

Characteristics of Federal Government Procurement Spending With Veteran- Owned Businesses FY 2000 – FY 2003 (3Q)

by

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The statements, findings, conclusions, and recommendations found in this study are those of the authors and do not necessarily reflect the views of the Office of Advocacy, the United States Small Business Administration, or the United States Government.

Summary of Findings

The federal government's relatively brief experience with collecting procurement statistics on veteran-owned businesses since FY 2000 has so far resulted in an uneven data series characterized by inconsistent veteran business coding, serious under-reporting and wide trend fluctuations from year to year. To the extent the data can be relied on, they show agencies making little use of veteran-owned businesses, even when large corrections are applied to the number of veteran-owned firms being measured.

The most significant findings from this analysis include:

1. Officially reported Veteran-Owned Business (VOB) procurement spending statistics indicate that federal agencies spent just 0.6 percent of their total prime contract dollars with veteran-owned firms in FY 2002. This is up from 0.4 percent of the prime contract dollar total in FY 2001.
2. Spending on Service-Disabled Veteran Businesses (SDVBs) shows agencies spent a scant 0.12 percent of federal prime contract spending on SDVBs in FY 2002, down from 0.22 percent of total spending in FY 2001. The FY 2002 SDVB dollar share is 1/25th of the 3 percent SDVB procurement goal established in PL 106-50, which was signed into law in August, 1999.
3. Thousands of companies that are flagged as veteran-owned in the Department of Defense's (DoD's) Central Contractor Registry (CCR), in the Small Business Administration's (SBA's) ProNet file and by Dun and Bradstreet (D&B) are not coded as veteran-owned in the General Service Administration's (GSA's) master prime contract file. After combining VOBs identified in the Federal Procurement Data Center (FPDC) file with those identified in the CCR, ProNet and D&B databases, the measure of total VOB procurement spending triples in FY 2001 and doubles in FY 2002. In FY 2002, official measures of VOB companies and spending appear to undercount VOB contractor activity by nearly one-half.
4. The combined prime contract revenues of GSA-recognized Veteran-Owned firms and firms identified by Eagle Eye as Veteran-Owned together accounted for 1.7 percent of all federal prime contract expenditures in FY 2002, up slightly from 1.6 percent in FY 2001. Current year-to-date statistics indicate that agency spending with veteran-owned firms in FY 2003 (3Q) will match or exceed VOB spending in FY 2002.
5. Based on total prime contract revenues reported in the Federal Procurement Data System between FY 2000 and FY 2003, VOB prime contract revenue was, on average, 27 percent smaller than that for an average small business federal contractor.
6. The number of officially recognized SDVBs fell 58 percent between FY 2001 to FY 2002, from 1,344 companies down to 569. This means that to reach the government's goal of awarding three percent of all prime contract dollars to SDVBs in FY 2002, the average annual government revenue of an SDVB would have had to grow from \$506,157 to \$13.2 million. Another way of looking at this is that if SDVBs remained at their FY 2002 government revenues, it would have taken 14,817 SDVBs – more than 26 times the actual number of SDVB firms officially recognized in 2002 -- to achieve the government's 3 percent SDVB dollar goal.

7. The average size of a small business federal contract in FY 2002 was \$392,931. The average size of a VOB prime contract (including SDVBs, VOBs and OVOBs) was \$345,758, or 12 percent less than a small business contract, on average.
8. SDVBs are on average receiving smaller contracts than small business generally and slightly smaller contracts than other VOBs. An average SDVB contract was worth \$340,028, or approximately 13.5 percent less than an average contract held by a small prime contractor and 1.7 percent less than the average contract to VOBs.
9. Contracts held by VOBs identified by Eagle Eye in the CCR, ProNet and D&B databases, averaged \$465,994, or 34.8 percent more than an average VOB contract.
10. FPDC Veteran-ownership status codes are assigned inconsistently. In FY 2001, 194 veteran-owned firms out of 5,595 (3.5 percent) showed multiple VOB status codes. In FY 2002, 201 veteran-owned firms out of 7,332 (2.7 percent) showed multiple VOB status codes.
11. VOB procurement spending is highly concentrated among agencies. The top three agencies spending money with VOBs accounted for 76 percent of all prime contract dollars to veteran-owned firms; the top 10 agencies accounted for 93 percent of the VOB prime contract dollars.
12. The Top 100 VOBs accounted for 43 percent of all spending with VOBs in FY 2002.
13. Approximately 81 percent of all VOB contract dollars were spent on Services in FY 2002; 19 percent were spent in Manufacturing.
14. In FY 2002, the average VOB GSA Schedule contract was for \$948,000, *nearly three times more than an average VOB contract.*
15. Between FY 2000 and FY 2003 (3Q), 50 percent of all VOB contracts were classified as Small Purchases. These Small Purchases accounted for just 6.7 percent of total VOB revenue.

Introduction

In August, 1999, Public Law 106-50 was enacted, providing a variety of benefits and incentives for veteran-owned small businesses. Among these was the establishment of a statutory goal that at least 3 percent of all federal prime and sub-contract dollars should be awarded to businesses owned and controlled by service-disabled veterans (SDVBs). As part of this initiative, the GSA introduced a new Veteran Ownership Status code in its master contract file that would enable researchers and policy makers to track the SDVB status of small contractors on an ongoing basis.

The implementation of the various VOB incentive programs has so far failed to fulfill the high-minded purposes that guided their creation. Both in terms of data collection and especially in terms of procurement awards, the federal government has failed to achieve stated goals, and the path toward fulfillment of these goals is unclear.

Data Sources and Methodology

Description of Core Individual Contract Action Report (ICAR) Procurement Data

The General Services Administration's Federal Procurement Data System (FPDS) Individual Contract Action Report (ICAR) database provided the original source data used in this study. The ICAR database is an electronic file containing data fields corresponding to all the information elements collected by contract officers on the DD-350 (defense) and SF-279 (civilian) ICAR forms. Each ICAR record represents information about one unique contract obligation on an unclassified prime contract typically worth at least \$25,000.

In FY 2002, a total of over 700,000 ICAR transactions were reported on 215,000 individual prime contracts. Small, sub-\$25,000 obligations can be made on an SF-279 but are more commonly reported in bulk through the SF-281 small purchase report. There is no upper limit to the value of contracts reported in a DD-350 or SF-279 report; all reported contracts are included in Eagle Eye's FPDC database.

As of FY 2002, each contract office collected information on every transaction it administered and forwarded this information to its bureau's or agency's procurement data office. This office took responsibility for performing preliminary data validation and forwarding valid transaction records to the FPDS each quarter for further editing and publication. With the adoption of the new FPDS-Next Generation reporting system, these procedures will change over time to provide more direct input from the original contract entry system.

