	0	0.0%
4249	\$90,719	\$784	0.9%	20	3.3%
425 <sup>c</sup>	\$29,128	\$91	0.3%	3	1.6%
4251	\$29,128	\$91	0.3%	3	1.6%

<sup>a</sup> Subsector 423—Merchant Wholesalers, Durable Goods  
<sup>b</sup> Subsector 424—Merchant Wholesalers, Nondurable Goods  
<sup>c</sup> Subsector 425—Wholesale Electronic Markets and Agents and Brokers

Sector 44-45 Retail Trade					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
44-45	\$3,874,977	\$32,261	0.8%	229	3.4%
441 <sup>a</sup>	\$96,509	\$123	0.1%	14	1.3%
4411	\$9,802	\$123	1.3%	1	0.8%
4412	\$68,182	(\$50)	-0.1%	10	1.7%
4413	\$18,525	\$50	0.3%	3	0.8%
442 <sup>b</sup>	\$85,547	\$3,373	3.9%	31	5.2%
4421	\$79,690	\$2,759	3.5%	19	4.8%
4422	\$5,857	\$614	10.5%	12	5.6%
443 <sup>c</sup>	\$2,135,048	\$16,198	0.8%	65	4.3%
4431	\$2,135,048	\$16,198	0.8%	65	4.3%
444 <sup>d</sup>	\$204,473	\$4,481	2.2%	29	3.0%
4441	\$201,234	\$4,435	2.2%	25	3.3%
4442	\$3,239	\$46	1.4%	6	3.0%
445 <sup>e</sup>	\$568,126	\$0	0.0%	0	0.0%
4451	\$284,535	\$0	0.0%	0	0.0%
4452	\$283,568	\$0	0.0%	0	0.0%
4453	\$23	\$0	0.0%	0	0.0%
446 <sup>f</sup>	\$506,388	\$3,271	0.6%	16	4.4%
4461	\$506,388	\$3,271	0.6%	16	4.4%
447 <sup>g</sup>	\$23,022	\$0	0.0%	0	0.0%
4471	\$23,022	\$0	0.0%	0	0.0%
448 <sup>h</sup>	\$14,959	\$463	3.1%	12	3.9%
4481	\$13,248	\$463	3.5%	12	4.7%
4482	\$1,010	\$0	0.0%	0	0.0%
4483	\$701	\$0	0.0%	0	0.0%
451 <sup>i</sup>	\$13,271	\$1,077	8.1%	13	3.2%
4511	\$11,788	\$1,077	9.1%	12	3.7%
4512	\$1,483	\$0	0.0%	1	1.2%
452 <sup>j</sup>	\$7,255	\$56	0.8%	4	3.4%
4521	\$178	\$0	0.0%	0	0.0%
4529	\$7,077	\$56	0.8%	4	3.6%
453 <sup>k</sup>	\$155,215	\$2,681	1.7%	57	4.8%
4531	\$5,340	\$0	0.0%	0	0.0%
4532	\$110,282	\$948	0.9%	30	4.3%
4533	\$380	\$0	0.0%	0	0.0%
4539	\$39,213	\$1,734	4.4%	29	6.0%
454 <sup>l</sup>	\$65,166	\$538	0.8%	16	2.5%
4541	\$6,099	\$11	0.2%	4	2.9%
4542	\$68	\$0	0.0%	0	0.0%
4543	\$58,998	\$527	0.9%	12	2.4%

<sup>a</sup> Subsector 441—Motor Vehicle and Parts Dealers  
<sup>b</sup> Subsector 442—Furniture and Home Furnishings Stores  
<sup>c</sup> Subsector 443—Electronics and Appliance Stores  
<sup>d</sup> Subsector 444—Building Material and Garden Equipment and Supplies Dealers  
<sup>e</sup> Subsector 445—Food and Beverage Stores  
<sup>f</sup> Subsector 446—Health and Personal Care Stores  
<sup>g</sup> Subsector 447—Gasoline Stations  
<sup>h</sup> Subsector 448—Clothing and Clothing Accessories Stores  
<sup>i</sup> Subsector 451—Sporting Good, Hobby, Book and Music Stores  
<sup>j</sup> Subsector 452—General Merchandise Stores  
<sup>k</sup> Subsector 453—Miscellaneous Store Retailers  
<sup>l</sup> Subsector 454—Nonstore Retailers

Sector 48-49 Transportation and Warehousing					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
48-49	\$17,691,430	\$372,466	2.1%	228	4.2%
481 <sup>a</sup>	\$6,131,121	\$130,615	2.1%	15	2.3%
4811	\$799,568	\$116	0.0%	2	1.6%
4812	\$5,331,553	\$130,500	2.4%	13	2.3%
482 <sup>b</sup>	\$286	\$0	0.0%	0	0.0%
4821	\$286	\$0	0.0%	0	0.0%
483 <sup>c</sup>	\$3,649,606	\$1,101	0.0%	3	0.9%
4831	\$3,631,842	\$172	0.0%	3	1.2%
4832	\$17,764	\$929	5.2%	1	1.2%
484 <sup>d</sup>	\$343,070	\$32,642	9.5%	54	4.4%
4841	\$87,576	\$1,970	2.2%	9	2.7%
4842	\$255,494	\$30,672	12.0%	46	4.7%
485 <sup>e</sup>	\$497,284	\$38,070	7.7%	42	5.3%
4851	\$127,339	\$6,418	5.0%	4	2.3%
4852	\$2,909	\$0	0.0%	0	0.0%
4853	\$24,359	\$3,381	13.9%	7	8.0%
4854	\$70,006	\$257	0.4%	5	4.2%
4855	\$8,883	\$629	7.1%	4	1.6%
4859	\$263,788	\$27,385	10.4%	29	8.9%
486 <sup>f</sup>	\$21,856	\$0	0.0%	0	0.0%
4861	\$650	\$0	0.0%	0	0.0%
4862	\$20,628	\$0	0.0%	0	0.0%
4869	\$578	\$0	0.0%	0	0.0%
487 <sup>g</sup>	\$1,519	\$53	3.5%	2	3.3%
4871	\$396	\$0	0.0%	0	0.0%
4872	\$1,122	\$53	4.7%	2	4.7%
4879	\$2	\$0	0.0%	0	0.0%
488 <sup>h</sup>	\$5,915,864	\$111,034	1.9%	64	3.6%
4881	\$4,627,196	\$104,068	2.2%	42	6.4%
4882	\$7,425	\$16	0.2%	1	2.3%
4883	\$357,478	\$2,483	0.7%	3	0.8%
4884	\$42,701	\$30	0.1%	6	2.6%
4885	\$825,196	\$233	0.0%	5	4.1%
4889	\$55,868	\$4,204	7.5%	8	2.2%
491 <sup>i</sup>	\$99,044	\$1,812	1.8%	7	5.1%
4911	\$99,044	\$1,812	1.8%	7	5.1%
492 <sup>j</sup>	\$291,079	\$8,584	2.9%	25	6.9%
4921	\$270,555	\$5,215	1.9%	22	8.0%
4922	\$20,523	\$3,369	16.4%	6	5.1%
493 <sup>k</sup>	\$740,702	\$48,554	6.6%	42	6.7%
4931	\$740,702	\$48,554	6.6%	42	6.7%

<sup>a</sup> Subsector 481—Air Transportation  
<sup>b</sup> Subsector 482—Rail Transportation  
<sup>c</sup> Subsector 483—Water Transportation  
<sup>d</sup> Subsector 484—Truck Transportation  
<sup>e</sup> Subsector 485—Transit and Ground Passenger Transportation  
<sup>f</sup> Subsector 486—Pipeline Transportation  
<sup>g</sup> Subsector 487—Scenic and Sightseeing Transportation  
<sup>h</sup> Subsector 488—Support Activities for Transportation  
<sup>i</sup> Subsector 491—Postal Service  
<sup>j</sup> Subsector 492—Couriers and Messengers  
<sup>k</sup> Subsector 493—Warehousing and Storage

Sector 51 Information					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
51	\$11,616,152	\$166,772	1.4%	256	2.8%
511 <sup>a</sup>	\$1,788,357	\$33,637	1.9%	98	2.3%
5111	\$472,971	\$12,740	2.7%	29	2.3%
5112	\$1,315,386	\$20,897	1.6%	72	2.3%
512 <sup>b</sup>	\$70,213	\$3,578	5.1%	18	3.1%
5121	\$65,883	\$3,384	5.1%	17	3.4%
5122	\$4,330	\$194	4.5%	1	1.1%
515 <sup>c</sup>	\$61,301	\$248	0.4%	7	1.0%
5151	\$47,771	\$43	0.1%	1	0.2%
5152	\$13,529	\$204	1.5%	6	2.1%
517 <sup>d</sup>	\$7,068,972	\$67,519	1.0%	67	2.9%
5171	\$4,222,332	\$36,558	0.9%	25	2.5%
5172	\$406,588	\$13,069	3.2%	11	2.7%
5174	\$915,669	\$3,094	0.3%	13	3.4%
5179	\$1,293,894	\$14,797	1.1%	40	4.2%
518 <sup>e</sup>	\$1,355,785	\$57,927	4.3%	67	5.0%
5182	\$1,355,785	\$57,927	4.3%	67	5.0%
519 <sup>f</sup>	\$553,941	\$3,863	0.7%	32	2.8%
5191	\$553,941	\$3,863	0.7%	32	2.8%

<sup>a</sup> Subsector 511—Publishing Industries (except Internet)  
<sup>b</sup> Subsector 512—Motion Picture and Sound Recording Industries  
<sup>c</sup> Subsector 515—Broadcasting (except Internet)  
<sup>d</sup> Subsector 517—Telecommunications  
<sup>e</sup> Subsector 518—Data Processing, Hosting, and Related Services  
<sup>f</sup> Subsector 519—Other Information Services

Sector 52 Finance and Insurance					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
52	\$14,053,064	\$77,247	0.5%	19	2.1%
521 <sup>a</sup>	\$425	\$0	0.0%	0	0.0%
5211	\$425	\$0	0.0%	0	0.0%
522 <sup>b</sup>	\$1,169,600	\$5,247	0.4%	8	3.3%
5221	\$22,239	\$0	0.0%	0	0.0%
5222	\$2,107	\$0	0.0%	1	2.8%
5223	\$1,145,254	\$5,247	0.5%	7	4.8%
523 <sup>c</sup>	\$1,232,100	\$38	0.0%	1	0.3%
5231	\$258,595	\$0	0.0%	0	0.0%
5232	\$160	\$0	0.0%	0	0.0%
5239	\$973,344	\$38	0.0%	1	0.4%
524 <sup>d</sup>	\$11,642,425	\$71,919	0.6%	9	3.1%
5241	\$11,287,478	\$43,849	0.4%	5	3.2%
5242	\$354,947	\$28,070	7.9%	5	3.4%
525 <sup>e</sup>	\$8,515	\$42	0.5%	1	2.3%
5251	\$9,682	\$42	0.4%	1	3.6%
5259	-\$1,167	\$0	0.0%	0	0.0%

<sup>a</sup> Subsector 521—Monetary Authorities-Central Bank  
<sup>b</sup> Subsector 522—Credit Intermediation and Related Activities  
<sup>c</sup> Subsector 523—Financial Investments and Related Activities  
<sup>d</sup> Subsector 524—Insurance Carriers and Related Activities  
<sup>e</sup> Subsector 525—Funds, Trusts and Other Financial Vehicles

<b>Sector 53</b>					
<b>Real Estate and Rental and Leasing</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
53	\$1,605,089	\$69,981	4.4%	112	1.7%
531 <sup>a</sup>	\$807,706	\$33,303	4.1%	40	1.0%
5311	\$202,817	\$4,501	2.2%	17	0.8%
5312	\$146,271	\$354	0.2%	3	3.1%
5313	\$458,618	\$28,448	6.2%	25	1.6%
532 <sup>b</sup>	\$797,147	\$36,677	4.6%	73	2.7%
5321	\$136,105	\$1,006	0.7%	14	2.4%
5322	\$94,251	\$1,524	1.6%	14	2.9%
5323	\$1,214	\$2	0.2%	1	1.0%
5324	\$565,578	\$34,146	6.0%	51	3.0%
533 <sup>c</sup>	\$235	\$0	0.0%	0	0.0%
5331	\$235	\$0	0.0%	0	0.0%

<sup>a</sup> Subsector 531—Real Estate  
<sup>b</sup> Subsector 532—Rental and Leasing Services  
<sup>c</sup> Subsector 533—Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)

<b>Sector 56</b>					
<b>Administrative and Support, Waste Management and Remediation Services</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
56	\$43,086,067	\$1,530,429	3.6%	1,268	6.1%
561 <sup>a</sup>	\$36,074,637	\$1,296,070	3.6%	1,094	6.3%
5611	\$1,148,362	\$234,509	20.4%	147	13.2%
5612	\$23,285,777	\$377,234	1.6%	203	8.9%
5613	\$804,562	\$107,353	13.3%	122	10.5%
5614	\$1,149,790	\$88,380	7.7%	115	3.5%
5615	\$56,758	\$2,023	3.6%	6	3.5%
5616	\$5,677,991	\$253,870	4.5%	193	6.1%
5617	\$2,052,274	\$171,199	8.3%	452	7.7%
5619	\$1,899,123	\$61,503	3.2%	86	4.3%
562 <sup>b</sup>	\$7,011,431	\$234,359	3.3%	216	5.3%
5621	\$267,026	\$27,029	10.1%	49	3.1%
5622	\$2,071,277	\$5,750	0.3%	33	4.3%
5629	\$4,673,127	\$201,579	4.3%	161	7.2%

<sup>a</sup> Subsector 561—Administrative and Support Services  
<sup>b</sup> Subsector 562—Waste Management and Remediation Services

<b>Sector 54</b>					
<b>Professional, Scientific and Technical Services</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
54/541	\$141,155,310	\$4,773,969	3.4%	1,736	4.6%
5411	\$562,759	\$3,644	0.6%	23	1.2%
5412	\$1,012,701	\$27,419	2.7%	20	3.8%
5413	\$35,400,863	\$833,062	2.4%	599	6.1%
5414	\$79,106	\$4,033	5.1%	30	4.1%
5415	\$32,271,941	\$2,186,526	6.8%	644	7.4%
5416	\$18,244,765	\$1,040,914	5.7%	692	6.7%
5417	\$41,200,581	\$535,400	1.3%	122	1.7%
5418	\$1,140,999	\$4,665	0.4%	26	2.7%
5419	\$11,241,595	\$138,305	1.2%	217	3.3%

