

FedSources Executive Breakfast

November 6, 2007

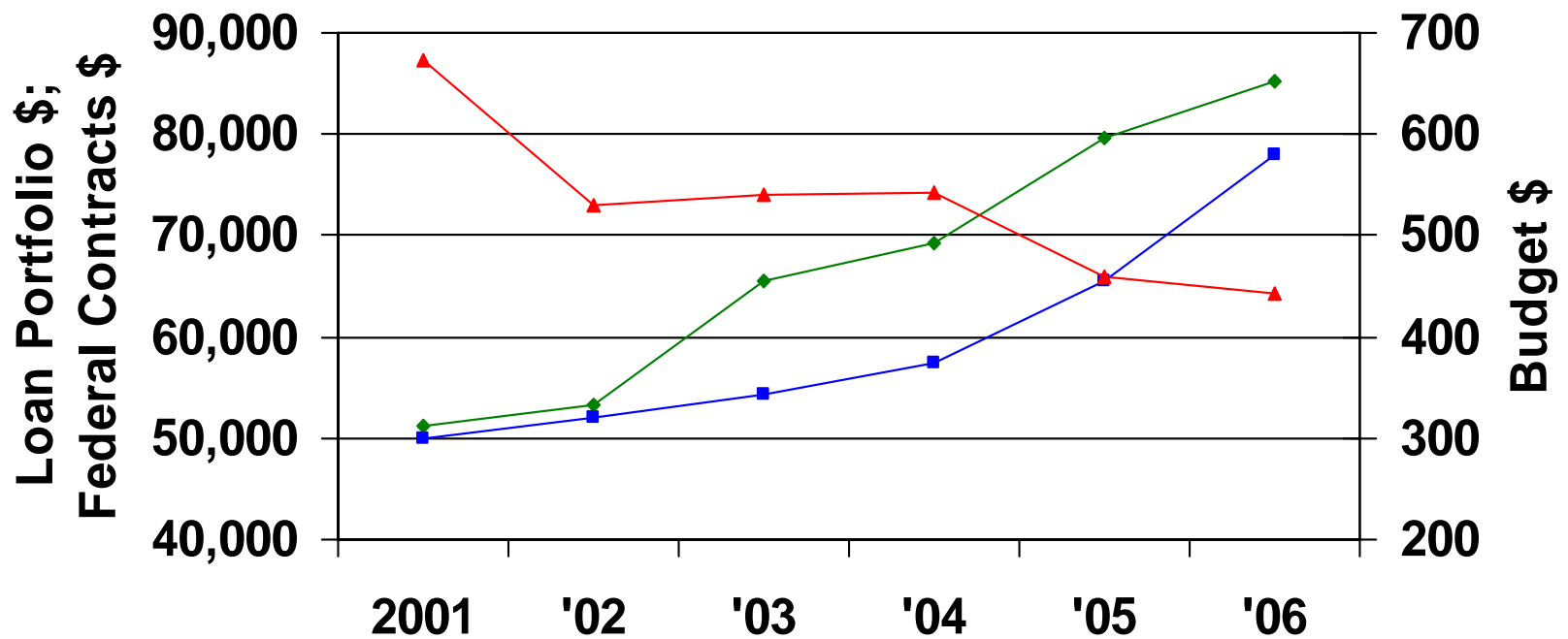


U.S. Small Business Administration



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Agency's Impact





Underserved Markets Lending Initiatives

- **Rural Lender Advantage**
 - Simplified and streamlined loan process
 - Support for navigating eligibility requirements
 - Tailored to the needs of small lenders, like rural and community banks
- **Community Express**
 - Revising to make process easier for lenders and borrowers
 - More focused on Underserved Markets



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Lending Initiatives

- **Patriot Express**
 - **Launched in June**
 - **Approved more than 447 loans for more than \$46.4 million**
 - **Offered at 2.25% to 4.75% over prime**
 - **Guaranty of up to 85% on loans of \$150,000 or less; 75% for loans of \$150,000 to \$500,000**



