



## **Women Owned Businesses Gain Ground in Federal Procurement**

The Small Business Administration (SBA) announced its Small Business Procurement Data for 2010 and the results looked good for the small business community. The SBA reported that the federal government awarded nearly \$100 billion in federal contracts to small businesses last year. The \$97.95 billion in contracts awarded in 2010 was a record high and marked the second consecutive year of increased procurement dollars.

Last year's federal contracts to small businesses made up 22.7% of all federal contracting. This puts the government very close to its goal of awarding 23% of federal contracting dollars awarded to small businesses.

Additionally, women owned businesses were awarded 4.04% of federal contracting dollars. This represents a \$1.17 billion increase over contracts to WOSBs in 2009. With the new Women Owned Small Business Federal Contracting Program in place, WIPP expects that number to rise significantly next year. If the federal government met its 5% goal for women owned businesses, the result would be an additional \$1.52 billion dollars awarded to WOSBs.

While WIPP is pleased to see the progress that government agencies have made with respect to contracting with women owned businesses, WIPP expects agencies to ramp up doing business with women owned firms.

To see the SBA Scorecard, [click here](#).