<b>Sector 61</b>					
<b>Educational Services</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
61/611	\$5,696,328	\$156,680	2.8%	367	4.8%
6111	\$5,696,328	\$156,680	2.8%	367	4.8%
6112	\$30,458	\$0	0.0%	1	0.7%
6113	\$9,299	\$0	0.0%	0	0.0%
6114	\$660,293	\$187	0.0%	9	0.8%
6115	\$2,036,203	\$65,016	3.2%	183	5.7%
6116	\$1,743,649	\$18,095	1.0%	21	4.1%
6117	\$492,563	\$58,359	11.8%	95	8.1%

<b>Sector 55</b>					
<b>Management of Companies and Enterprises</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
55/551	\$715	\$0	0.0%	0	0.0%
5551	\$715	\$0	0.0%	0	0.0%

<b>Sector 62</b>					
<b>Health Care and Social Assistance</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
62	\$6,913,478	\$330,137	4.8%	277	2.3%
621 <sup>a</sup>	\$4,541,618	\$183,339	4.0%	205	2.9%
6211	\$1,695,393	\$105,300	6.2%	66	2.2%
6212	\$138,072	\$2,212	1.6%	9	2.8%
6213	\$409,448	\$50,179	12.3%	88	6.1%
6214	\$1,541,315	\$1,807	0.1%	12	1.9%
6215	\$264,463	\$14,273	5.4%	37	3.6%
6216	\$55,510	\$915	1.6%	8	1.8%
6219	\$437,417	\$8,653	2.0%	31	3.6%
622 <sup>b</sup>	\$1,137,244	\$84,900	7.5%	42	3.0%
6221	\$1,129,265	\$84,893	7.5%	41	3.0%
6222	\$4,255	\$0	0.0%	0	0.0%
6223	\$3,724	\$7	0.2%	1	2.5%
623 <sup>c</sup>	\$676,511	\$58	0.0%	4	0.2%
6231	\$359,743	\$9	0.0%	2	0.1%
6232	\$27,768	\$49	0.2%	2	1.3%
6233	\$2,113	\$0	0.0%	0	0.0%
6239	\$286,887	\$0	0.0%	0	0.0%
624 <sup>d</sup>	\$558,105	\$61,840	11.1%	51	2.3%
6241	\$356,549	\$45,215	12.7%	14	1.8%
6242	\$67,637	\$481	0.7%	10	2.9%
6243	\$129,586	\$16,144	12.5%	27	2.6%
6244	\$4,333	\$0	0.0%	0	0.0%

<sup>a</sup> Subsector 621—Ambulatory Health Care Services  
<sup>b</sup> Subsector 622—Hospitals  
<sup>c</sup> Subsector 623—Nursing and Residential Care Facilities  
<sup>d</sup> Subsector 624—Social Assistance

<b>Sector 71</b>					
<b>Arts, Entertainment and Recreation</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
71	\$73,649	\$3,283	4.5%	44	2.1%
711 <sup>a</sup>	\$34,709	\$1,330	3.8%	32	2.3%
7111	\$5,849	\$476	8.1%	10	2.4%
7112	\$5,113	\$120	2.3%	9	7.9%
7113	\$6,140	\$8	0.1%	2	1.6%
7114	\$491	\$0	0.0%	0	0.0%
7115	\$17,117	\$726	4.2%	11	1.4%
712 <sup>b</sup>	\$16,803	\$5	0.0%	1	0.4%
7121	\$16,803	\$5	0.0%	1	0.4%
713 <sup>c</sup>	\$22,137	\$1,948	8.8%	13	2.5%
7131	\$383	\$0	0.0%	0	0.0%
7132	\$74	\$0	0.0%	0	0.0%
7139	\$21,681	\$1,948	9.0%	13	2.5%

<sup>a</sup> Subsector 711—Performing Arts, Spectator Sports and Related Industries  
<sup>b</sup> Subsector 712—Museums, Historical Sites and Similar Institutions  
<sup>c</sup> Subsector 713—Amusement, Gambling and Recreation Industries

<b>Sector 72</b>					
<b>Accommodation and Food Services</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
72	\$1,367,222	\$13,244	1.0%	45	0.8%
721 <sup>a</sup>	\$313,696	\$6,664	2.1%	27	0.6%
7211	\$302,316	\$6,579	2.2%	17	0.5%
7212	\$8,957	\$85	1.0%	10	1.5%
7213	\$2,424	\$0	0.0%	0	0.0%
722 <sup>b</sup>	\$1,053,526	\$6,580	0.6%	18	1.4%
7221	\$4,775	\$0	0.0%	0	0.0%
7222	\$21,965	\$0	0.0%	0	0.0%
7223	\$1,026,690	\$6,580	0.6%	18	1.6%
7224	\$96	\$0	0.0%	0	0.0%

<sup>a</sup> Subsector 721—Accommodation  
<sup>b</sup> Subsector 722—Food Services and Drinking Places

<b>Sector 81</b>					
<b>Other Services</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
81	\$3,688,231	\$119,239	3.2%	426	3.3%
811 <sup>a</sup>	\$3,233,883	\$79,561	2.5%	335	3.6%
8111	\$553,205	\$6,886	1.2%	25	1.9%
8112	\$1,927,127	\$59,430	3.1%	170	3.5%
8113	\$634,776	\$10,889	1.7%	130	4.1%
8114	\$118,775	\$2,356	2.0%	37	5.9%
812 <sup>b</sup>	\$262,898	\$36,711	14.0%	57	3.7%
8121	\$2,915	\$0	0.0%	1	2.8%
8122	\$19,862	\$15,509	78.1%	12	8.4%
8123	\$116,281	\$1,917	1.6%	19	2.7%
8129	\$123,839	\$19,285	15.6%	25	3.7%
813 <sup>c</sup>	\$191,411	\$2,967	1.5%	38	1.7%
8131	\$18,206	\$918	5.0%	26	3.0%
8132	\$7,308	\$0	0.0%	0	0.0%
8133	\$49,261	\$392	0.8%	3	0.7%
8134	\$3,104	\$95	3.1%	1	1.0%
8139	\$113,532	\$1,561	1.4%	8	1.0%

<sup>a</sup> Subsector 811—Repair and Maintenance  
<sup>b</sup> Subsector 812—Personal and Laundry Services  
<sup>c</sup> Subsector 813—Religious, Grantmaking, Civic, Professional and Similar Organizations

## APPENDIX L

### PROCUREMENT SHARES OF WOMAN-OWNED SMALL BUSINESSES

<b>Sector 11</b>					
<b>Agriculture, Forestry, Fishing and Hunting</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
11	\$459,608	\$63,547	13.8%	592	15.3%
111 <sup>a</sup>	\$66,533	\$2,444	3.7%	32	9.2%
1111	\$2,298	\$270	11.8%	3	5.7%
1112	\$1,279	\$0	0.0%	0	0.0%
1113	\$5,626	\$-	0.0%	0	0.0%
1114	\$2,190	\$(126)	-5.8%	13	13.7%
1119	\$55,139	\$2,300	4.2%	17	10.0%
112 <sup>b</sup>	\$83,821	\$5,910	7.1%	30	10.7%
1121	\$4,788	\$7	0.1%	1	1.9%
1122	\$146	\$0	0.0%	0	0.0%
1123	\$39,692	\$4,427	11.2%	5	12.5%
1124	\$756	\$716	94.7%	3	37.5%
1125	\$2,314	\$97	4.2%	8	14.8%
1129	\$36,125	\$664	1.8%	13	10.7%
113 <sup>c</sup>	\$16,538	\$459	2.8%	20	9.0%
1131	\$714	\$53	7.4%	5	11.4%
1132	\$4,670	\$133	2.9%	7	8.8%
1133	\$11,153	\$273	2.4%	8	7.7%
114 <sup>d</sup>	\$5,192	\$538	10.4%	12	12.8%
1141	\$4,120	\$63	1.5%	8	14.8%
1142	\$1,073	\$475	44.3%	4	9.8%
115 <sup>e</sup>	\$287,524	\$54,196	18.8%	511	16.6%
1151	\$20,936	\$1,569	7.5%	31	10.8%
1152	\$34,243	\$5,868	17.1%	17	14.4%
1153	\$232,345	\$46,758	20.1%	471	17.2%

<sup>a</sup> Subsector 111—Crop Production  
<sup>b</sup> Subsector 112—Animal Production and Aquaculture  
<sup>c</sup> Subsector 113—Forestry and Logging  
<sup>d</sup> Subsector 114—Fishing, Hunting and Trapping  
<sup>e</sup> Subsector 115—Support Activities for Agriculture and Forestry

<b>Sector 21</b>					
<b>Mining, Quarrying, and Oil &amp; Gas Extraction</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
21	\$222,497	\$13,196	5.9%	88	10.1%
211 <sup>a</sup>	\$91,769	\$3,036	3.3%	6	8.6%
2111	\$91,769	\$3,036	3.3%	6	8.6%
212 <sup>b</sup>	\$74,954	\$9,886	13.2%	62	10.5%
2121	\$13,688	\$3,760	27.5%	2	25.0%
2122	\$98	\$6	5.7%	1	11.1%
2123	\$61,167	\$6,121	10.0%	59	10.2%
213 <sup>c</sup>	\$55,775	\$273	0.5%	20	9.1%
2131	\$55,775	\$273	0.5%	20	9.1%

<sup>a</sup> Subsector 211—Oil and Gas Extraction  
<sup>b</sup> Subsector 212—Mining (except Oil and Gas)  
<sup>c</sup> Subsector 213—Support Activities for Mining

<b>Sector 22</b>					
<b>Utilities</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
22/221	\$2,448,202	\$26,830	1.1%	119	4.7%
2211	\$1,701,677	\$1,636	0.1%	31	3.2%
2212	\$196,567	\$16,438	8.4%	12	4.3%
2213	\$549,957	\$8,757	1.6%	76	5.3%

<b>Sector 23</b>					
<b>Construction</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
23	\$35,438,556	\$2,853,763	8.1%	2579	13.6%
236 <sup>a</sup>	\$23,494,110	\$1,723,418	7.3%	919	14.3%
2361	\$306,454	\$8,252	2.7%	80	13.3%
2362	\$23,187,656	\$1,715,167	7.4%	861	14.4%
237 <sup>b</sup>	\$7,810,063	\$605,527	7.8%	609	13.2%
2371	\$1,327,375	\$95,937	7.2%	238	13.7%
2372	\$2,479	\$569	22.9%	4	19.0%
2373	\$1,727,367	\$221,617	12.8%	245	14.2%
2379	\$4,752,841	\$287,404	6.0%	273	14.7%
238 <sup>c</sup>	\$4,134,383	\$524,817	12.7%	1732	14.8%
2381	\$601,951	\$101,837	16.9%	353	18.6%
2382	\$1,747,149	\$238,685	13.7%	892	13.8%
2383	\$305,299	\$37,694	12.3%	359	18.7%
2389	\$1,479,983	\$146,601	9.9%	525	15.9%

<sup>a</sup> Subsector 236—Construction of Buildings  
<sup>b</sup> Subsector 237—Heavy and Civil Engineering Construction  
<sup>c</sup> Subsector 238—Specialty Trade Contractors

Sector 31–33 Manufacturing					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
31-33	\$197,552,121	\$2,764,697	1.4%	6163	11.5%
311 <sup>a</sup>	\$5,516,019	\$135,603	2.5%	135	10.0%
3111	\$108,941	\$87	0.1%	9	10.3%
3112	\$724,474	\$30,506	4.2%	10	11.2%
3113	\$92,275	\$52	0.1%	3	5.8%
3114	\$1,036,968	\$5,116	0.5%	19	10.7%
3115	\$623,609	\$19,401	3.1%	14	7.0%
3116	\$1,632,318	\$30,078	1.8%	21	8.9%
3117	\$86,083	\$16,753	19.5%	5	11.6%
3118	\$566,482	\$4,827	0.9%	19	6.1%
3119	\$644,869	\$28,783	4.5%	66	15.9%
312 <sup>b</sup>	\$367,410	\$7,126	1.9%	29	5.3%
3121	\$284,321	\$7,126	2.5%	29	5.3%
3122	\$83,089	\$0	0.0%	0	0.0%
313 <sup>c</sup>	\$123,029	\$5,452	4.4%	77	17.2%
3131	\$4,273	\$646	15.1%	7	19.4%
3132	\$42,072	\$3,217	7.6%	42	18.2%
3133	\$76,685	\$1,588	2.1%	37	16.3%
314 <sup>d</sup>	\$471,591	\$32,808	7.0%	241	20.4%
3141	\$43,511	\$7,447	17.1%	76	22.7%
3149	\$428,080	\$25,360	5.9%	168	19.4%
315 <sup>e</sup>	\$2,172,060	\$111,275	5.1%	229	19.1%
3151	\$19,825	\$660	3.3%	11	20.0%
3152	\$1,000,050	\$52,179	5.2%	108	20.2%
3159	\$1,152,185	\$58,437	5.1%	145	17.6%
316 <sup>f</sup>	\$135,725	\$7,659	5.6%	63	17.4%
3161	\$709	\$22	3.1%	3	25.0%
3162	\$109,523	\$405	0.4%	17	11.8%
3169	\$25,493	\$7,232	28.4%	46	20.0%
321 <sup>g</sup>	\$156,633	\$10,176	6.5%	120	16.2%
3211	\$5,619	\$1,132	20.1%	25	21.4%
3212	\$31,226	\$3,273	10.5%	17	21.0%
3219	\$119,788	\$5,771	4.8%	89	15.0%
322 <sup>h</sup>	\$508,728	\$26,501	5.2%	154	18.3%
3221	\$288,254	\$10,014	3.5%	29	17.0%
3222	\$220,474	\$16,487	7.5%	136	18.8%
323 <sup>i</sup>	\$108,298	\$11,100	10.2%	167	16.9%
3231	\$108,298	\$11,100	10.2%	167	16.9%
324 <sup>j</sup>	\$18,345,882	\$63,673	0.3%	61	7.9%
3241	\$18,345,882	\$63,673	0.3%	61	7.9%
325 <sup>k</sup>	\$8,554,538	\$58,043	0.7%	409	10.9%
3251	\$311,836	\$6,040	1.9%	74	9.4%
3252	\$35,441	\$788	2.2%	41	13.9%
3253	\$8,459	\$598	7.1%	19	11.3%
3254	\$6,906,382	\$16,144	0.2%	62	6.1%
3255	\$95,932	\$12,461	13.0%	103	17.5%
3256	\$481,422	\$2,104	0.4%	55	14.5%
3259	\$715,066	\$19,908	2.8%	142	13.6%

NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
326 <sup>l</sup>	\$531,683	\$50,934	9.6%	369	17.2%
3261	\$222,050	\$17,604	7.9%	279	18.4%
3262	\$309,633	\$33,330	10.8%	121	15.6%
327 <sup>m</sup>	\$175,380	\$11,270	6.4%	159	14.1%
3271	\$18,295	\$993	5.4%	20	17.7%
3272	\$50,539	\$2,020	4.0%	24	13.8%
3273	\$66,780	\$2,898	4.3%	44	11.6%
3274	\$915	\$391	42.7%	2	12.5%
3279	\$38,850	\$4,969	12.8%	85	16.5%
331 <sup>n</sup>	\$483,315	\$22,783	4.7%	198	14.9%
3311	\$33,085	\$3,570	10.8%	42	15.1%
3312	\$45,627	\$7,274	15.9%	107	18.6%
3313	\$72,535	\$3,634	5.0%	50	16.5%
3314	\$320,366	\$7,747	2.4%	72	18.4%
3315	\$11,702	\$559	4.8%	22	15.3%
332 <sup>o</sup>	\$8,908,039	\$349,843	3.9%	1358	14.6%
3321	\$68,266	\$5,192	7.6%	108	18.2%
3322	\$198,996	\$84,704	42.6%	162	16.5%
3323	\$947,519	\$44,488	4.7%	258	13.8%
3324	\$1,719,995	\$32,504	1.9%	138	14.1%
3325	\$383,800	\$26,532	6.9%	319	16.0%
3326	\$43,322	\$8,762	20.2%	143	17.8%
3327	\$300,776	\$21,813	7.3%	357	17.3%
3328	\$28,245	\$7,425	26.3%	54	18.1%
3329	\$5,217,119	\$118,421	2.3%	678	15.2%
333 <sup>p</sup>	\$5,995,739	\$190,763	3.2%	1165	11.4%
3331	\$828,131	\$9,179	1.1%	91	9.4%
3332	\$392,010	\$15,575	4.0%	123	12.7%
3333	\$2,520,695	\$65,525	2.6%	338	12.4%
3334	\$308,401	\$17,553	5.7%	205	13.1%
3335	\$183,914	\$6,934	3.8%	121	12.9%
3336	\$834,908	\$19,536	2.3%	211	12.5%
3339	\$927,679	\$56,461	6.1%	498	12.0%
334 <sup>q</sup>	\$28,035,266	\$774,008	2.8%	1641	11.6%
3341	\$3,720,067	\$241,837	6.5%	398	14.7%
3342	\$8,402,204	\$283,968	3.4%	447	12.5%
3343	\$121,087	\$26,866	22.2%	174	18.4%
3344	\$2,556,345	\$55,154	2.2%	459	12.9%
3345	\$13,160,142	\$163,833	1.2%	713	9.7%
3346	\$75,421	\$2,350	3.1%	69	12.3%

<sup>a</sup> Subsector 311—Food Manufacturing  
<sup>b</sup> Subsector 312—Beverage & Tobacco Product Manufacturing  
<sup>c</sup> Subsector 313—Textile Mills  
<sup>d</sup> Subsector 314—Textile Product Mills  
<sup>e</sup> Subsector 315—Apparel Manufacturing  
<sup>f</sup> Subsector 316—Leather & Allied Product Manufacturing  
<sup>g</sup> Subsector 321—Wood Product Manufacturing  
<sup>h</sup> Subsector 322—Paper Manufacturing  
<sup>i</sup> Subsector 323—Printing and Related Support Activities  
<sup>j</sup> Subsector 324—Petroleum and Coal Products Manufacturing  
<sup>k</sup> Subsector 325—Chemical Manufacturing  
<sup>l</sup> Subsector 326—Plastics and Rubber Products Manufacturing  
<sup>m</sup> Subsector 327—Nonmetallic Mineral Product Manufacturing  
<sup>n</sup> Subsector 331—Primary Metal Manufacturing  
<sup>o</sup> Subsector 332—Fabricated Metal Product Manufacturing  
<sup>p</sup> Subsector 333—Machinery Manufacturing  
<sup>q</sup> Subsector 334—Computer and Electronic Product Manufacturing

NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
335 <sup>r</sup>	\$1,922,811	\$124,315	6.5%	735	14.1%
3351	\$84,472	\$11,668	13.8%	145	16.5%
3352	\$21,316	\$2,730	12.8%	43	16.5%
3353	\$731,421	\$41,731	5.7%	286	13.6%
3359	\$1,085,602	\$68,186	6.3%	482	15.0%
336 <sup>s</sup>	\$110,638,535	\$466,250	0.4%	989	12.6%
3361	\$1,542,322	\$27,927	1.8%	31	9.2%
3362	\$1,346,084	\$9,321	0.7%	98	13.0%
3363	\$634,407	\$20,439	3.2%	215	14.0%
3364	\$82,897,347	\$306,159	0.4%	609	14.5%
3365	\$13,259	\$258	1.9%	4	10.0%
3366	\$17,454,729	\$74,459	0.4%	181	10.4%
3369	\$6,750,387	\$27,687	0.4%	117	12.6%
337 <sup>t</sup>	\$1,246,253	\$144,479	11.6%	447	18.7%
3371	\$402,551	\$58,355	14.5%	158	17.0%
3372	\$827,856	\$85,619	10.3%	325	19.5%
3379	\$15,846	\$505	3.2%	33	21.7%
339 <sup>u</sup>	\$3,155,189	\$160,637	5.1%	1051	13.6%
3391	\$2,043,789	\$56,250	2.8%	412	10.4%
3399	\$1,111,400	\$104,387	9.4%	684	16.7%

<sup>r</sup> Subsector 335—Electrical Equipment, Appliance and Component Manufacturing  
<sup>s</sup> Subsector 336—Transportation Equipment Manufacturing  
<sup>t</sup> Subsector 337—Furniture and Related Product Manufacturing  
<sup>u</sup> Subsector 339—Miscellaneous Manufacturing

Sector 42 Wholesale Trade					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
42	\$21,972,047	\$428,073	1.9%	2216	12.7%
423 <sup>a</sup>	\$7,924,596	\$275,680	3.5%	1804	12.7%
4231	\$107,525	\$1,691	1.6%	72	10.5%
4232	\$58,849	\$7,475	12.7%	117	19.8%
4233	\$343,784	\$3,163	0.9%	97	15.8%
4234	\$2,730,597	\$165,710	6.1%	861	12.8%
4235	\$47,624	\$883	1.9%	41	12.9%
4236	\$354,474	\$58,441	16.5%	280	13.3%
4237	\$62,566	\$6,340	10.1%	180	13.6%
4238	\$1,194,616	\$28,939	2.4%	341	11.6%
4239	\$3,024,561	\$3,038	0.1%	132	14.8%
424 <sup>b</sup>	\$14,005,880	\$148,244	1.1%	497	13.0%
4241	\$53,593	\$6,926	12.9%	130	20.8%
4242	\$5,335,157	\$41,110	0.8%	14	5.9%
4243	\$9,419	\$3,539	37.6%	38	23.9%
4244	\$5,361,077	\$73,638	1.4%	107	11.1%
4245	\$484,972	\$1,963	0.4%	4	5.2%
4246	\$41,288	\$2,221	5.4%	68	13.1%
4247	\$2,629,247	\$10,533	0.4%	82	10.2%
4248	\$409	\$20	5.0%	1	12.5%
4249	\$90,719	\$8,293	9.1%	79	13.0%
425 <sup>c</sup>	\$29,128	\$646	2.2%	16	8.4%
4251	\$29,128	\$646	2.2%	16	8.4%

<sup>a</sup> Subsector 423—Merchant Wholesalers, Durable Goods  
<sup>b</sup> Subsector 424—Merchant Wholesalers, Nondurable Goods  
<sup>c</sup> Subsector 425—Wholesale Electronic Markets and Agents and Brokers

Sector 44–45 Retail Trade					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
44-45	\$3,874,977	\$320,100	8.3%	981	14.5%
441 <sup>a</sup>	\$96,509	\$4,348	4.5%	96	9.2%
4411	\$9,802	\$56	0.6%	5	4.1%
4412	\$68,182	\$3,530	5.2%	58	9.8%
4413	\$18,525	\$762	4.1%	34	9.6%
442 <sup>b</sup>	\$85,547	\$14,149	16.5%	105	17.7%
4421	\$79,690	\$12,063	15.1%	63	15.8%
4422	\$5,857	\$2,085	35.6%	42	19.7%
443 <sup>c</sup>	\$2,135,048	\$242,716	11.4%	241	16.0%
4431	\$2,135,048	\$242,716	11.4%	241	16.0%
444 <sup>d</sup>	\$204,473	\$30,952	15.1%	124	12.9%
4441	\$201,234	\$30,797	15.3%	109	14.2%
4442	\$3,239	\$155	4.8%	15	7.5%
445 <sup>e</sup>	\$568,126	\$3,875	0.7%	30	15.9%
4451	\$284,535	\$3,470	1.2%	24	17.3%
4452	\$283,568	\$405	0.1%	7	13.0%
4453	\$23	\$0	0.0%	0	0.0%
446 <sup>f</sup>	\$506,388	\$3,177	0.6%	47	12.8%
4461	\$506,388	\$3,177	0.6%	47	12.8%
447 <sup>g</sup>	\$23,022	\$197	0.9%	7	6.4%
4471	\$23,022	\$197	0.9%	7	6.4%
448 <sup>h</sup>	\$14,959	\$1,207	8.1%	41	13.4%
4481	\$13,248	\$1,129	8.5%	37	14.3%
4482	\$1,010	\$56	5.6%	4	8.9%
4483	\$701	\$22	3.1%	2	10.5%
451 <sup>i</sup>	\$13,271	\$1,856	14.0%	61	15.0%
4511	\$11,788	\$1,770	15.0%	50	15.4%
4512	\$1,483	\$86	5.8%	11	12.8%
452 <sup>j</sup>	\$7,255	\$102	1.4%	10	8.5%
4521	\$178	\$1	0.6%	1	9.1%
4529	\$7,077	\$101	1.4%	9	8.2%
453 <sup>k</sup>	\$155,215	\$14,874	9.6%	228	19.2%
4531	\$5,340	\$2,402	45.0%	7	24.1%
4532	\$110,282	\$9,998	9.1%	129	18.4%
4533	\$380	\$5	1.3%	3	21.4%
4539	\$39,213	\$2,469	6.3%	94	19.3%
454 <sup>l</sup>	\$65,166	\$2,646	4.1%	61	9.4%
4541	\$6,099	\$150	2.5%	17	12.1%
4542	\$68	\$0	0.0%	0	0.0%
4543	\$58,998	\$2,496	4.2%	44	8.6%

<sup>a</sup> Subsector 441—Motor Vehicle and Parts Dealers  
<sup>b</sup> Subsector 442—Furniture and Home Furnishings Stores  
<sup>c</sup> Subsector 443—Electronics and Appliance Stores  
<sup>d</sup> Subsector 444—Building Material and Garden Equipment and Supplies Dealers  
<sup>e</sup> Subsector 445—Food and Beverage Stores  
<sup>f</sup> Subsector 446—Health and Personal Care Stores  
<sup>g</sup> Subsector 447—Gasoline Stations  
<sup>h</sup> Subsector 448—Clothing and Clothing Accessories Stores  
<sup>i</sup> Subsector 451—Sporting Good, Hobby, Book and Music Stores  
<sup>j</sup> Subsector 452—General Merchandise Stores  
<sup>k</sup> Subsector 453—Miscellaneous Store Retailers  
<sup>l</sup> Subsector 454—Nonstore Retailers

Sector 48–49 Transportation and Warehousing					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
48-49	\$17,691,430	\$228,392	1.3%	660	12.0%
481 <sup>a</sup>	\$6,131,121	\$59,618	1.0%	68	10.5%
4811	\$799,568	\$31	0.0%	3	2.4%
4812	\$5,331,553	\$59,587	1.1%	66	11.8%
482 <sup>b</sup>	\$286	\$0	0.0%	0	0.0%
4821	\$286	\$0	0.0%	0	0.0%
483 <sup>c</sup>	\$3,649,606	\$9,341	0.3%	18	5.6%
4831	\$3,631,842	\$6,091	0.2%	12	4.9%
4832	\$17,764	\$3,250	18.3%	7	8.5%
484 <sup>d</sup>	\$343,070	\$19,897	5.8%	208	16.8%
4841	\$87,576	\$1,876	2.1%	31	9.4%
4842	\$255,494	\$18,021	7.1%	186	19.0%
485 <sup>e</sup>	\$497,284	\$28,794	5.8%	99	12.4%
4851	\$127,339	\$5,841	4.6%	16	9.4%
4852	\$2,909	\$231	7.9%	1	6.3%
4853	\$24,359	\$2,918	12.0%	8	9.2%
4854	\$70,006	\$652	0.9%	5	4.2%
4855	\$8,883	\$809	9.1%	44	18.1%
4859	\$263,788	\$18,343	7.0%	41	12.6%
486 <sup>f</sup>	\$21,856	\$0	0.0%	0	0.0%
4861	\$650	\$0	0.0%	0	0.0%
4862	\$20,628	\$0	0.0%	0	0.0%
4869	\$578	\$0	0.0%	0	0.0%
487 <sup>g</sup>	\$1,519	\$129	8.5%	6	10.0%
4871	\$396	\$0	0.0%	2	13.3%
4872	\$1,122	\$129	11.5%	4	9.3%
4879	\$2	\$0	0.0%	0	0.0%
488 <sup>h</sup>	\$5,915,864	\$43,389	0.7%	156	8.8%
4881	\$4,627,196	\$25,267	0.5%	52	7.9%
4882	\$7,425	\$910	12.3%	5	11.4%
4883	\$357,478	\$7,942	2.2%	23	6.0%
4884	\$42,701	\$1,491	3.5%	28	12.1%
4885	\$825,196	\$240	0.0%	10	8.3%
4889	\$55,868	\$7,539	13.5%	38	10.5%
491 <sup>i</sup>	\$99,044	\$629	0.6%	8	5.9%
4911	\$99,044	\$629	0.6%	8	5.9%
492 <sup>j</sup>	\$291,079	\$8,072	2.8%	68	18.8%
4921	\$270,555	\$4,688	1.7%	54	19.7%
4922	\$20,523	\$3,384	16.5%	19	16.2%
493 <sup>k</sup>	\$740,702	\$58,523	7.9%	74	11.7%
4931	\$740,702	\$58,523	7.9%	74	11.7%