Contained in each ICAR transaction record is information describing the recipient as well as financial, competitive, statutory and other characteristics of the obligation. Over the entire course of a contract's duration, a contract officer might fill out numerous DD-350 or SF-279 forms for a single contract. This is because the dollars contained in a single obligation may not represent the total value of a contract. Some small contracts have only one obligation, but some large contracts can have well over 100.

Each DD-350 or SF-279 report forms the basis of a separate record in Eagle Eye's ICAR contracts database. Each record shows a unique combination of the following data elements: reporting agency, contract number, contract modification number, contracting office order number, contracting office

code, action date, and amount of obligation (or de-obligation). Each time a new form is filled out a separate task has been documented.

Eagle Eye's database contains only prime contract information. At this time, there is no detailed, systematically disclosed source of subcontract data available from the federal government.

It is worth noting that even though the ICAR data file officially began reporting data using the Veteran Ownership Code in FY 2000, Eagle Eye's master source file contains records dating from FY 1998. The reason for this is that Eagle Eye processes the GSA's correction and change records each quarter. These are records of contract activity that previously was miscoded or un-reported. When the government adds new codes to the ICAR data schema, all records, including correction and change records for prior years, contain the new information. When correction records for years prior to 1999 contain the Veteran-Owned Status Code, a small amount of Pre-1999 information will appear. Our analysis of the master file indicates that the Veteran Ownership code came into common usage only with FY 2000, so all tables in this study begin with this year. The official Veteran Ownership Status Codes are listed in Table 1, below.

Table 1: ICAR Veteran-Owned Business Codes

Code	Description
	NOT REPORTED/NOT AVAILABLE
A	SERVICE-DISABLED, VETERAN-OWNED SMALL BUSINESS
B	VETERAN-OWNED SMALL BUSINESS
C	NOT A VETERAN-OWNED SMALL BUSINESS

Some Limitations of ICAR Data

The ICAR file has structural limitations. The ICAR file includes reports from all major cabinet-level and independent agencies with appropriations authority and which are required to report procurement spending to the GSA. However, a number of federal and quasi-federal organizations issuing contracts are excluded from the ICAR reporting process: Congress and the Government Accounting Office; the Court System; the Federal Aviation Administration; the Tennessee Valley Authority; the U.S. Postal Service; The Federal Deposit Insurance Corporation; the International Monetary Fund and the World Bank; classified agencies like the Central Intelligence Agency and the National Security Agency. Although Eagle Eye publishes Postal Service and FAA contract databases, neither Postal Service nor FAA contract information was used in this analysis.

Credit card purchases are excluded from the ICAR data file. Federal credit card spending totaled about \$14 billion in FY 2002. Credit cards are most commonly used for small, open market purchases that fall under the \$25,000 reporting threshold for the ICAR file. Records of this spending are reported separately by the GSA in highly aggregated databases, making them unusable for the purposes of this analysis.

Non-credit card purchases under \$25,000 are also excluded from this analysis. These purchases are colloquially referred to as "281 purchases," named after the government's Form 281 used to report them. Form 281 data is collected separately to the GSA in highly aggregated totals that are marginally useful for research purposes. Form 281 purchases totaled about \$15 billion in FY 2002.

Creating the Master Veteran-Owned Business Data File

Summary

To analyze spending and other trends among Veteran-Owned federal contractors Eagle Eye first needed to create a master lookup file containing the names of all businesses identified as veteran-owned. The best information, we determined, would come from four sources: the raw ICAR contract database itself; the D&B VOB file; CCR; and ProNet.

To begin, Eagle Eye extracted all contract transaction records from the FPDS ICAR file that were coded as being awarded to VOBs during the FY 1998 – FY 2003 period. These contract records provided the core, official spending figures for VOBs as well as an initial selection of companies. Later, we determined no significant VOB data appears in the ICAR file prior to FY 2000, so most trend tables in this study begin with FY 2000.

From our general familiarity with the ICAR file, Eagle Eye staff understood that VOBs appearing in the DoD's CCR file and in the SBA's ProNet file often appeared in the ICAR contract file with a Veteran Owned status of Blank or else coded as Non-VOB firms. To make this VOB analysis comprehensive, Eagle Eye built a new, master VOB lookup table that included VOBs listed in the CCR, ProNet and in the D&B master file of veteran-owned firms. The addition of VOB records from these three non-ICAR sources nearly doubled the number of officially coded VOBs from the ICAR file, greatly expanding the scope of this analysis and enabling the creation of more informed VOB incentive procurement policy.

Building the VOB Master File Step By Step

To calculate veteran-owned business statistics for this study, we first extracted all contract transaction records coded A or B in the Veteran Ownership Status field. We separated out all the DUNS numbers into a separate lookup table and related this file to Eagle Eye's master company lookup table containing records of parent company affiliations, company names, addresses and contacts dating from FY 1997.

Knowing that the official ICAR Veteran Ownership Status code was not systematically applied based upon observations of its recent usage, we developed a plan to enhance this study's core company lookup file with Veteran-owned company listings from the D&B, the CCR and ProNet company databases.

Briefly, in early 2003, Jack Faucett & Associates (JFA) of Bethesda, Maryland, purchased an electronic file in text format from Dun & Bradstreet containing 84,983 individual company records. Each record contained a DUNS number that identified the company's name, address, contact information and various administrative indicators.

Eagle Eye obtained this raw data file from JFA and imported the information into a Visual FoxPro database file. We then performed basic integrity and consistency checks on the file and discovered that, out of a total of 84,983 total records, there were 13,768 duplicate records. We eliminated all duplicates, which reduced the core file down to 71,126 unique DUNS numbers.

To this core file Eagle Eye added veteran-owned business data from three additional sources:

1. The Eagle Eye master vendor file, FY 1997 – FY 2003 Quarters 1-3;
2. The Department of Defense Central Contractor Registry (CCR) as of April, 2003
3. The Department of Defense Central Contractor Registry (CCR) as of October, 2003
4. The Small Business Administration's ProNet Database as of Spring, 2001
5. The Small Business Administration's ProNet Database as of October, 2003

Eagle Eye attempted to obtain copies of the VETS 100 company file used by the Department of Labor, but our requests were unanswered by the study deadline.

Eagle Eye eliminated any duplicate DUNS numbers from all files before merging the Eagle Eye, D&B, ProNet and CCR VOB databases into our master VOB company lookup file. Then we matched any new DUNS numbers from non-ICAR sources with the master FPDC company lookup table that Eagle Eye has built and maintained from the raw ICAR data since 1997. This gave us standard company names, addresses and parent company assignments consistent with FPDC data reported in the ICAR file from the GSA.

Eagle Eye used two versions of the CCR and ProNet databases to provide the fullest possible coverage of veteran-owned companies over the FY 1997 – FY 2003 period. Companies that do not update their ProNet profiles annually are purged from the ProNet system; using both versions of the CCR and ProNet files enabled us to capture thousands of additional, older veteran-owned firms from the FY 1997 – FY 2001 period.

