DEPARTMENT OF THE ARMY
U.S. ARMY CORPS OF ENGINEERS
441 G STREET NW
WASHINGTON, D.C. 20314-1000

CESB

MEMORANDUM FOR USACE DEPUTIES FOR SMALL BUSINESS

SUBJECT: Assignment of Fiscal Year 2010 Small Business Program Targets

1. This is an informal letter to let you know that Ms Tracey Pinson, Director of the Army's Office of Small Business Programs has given USACE official approval to use the attached Small Business FY 10 targets. Pending my receipt of the official letter from her office, this letter allows you to proceed with making changes from the FY09 targets as necessary. These goals have already been loaded into ACBIS for reporting purposes. The usual official letter from the CG will be forthcoming. Please feel free to share this letter with your contracting staff and commanders.

2. Our Communities of Practice and Regional Business Centers are in place to promote the knowledge sharing and technical excellence necessary for the small business program success. Each Corps team member's actions will have an impact on our FY 10 accomplishments. I rely on you to set the stage for the overall success of the program. Please encourage your Deputy for Small Business Programs to educate all team members about the small business program and improve program quality during the coming year, this includes outreach and attendance at Small Business Conferences. Small Business Deputies should be an active member at concept of a project.

3. Again this year it is requested that you continue to focus extra efforts on the identification and involvement of Service-Disabled Veteran-Owned Small Businesses (SDVOSB). Although we did not quite meet our Army-assigned SDVOSB goal in FY 09, your commitment to this program is already being reflected in the numbers being reported for the first quarter of FY10 at over 4.0%.

4. Please extend my personal thanks to your team for their hard work and dedication in supporting the Small Business Program.

5. Point of contact in the Small Business Office is the undersigned at (202) 761-8789.

Sherry F. Gaylor

Sherry F Gaylor
Acting Chief, Small Business Programs
HQ USACE

US Army Corps of Engineers
FY10 Targets

Prime

Small Business	33.0%
Small Disadvantaged Business	18.0%
Women-Owned Small Business	5.8%
HUBzone Small Business	10.0%
Service-Disabled Veteran-Owned Small Business	3.0%
HBCU/MI	13.0%

Subcontracting

Small Business	70%
Small Disadvantaged Business	6.2%
Women-Owned Small Business	7.0%
HUBzone Small Business	9.8%
Veteran-Owned Small Business	3.5%
Service-Disabled Veteran-Owned Small Business	2.0%

Additional Subcontracting Goal Considerations

Although the Department of the Army has not assigned goals in the subcontracting category of HBCU/MI, note that both the ISR and SSR Forms for subcontract reporting require "other than small" prime contractors to include HBCU/MI. Therefore, the following guidance is provided:

In support of the HBCU/MI Program, contracts awarded that provide for HBCU/MI subcontracting opportunities should include a HBCU/MI subcontracting goal consistent with the anticipated subcontracting opportunities associated with work HBCU/MIs perform.