<sup>a</sup> Subsector 481—Air Transportation  
<sup>b</sup> Subsector 482—Rail Transportation  
<sup>c</sup> Subsector 483—Water Transportation  
<sup>d</sup> Subsector 484—Truck Transportation  
<sup>e</sup> Subsector 485—Transit and Ground Passenger Transportation  
<sup>f</sup> Subsector 486—Pipeline Transportation  
<sup>g</sup> Subsector 487—Scenic and Sightseeing Transportation  
<sup>h</sup> Subsector 488—Support Activities for Transportation  
<sup>i</sup> Subsector 491—Postal Service  
<sup>j</sup> Subsector 492—Couriers and Messengers  
<sup>k</sup> Subsector 493—Warehousing and Storage

Sector 51 Information					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
51	\$11,616,152	\$294,685	2.5%	1205	13.0%
511 <sup>a</sup>	\$1,788,357	\$49,212	2.8%	449	10.4%
5111	\$472,971	\$18,342	3.9%	152	12.0%
5112	\$1,315,386	\$30,869	2.3%	297	9.3%
512 <sup>b</sup>	\$70,213	\$20,008	28.5%	102	17.4%
5121	\$65,883	\$19,536	29.7%	88	17.5%
5122	\$4,330	\$472	10.9%	14	15.7%
515 <sup>c</sup>	\$61,301	\$1,246	2.0%	78	11.0%
5151	\$47,771	\$1,150	2.4%	70	15.4%
5152	\$13,529	\$97	0.7%	8	2.8%
517 <sup>d</sup>	\$7,068,972	\$79,343	1.1%	206	9.0%
5171	\$4,222,332	\$16,110	0.4%	43	4.3%
5172	\$406,588	\$4,576	1.1%	20	4.8%
5174	\$915,669	\$46,464	5.1%	37	9.7%
5179	\$1,293,894	\$11,826	0.9%	103	10.8%
518 <sup>e</sup>	\$1,355,785	\$112,088	8.3%	222	16.7%
5182	\$1,355,785	\$112,088	8.3%	222	16.7%
519 <sup>f</sup>	\$553,941	\$33,788	6.1%	139	12.0%
5191	\$553,941	\$33,788	6.1%	139	12.0%

<sup>a</sup> Subsector 511—Publishing Industries (except Internet)  
<sup>b</sup> Subsector 512—Motion Picture and Sound Recording Industries  
<sup>c</sup> Subsector 515—Broadcasting (except Internet)  
<sup>d</sup> Subsector 517—Telecommunications  
<sup>e</sup> Subsector 518—Data Processing, Hosting, and Related Services  
<sup>f</sup> Subsector 519—Other Information Services

Sector 52 Finance and Insurance					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
52	\$14,053,064	\$119,168	0.8%	49	5.5%
521 <sup>a</sup>	\$425	\$0	0.0%	0	0.0%
5211	\$425	\$0	0.0%	0	0.0%
522 <sup>b</sup>	\$1,169,600	\$10,630	0.9%	17	7.0%
5221	\$22,239	\$199	0.9%	3	4.0%
5222	\$2,107	\$14	0.7%	2	5.6%
5223	\$1,145,254	\$10,417	0.9%	12	8.3%
523 <sup>c</sup>	\$1,232,100	\$61,163	5.0%	16	4.8%
5231	\$258,595	\$13,421	5.2%	4	7.7%
5232	\$160	\$0	0.0%	0	0.0%
5239	\$973,344	\$47,742	4.9%	12	4.3%
524 <sup>d</sup>	\$11,642,425	\$47,375	0.4%	17	5.8%
5241	\$11,287,478	\$43,773	0.4%	8	5.1%
5242	\$354,947	\$3,602	1.0%	9	6.0%
525 <sup>e</sup>	\$8,515	\$0	0.0%	0	0.0%
5251	\$9,682	\$0	0.0%	0	0.0%
5259	-\$1,167	\$0	0.0%	0	0.0%

<sup>a</sup> Subsector 521—Monetary Authorities-Central Bank  
<sup>b</sup> Subsector 522—Credit Intermediation and Related Activities  
<sup>c</sup> Subsector 523—Financial Investments and Related Activities  
<sup>d</sup> Subsector 524—Insurance Carriers and Related Activities  
<sup>e</sup> Subsector 525—Funds, Trusts and Other Financial Vehicles

<b>Sector 53</b>					
<b>Real Estate and Rental and Leasing</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
53	\$1,605,089	\$190,169	11.8%	650	10.1%
531 <sup>a</sup>	\$807,706	\$89,173	11.0%	392	10.2%
5311	\$202,817	-\$6,973	-3.4%	111	4.9%
5312	\$146,271	\$46,019	31.5%	20	20.6%
5313	\$458,618	\$50,127	10.9%	268	17.0%
532 <sup>b</sup>	\$797,147	\$100,996	12.7%	260	9.6%
5321	\$136,105	\$5,119	3.8%	42	7.2%
5322	\$94,251	\$13,446	14.3%	74	15.4%
5323	\$1,214	\$124	10.2%	13	12.7%
5324	\$565,578	\$82,308	14.6%	157	9.2%
533 <sup>c</sup>	\$235	\$0	0.0%	0	0.0%
5331	\$235	\$0	0.0%	0	0.0%

<sup>a</sup> Subsector 531—Real Estate  
<sup>b</sup> Subsector 532—Rental and Leasing Services  
<sup>c</sup> Subsector 533—Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)

<b>Sector 56</b>					
<b>Administrative and Support, Waste Management and Remediation Services</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
56	\$43,086,067	\$1,913,281	4.4%	4948	23.6%
561 <sup>a</sup>	\$36,074,637	\$1,677,508	4.7%	4465	25.9%
5611	\$1,148,362	\$179,866	15.7%	358	32.1%
5612	\$23,285,777	\$495,265	2.1%	387	16.9%
5613	\$804,562	\$151,913	18.9%	442	38.1%
5614	\$1,149,790	\$103,761	9.0%	1474	45.1%
5615	\$56,758	\$1,128	2.0%	26	15.1%
5616	\$5,677,991	\$335,102	5.9%	440	14.0%
5617	\$2,052,274	\$320,536	15.6%	1382	23.4%
5619	\$1,899,123	\$89,937	4.7%	369	18.6%
562 <sup>b</sup>	\$7,011,431	\$235,773	3.4%	552	13.5%
5621	\$267,026	\$21,704	8.1%	161	10.2%
5622	\$2,071,277	\$16,088	0.8%	82	10.7%
5629	\$4,673,127	\$197,982	4.2%	367	16.5%

<sup>a</sup> Subsector 561—Administrative and Support Services  
<sup>b</sup> Subsector 562—Waste Management and Remediation Services

<b>Sector 54</b>					
<b>Professional, Scientific and Technical Services</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
54/541	\$141,155,310	\$6,605,408	4.7%	6485	17.2%
5411	\$562,759	\$29,082	5.2%	306	16.5%
5412	\$1,012,701	\$32,533	3.2%	106	20.2%
5413	\$35,400,863	\$937,880	2.6%	1141	11.7%
5414	\$79,106	\$26,227	33.2%	240	32.9%
5415	\$32,271,941	\$2,557,409	7.9%	1532	17.6%
5416	\$18,244,765	\$1,433,049	7.9%	2206	21.3%
5417	\$41,200,581	\$1,101,702	2.7%	803	11.2%
5418	\$1,140,999	\$87,542	7.7%	214	22.5%
5419	\$11,241,595	\$399,983	3.6%	1309	20.1%

<b>Sector 61</b>					
<b>Educational Services</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
61/611	\$5,696,328	\$346,712	6.1%	1530	19.8%
6111	\$30,458	\$127	0.4%	9	6.5%
6112	\$9,299	\$0	0.0%	0	0.0%
6113	\$660,293	\$1,038	0.2%	29	2.7%
6114	\$2,036,203	\$163,557	8.0%	706	22.2%
6115	\$1,743,649	\$79,143	4.5%	62	12.2%
6116	\$492,563	\$56,406	11.5%	301	25.7%
6117	\$723,863	\$46,441	6.4%	529	21.8%

<b>Sector 55</b>					
<b>Management of Companies and Enterprises</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
55/551	\$715	\$70	9.8%	1	6.7%
5551	\$715	\$70	9.8%	1	6.7%

<b>Sector 62</b>					
<b>Health Care and Social Assistance</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
62	\$6,913,478	\$698,854	10.1%	1782	14.7%
621 <sup>a</sup>	\$4,541,618	\$335,527	7.4%	1100	15.7%
6211	\$1,695,393	\$140,509	8.3%	449	14.7%
6212	\$138,072	\$69,818	50.6%	69	21.8%
6213	\$409,448	\$53,535	13.1%	365	25.5%
6214	\$1,541,315	\$9,724	0.6%	70	10.9%
6215	\$264,463	\$7,398	2.8%	77	7.5%
6216	\$55,510	\$2,841	5.1%	76	16.6%
6219	\$437,417	\$51,703	11.8%	108	12.6%
622 <sup>b</sup>	\$1,137,244	\$255,213	22.4%	121	8.7%
6221	\$1,129,265	\$255,178	22.6%	121	9.0%
6222	\$4,255	\$35	0.8%	1	4.2%
6223	\$3,724	\$0	0.0%	0	0.0%
623 <sup>c</sup>	\$676,511	\$27,662	4.1%	60	2.7%
6231	\$359,743	\$4,245	1.2%	44	2.3%
6232	\$27,768	\$600	2.2%	5	3.2%
6233	\$2,113	\$0	0.0%	0	0.0%
6239	\$286,887	\$22,817	8.0%	11	6.0%
624 <sup>d</sup>	\$558,105	\$80,452	14.4%	556	25.4%
6241	\$356,549	\$57,272	16.1%	141	18.3%
6242	\$67,637	\$2,208	3.3%	19	5.5%
6243	\$129,586	\$19,634	15.2%	363	35.3%
6244	\$4,333	\$1,338	30.9%	44	55.0%

<sup>a</sup> Subsector 621—Ambulatory Health Care Services  
<sup>b</sup> Subsector 622—Hospitals  
<sup>c</sup> Subsector 623—Nursing and Residential Care Facilities  
<sup>d</sup> Subsector 624—Social Assistance

<b>Sector 71</b>					
<b>Arts, Entertainment and Recreation</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
71	\$73,649	\$15,460	21.0%	440	20.6%
711 <sup>a</sup>	\$34,709	\$7,199	20.7%	337	24.2%
7111	\$5,849	\$1,552	26.5%	154	37.6%
7112	\$5,113	\$179	3.5%	5	4.4%
7113	\$6,140	\$1,954	31.8%	12	9.8%
7114	\$491	\$184	37.4%	3	11.1%
7115	\$17,117	\$3,331	19.5%	170	22.4%
712 <sup>b</sup>	\$16,803	\$6,374	37.9%	51	20.2%
7121	\$16,803	\$6,374	37.9%	51	20.2%
713 <sup>c</sup>	\$22,137	\$1,887	8.5%	55	10.5%
7131	\$383	\$0	0.0%	0	0.0%
7132	\$74	\$0	0.0%	0	0.0%
7139	\$21,681	\$1,887	8.7%	55	10.6%

<sup>a</sup> Subsector 711—Performing Arts, Spectator Sports and Related Industries  
<sup>b</sup> Subsector 712—Museums, Historical Sites and Similar Institutions  
<sup>c</sup> Subsector 713—Amusement, Gambling and Recreation Industries

<b>Sector 72</b>					
<b>Accommodation and Food Services</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
72	\$1,367,222	\$86,196	6.3%	726	13.4%
721 <sup>a</sup>	\$313,696	\$34,680	11.1%	389	9.2%
7211	\$302,316	\$32,693	10.8%	185	5.2%
7212	\$8,957	\$1,986	22.2%	204	29.7%
7213	\$2,424	\$0	0.0%	0	0.0%
722 <sup>b</sup>	\$1,053,526	\$51,517	4.9%	337	26.4%
7221	\$4,775	\$709	14.8%	19	18.3%
7222	\$21,965	\$122	0.6%	14	16.9%
7223	\$1,026,690	\$50,686	4.9%	304	26.6%
7224	\$96	\$0	0.0%	0	0.0%

<sup>a</sup> Subsector 721—Accommodation  
<sup>b</sup> Subsector 722—Food Services and Drinking Places

<b>Sector 81</b>					
<b>Other Services</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
81	\$3,688,231	\$176,952	4.8%	1414	10.8%
811 <sup>a</sup>	\$3,233,883	\$152,652	4.7%	971	10.5%
8111	\$553,205	\$12,964	2.3%	122	9.2%
8112	\$1,927,127	\$99,599	5.2%	511	10.6%
8113	\$634,776	\$29,674	4.7%	302	9.6%
8114	\$118,775	\$10,415	8.8%	83	13.2%
812 <sup>b</sup>	\$262,898	\$19,973	7.6%	226	14.5%
8121	\$2,915	\$171	5.9%	5	13.9%
8122	\$19,862	\$419	2.1%	12	8.4%
8123	\$116,281	\$16,682	14.3%	113	16.0%
8129	\$123,839	\$2,700	2.2%	96	14.1%
813 <sup>c</sup>	\$191,411	\$4,327	2.3%	225	9.8%
8131	\$18,206	\$3,117	17.1%	168	19.1%
8132	\$7,308	\$19	0.3%	2	3.3%
8133	\$49,261	\$267	0.5%	23	5.1%
8134	\$3,104	\$171	5.5%	4	4.0%
8139	\$113,532	\$753	0.7%	28	3.4%

<sup>a</sup> Subsector 811—Repair and Maintenance  
<sup>b</sup> Subsector 812—Personal and Laundry Services  
<sup>c</sup> Subsector 813—Religious, Grantmaking, Civic, Professional and Similar Organizations