Because the initial, core lookup table was based upon extracting companies that displayed the official A and B Veteran Status codes in the ICAR file, any new ICAR records retrieved by linking to the ProNet and CCR veteran-owned companies would of necessity be coded C or Blank in the Veteran Ownership Status field. This means that even though the official ICAR definition of Blank in the Veteran Ownership field is "Not Available" and the definition of Code C is "Not a Veteran-Owned Company," in fact both these codes, when linked to veteran-owned companies in the CCR and ProNet databases are considered VOBs for the purposes of this analysis. Keeping these codes as they appeared in the ICAR file and simply changing their meaning made the creation of tables, charts and graphs fast and convenient.

Companies displaying blanks in the Veteran Ownership Status field are companies selected by DUNS numbers added from the ProNet and CCR files but which displayed no code in the ICAR master file. The dollars and company counts for these firms are relatively small and are generally excluded when referring to OVOB totals and trends.

The Central Contractor Registry

The Central Contractor Registration (CCR) plays an important, supporting role in this study. The CCR is the primary vendor database for the Department of Defense (DoD), NASA, Department of Transportation (DoT), and Department of Treasury. The CCR collects, validates, stores and disseminates company-related data in support of agency missions.

Both current and potential government vendors are required to register in CCR in order to be awarded contracts by the DoD, NASA, DoT and Treasury. As part of the registration process, the CCR collects extensive company information, including:

- DUNS Numbers
- Company and contact names, addresses, phone numbers, fax numbers and e-mail addresses
- Socioeconomic information, including company size and ownership characteristics
- Billing and payment information

Eagle Eye downloaded the entire CCR files for April and October, 2003, extracted all companies coded as being veteran-owned, and combined them with records from the ProNet file and the ICAR database for use in extracting ICAR contract records.

ProNet

The SBA's Pro-Net small business file also plays an important, supporting role in this study. Pro-Net is an Internet-based database of information on more than 195,000 small, disadvantaged, 8(a), HUBZone, and woman-owned businesses. Through the Pro-Net system, the SBA collects extensive information about the size and socio-economic characteristics of all registered small businesses. Pro-Net is the government's largest data repository of exclusively small business information.

Eagle Eye downloaded the Spring, 2001 and October, 2003 ProNet databases and merged the veteran-owned business records from these files with those from the CCR file and those from the ICAR database for use in extracting ICAR contract records.

Analysis

Overall Trends

Table 2 (below) provides a year-by-year comparison of official and enhanced VOB company counts and dollars. Together, the D&B, CCR and ProNet VOBs are classified as EE (for Eagle Eye). These VOBs were coded as Blank and C (for Not Veteran Owned) in the official ICAR Veteran-Owned Status field. The EE sources (ICAR VOB status codes: Blank and C) are grouped together because some DUNS numbers appeared in more than one alternate VOB source; breaking out the VOBs from each alternate source was therefore problematic. The ICAR counts and sums combine SDVBs (ICAR Code A) and Other Veteran-Owned Businesses (OVOBs, ICAR Code B).

Official ICAR VOB statistics show a startling reversal of SDVB and OVOB trends between FY 2001 and FY 2002. The count of SDVBs fell by 58 percent while the OVOB count rose 147 percent. Given how recently agencies began using the Veteran Ownership code, this dramatic change may be the result of a reclassification of SDVBs to OVOBs in FY 2002. The number of SDVBs counted through FY 2003 Quarter 3 is already near the FY 2002 year-end total.

Adding EE VOBs to the number of ICAR-coded VOBs nearly doubles the number of veteran-owned firms over the FY 2000 – FY 2003 period and nearly triples the dollars officially reported as awarded to VOBs. Between FY 2000 and FY 2003 Quarter 3, official ICAR contract statistics identified 6,775 unique VOBs. Together, over the same period, the ProNet, CCR and D&B databases identified another 6,066 VOBs that were coded as Blank or as Not Veteran-Owned (Code C) in the Veteran Owned Status field in the ICAR contract file. The official ICAR-identified VOBs accounted for

\$3.954 billion in prime contract revenues over the 3 ¾ year period, while the VOBs identified through other sources received \$7.753 billion, or 96 percent more than official VOB statistics.

Between FY 2001 and FY 2002, the number of reported, ICAR-identified VOBs shot up 43 percent, while the number of EE VOBs grew a more modest, yet significant, 22 percent. Together, the total number of VOBs grew 31 percent, from 5,595 to 7,332. Already by Quarter 3 FY 2003 the number of reported ICAR VOBs is approaching the ICAR count for all of FY 2002, indicating that government VOB reporting may be improving as the relatively new VOB code is more widely understood and applied. The ICAR VOB count surpasses the EE VOB count in FY 2003, indicating that the ICAR reporting system may be realizing reporting gains through fuller reporting and greater integration of the CCR and ProNet databases.

Table 2: VOB Company Counts, Revenues by Data Source, FY 2000 - FY 2003 (3Q)

Data, Source	FY00	FY01	FY02	FY03	Total **
ICAR SDVB Company Count	4	1344	569	535	2,118
ICAR SDVB Dollar Sum	685,000	553,895,820	288,003,754	278,275,517	1,120,860,091
ICAR Other VOB Company Count	6	1241	3066	2962	5,492
ICAR Other VOB Dollar Sum	12,619,000	514,672,063	1,244,488,860	1,061,424,419	2,833,204,342
ICAR VOB Company Total	10	2,448	3,503	3,373	6,775
ICAR VOB Dollar Total	\$13,304,000	\$1,068,567,883	\$1,532,492,614	\$1,339,699,936	3,954,064,433
Blank VOB Company Count (EE)	20	81	104	65	270
Blank VOB Dollar Sum (EE)	3,405,094	62,397,000	43,103,000	20,354,370	129,259,464
EE VOB Company Count*	103	3,147	3,829	3,143	6,066
EE VOB Dollar Sum*	\$29,811,570	\$2,952,479,512	\$2,850,340,391	\$1,915,487,451	7,753,177,924
Total VOB Company Count**	113	5,595	7,332	6,516	12,841
Total VOB Dollars	\$43,115,570	4,021,047,395	4,382,833,005	3,255,187,387	11,707,242,357

* EE VOB counts and sums represent the combined totals of ICAR VOB Status Codes Blank and C, assigned to non-ICAR VOB DUNS Numbers from D&B, CCR and ProNet.

** Columnar and Row Company count totals exclude repeat or multiple entries and may not add to individual category totals.

A look at company counts by ICAR VOB classification confirms that, at 43.5 percent, the non-ICAR share of VOBs is smaller than the share of officially coded VOBs; however, non-ICAR VOBs have, on average, far more government revenue than the companies that are officially considered to be VOBs. Non-ICAR VOBs coded as Blank and C averaged \$744,408 in federal contract revenues during FY 2002, while officially coded SDVBs and VOBs averaged \$437,480.