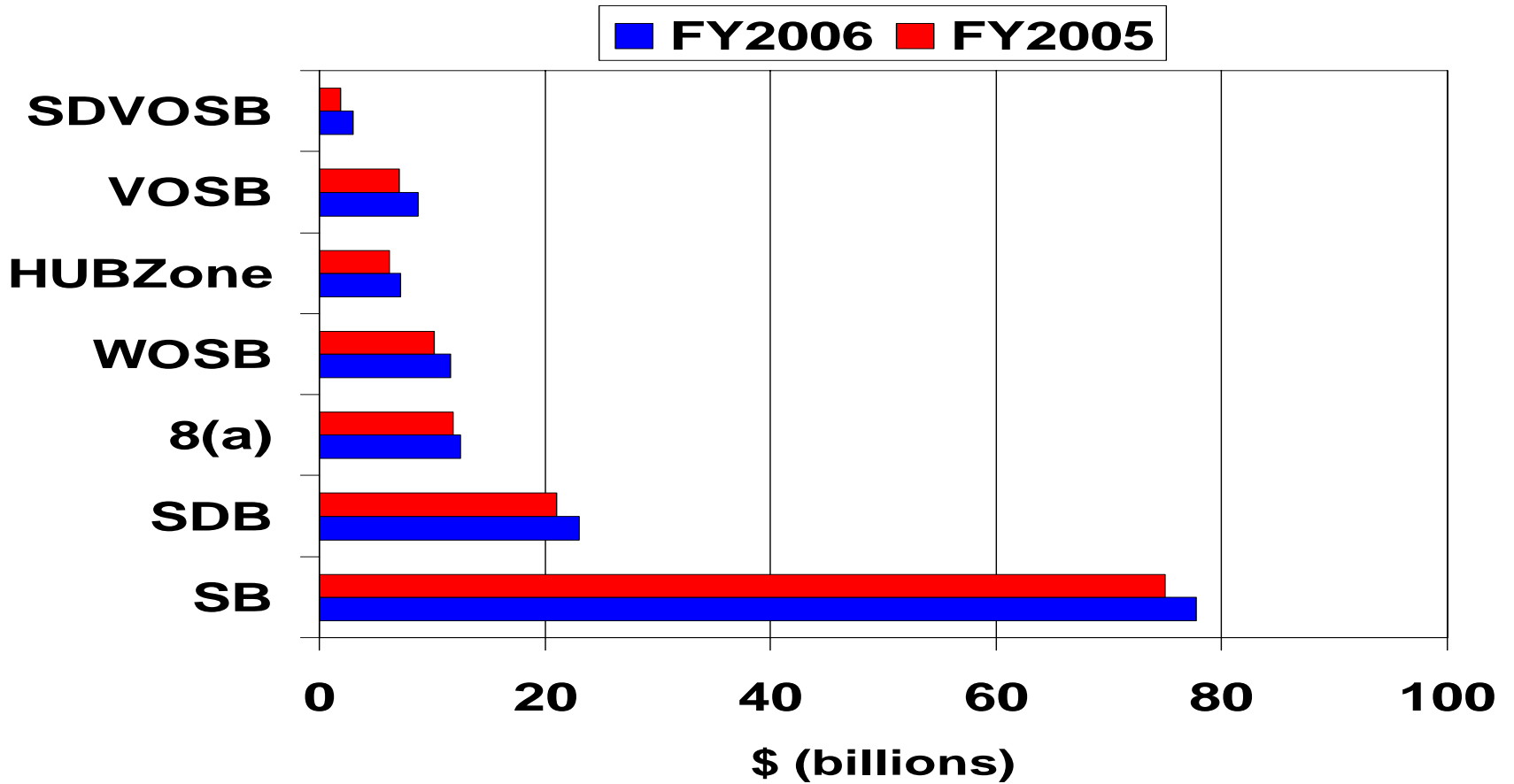
Small Business Procurement Goals

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



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Federal Procurement





Contracting Improvements

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



Small Business Procurement Scorecard

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



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Clean Database

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



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Size Recertification

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



Increasing Opportunities

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