**APPENDIX M**  
**PROCUREMENT SHARES OF HUBZONE BUSINESSES**

<b>Sector 11</b> <b>Agriculture, Forestry, Fishing and Hunting</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
11	\$459,608	\$51,077	11.1%	320	8.3%
111 <sup>a</sup>	\$66,533	\$1,315	2.0%	6	1.7%
1111	\$2,298	\$0	0.0%	0	0.0%
1112	\$1,279	\$1,159	90.6%	1	7.1%
1113	\$5,626	\$0	0.0%	0	0.0%
1114	\$2,190	\$0	0.0%	0	0.0%
1119	\$55,139	\$156	0.3%	5	2.9%
112 <sup>b</sup>	\$83,821	\$0	0.0%	0	0.0%
1121	\$4,788	\$0	0.0%	0	0.0%
1122	\$146	\$0	0.0%	0	0.0%
1123	\$39,692	\$0	0.0%	0	0.0%
1124	\$756	\$0	0.0%	0	0.0%
1125	\$2,314	\$0	0.0%	0	0.0%
1129	\$36,125	\$0	0.0%	0	0.0%
113 <sup>c</sup>	\$16,538	\$2,826	17.1%	12	5.4%
1131	\$714	\$0	0.0%	2	4.5%
1132	\$4,670	\$125	2.7%	2	2.5%
1133	\$11,153	\$2,701	24.2%	8	7.7%
114 <sup>d</sup>	\$5,192	\$0	0.0%	0	0.0%
1141	\$4,120	\$0	0.0%	0	0.0%
1142	\$1,073	\$0	0.0%	0	0.0%
115 <sup>e</sup>	\$287,524	\$46,937	16.3%	313	10.2%
1151	\$20,936	\$288	1.4%	8	2.8%
1152	\$34,243	\$761	2.2%	4	3.4%
1153	\$232,345	\$45,887	19.7%	304	11.1%

<sup>a</sup> Subsector 111—Crop Production  
<sup>b</sup> Subsector 112—Animal Production and Aquaculture  
<sup>c</sup> Subsector 113—Forestry and Logging  
<sup>d</sup> Subsector 114—Fishing, Hunting and Trapping  
<sup>e</sup> Subsector 115—Support Activities for Agriculture and Forestry

<b>Sector 21</b> <b>Mining, Quarrying, and Oil &amp; Gas Extraction</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
21	\$222,497	\$6,797	3.1%	49	5.6%
211 <sup>a</sup>	\$91,769	\$3,820	4.2%	5	7.1%
2111	\$91,769	\$3,820	4.2%	5	7.1%
212 <sup>b</sup>	\$74,954	\$2,987	4.0%	39	6.6%
2121	\$13,688	\$0	0.0%	0	0.0%
2122	\$98	\$0	0.0%	0	0.0%
2123	\$61,167	\$2,987	4.9%	39	6.8%
213 <sup>c</sup>	\$55,775	-\$10	0.0%	5	2.3%
2131	\$55,775	-\$10	0.0%	5	2.3%

<sup>a</sup> Subsector 211—Oil and Gas Extraction  
<sup>b</sup> Subsector 212—Mining (except Oil and Gas)  
<sup>c</sup> Subsector 213—Support Activities for Mining

<b>Sector 22</b> <b>Utilities</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
22/221	\$2,448,202	\$22,020	0.9%	29	1.1%
2211	\$1,701,677	\$828	0.0%	6	0.6%
2212	\$196,567	\$15,510	7.9%	2	0.7%
2213	\$549,957	\$5,681	1.0%	21	1.5%

<b>Sector 23</b> <b>Construction</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
23	\$35,438,556	\$3,821,665	10.8%	1,733	9.1%
236 <sup>a</sup>	\$23,494,110	\$2,284,804	9.7%	842	13.1%
2361	\$306,454	\$11,586	3.8%	41	6.8%
2362	\$23,187,656	\$2,273,218	9.8%	828	13.9%
237 <sup>b</sup>	\$7,810,063	\$1,135,513	14.5%	816	17.6%
2371	\$1,327,375	\$91,134	6.9%	209	12.0%
2372	\$2,479	\$494	19.9%	2	9.5%
2373	\$1,727,367	\$438,649	25.4%	406	23.6%
2379	\$4,752,841	\$605,236	12.7%	429	23.2%
238 <sup>c</sup>	\$4,134,383	\$401,348	9.7%	800	6.8%
2381	\$601,951	\$82,370	13.7%	202	10.6%
2382	\$1,747,149	\$158,623	9.1%	359	5.6%
2383	\$305,299	\$25,776	8.4%	166	8.6%
2389	\$1,479,983	\$134,579	9.1%	356	10.8%

<sup>a</sup> Subsector 236—Construction of Buildings  
<sup>b</sup> Subsector 237—Heavy and Civil Engineering Construction  
<sup>c</sup> Subsector 238—Specialty Trade Contractors

<b>Sector 31–33</b> <b>Manufacturing</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
31-33	\$197,552,121	\$1,290,573	0.7%	1,015	1.9%
311 <sup>a</sup>	\$5,516,019	\$52,445	1.0%	15	1.1%
3111	\$108,941	\$0	0.0%	0	0.0%
3112	\$724,474	\$182	0.0%	1	1.1%
3113	\$92,275	\$897	1.0%	1	1.9%
3114	\$1,036,968	\$3,494	0.3%	4	2.3%
3115	\$623,609	\$0	0.0%	0	0.0%
3116	\$1,632,318	\$41,009	2.5%	6	2.6%
3117	\$86,083	\$852	1.0%	1	2.3%
3118	\$566,482	\$787	0.1%	2	0.6%

3119	\$644,869	\$5,224	0.8%	3	0.7%
312 <sup>b</sup>	\$367,410	\$585	0.2%	9	1.6%
3121	\$284,321	\$585	0.2%	9	1.7%
3122	\$83,089	\$0	0.0%	0	0.0%
313 <sup>c</sup>	\$123,029	\$1,240	1.0%	11	2.5%
3131	\$4,273	\$0	0.0%	0	0.0%
3132	\$42,072	\$1,217	2.9%	7	3.0%
3133	\$76,685	\$23	0.0%	5	2.2%
314 <sup>d</sup>	\$471,591	\$40,293	8.5%	59	5.0%
3141	\$43,511	\$412	0.9%	10	3.0%
3149	\$428,080	\$39,881	9.3%	50	5.8%
315 <sup>e</sup>	\$2,172,060	\$252,171	11.6%	68	5.7%
3151	\$19,825	\$0	0.0%	0	0.0%
3152	\$1,000,050	\$150,650	15.1%	38	7.1%
3159	\$1,152,185	\$101,521	8.8%	41	5.0%
316 <sup>f</sup>	\$135,725	\$8,383	6.2%	13	3.6%
3161	\$709	\$0	0.0%	0	0.0%
3162	\$109,523	\$7,745	7.1%	3	2.1%
3169	\$25,493	\$638	2.5%	10	4.3%
321 <sup>g</sup>	\$156,633	\$19,736	12.6%	27	3.6%
3211	\$5,619	\$342	6.1%	6	5.1%
3212	\$31,226	\$13	0.0%	2	2.5%
3219	\$119,788	\$19,380	16.2%	22	3.7%
322 <sup>h</sup>	\$508,728	\$7,628	1.5%	25	3.0%
3221	\$288,254	\$25	0.0%	3	1.8%
3222	\$220,474	\$7,604	3.4%	22	3.0%
323 <sup>i</sup>	\$108,298	\$1,906	1.8%	14	1.4%
3231	\$108,298	\$1,906	1.8%	14	1.4%
324 <sup>j</sup>	\$18,345,882	\$16,271	0.1%	16	2.1%
3241	\$18,345,882	\$16,271	0.1%	16	2.1%
325 <sup>k</sup>	\$8,554,538	\$25,729	0.3%	65	1.7%
3251	\$311,836	\$6,158	2.0%	15	1.9%
3252	\$35,441	\$1,251	3.5%	6	2.0%
3253	\$8,459	\$390	4.6%	4	2.4%
3254	\$6,906,382	\$1,028	0.0%	5	0.5%
3255	\$95,932	\$828	0.9%	14	2.4%
3256	\$481,422	\$357	0.1%	7	1.8%
3259	\$715,066	\$15,718	2.2%	27	2.6%

3312	\$45,627	\$1,285	2.8%	13	2.3%
3313	\$72,535	\$711	1.0%	10	3.3%
3314	\$320,366	\$1,097	0.3%	9	2.3%
3315	\$11,702	\$35	0.3%	4	2.8%
332 <sup>o</sup>	\$8,908,039	\$64,746	0.7%	269	2.9%
3321	\$68,266	\$405	0.6%	14	2.4%
3322	\$198,996	\$1,150	0.6%	28	2.9%
3323	\$947,519	\$16,031	1.7%	75	4.0%
3324	\$1,719,995	\$13,081	0.8%	38	3.9%
3325	\$383,800	\$2,281	0.6%	48	2.4%
3326	\$43,322	\$2,104	4.9%	24	3.0%
3327	\$300,776	\$7,522	2.5%	63	3.1%
3328	\$28,245	\$75	0.3%	6	2.0%
3329	\$5,217,119	\$22,098	0.4%	129	2.9%
333 <sup>p</sup>	\$5,995,739	\$69,300	1.2%	170	1.7%
3331	\$828,131	\$5,499	0.7%	15	1.5%
3332	\$392,010	\$13,749	3.5%	15	1.5%
3333	\$2,520,695	\$7,522	0.3%	39	1.4%
3334	\$308,401	\$15,498	5.0%	30	1.9%
3335	\$183,914	\$1,045	0.6%	13	1.4%
3336	\$834,908	\$8,624	1.0%	33	2.0%
3339	\$927,679	\$17,364	1.9%	79	1.9%
334 <sup>q</sup>	\$28,035,266	\$180,899	0.6%	209	1.5%
3341	\$3,720,067	\$30,282	0.8%	50	1.8%
3342	\$8,402,204	\$114,964	1.4%	65	1.8%
3343	\$121,087	\$8,066	6.7%	22	2.3%
3344	\$2,556,345	\$7,299	0.3%	75	2.1%
3345	\$13,160,142	\$20,176	0.2%	80	1.1%
3346	\$75,421	\$112	0.1%	6	1.1%

<sup>a</sup> Subsector 311—Food Manufacturing

<sup>b</sup> Subsector 312—Beverage & Tobacco Product Manufacturing

<sup>c</sup> Subsector 313—Textile Mills

<sup>d</sup> Subsector 314—Textile Product Mills

<sup>e</sup> Subsector 315—Apparel Manufacturing

<sup>f</sup> Subsector 316—Leather & Allied Product Manufacturing

<sup>g</sup> Subsector 321—Wood Product Manufacturing

<sup>h</sup> Subsector 322—Paper Manufacturing

<sup>i</sup> Subsector 323—Printing and Related Support Activities

<sup>j</sup> Subsector 324—Petroleum and Coal Products Manufacturing

<sup>k</sup> Subsector 325—Chemical Manufacturing

<sup>l</sup> Subsector 326—Plastics and Rubber Products Manufacturing

<sup>m</sup> Subsector 327—Nonmetallic Mineral Product Manufacturing

<sup>n</sup> Subsector 331—Primary Metal Manufacturing

<sup>o</sup> Subsector 332—Fabricated Metal Product Manufacturing

<sup>p</sup> Subsector 333—Machinery Manufacturing

<sup>q</sup> Subsector 334—Computer and Electronic Product Manufacturing

NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
326 <sup>l</sup>	\$531,683	\$13,112	2.5%	51	2.4%
3261	\$222,050	\$6,686	3.0%	38	2.5%
3262	\$309,633	\$6,427	2.1%	17	2.2%
327 <sup>m</sup>	\$175,380	\$20,682	11.8%	36	3.2%
3271	\$18,295	\$20	0.1%	3	2.7%
3272	\$50,539	\$233	0.5%	6	3.4%
3273	\$66,780	\$18,868	28.3%	20	5.3%
3274	\$915	\$0	0.0%	0	0.0%
3279	\$38,850	\$1,561	4.0%	7	1.4%
331 <sup>n</sup>	\$483,315	\$3,625	0.7%	33	2.5%
3311	\$33,085	\$497	1.5%	8	2.9%

NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
335 <sup>r</sup>	\$1,922,811	\$17,215	0.9%	121	2.3%
3351	\$84,472	\$2,718	3.2%	20	2.3%
3352	\$21,316	\$1,005	4.7%	7	2.7%
3353	\$731,421	\$5,789	0.8%	46	2.2%
3359	\$1,085,602	\$7,703	0.7%	83	2.6%
336 <sup>s</sup>	\$110,638,535	\$368,638	0.3%	243	3.1%
3361	\$1,542,322	\$8,087	0.5%	7	2.1%
3362	\$1,346,084	\$28,891	2.1%	27	3.6%
3363	\$634,407	\$4,739	0.7%	45	2.9%
3364	\$82,897,347	\$94,941	0.1%	136	3.2%
3365	\$13,259	\$279	2.1%	3	7.5%
3366	\$17,454,729	\$220,156	1.3%	56	3.2%

3369	\$6,750,387	\$11,546	0.2%	40	4.3%
337 <sup>t</sup>	\$1,246,253	\$70,896	5.7%	73	3.1%
3371	\$402,551	\$14,250	3.5%	28	3.0%
3372	\$827,856	\$56,573	6.8%	56	3.4%
3379	\$15,846	\$73	0.5%	2	1.3%
339 <sup>u</sup>	\$3,155,189	\$55,072	1.7%	122	1.6%
3391	\$2,043,789	\$11,628	0.6%	35	0.9%
3399	\$1,111,400	\$43,444	3.9%	93	2.3%
<sup>t</sup> Subsector 335—Electrical Equipment, Appliance and Component Manufacturing					
<sup>s</sup> Subsector 336—Transportation Equipment Manufacturing					
<sup>t</sup> Subsector 337—Furniture and Related Product Manufacturing					
<sup>u</sup> Subsector 339—Miscellaneous Manufacturing					