Although the official FPDS count of SDVBs fell by over one-half from FY 2001 to FY 2002, the average amount of those SDVBs' federal prime contract revenue in FY 2002 was \$506,157. This was approximately \$100,000 larger than the average amount of such revenues from contracts to officially coded OVOBs in FY 2002. However, at \$744,408, the average contract revenues for non-ICAR VOBs (i.e., EE VOBs) were 47 percent larger than those to SDVBs and 83 percent larger than the average FY 2002 revenues for OVOBs of \$405,900.

Table 3.a breaks down official ICAR VOB spending by individual ICAR VOB Status Code. This table shows that between FY 2001 and FY 2002, the last two complete fiscal years currently available, VOB contract spending experienced a healthy 9.0 percent overall revenue growth, from \$4.021 billion to \$4.383 billion. Although contracts to OVOBs experienced a rapid 142 percent revenue growth, SDVB

revenue fell a significant 48 percent in the same period. Revenues for EE VOBs fell by 3.5 percent, which may merely indicate fuller and more accurate official agency VOB contract reporting.

Table 3.a: ICAR and EE Veteran-Owned Business Prime Contract Revenues FY 00 – FY 03 (3Q)

ICAR VOB Classification	FY00	FY01	FY02	FY03 (3Q)	Total	Share of Vet Tot
Blank (EE)*	3,405,094	62,397,000	43,103,000	20,354,370	130,680,464	1.12%
A – Svc Disabled Veteran-owned	685,000	553,895,820	288,003,754	278,275,517	1,120,860,091	9.57%
B – Other Veteran Owned	12,619,000	514,672,063	1,244,488,860	1,061,424,419	2,833,204,342	24.20%
C – Not Veteran-Owned (EE)*	26,406,476	2,890,082,512	2,807,237,391	1,895,133,081	7,622,497,460	65.11%
VOB Total	43,115,570	4,021,047,395	4,382,833,005	3,255,187,387	11,707,242,357	100.00%
Total Federal Procurement	207,000,127,588	249,859,114,560	249,359,914,364	182,717,972,510	888,937,129,022	
Vet Share of Overall Total	0.02%	1.61%	1.76%	1.78%	1.32%	

Despite increased agency spending with VOBs overall, SDVB prime contract dollar totals remain far from their 3 percent goal. The officially calculated SDVB share of total federal procurement fell from 0.2 percent to 0.1 percent between FY 2001 and FY 2002, 25 times below the federal government’s stated goal. This means that to award three percent of all prime contract dollars to SDVBs in FY 2002, the average government revenue of an SDVB would have had to grow from \$506,157 to \$13.2 million. Another way of looking at this is that if SDVBs remained at their FY 2002 revenue levels it would have taken 14,817 SDVBs – more than 26 times the actual number of identified SDVB firms -- to achieve the government’s three percent SDVB dollar goal. The total amount of SDVB subcontracting dollars is unknown.

Some Blank and Type C-coded VOBs included as part of Eagle Eye’s enhanced lookup table might add to the SDVB total if they were properly coded in the ICAR file. However, the number of additional companies would very likely be small and would not affect SDVB procurement percentages measurably.

The overall FY 2002 VOB share of federal procurement dollars, including companies added by Eagle Eye from D&B, CCR and ProNet, was 1.8 percent. Without the inclusion of EE VOBs, the official, combined SDVB/OVOB dollar share would be 0.6 percent. This is still up from FY 2001, when the official VOB dollar share of total procurement was just 0.4 percent.

Comparing VOB dollar shares in Table 3.a with VOB company count shares in Table 3.b reveals that only VOBs coded as type C have a higher dollar share than company count share. This confirms the large difference between the average size of a VOB Type C company and other VOBs; VOB spending is heavily weighted toward the larger VOBs in Category C.

Comparing VOBs with small federal contractors in general, between FY 2000 and FY 2003 Quarter 3 on average VOBs were 27.2 percent smaller in terms of federal prime contract revenue. Over the 3³/₄ fiscal years, a total of 111,322 small federal contractors received a reported \$190.5 billion, averaging \$456,334 annually in federal prime contract revenue. The 12,841 VOBs received \$11.7 billion over the same period, for an annual average of \$243,122 each in federal prime contract revenue. SDVBs averaged \$141,122 in prime contract awards annually, just 31 percent of the average amount going to small firms generally.

**Table 3.b: Counts of VOBs by Veteran Ownership Classification
FY 00 - FY 03 (3Q)**

ICAR VOB Classification	FY00	FY01	FY02	FY03 (3Q)	Total **	Share of Vet Tot
Blank (EE)*	20	81	104	65	270	1.94%
A – Svc Disabled Veteran-owned	4	1344	569	535	2,118	15.19%
B – Other Veteran Owned	6	1241	3,066	2,962	5,492	39.38%
C – Not Veteran-Owned (EE)*	89	3123	3,794	3,123	6,066	43.50%
VOB Total **	119	5,789	7,533	6,685	12,841	100.00%

* EE VOB counts and sums represent the combined totals of ICAR VOB Status Codes Blank and C, assigned to non-ICAR VOB DUNS Numbers from D&B, CCR and ProNet.

**VOB company totals are separately calculated to remove duplicates. These totals therefore do not represent straight sums of the individual VOB row and columnar categories.

Statistical Check Using The Type of Business Code

In an effort to validate the inclusion of non-ICAR VOBs into the overall measure of VOBs, Eagle Eye studied the Type of Business Code assignments of ICAR-assigned VOBs and EE-assigned VOBs. Any company officially coded as an SDVB or an OVOB should be either a Small/Disadvantaged Business (SDB) or an Other Small Business (OSB) by definition. In fact, in FY 2002, 3,372 (99.9 percent) of the ICAR-assigned VOBs were classified as either SDB (SDB) or as an Other Small Business (OSB). Only one was classified as a Large Business (LB).

The VOBs assigned from non-ICAR sources exhibited considerable inconsistency in the Type of Business coding. In FY 2002, a combined total of 242 EE VOBs with blank ICAR VOB codes were either coded Blank (203) or as LBs (39) in the Type of Business field. More significantly, 1,097 EE VOBs coded as C (Not Veteran Owned) in the ICAR Veteran-owned field were also coded C (LB) in the Type of Business field. Another 249 companies, officially coded as Not Veteran Owned but included from non-ICAR sources, showed Type of Business Codes for various other types of entities (non-profit organizations, state and local government organizations, etc).