4422	\$5,857	\$182	3.1%	7	3.3%
443 <sup>c</sup>	\$2,135,048	\$67,229	3.1%	39	2.6%
4431	\$2,135,048	\$67,229	3.1%	39	2.6%
444 <sup>d</sup>	\$204,473	\$2,886	1.4%	21	2.2%
4441	\$201,234	\$2,868	1.4%	19	2.5%
4442	\$3,239	\$18	0.6%	2	1.0%
445 <sup>e</sup>	\$568,126	\$0	0.0%	0	0.0%
4451	\$284,535	\$0	0.0%	0	0.0%
4452	\$283,568	\$0	0.0%	0	0.0%
4453	\$23	\$0	0.0%	0	0.0%
446 <sup>f</sup>	\$506,388	\$39	0.0%	4	1.1%
4461	\$506,388	\$39	0.0%	4	1.1%
447 <sup>g</sup>	\$23,022	\$11	0.0%	1	0.9%
4471	\$23,022	\$11	0.0%	1	0.9%
448 <sup>h</sup>	\$14,959	\$385	2.6%	3	1.0%
4481	\$13,248	\$385	2.9%	3	1.2%
4482	\$1,010	\$0	0.0%	0	0.0%
4483	\$701	\$0	0.0%	0	0.0%
451 <sup>i</sup>	\$13,271	\$93	0.7%	5	1.2%
4511	\$11,788	\$86	0.7%	4	1.2%
4512	\$1,483	\$7	0.5%	1	1.2%
452 <sup>j</sup>	\$7,255	<\$0	0.0%	1	0.8%
4521	\$178	\$0	0.0%	0	0.0%
4529	\$7,077	<\$0	0.0%	1	0.9%
453 <sup>k</sup>	\$155,215	\$3,722	2.4%	24	2.0%
4531	\$5,340	\$0	0.0%	0	0.0%
4532	\$110,282	\$2,596	2.4%	13	1.9%
4533	\$380	\$0	0.0%	0	0.0%
4539	\$39,213	\$1,126	2.9%	11	2.3%
454 <sup>l</sup>	\$65,166	\$2,729	4.2%	16	2.5%
4541	\$6,099	-\$7	-0.1%	2	1.4%
4542	\$68	\$0	0.0%	0	0.0%
4543	\$58,998	\$2,736	4.6%	14	2.7%
<sup>a</sup> Subsector 441—Motor Vehicle and Parts Dealers					
<sup>b</sup> Subsector 442—Furniture and Home Furnishings Stores					
<sup>c</sup> Subsector 443—Electronics and Appliance Stores					
<sup>d</sup> Subsector 444—Building Material and Garden Equipment and Supplies Dealers					
<sup>e</sup> Subsector 445—Food and Beverage Stores					
<sup>f</sup> Subsector 446—Health and Personal Care Stores					
<sup>g</sup> Subsector 447—Gasoline Stations					
<sup>h</sup> Subsector 448—Clothing and Clothing Accessories Stores					
<sup>i</sup> Subsector 451—Sporting Good, Hobby, Book and Music Stores					
<sup>j</sup> Subsector 452—General Merchandise Stores					
<sup>k</sup> Subsector 453—Miscellaneous Store Retailers					
<sup>l</sup> Subsector 454—Nonstore Retailers					

Sector 42 Wholesale Trade					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
42	\$21,972,047	\$94,451	0.4%	283	1.6%
423 <sup>a</sup>	\$7,924,596	\$56,105	0.7%	234	1.6%
4231	\$107,525	\$498	0.5%	14	2.0%
4232	\$58,849	\$1,347	2.3%	17	2.9%
4233	\$343,784	\$1,514	0.4%	22	3.6%
4234	\$2,730,597	\$26,340	1.0%	116	1.7%
4235	\$47,624	\$134	0.3%	8	2.5%
4236	\$354,474	\$7,234	2.0%	33	1.6%
4237	\$62,566	\$422	0.7%	17	1.3%
4238	\$1,194,616	\$17,259	1.4%	46	1.6%
4239	\$3,024,561	\$1,356	0.0%	16	1.8%
424 <sup>b</sup>	\$14,005,880	\$37,876	0.3%	67	1.8%
4241	\$53,593	\$1,760	3.3%	18	2.9%
4242	\$5,335,157	\$6,875	0.1%	5	2.1%
4243	\$9,419	\$126	1.3%	4	2.5%
4244	\$5,361,077	\$8,493	0.2%	6	0.6%
4245	\$484,972	\$6,015	1.2%	1	1.3%
4246	\$41,288	\$731	1.8%	10	1.9%
4247	\$2,629,247	\$13,594	0.5%	22	2.7%
4248	\$409	\$0	0.0%	0	0.0%
4249	\$90,719	\$283	0.3%	9	1.5%
425 <sup>c</sup>	\$29,128	\$26	0.1%	4	2.1%
4251	\$29,128	\$26	0.1%	4	2.1%
<sup>a</sup> Subsector 423—Merchant Wholesalers, Durable Goods					
<sup>b</sup> Subsector 424—Merchant Wholesalers, Nondurable Goods					
<sup>c</sup> Subsector 425—Wholesale Electronic Markets and Agents and Brokers					

Sector 44-45 Retail Trade					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
44-45	\$3,874,977	\$79,232	2.0%	140	2.1%
441 <sup>a</sup>	\$96,509	\$1,457	1.5%	16	1.5%
4411	\$9,802	\$0	0.0%	0	0.0%
4412	\$68,182	\$108	0.2%	10	1.7%
4413	\$18,525	\$1,349	7.3%	6	1.7%
442 <sup>b</sup>	\$85,547	\$682	0.8%	18	3.0%
4421	\$79,690	\$500	0.6%	11	2.8%

Sector 48–49 Transportation and Warehousing					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
48-49	\$17,691,430	\$45,745	0.3%	143	2.6%
481 <sup>a</sup>	\$6,131,121	\$2,572	0.0%	14	2.2%
4811	\$799,568	\$0	0.0%	0	0.0%
4812	\$5,331,553	\$2,572	0.0%	14	2.5%
482 <sup>b</sup>	\$286	\$0	0.0%	0	0.0%
4821	\$286	\$0	0.0%	0	0.0%
483 <sup>c</sup>	\$3,649,606	\$748	0.0%	8	2.5%
4831	\$3,631,842	\$689	0.0%	5	2.0%
4832	\$17,764	\$60	0.3%	3	3.7%
484 <sup>d</sup>	\$343,070	\$7,344	2.1%	45	3.6%
4841	\$87,576	\$724	0.8%	11	3.3%
4842	\$255,494	\$6,619	2.6%	35	3.6%
485 <sup>e</sup>	\$497,284	\$5,723	1.2%	17	2.1%
4851	\$127,339	\$169	0.1%	2	1.2%
4852	\$2,909	\$0	0.0%	0	0.0%
4853	\$24,359	\$0	0.0%	1	1.1%
4854	\$70,006	\$544	0.8%	4	3.4%
4855	\$8,883	\$18	0.2%	1	0.4%
4859	\$263,788	\$4,992	1.9%	12	3.7%
486 <sup>f</sup>	\$21,856	\$0	0.0%	0	0.0%
4861	\$650	\$0	0.0%	0	0.0%
4862	\$20,628	\$0	0.0%	0	0.0%
4869	\$578	\$0	0.0%	0	0.0%
487 <sup>g</sup>	\$1,519	\$0	0.0%	0	0.0%
4871	\$396	\$0	0.0%	0	0.0%
4872	\$1,122	\$0	0.0%	0	0.0%
4879	\$2	\$0	0.0%	0	0.0%
488 <sup>h</sup>	\$5,915,864	\$13,758	0.2%	41	2.3%
4881	\$4,627,196	\$10,238	0.2%	12	1.8%
4882	\$7,425	\$421	5.7%	3	6.8%
4883	\$357,478	\$2,739	0.8%	11	2.9%
4884	\$42,701	\$10	0.0%	6	2.6%
4885	\$825,196	\$191	0.0%	2	1.7%
4889	\$55,868	\$159	0.3%	7	1.9%
491 <sup>i</sup>	\$99,044	\$1,998	2.0%	3	2.2%
4911	\$99,044	\$1,998	2.0%	3	2.2%
492 <sup>j</sup>	\$291,079	\$364	0.1%	4	1.1%
4921	\$270,555	\$35	0.0%	2	0.7%
4922	\$740,702	\$13,237	1.8%	21	3.3%
493 <sup>k</sup>	\$20,523	\$330	1.6%	3	2.6%
4931	\$740,702	\$13,237	1.8%	21	3.3%

<sup>a</sup> Subsector 481—Air Transportation

<sup>b</sup> Subsector 482—Rail Transportation

<sup>c</sup> Subsector 483—Water Transportation

<sup>d</sup> Subsector 484—Truck Transportation

<sup>e</sup> Subsector 485—Transit and Ground Passenger Transportation

<sup>f</sup> Subsector 486—Pipeline Transportation

<sup>g</sup> Subsector 487—Scenic and Sightseeing Transportation

<sup>h</sup> Subsector 488—Support Activities for Transportation

<sup>i</sup> Subsector 491—Postal Service

<sup>j</sup> Subsector 492—Couriers and Messengers

<sup>k</sup> Subsector 493—Warehousing and Storage

Sector 51 Information					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
51	\$11,616,152	\$44,208	0.4%	112	1.2%
511 <sup>a</sup>	\$1,788,357	\$8,818	0.5%	37	0.9%
5111	\$472,971	\$2,626	0.6%	10	0.8%
5112	\$70,213	\$100	0.1%	3	0.5%
512 <sup>b</sup>	\$1,315,386	\$6,191	0.5%	27	0.8%
5121	\$65,883	\$100	0.2%	3	0.6%
5122	\$4,330	\$0	0.0%	0	0.0%
515 <sup>c</sup>	\$61,301	\$31	0.1%	1	0.1%
5151	\$47,771	\$0	0.0%	0	0.0%
5152	\$13,529	\$31	0.2%	1	0.3%
517 <sup>d</sup>	\$7,068,972	\$23,274	0.3%	42	1.8%
5171	\$4,222,332	\$16,433	0.4%	16	1.6%
5172	\$406,588	\$700	0.2%	5	1.2%
5174	\$915,669	\$804	0.1%	8	2.1%
5179	\$1,293,894	\$5,338	0.4%	19	2.0%
518 <sup>e</sup>	\$1,355,785	\$9,317	0.7%	28	2.1%
5182	\$1,355,785	\$9,317	0.7%	28	2.1%
519 <sup>f</sup>	\$553,941	\$2,696	0.5%	12	1.0%
5191	\$553,941	\$2,696	0.5%	12	1.0%

<sup>a</sup> Subsector 511—Publishing Industries (except Internet)

<sup>b</sup> Subsector 512—Motion Picture and Sound Recording Industries

<sup>c</sup> Subsector 515—Broadcasting (except Internet)

<sup>d</sup> Subsector 517—Telecommunications

<sup>e</sup> Subsector 518—Data Processing, Hosting, and Related Services

<sup>f</sup> Subsector 519—Other Information Services

Sector 52 Finance and Insurance					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
52	\$14,053,064	\$556	0.0%	4	0.5%
521 <sup>a</sup>	\$425	\$0	0.0%	0	0.0%
5211	\$425	\$0	0.0%	0	0.0%
522 <sup>b</sup>	\$1,169,600	\$469	0.0%	2	0.8%
5221	\$22,239	\$469	2.1%	1	1.3%
5222	\$2,107	\$0	0.0%	0	0.0%
5223	\$1,145,254	\$0	0.0%	1	0.7%
523 <sup>c</sup>	\$1,232,100	\$0	0.0%	1	0.3%
5231	\$258,595	\$0	0.0%	1	1.9%
5232	\$160	\$0	0.0%	0	0.0%
5239	\$973,344	\$0	0.0%	0	0.0%
524 <sup>d</sup>	\$11,642,425	\$87	0.0%	1	0.3%
5241	\$11,287,478	\$0	0.0%	0	0.0%
5242	\$354,947	\$87	0.0%	1	0.7%
525 <sup>e</sup>	\$8,515	\$0	0.0%	0	0.0%
5251	\$9,682	\$0	0.0%	0	0.0%
5259	(\$1,167)	\$0	0.0%	0	0.0%

<sup>a</sup> Subsector 521—Monetary Authorities-Central Bank

<sup>b</sup> Subsector 522—Credit Intermediation and Related Activities

<sup>c</sup> Subsector 523—Financial Investments and Related Activities

<sup>d</sup> Subsector 524—Insurance Carriers and Related Activities

<sup>e</sup> Subsector 525—Funds, Trusts and Other Financial Vehicles

<b>Sector 53</b>					
<b>Real Estate and Rental and Leasing</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
53	\$1,605,089	\$35,831	2.2%	77	1.2%
531 <sup>a</sup>	\$807,706	\$7,632	0.9%	27	0.7%
5311	\$202,817	\$5,795	2.9%	18	0.8%
5312	\$146,271	\$0	0.0%	0	0.0%
5313	\$458,618	\$1,838	0.4%	11	0.7%
532 <sup>b</sup>	\$797,147	\$28,199	3.5%	54	2.0%
5321	\$136,105	\$4,406	3.2%	17	2.9%
5322	\$94,251	\$3,797	4.0%	10	2.1%
5323	\$1,214	\$2	0.2%	1	1.0%
5324	\$565,578	\$19,994	3.5%	36	2.1%
533 <sup>c</sup>	\$235	\$0	0.0%	0	0.0%
5331	\$235	\$0	0.0%	0	0.0%

<sup>a</sup> Subsector 531—Real Estate  
<sup>b</sup> Subsector 532—Rental and Leasing Services  
<sup>c</sup> Subsector 533—Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)

<b>Sector 56</b>					
<b>Administrative and Support, Waste Management and Remediation Services</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
56	\$43,086,067	\$1,054,674	2.4%	871	4.2%
561 <sup>a</sup>	\$36,074,637	\$845,570	2.3%	715	4.1%
5611	\$1,148,362	\$47,625	4.1%	75	6.7%
5612	\$23,285,777	\$296,209	1.3%	175	7.7%
5613	\$804,562	\$22,718	2.8%	62	5.3%
5614	\$1,149,790	\$12,060	1.0%	48	1.5%
5615	\$56,758	\$65	0.1%	1	0.6%
5616	\$5,677,991	\$207,105	3.6%	85	2.7%
5617	\$2,052,274	\$207,171	10.1%	361	6.1%
5619	\$1,899,123	\$52,617	2.8%	70	3.5%
562 <sup>b</sup>	\$7,011,431	\$209,104	3.0%	192	4.7%
5621	\$267,026	\$60,655	22.7%	74	4.7%
5622	\$2,071,277	\$58,696	2.8%	27	3.5%
5629	\$4,673,127	\$89,753	1.9%	120	5.4%

<sup>a</sup> Subsector 561—Administrative and Support Services  
<sup>b</sup> Subsector 562—Waste Management and Remediation Services

<b>Sector 54</b>					
<b>Professional, Scientific and Technical Services</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
54/541	\$141,155,310	\$1,013,310	0.7%	844	2.2%
5411	\$141,155,310	\$1,013,310	0.7%	844	2.2%
5412	\$562,759	\$3,248	0.6%	10	0.5%
5413	\$1,012,701	\$5,433	0.5%	13	2.5%
5414	\$35,400,863	\$206,567	0.6%	289	3.0%
5415	\$79,106	\$1,464	1.9%	17	2.3%
5416	\$32,271,941	\$441,931	1.4%	286	3.3%
5417	\$18,244,765	\$222,016	1.2%	279	2.7%
5418	\$41,200,581	\$95,514	0.2%	91	1.3%
5419	\$1,140,999	\$608	0.1%	12	1.3%