Table 4: Count of VOBs By Veteran-Owned Code and Type of Business Code

Vet- Owned Code	Business Type Code	FY00	FY01	FY02	FY03
Blank	Blank	145	150	203	136
Blank	A-SDB	1,593	19	36	28
Blank	B-OSB	4,158	52	64	43
Blank	C-LB	803	37	39	19
A-SDVB	A-SDB	2	452	216	203
A-SDVB	B-OSB	2	916	377	347
B-OVOB	A-SDB	4	378	809	715
B-OVOB	B-OSB	2	878	2,319	2,312
B-OVOB	C-LB	0	0	1	0
C-Not VOB	A-SDB	113	1,688	1,841	1,545
C-Not VOB	B-OSB	115	5,040	5,986	4,926
C-Not VOB	C-LB	45	931	1,097	838
C-Not VOB	OTHER	6	213	249	146

Significantly, the FY 2002 count of EE VOBs by Type of Business category (Veteran-owned code Blank or C) adds up to 9,515, or 2.4 times the actual number of unique EE VOBs measured in that year. The only way this situation can arise is if agencies assign different Type of Business codes to the same company. Unfortunately, this occurs frequently throughout the ICAR database from year to year. However, the ICAR file's Type of Business coding inconsistencies do not automatically disqualify non-ICAR VOBs in the more inclusive VOB measure for the purposes of this analysis. They merely serve to underline the need for more consistent data reporting. Most new, non-ICAR VOBs are in fact coded as small businesses.

VOB Spending by Agency

Among federal agencies, VOB spending is highly concentrated. The Department of Defense (DoD), the General Services Administration (GSA) and the Department of Veterans Affairs (DVA) together accounted for 76.2 percent of total VOB spending between FY 2000 and FY 2003. The Top 10 agencies combined account for 93.1 percent of all VOB spending.

Although the DoD spends seven times more with VOBs than the next closest agency, VOB spending jumped significantly at both the GSA and the DVA between FY 2001 and F 2002. At the GSA, reported VOB spending grew 30.5 percent, while the DVA grew its spending by 67 percent. DoD spending on VOBs grew only 4.7 percent over the same period.

Table 5.b below breaks the leading VOB funding agencies spending down by each ICAR VOB classification's share of agency overall spending. In FY 2002, two of the major VOB contracting agencies, the Department of Veterans Affairs and the Department of Agriculture, spent over 4 percent of their total prime contract dollars with VOBs. None of the five leading agencies came close to meeting the 3 percent goal for spending with SDVBs. Note that the FY 2001 Agency Total for the GSA is a likely data anomaly.

Only in the Department of Veterans Affairs does the official ICAR Other Veteran-Owned Category B share exceed the EE VOB Category C share. This is a good indication of the extent to which official VOB measures will grow throughout government when the identification of active VOBS in the ICAR file improves.

Table 5.a: Top 10 Agencies Ranked by Dollars Awarded to Veteran-Owned Firms With Veteran-Owned Code Breakouts, FY 2000 - FY 2003 (3Q)

A = Disabled Veteran-Owned B = Veteran-Owned C and Blank = EE VOB *

FY00 - FY03		Vet							Agcy %
Agcy	Vet \$	Agency	Code	FY00	FY01	FY02	FY03	Total	of Vet Total
1	7,473,352,853	DOD	C	8,267,000	1,925,658,000	1,826,383,904	1,255,125,559	5,015,434,463	63.86%
			B	12,022,000	142,243,000	725,374,327	667,130,131	1,546,769,458	
			A	362,000	485,954,000	149,522,116	169,246,562	805,084,678	
			Blank	0	60,665,000	35,419,000	9,980,254	106,064,254	
			DoD Total	20,651,000	2,614,520,000	2,736,699,347	2,101,482,506	7,473,352,853	
2	1,028,072,633	GSA	C	10,663,000	222,482,288	258,945,687	248,329,185	740,420,160	8.79%
			B	587,000	60,375,020	105,263,939	65,471,051	231,697,010	
			A	0	5,071,001	10,631,408	27,275,780	42,978,189	
			Blank	2,720,000	29,000	1,088,000	9,140,274	12,977,274	
			GSA Total	13,970,000	287,957,309	375,929,034	350,216,290	1,028,072,633	
3	421,435,391	DVA	B	0	81,190,000	126,026,912	65,163,156	272,380,068	3.60%
			C	0	29,466,000	41,565,520	22,532,763	93,564,283	
			A	0	10,226,000	33,999,000	11,039,040	55,264,040	
			Blank	0	0	152,000	75,000	227,000	
			DVA Total	0	120,882,000	201,743,432	98,809,959	421,435,391	
4	371,606,796	USDA	C	0	121,472,907	113,042,907	64,599,863	299,115,677	3.18%
			B	0	11,714,043	25,412,920	18,753,141	55,880,104	
			A	0	4,775,161	8,172,480	2,866,776	15,814,417	
			Blank	174,000	119,000	134,000	369,598	796,598	
			USDA Total	174,000	138,081,111	146,762,307	86,589,378	371,606,796	
5	356,376,265	DOJ	C	1,939,476	160,638,871	99,171,505	58,450,779	320,200,631	3.05%
			B	0	9,633,000	8,737,483	13,940,638	32,311,121	
			A	0	610,000	3,003,450	185,019	3,798,469	
			Blank	0	0	54,000	12,044	66,044	
			DOJ Total	1,939,476	170,881,871	110,966,438	72,588,480	356,376,265	
6	310,874,449	HHS	B	0	43,986,000	43,981,000	62,550,981	150,517,981	2.66%
			C	0	52,745,000	44,870,000	32,363,171	129,978,171	
			A	0	6,315,000	13,431,000	9,484,297	29,230,297	
			Blank	0	0	1,148,000	0	1,148,000	
			HHS Total	0	103,046,000	103,430,000	104,398,449	310,874,449	
7	250,651,883	STATE	C	0	49,811,000	55,537,078	9,111,800	114,459,878	2.14%
			B	10,000	42,978,000	51,306,386	10,914,840	105,209,226	
			A	323,000	17,553,000	8,435,473	4,420,306	30,731,779	
			Blank	0	0	251,000	0	251,000	
			State Total	333,000	110,342,000	115,529,937	24,446,946	250,651,883	
8	245,625,528	DOI	C	0	65,721,000	58,804,050	44,507,953	169,033,003	2.10%
			B	0	13,797,000	29,279,026	25,702,647	68,778,673	
			A	0	577,000	3,487,000	3,410,227	7,474,227	
			Blank	0	0	339,000	625	339,625	
			DOI Total	0	80,095,000	91,909,076	73,621,452	245,625,528	
9	224,937,281	DOL	C	0	64,515,000	99,562,000	31,579,216	195,656,216	1.92%
			B	0	6,840,000	7,256,000	14,375,065	28,471,065	
			Blank	0	0	666,000	133,000	799,000	
			A	0	11,000	0	0	11,000	
			DOL Total	0	71,366,000	107,484,000	46,087,281	224,937,281	

10	217,055,050	NASA	C	0	48,253,000	48,823,000	22,425,587	119,501,587	
			B	0	16,073,000	16,875,000	19,552,934	52,500,934	
			A	0	178,000	22,813,000	21,994,529	44,985,529	
			Blank	0		67,000		67,000	
		NASA Total		0	64,504,000	88,578,000	63,973,050	217,055,050	1.85%
	1,051,926,662	All Other		6,048,094	259,372,104	303,801,434	232,973,596	802,195,228	6.86%
		Total		43,115,570	4,021,047,395	4,382,833,005	3,255,187,387	11,702,183,357	100.00%

* EE VOB counts and sums represent the combined totals of ICAR VOB Status Codes Blank and C, assigned to non-ICAR VOB DUNS Numbers from D&B, CCR and ProNet.

**Table 5.b: Top 5 Agencies Ranked by Dollars Awarded to Veteran-Owned Firms
With Veteran-Owned Code Share Breakouts, FY 2000 - FY 2003 (3Q)**

A = Disabled Veteran-Owned B = Veteran-Owned C and Blank = EE VOB *

Rank	Agency	Vet Code	FY00	FY01	FY02	FY03
1	DOD	Total Agency \$	133,478,257,000	144,729,514,000	167,799,155,629	119,136,690,390
		All Vet \$	20,651,000	2,614,520,000	2,736,699,347	2,101,482,506
		All Vet % of Tot	0.02%	1.81%	1.63%	1.76%
		C % of Tot	0.01%	1.33%	1.09%	1.05%
		B % of Tot	0.01%	0.10%	0.43%	0.56%
		A % of Tot	0.00%	0.34%	0.09%	0.14%
		Oth % of Tot	0.00%	0.04%	0.02%	0.01%
2	GSA	Total Agency \$	11,277,344,041	38,625,300,784	19,115,846,639	8,351,579,729
		All Vet \$	13,970,000	287,957,309	375,929,034	350,216,290
		All Vet % of Tot	0.12%	0.75%	1.97%	4.19%
		C % of Tot	0.09%	0.58%	1.35%	2.97%
		B % of Tot	0.01%	0.16%	0.55%	0.78%
		A % of Tot	0.00%	0.01%	0.06%	0.33%
		Oth % of Tot	0.02%	0.00%	0.01%	0.11%
3	DVA	Total Agency \$	1,853,669,000	2,290,248,000	4,180,900,449	2,490,375,643
		All Vet \$	0	120,882,000	201,743,432	98,809,959
		All Vet % of Tot	0.00%	5.28%	4.83%	3.97%
		B % of Tot	0.00%	3.55%	3.01%	2.62%
		C % of Tot	0.00%	1.29%	0.99%	0.90%
		A % of Tot	0.00%	0.45%	0.81%	0.44%
		Oth % of Tot	0.00%	0.00%	0.00%	0.00%
4	USDA	Total Agency \$	3,577,579,497	3,961,018,558	3,631,534,743	1,959,676,363
		All Vet \$	174,000	138,081,111	146,762,307	86,589,378
		All Vet % of Tot	0.00%	3.49%	4.04%	4.42%
		C % of Tot	0.00%	3.07%	3.11%	3.30%
		B % of Tot	0.00%	0.30%	0.70%	0.96%
		A % of Tot	0.00%	0.12%	0.23%	0.15%
		Oth % of Tot	0.00%	0.00%	0.00%	0.02%
5	DOJ	Total Agency \$	3,151,107,795	4,055,334,730	4,345,566,422	2,117,508,238
		All Vet \$	1,939,476	170,881,871	110,966,438	72,588,480
		All Vet % of Tot	0.06%	4.21%	2.55%	3.43%
		C % of Tot	0.06%	3.96%	2.28%	2.76%
		B % of Tot	0.00%	0.24%	0.20%	0.66%
		A % of Tot	0.00%	0.02%	0.07%	0.01%
		Oth % of Tot	0.00%	0.00%	0.00%	0.00%

* EE VOB counts and sums represent the combined totals of ICAR VOB Status Codes Blank and C, assigned to non-ICAR VOB DUNS Numbers from D&B, CCR and ProNet.

Table 5.c shows that the Navy, Army and Air Force drive VOB procurement spending, with the Office of the Secretary of Defense at par with the GSA’s Federal Technology Service over the last 3 ¾ years. The Defense Logistics Agency is at par with the combined totals of the GSA’s Public Building Service (PBS) and Federal Supply Service (FSS) combined. Within the GSA, the Federal Technology Service (FTS) spent four times more on VOBs than the Federal Supply Service (FSS). This distinction within GSA is now moot given the recent merger of the two GSA bureaus. Within the USDA, spending is weighted toward the Forest Service and the Agricultural Marketing Service (AMS). Justice VOB spending totals will fall dramatically now that the Immigration and Naturalization Service (INS), DOJ’s largest VOB contracting bureau, has been transferred to the Department of Homeland Security.

Table 5.c: Top Agencies and Bureaus Contracting with Veteran-Owned Businesses, FY00 - FY03 (3Q)

Rank	Agency	Bureau	FY00	FY01	FY02	FY03	Total	
1	DOD	NAVY, DEPARTMENT OF THE	20,651,000	835,958,000	936,340,347	786,845,025	2,579,794,372	
		ARMY, DEPT THE (EXC CORPS OF ENGINEERS CIVIL PROGRAM FIN)		739,747,000	767,284,000	622,108,120	2,129,139,120	
		AIR FORCE, DEPARTMENT OF THE (HEADQUARTERS, USAF)		465,312,000	576,860,000	395,465,839	1,437,637,839	
		DEFENSE, DEPARTMENT OF		280,675,000	161,974,000	78,862,697	521,511,697	
		DEFENSE LOGISTICS AGENCY		155,944,000	151,803,000	151,430,891	459,177,891	
		U.S. ARMY CORPS OF ENGINEERS - CIVIL PROGRAM FINANCING ONLY		136,884,000	142,318,000	66,769,934	345,971,934	
		DEFENSE CONTRACT MANAGEMENT AGENCY (DCMA)				120,000		120,000
	DOD Total		20,651,000	2,614,520,000	2,736,699,347	2,101,482,506	7,473,352,853	
2	GSA	FEDERAL TECHNOLOGY SERVICE	12,852,000	169,960,000	187,267,383	171,642,480	541,721,863	
		PUBLIC BUILDINGS SERVICE	1,051,000	86,675,309	147,612,723	123,423,608	358,762,640	
		FEDERAL SUPPLY SERVICE	67,000	30,600,000	40,704,928	55,001,910	126,373,838	
		OFFICE OF MANAGEMENT SERVICES AND HUMAN RESOURCES		722,000	149,000		871,000	
		OFFICE OF GOVERNMENTWIDE POLICY			195,000	148,292	343,292	
	GSA Total		13,970,000	287,957,309	375,929,034	350,216,290	1,028,072,633	
3	DVA	DEPT OF VETERANS AFFAIRS		120,882,000	201,743,432	98,809,959	421,435,391	
	DVA Total			120,882,000	201,743,432	98,809,959	421,435,391	
4	USDA	FOREST SERVICE	174,000	59,986,195	60,827,347	16,446,136	137,433,678	
		AGRICULTURAL MARKETING SERVICE		27,916,000	37,884,000	19,234,983	85,034,983	
		AGRICULTURAL STABILIZATION AND CONSERVATION SERVICE		20,876,000	15,070,000		35,946,000	
		FARM SERVICE AGENCY			1,404,525	21,303,195	22,707,720	
		FARMERS HOME ADMINISTRATION		13,795,000	7,731,000		21,526,000	
		ANIMAL AND PLANT HEALTH INSPECTION SERVICE			2,539,290	4,206,806	12,152,087	18,898,183
		AGRICULTURAL RESEARCH SERVICE			2,306,757	10,086,898	5,778,104	18,171,759
		OFFICE OF OPERATIONS			6,591,000	5,450,000		12,041,000
		ASSISTANT SECRETARY FOR ADMINISTRATION			244,573	491,863	8,072,806	8,809,242
		SOIL CONSERVATION SERVICE			2,984,000	1,706,000		4,690,000
		NATURAL RESOURCES CONSERVATION SERVICE				172,399	2,490,643	2,663,042