<b>Sector 61</b>					
<b>Educational Services</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
61/611	\$5,696,328	\$51,370	0.9%	69	0.9%
6111	\$5,696,328	\$51,370	0.9%	69	0.9%
6112	\$30,458	\$5	0.0%	1	0.7%
6113	\$9,299	\$0	0.0%	-	0.0%
6114	\$660,293	<\$0	0.0%	2	0.2%
6115	\$2,036,203	\$43,059	2.1%	38	1.2%
6116	\$1,743,649	\$74	0.0%	6	1.2%
6117	\$492,563	\$6,052	1.2%	16	1.4%

<b>Sector 55</b>					
<b>Management of Companies and Enterprises</b>					
NAICS	Total Federal Obligations	Small Business			
		Obligations		Firms	
	\$1,000s	\$1,000s	%	Count	%
55/551	\$715	\$0	0.0%	0	0.0%
5551	\$715	\$0	0.0%	0	0.0%

<b>Sector 62</b>					
<b>Health Care and Social Assistance</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
62	\$6,913,478	\$106,858	1.5%	59	0.5%
621 <sup>a</sup>	\$4,541,618	\$52,128	1.1%	52	0.7%
6211	\$1,695,393	\$15,635	0.9%	21	0.7%
6212	\$138,072	\$28	0.0%	1	0.3%
6213	\$409,448	\$17,457	4.3%	25	1.7%
6214	\$1,541,315	\$413	0.0%	2	0.3%
6215	\$264,463	\$3,039	1.1%	9	0.9%
6216	\$55,510	\$2,297	4.1%	4	0.9%
6219	\$437,417	\$13,259	3.0%	12	1.4%
622 <sup>b</sup>	\$1,137,244	\$44,589	3.9%	9	0.6%
6221	\$1,129,265	\$44,589	3.9%	9	0.7%
6222	\$4,255	\$0	0.0%	0	0.0%
6223	\$3,724	\$0	0.0%	0	0.0%
623 <sup>c</sup>	\$676,511	\$855	0.1%	2	0.1%
6231	\$359,743	\$855	0.2%	2	0.1%
6232	\$27,768	\$0	0.0%	0	0.0%
6233	\$2,113	\$0	0.0%	0	0.0%
6239	\$286,887	\$0	0.0%	0	0.0%
624 <sup>d</sup>	\$558,105	\$9,285	1.7%	8	0.4%
6241	\$356,549	\$9,131	2.6%	5	0.6%
6242	\$67,637	\$24	0.0%	1	0.3%
6243	\$129,586	\$130	0.1%	2	0.2%
6244	\$4,333	\$0	0.0%	0	0.0%

<sup>a</sup> Subsector 621—Ambulatory Health Care Services  
<sup>b</sup> Subsector 622—Hospitals  
<sup>c</sup> Subsector 623—Nursing and Residential Care Facilities  
<sup>d</sup> Subsector 624—Social Assistance

<b>Sector 71</b>					
<b>Arts, Entertainment and Recreation</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
71	\$73,649	\$3,520	4.8%	15	0.7%
711 <sup>a</sup>	\$34,709	\$421	1.2%	3	0.2%
7111	\$5,849	\$407	7.0%	1	0.2%
7112	\$5,113	\$0	0.0%	0	0.0%
7113	\$6,140	\$0	0.0%	0	0.0%
7114	\$491	\$0	0.0%	0	0.0%
7115	\$17,117	\$14	0.1%	2	0.3%
712 <sup>b</sup>	\$16,803	\$1,492	8.9%	7	2.8%
7121	\$16,803	\$1,492	8.9%	7	2.8%
713 <sup>c</sup>	\$22,137	\$1,607	7.3%	5	1.0%
7131	\$383	\$0	0.0%	0	0.0%
7132	\$74	\$0	0.0%	0	0.0%
7139	\$21,681	\$1,607	7.4%	5	1.0%

<sup>a</sup> Subsector 711—Performing Arts, Spectator Sports and Related Industries  
<sup>b</sup> Subsector 712—Museums, Historical Sites and Similar Institutions  
<sup>c</sup> Subsector 713—Amusement, Gambling and Recreation Industries

<b>Sector 72</b>					
<b>Accommodation and Food Services</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
72	\$1,367,222	\$42,652	3.1%	39	0.7%
721 <sup>a</sup>	\$313,696	\$1,751	0.6%	5	0.1%
7211	\$302,316	\$1,751	0.6%	5	0.1%
7212	\$8,957	\$0	0.0%	1	0.1%
7213	\$2,424	\$0	0.0%	0	0.0%
722 <sup>b</sup>	\$1,053,526	\$40,901	3.9%	34	2.7%
7221	\$4,775	\$872	18.3%	0	0.0%
7222	\$21,965	\$0	0.0%	0	0.0%
7223	\$1,026,690	\$40,030	3.9%	34	3.0%
7224	\$96	\$0	0.0%	0	0.0%

<sup>a</sup> Subsector 721—Accommodation  
<sup>b</sup> Subsector 722—Food Services and Drinking Places

<b>Sector 81</b>					
<b>Other Services</b>					
NAICS	Total Federal Obligations \$1,000s	Small Business			
		Obligations		Firms	
		\$1,000s	%	Count	%
81	\$3,688,231	\$48,921	1.3%	176	1.3%
811 <sup>a</sup>	\$3,233,883	\$36,278	1.1%	143	1.5%
8111	\$553,205	\$10,378	1.9%	16	1.2%
8112	\$1,927,127	\$9,851	0.5%	66	1.4%
8113	\$634,776	\$13,431	2.1%	52	1.7%
8114	\$118,775	\$2,618	2.2%	16	2.6%
812 <sup>b</sup>	\$262,898	\$11,828	4.5%	32	2.1%
8121	\$2,915	\$0	0.0%	0	0.0%
8122	\$19,862	\$20	0.1%	1	0.7%
8123	\$116,281	\$9,307	8.0%	27	3.8%
8129	\$123,839	\$2,501	2.0%	4	0.6%
813 <sup>c</sup>	\$191,411	\$815	0.4%	4	0.2%
8131	\$18,206	\$48	0.3%	1	0.1%
8132	\$7,308	\$0	0.0%	0	0.0%
8133	\$49,261	-\$2	0.0%	1	0.2%
8134	\$3,104	\$0	0.0%	0	0.0%
8139	\$113,532	\$769	0.7%	2	0.2%

<sup>a</sup> Subsector 811—Repair and Maintenance  
<sup>b</sup> Subsector 812—Personal and Laundry Services  
<sup>c</sup> Subsector 813—Religious, Grantmaking, Civic, Professional and Similar Organizations

**APPENDIX N**  
**13 CFR 125.2, PRIME CONTRACTING ASSISTANCE**

**§ 125.2 Prime contracting assistance.**

(a) *General.* Small business concerns must receive any award or contract, or any contract for the sale of Government property, that SBA and the procuring or disposal agency determine to be in the interest of:

- (1) Maintaining or mobilizing the Nation's full productive capacity;
- (2) War or national defense programs;
- (3) Assuring that a fair proportion of the total purchases and contracts for property, services and construction for the Government in each industry category are placed with small business concerns; or
- (4) Assuring that a fair proportion of the total sales of Government property is made to small business concerns.

(b) *Responsibilities in the acquisition planning process.*

(1) SBA Procurement Center Representatives (PCRs) are generally located at Federal agencies and buying activities which have major contracting programs. PCRs are responsible for reviewing all acquisitions not set aside for small businesses to determine whether a set-aside is appropriate and to identify alternative strategies to maximize the participation of small businesses in the procurement.

(2) As early in the acquisition planning process as practicable, but no later than 30 days before the issuance of a solicitation, or prior to placing an order without a solicitation, the procuring activity must coordinate with the procuring activity's Small Business Specialist (SBS) when the acquisition strategy contemplates an acquisition meeting the dollar amounts in paragraph (b)(2)(i) of this section, unless the contract or order is entirely reserved or set-aside for small business concerns as authorized under the Small Business Act. The SBS must notify the agency Office of Small and Disadvantaged Business Utilization (OSDBU) if the strategy or plan includes bundled requirements that the agency has not identified as bundled or includes unnecessary or unjustified bundling of requirements. If the strategy involves substantial bundling, the SBS shall assist in identifying alternative strategies that would reduce or minimize the scope of the bundling.

(i) The procuring activity must coordinate the acquisition strategy with the cognizant SBS in accordance with paragraph (b)(2) of this section if the estimated acquisition, contract or order value is:

- (A) \$7.5 million or more for the Department of Defense;
- (B) \$5.5 million or more for the National Aeronautics and Space Administration, the General Services Administration, and the Department of Energy; and
- (C) \$2 million or more for all other agencies.

(ii) If the strategy contemplates multiple award contracts or multiple award orders under the Federal Supply Schedule or a task or delivery order contract awarded by another agency, the thresholds in paragraph (b)(2)(i) of this section apply to the cumulative estimated value of the multiple award contracts or orders, including options.

(3) A procuring activity must provide a copy of a proposed acquisition strategy (e.g., Department of Defense Form 2579, or equivalent) to the applicable PCR (or to the SBA Office of Government Contracting Area Office serving the area in which the buying activity is located if a PCR is not assigned to the procuring activity) at least 30 days prior to a solicitation's issuance whenever a proposed acquisition strategy:

- (i) Includes in its description goods or services currently being performed by a small business and the magnitude of the quantity or estimated dollar value of the proposed procurement would render small business prime contract participation unlikely;
- (ii) Seeks to package or consolidate discrete construction projects; or
- (iii) Meets the definition of a bundled requirement as defined in paragraph (d)(1)(i) of this section.

(4) Whenever any of the circumstances identified in paragraph (b)(2) of this section exist, the procuring activity must also submit to the applicable PCR (or to the SBA Office of Government Contracting Area Office serving the area in which the buying activity is located if a PCR is not assigned to the procuring activity) a written statement explaining why:

(i) If the proposed acquisition strategy involves a bundled requirement, the procuring activity believes that the bundled requirement is necessary and justified under the analysis required by paragraph (d)(3)(iii) of this section; or

(ii) If the description of the requirement includes goods or services currently being performed by a small business and the magnitude of the quantity or estimated dollar value of the proposed procurement would render small business prime contract participation unlikely, or if a proposed procurement for construction seeks to package or consolidate discrete construction projects:

(A) The proposed acquisition cannot be divided into reasonably small lots to permit offers on quantities less than the total requirement;

(B) Delivery schedules cannot be established on a basis that will encourage small business participation;

(C) The proposed acquisition cannot be offered so as to make small business participation likely; or

(D) Construction cannot be procured as separate discrete projects.

(5) In conjunction with their duties to promote the set-aside of procurements for small business, PCRs will identify small businesses that are capable of performing particular requirements, including teams of small business concerns for larger or bundled requirements (see § 121.103(f)(3) of this chapter).

(6)(i) If a PCR believes that a proposed procurement will render small business prime contract participation unlikely, or if a PCR does not believe a bundled requirement to be necessary and justified, the PCR shall recommend to the procurement activity alternative procurement methods which would increase small business prime contract participation.

Such alternatives may include:

(A) Breaking up the procurement into smaller discrete procurements;

(B) Breaking out one or more discrete components, for which a small business set-aside may be appropriate; and

(C) Reserving one or more awards for small companies when issuing multiple awards under task order contracts.

(ii) Where bundling is necessary and justified, the PCR will work with the procuring activity to tailor a strategy that preserves small business prime contract participation to the maximum extent practicable.

(iii) The PCR will also work to ensure that small business participation is maximized through teaming arrangements and subcontracting opportunities. This may include:

(A) Recommending that the solicitation and resultant contract specifically state the small business subcontracting goals, which are expected of the contractor awardee;

(B) Recommending that the small business subcontracting goals be based on total contract dollars instead of subcontract dollars;

(C) Reviewing an agency's oversight of its subcontracting program, including its overall and individual assessment of a contractor's compliance with its small business subcontracting plans. The PCR will furnish a copy of the information to the SBA Commercial Market Representative (CMR) servicing the contractor; and

(D) Recommending that a separate evaluation factor with significant weight is established for the extent to which offerors attained their subcontracting goals on previous contracts.

(7) In cases where there is disagreement between a PCR and the contracting officer over the suitability of a particular acquisition for a small business set-aside, whether or not the acquisition is a bundled or substantially bundled requirement within the meaning of paragraph (d) of this section, the PCR may initiate an appeal to the head of the contracting activity. If the head of the contracting activity agrees with the contracting officer, SBA may appeal the matter to the secretary of the department or head of the agency. The time limits for such appeals are set forth in 19.505 of the Federal Acquisition Regulation (FAR) (48 CFR 19.505).

(8) PCRs will work with the cognizant SBS and agency OSDBU as early in the acquisition process as practicable to identify proposed solicitations that involve bundling, and with the agency acquisition officials to revise the acquisition strategies for such proposed solicitations, where appropriate, to increase the probability of participation by small businesses, including small business contract teams, as prime contractors. If small business participation as prime contractors appears unlikely, the SBS and PCR will facilitate small business participation as subcontractors or suppliers.

(c) *BPCR responsibilities.* (1) SBA is required by section 403 of Public Law 98-577 (15 U.S.C. 644(l)) to assign a breakout PCR (BPCR) to major contracting centers. A major contracting center is a center that, as determined by SBA, purchases substantial dollar amounts of other than commercial items, and which has the potential to achieve significant savings as a result of the assignment of a BPCR.

(2) BPCRs advocate full and open competition in the Federal contracting process and recommend the breakout for competition of items and requirements which previously have not been competed. They may appeal the failure by the buying activity to act favorably on a recommendation in accord with the appeal procedures set forth in § 19.505 of the FAR (48 CFR 19.505). BPCRs also review restrictions and obstacles to competition and make recommendations for improvement. Other authorized functions of a BPCR are set forth in 48 CFR 19.403(c) of the FAR and Section 15(l) of the Act (15 U.S.C. 644(l)).

(d) *Contract bundling*—(1) *Definitions*—

(i) *Bundled requirement or bundling*. The term *bundled requirement or bundling* refers to the consolidation of two or more procurement requirements for goods or services previously provided or performed under separate smaller contracts into a solicitation of offers for a single contract that is likely to be unsuitable for award to a small business concern due to:

- (A) The diversity, size, or specialized nature of the elements of the performance specified;
- (B) The aggregate dollar value of the anticipated award;
- (C) The geographical dispersion of the contract performance sites; or
- (D) Any combination of the factors described in paragraphs (d)(1)(i) (A), (B), and (C) of this section.