		FOOD AND NUTRITION SERVICE	496,000	1,242,000	356,606	2,094,606
		OFFICE OF FINANCE AND MANAGEMENT	281,000	290,000		571,000
		RURAL HOUSING SERVICE			453,245	453,245
		OFFICE OF THE CHIEF FINANCIAL OFFICER	65,296	83,469	285,535	434,300
		FOOD SAFETY AND INSPECTION SERVICE		116,000	16,038	132,038
	USDA Total		174,000	138,081,111	146,762,307	86,589,378
5	DOJ	IMMIGRATION AND NATURALIZATION SERVICE	65,000	81,626,000	33,374,971	8,007,785
		FEDERAL PRISON SYSTEM	1,874,476	30,585,871	24,932,212	17,608,077
		OFFICES, BOARDS AND DIVISIONS		11,216,000	24,793,458	31,498,845
		U.S. MARSHALS SERVICE		31,707,000	14,916,000	1,569,146
		DRUG ENFORCEMENT ADMINISTRATION		7,996,000	6,648,797	3,731,748
		FEDERAL BUREAU OF INVESTIGATION		7,739,000	6,105,000	2,056,000
		OFFICE OF JUSTICE PROGRAMS		12,000	196,000	7,627,968
		ATF ACQUISITION AND PROPERTY MGMT DIV				488,911
	DOJ Total		1,939,476	170,881,871	110,966,438	72,588,480
						356,376,265

Despite ranking third in the total amount of VOB spending within the DoD, the Air Force ranked first in the amount of SDVB spending, both within the DoD and throughout the federal government. Table 5.d below shows each major Defense bureau spending over four times more with SDVBs than any of the civilian agencies, including the Department of Veterans Affairs. Together, DoD agencies spent 15 times more with SDVBs than the next nearest agency and accounted for 65 percent of the officially reported SDVB government-wide spending between FY 2000 and FY 2002. The top 5 agencies spending the most prime contract dollars with SDVBs account for 90 percent of all federal SDVB prime contract spending.

**Table 5.d: Top Agencies and Bureaus Contracting with
Service-Disabled Veteran-Owned Businesses, FY00 - FY03 (3Q)**

Rank	Agency	Bureau	FY00	FY01	FY02	FY03	Total
1	DOD	AIR FORCE, DEPARTMENT OF THE (HEADQUARTERS, USAF)	0	200,984,000	22,653,000	43,652,592	267,289,592
		ARMY, DEPT THE (EXC CORPS OF ENGINEERS CIVIL PROGRAM FIN)	0	101,816,000	70,441,000	68,186,440	240,443,440
		NAVY, DEPARTMENT OF THE	362,000	144,828,000	41,299,116	34,686,331	221,175,447
		DEFENSE, DEPARTMENT OF		21,432,000	5,629,000	14,201,767	41,262,767
		U.S. ARMY CORPS OF ENGINEERS - CIVIL PROGRAM FINANCING ONLY	0	13,151,000	5,774,000	1,909,111	20,834,111
		DEFENSE LOGISTICS AGENCY	0	3,743,000	3,726,000	6,610,321	14,079,321
	DOD Total		362,000	485,954,000	149,522,116	169,246,562	805,084,678
2	DVA	VETERANS AFFAIRS, DEPARTMENT OF	0	10,226,000	33,999,000	11,039,040	55,264,040
		DVA Total		10,226,000	33,999,000	11,039,040	55,264,040
3	NASA	NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	0	178,000	22,813,000	21,994,529	44,985,529
		NASA Total		178,000	22,813,000	21,994,529	44,985,529
4	GSA	PUBLIC BUILDINGS SERVICE	0	298,001	3,739,044	11,843,416	15,880,461
		FEDERAL SUPPLY SERVICE	0		4,529,364	9,846,792	14,376,156
		FEDERAL TECHNOLOGY SERVICE	0	4,773,000	2,363,000	5,585,572	12,721,572
		GSA Total	0	5,071,001	10,631,408	27,275,780	42,978,189
5	TREAS	BUREAU OF ALCOHOL, TOBACCO AND FIREARMS	0	7,070,000	10,662,000	9,887,767	27,619,767
		INTERNAL REVENUE SERVICE	0	1,791,000	883,000	276,851	2,950,851
		DEPARTMENTAL OFFICES	0	1,042,000	32,000		1,074,000
		OFFICE OF THE COMPTROLLER OF THE CURRENCY	0		853,000		853,000
		U.S. SECRET SERVICE	0	517,000	70,000		587,000
		U.S. CUSTOMS SERVICE	0	128,000	133,000	136,807	397,807
		BUREAU OF ENGRAVING AND PRINTING	0	369,000			369,000
		BUREAU OF THE PUBLIC DEBT	0	22,000		14,000	36,000
		FEDERAL LAW ENFORCEMENT TRAINING CENTER	0		17,000		17,000
		TREAS Tot.	0	10,939,000	12,650,000	10,315,425	33,904,425

Contract Analysis

A breakdown of VOB contracts and transactions reveals that the dollar value of VOB contracts is less , on average, than a typical small business contract. In FY 2002, an average small business contract was worth \$392,931. An average VOB contract was worth \$345,758, or 12 percent less than an average small business contract. If non-ICAR VOBs (the companies identified by Eagle Eye from other sources) were excluded from this measure, the average size of contracts to officially coded ICAR VOBs would be considerably less. At \$340,028, an average SDVB prime contract is worth 13.5 percent less than the average small business prime contract, and an average OVOB contract, worth \$266,258, is 32.2 percent less than the average small business contract.