(ii) *Separate smaller contract*. A separate smaller contract is a contract that has previously been performed by one or more small business concerns or was suitable for award to one or more small business concerns.

(iii) Single contract, as used in this definition, includes:

- (A) Multiple awards of indefinite quantity contracts under a single solicitation for the same or similar supplies or services to two or more sources; and
- (B) An order placed against an indefinite quantity contract under a Federal Supply Schedule contract or a task or delivery order contract awarded by another agency (*i.e.*, Government-wide acquisition contract or multi-agency contract).

(iv) Substantial bundling means any bundling that meets the dollar amounts specified in paragraph (b)(2)(i) of this section.

(2) *Requirement to foster small business participation*. The Small Business Act requires each Federal agency to foster the participation of small business concerns as prime contractors, subcontractors, and suppliers in the contracting opportunities of the Government. To comply with this requirement, agency acquisition planners must:

- (i) Structure procurement requirements to facilitate competition by and among small business concerns, including small business concerns owned and controlled by veterans, small business concerns owned and controlled by service-disabled veterans, qualified HUBZone small business concerns, small business concerns owned and controlled by socially and economically disadvantaged individuals and small business concerns owned and controlled by women; and
- (ii) Avoid unnecessary and unjustified bundling of contract requirements that inhibits or precludes small business participation in procurements as prime contractors.

(3) *Requirement for market research*. In addition to the requirements of paragraph (b)(2) of this section and before proceeding with an acquisition strategy that could lead to a contract containing bundled or substantially bundled requirements, an agency must conduct market research to determine whether bundling of the requirements is necessary and justified. During the market research phase, the acquisition team should consult with the applicable PCR (or if a PCR is not assigned to the procuring activity, the SBA Office of Government Contracting Area Office serving the area in which the buying activity is located).

(4) *Requirement to notify current small business contractors of intent to bundle.* The procuring activity must notify each small business which is performing a contract that it intends to bundle that requirement with one or more other requirements at least 30 days prior to the issuance of the solicitation for the bundled or substantially bundled requirement. The procuring activity, at that time, should also provide to the small business the name, phone number and address of the applicable SBA PCR (or if a PCR is not assigned to the procuring activity, the SBA Office of Government Contracting Area Office serving the area in which the buying activity is located).

(5) *Determining requirements to be necessary and justified.* When the procuring activity intends to proceed with an acquisition involving bundled or substantially bundled procurement requirements, it must document the acquisition strategy to include a determination that the bundling is necessary and justified, when compared to the benefits that could be derived from meeting the agency's requirements through separate smaller contracts.

(i) The procuring activity may determine a consolidated requirement to be necessary and justified if, as compared to the benefits that it would derive from contracting to meet those requirements if not consolidated, it would derive measurably substantial benefits. The procuring activity must quantify the identified benefits and explain how their impact would be measurably substantial. The benefits may include cost savings and/or price reduction, quality improvements that will save time or improve or enhance performance or efficiency, reduction in acquisition cycle times, better terms and conditions, and any other benefits that individually, in combination, or in the aggregate would lead to:

(A) Benefits equivalent to 10 percent of the contract or order value (including options) where the contract or order value is \$86 million or less; or

(B) Benefits equivalent to 5 percent of the contract or order value (including options) or \$8.6 million, whichever is greater, where the contract or order value exceeds \$86 million.

(ii) Notwithstanding paragraph (d)(5)(i) of this section, the Assistant Secretaries with responsibility for acquisition matters (Service Acquisition Executives) or the Under Secretary of Defense for Acquisition and Technology (for other Defense Agencies) in the Department of Defense and the Deputy Secretary or equivalent in civilian agencies may, on a non-delegable basis determine that a consolidated requirement is necessary and justified when:

(A) There are benefits that do not meet the thresholds set forth in paragraph (d)(5)(i) of this section but, in the aggregate, are critical to the agency's mission success; and

(B) Procurement strategy provides for maximum practicable participation by small business.

(iii) The reduction of administrative or personnel costs alone shall not be a justification for bundling of contract requirements unless the administrative or personnel cost savings are expected to be substantial, in relation to the dollar value of the procurement to be consolidated (including options). To be substantial, such cost savings must be at least 10 percent of the contract value (including options).

(iv) In assessing whether cost savings and/or a price reduction would be achieved through bundling, the procuring activity and SBA must compare the price that has been charged by small businesses for the work that they have performed and, where available, the price that could have been or could be charged by small businesses for the work not previously performed by small business.

- (6) *OMB Circular A-76 Cost Comparison Analysis.* The substantial benefit analysis set forth in paragraph (d)(5)(i) of this section is not required where a requirement is subject to a Cost Comparison Analysis under OMB Circular A-76 (See 5 CFR 1310.3 for availability).
- (7) *Substantial bundling.* (i) Where a proposed procurement strategy involves a substantial bundling of contract requirements, the procuring agency must, in the documentation of that strategy, include a determination that the anticipated benefits of the proposed bundled contract justify its use, and must include, at a minimum:
- (A) The analysis for bundled requirements set forth in paragraph (d)(5)(i) of this section;
  - (B) An assessment of the specific impediments to participation by small business concerns as prime contractors that will result from the substantial bundling;
  - (C) Actions designed to maximize small business participation as prime contractors, including provisions that encourage small business teaming for the substantially bundled requirement;
  - (D) Actions designed to maximize small business participation as subcontractors (including suppliers) at any tier under the contract or contracts that may be awarded to meet the requirements; and
  - (E) The identification of the alternative strategies that would reduce or minimize the scope of the bundling, and the rationale for not choosing those alternatives (*i.e.*, consider the strategies under paragraphs (b)(6) (i) and (d) of this section).
- (ii) At least 30 days prior to the solicitation release, the procuring activity shall provide the PCR and the agency OSDBU a copy of the proposed acquisition, including the analysis required by paragraph (d)(7) of this section, the acquisition plan, any bundling information required under paragraph (b)(3) of this section, and any other relevant information. The PCR and agency OSDBU or SBS, as applicable, shall work together to develop alternative acquisition strategies identified in paragraph (b)(6) of this section to enhance small business participation.
- (8) *Significant subcontracting opportunity.* (i) Where a bundled or substantially bundled requirement offers a significant opportunity for subcontracting, the procuring agency must designate the following factors as significant factors in evaluating offers:
- (A) A factor that is based on the rate of participation provided under the subcontracting plan for small business in the performance of the contract; and
  - (B) For the evaluation of past performance of an offeror, a factor that is based on the extent to which the offeror attained applicable goals for small business participation in the performance of contracts.
- (ii) Where the offeror for such a bundled contract qualifies as a small business concern, the procuring agency must give to the offeror the highest score possible for the evaluation factors identified in paragraph (d)(5)(i) of this section.
- (9) *Identifying and justifying bundled contracts.* Not later than 30 days after the date on which the head of a Federal agency submits data certifications to the Administrator for Federal Procurement Policy, the head of the Federal agency shall publish on the Web site of the Federal agency a list and rationale for any bundled contract for which the Federal agency solicited bids or that was awarded by the Federal agency.

- (e) *OSDBU Oversight Functions.* The Agency OSDBU must:
- (1) Conduct annual reviews to assess the:
    - (i) Extent to which small businesses are receiving their fair share of Federal procurements, including contract opportunities under programs administered under the Small Business Act;
    - (ii) Adequacy of the bundling documentation and justification; and
    - (iii) Adequacy of actions taken to mitigate the effects of necessary and justified contract bundling on small businesses (e.g., review agency oversight of prime contractor subcontracting plan compliance under the subcontracting program).
  - (2) Provide a copy of the assessment under paragraph (e)(1) of this section to the Agency Head and SBA Administrator.
- (f) *Contracting Among Small Business Programs.*
- (1) *Acquisitions Valued At or Below \$100,000/Simplified Acquisition Threshold.* The contracting officer shall set aside any acquisition with an anticipated dollar value exceeding \$3,000 (\$15,000 for acquisitions as described in the Federal Acquisition Regulation (FAR) at 48 CFR 13.201(g)(1)) but valued below \$100,000 (\$250,000 for acquisitions described in paragraph (1) of the Simplified Acquisition Threshold definition in the FAR at 48 CFR 2.101) for small business concerns when there is a reasonable expectation that offers will be obtained from at least two small business concerns that are competitive in terms of quality and delivery and award will be made at fair market prices. This requirement does not preclude a contracting officer from setting aside a contract under the 8(a) BD, HUBZone, Service Disabled Veteran Owned (SDVO), or WOSB programs.
  - (2) *Acquisitions Valued Above \$100,000/Simplified Acquisition Threshold.*
    - (i) The contracting officer shall set aside any acquisition with an anticipated dollar value exceeding \$100,000 (\$250,000 for acquisitions described in paragraph (1) of the Simplified Acquisition Threshold definition in the FAR at 48 CFR 2.101) for small business concerns when there is a reasonable expectation that offers will be obtained from at least two small business concerns that are competitive in terms of quality and delivery and award will be made at fair market prices. However, after conducting market research, the contracting officer shall first consider a set-aside or sole source award (if the sole source award is permitted by statute or regulation) under the 8(a) BD, HUBZone, SDVO SBC or WOSB programs before setting aside the requirement as a small business set-aside. There is no order of precedence among the 8(a) BD, HUBZone, SDVO SBC or WOSB programs. The contracting officer must document the contract file with the rationale used to support the specific set-aside, including the type and extent of market research conducted. In addition, the contracting officer must document the contract file showing that the apparent successful offeror's ORCA certifications and associated representations were reviewed.
    - (ii) SBA believes that Progress in fulfilling the various small business goals, as well as other factors such as the results of market research, programmatic needs specific to the procuring agency, anticipated award price, and the acquisition history, will be considered in making a decision as to which program to use for the acquisition.

[61 FR 3312, Jan. 31, 1996, as amended at 63 FR 31908, June 11, 1998; 64 FR 57370, Oct. 25, 1999; 65 FR 45833, July 26, 2000; 68 FR 60012, Oct. 20, 2003; 74 FR 46887, Sept. 14, 2009; 75 FR 62281, Oct. 7, 2010; 76 FR 63547, Oct. 12, 2011]

## GLOSSARY

Some computed variables have been given names, which use commonly used terms to designate a specific computation. Some standard definitions may not be familiar to some readers.

**Goal** A nonbinding statutory target procurement rate set for small-business procurement as a whole and for some subclasses. Prime contracting goals are set at:

- 23 percent of procurement for small businesses as a whole,
- 5 percent of procurement for
  - ◆ Socially and Economically Disadvantaged Businesses and
  - ◆ Woman-Owned Small Businesses,
- 3 percent of procurement for
  - ◆ HUBZone businesses and
  - ◆ Service-Disabled Veteran-Owned Small Businesses.

**NAICS** North American Industry Classification System, which the Census Bureau uses to define industries. The number of digits in a NAICS code reflects the level of detail. Published industry data range in detail from two digits (sector) to six digits. A two-digit NAICS industry is also called a sector, and a three-digit industry is also called a sub-sector. The following example illustrates the hierarchy, from a sector to a six-digit industries:

- 21 Mining, Quarrying, and Oil and Gas Extraction
  - 212 Mining (except Oil and Gas)
    - 2121 Coal Mining
      - 21211 Coal Mining
        - 212111 Bituminous Coal and Lignite Surface Mining
        - 212112 Bituminous Coal Underground Mining
        - 212113 Anthracite Mining

**Participation Rate** The percent of small (or subclass) businesses registered in SAM for a given industry that are listed in FPDS data as contractors in that industry. For small businesses, the formula for the participation rate of a given industry is:

$$\frac{(\text{Small contractors listed in FPDS})}{(\text{Small SAM registrants})}$$

Participation rates for sub-classes are defined similarly.

**Participation Ratio** A ratio of the participation rate for small (or sub-class) businesses to the participation rate for large businesses in that industry. For small businesses, the formula for the participation ratio of a given industry is:

$$\frac{(\text{Small contractors listed in FPDS})/(\text{Small SAM registrants})}{(\text{Large contractors listed in FPDS})/(\text{Large SAM registrants})}$$

Participation ratios for sub-classes are defined similarly.

<b>Procurement Rate</b>	<p>The percentage share of contract obligations in an industry going to small or subclass businesses. Ranges are described in the report as:</p> <ul style="list-style-type: none"> <li>• “Very Low”—a rate below 10 percent</li> <li>• “Low”—a rate from 10 percent to 20 percent</li> <li>• “Intermediate”—a rate between 20 percent and 25 percent</li> <li>• “High”—a rate between 25 percent and 50 percent</li> <li>• “Very High”—a rate over 50 percent</li> </ul>
<b>Revenue Ratio</b>	<p>The revenue ratio is the ratio of the average procurement revenue per large contractor to the average procurement revenue per small contractor. The revenue ratio is a measure of concentration of procurement that reflects both</p> <ul style="list-style-type: none"> <li>• The relative size of contracts with large and small businesses and</li> <li>• The relative number of contracts per large and small businesses.</li> </ul> <p>For a given industry, the formula for the revenue ratio is:  <math display="block">\frac{(\text{Total value of procurement from large contractors})/(\text{Number of large contractors})}{(\text{Total value of procurement from small contractors})/(\text{Number of small contractors})}</math></p>
<b>SAM Registration Rate</b>	<p>The percent of SAM registrants for a given industry that are small businesses (or members of a subclass of small businesses).</p>
<b>Share of Contractors</b>	<p>The percent of contractors in an industry that are small businesses (or members of a given subclass of small businesses)</p>
<b>Size Standards</b>	<p>Thresholds set by SBA to define “small business.” These are published in part 121 of the Code of Federal Regulations (13 CFR § 121.201).</p>
<b>Subclass</b>	<p>One of six specific types of small business that has a program or goal or is otherwise of interest. The subclasses are:</p> <ul style="list-style-type: none"> <li>• Businesses in the 8(a) Program (8(a) businesses),</li> <li>• Businesses in the HUBZone Program (HUBZone businesses),</li> <li>• Socially and Economically Disadvantaged Businesses (SDBs),</li> <li>• Veteran-Owned Small Businesses (VOSBs),</li> <li>• Service-Disabled Veteran-Owned Small Businesses (SDVOSBs), and</li> <li>• Woman-Owned Small Businesses (WOSBs).</li> </ul> <p>Precise definitions of the subclasses are found in Appendix D.</p>

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