For the most part, VOB contracts are small, typically one and two-transaction awards. In FY 2002, the three largest VOB classifications ranged between 1.2 and 1.4 transactions per contract. By contrast, in FY 2002 the overall transactions per contract average for all companies was 3.2; for small businesses it was 2.5.

**Table 6.a: Total Veteran-Owned Business Prime Contract Revenues FY 00 - FY 03 (3Q)
Breakdown By Contract, Transaction Statistics**

Business Status	FY00	FY01	FY02	FY03 (3Q)	Total*
Overall Veteran-Owned	43,115,570	4,021,047,395	4,382,833,005	3,255,187,387	11,702,183,357
Contract Count	147	9,576	12,676	12,891	29,676
Contract Average Value	293,303	419,909	345,758	252,516	394,332
Transaction Count	151	12,333	16,329	15,390	44,203
Transactions Per Contract	1	1.3	1.3	1.2	1.5
Transaction Avg Value	285,534	326,040	268,408	211,513	264,737
A - Disabled Veteran-Owned \$	685,000	553,895,820	288,003,754	278,275,517	1,120,860,091
Contract Count	4	1,863	847	849	3,292
Contract Average Value	171,250	297,314	340,028	327,769	340,480
Transaction Count	4	2,179	1,080	1,031	4,294
Transactions Per Contract	1	1.2	1.3	1.2	1.3
Transaction Avg Value	171,250	254,197	266,670	269,908	261,029
B - Veteran Owned \$	12,619,000	514,672,063	1,244,488,860	1,061,424,419	2,833,204,342
Contract Count	6	1,672	4,674	4,970	9,993
Contract Average Value	2,103,167	307,818	266,258	213,566	283,519
Transaction Count	6	2,037	5,487	5,720	13,250
Transactions Per Contract	1	1.2	1.2	1.2	1.3
Transaction Avg Value	2,103,167	252,662	226,807	185,564	213,827
C - Other Veteran Owned \$	26,406,476	2,890,082,512	2,807,237,391	1,895,133,081	7,618,859,460
Contract Count	115	5,949	7,036	6,996	16,126
Contract Average Value	229,622	485,810	398,982	270,888	472,458
Transaction Count	119	7,947	9,549	8,549	26,164
Transactions Per Contract	1	1.3	1.4	1.2	1.6
Transaction Avg Value	221,903	363,670	293,982	221,679	291,196
Blank	3,405,094	62,397,000	43,103,000	20,354,370	129,259,464
Contract Count	22	92	119	76	265
Contract Average Value	154,777	678,228	362,210	267,821	487,772
Transaction Count	22	170	213	90	495
Transactions Per Contract	1	1.8	1.8	1.2	1.9
Transaction Avg Value	154,777	367,041	202,362	226,160	261,130
Veterans Total	43,115,570	4,021,047,395	4,382,833,005	3,255,187,387	11,702,183,357
Total Federal Procurement	207,000,127,588	250,343,629,560	250,056,217,364	182,717,972,510	890,117,947,022
Vet Share of Overall Total	0.02%	1.61%	1.75%	1.78%	1.31%

A closer look at VOB contracts broken out by Kind of Contract classification reveals that VOBs are not working the contracting process as efficiently as they could. A comparison of dollars and contract counts in Tables 6.b and 6.c below reveals that between FY 2000 and FY 2003 (3Q), Small Purchases (typically under \$100,000) amounted to 50.2 percent of all contracts awarded to VOBs, but these contracts generated just 6.7 percent of VOB revenues over that period. If the number of small purchases received by VOBs is an indication of the amount of time spent pursuing them, VOBs are spending over half their time pursuing just seven percent of their dollars.

Table 6.b: VOB Spending by Kind of Contract Classification, FY 2000 - FY 2003 YTD

Kind of Contract	FY00	FY01	FY02	FY03	Total	Share
H - MODIFICATION	3,702,726	1,162,689,940	1,289,339,999	1,015,900,679	3,471,633,344	29.7%
C - NEW DEFINITIVE CONTRACT	14,537,000	949,577,203	875,400,397	478,750,423	2,318,265,023	19.8%
E - ORDER UNDER INDEFINITE DELIVERY CONTRACT (IDC)	18,867,000	826,609,581	862,558,133	578,717,770	2,286,752,484	19.5%
G - ORDER/MODIFICATION UNDER FEDERAL SCHEDULE	2,024,000	496,456,000	686,109,777	550,064,096	1,734,653,873	14.8%
L - ORDER UNDER MULTIPLE AWARD CONTRACT	2,016,000	300,064,863	311,994,925	294,793,810	908,869,598	7.8%
D - SMALL PURCHASE PROCEDURE	792,844	235,341,533	280,718,312	265,695,972	782,548,661	6.7%
F - ORDER UNDER BASIC ORDERING AGREEMENT (BOA)	1,129,000	52,218,702	69,941,085	48,083,071	171,371,858	1.5%
A - INITIAL LETTER CONTRACT	47,000	6,634,000	11,985,999	23,508,197	42,175,196	0.4%
B - DEFINITIVE CONTRACT SUPERSEDING LETTER CONTRACT		1,226,573	7,377,000	1,901,232	10,504,805	0.1%
J - TERMINATION FOR DEFAULT		-4,595,000	-1,977,622	-591,859	-7,164,481	-0.1%
K - TERMINATION FOR CONVENIENCE		-5,176,000	-10,615,000	-1,636,004	-17,427,004	-0.1%
Total	43,115,570	4,021,047,395	4,382,833,005	3,255,187,387	11,702,183,357	

Table 6.c: VOB Contract Count by Kind of Contract Classification, FY 2000 - FY 2003 YTD

Kind of Contract	FY00	FY01	FY02	FY03	Total*	Share
A - INITIAL LETTER CONTRACT	1	49	49	37	135	0.4%
B - DEFINITIVE CONTRACT SUPERSEDING LETTER CONTRACT	0	4	11	6	21	0.1%
C - NEW DEFINITIVE CONTRACT	17	1,908	2,149	1,222	5,297	16.0%
D - SMALL PURCHASE PROCEDURE	48	3,755	5,889	7,477	16,568	50.2%
E - ORDER UNDER INDEFINITE DELIVERY CONTRACT (IDC)	23	1,456	1,643	1,431	3,184	9.6%
F - ORDER UNDER BASIC ORDERING AGREEMENT (BOA)	4	84	99	60	195	0.6%
G - ORDER/MODIFICATION UNDER FEDERAL SCHEDULE	17	515	724	718	1,121	3.4%
H - MODIFICATION	27	2,454	2,932	2,465	5,747	17.4%
J - TERMINATION FOR DEFAULT	0	10	9	3	22	0.1%
K - TERMINATION FOR CONVENIENCE	0	38	28	25	84	0.3%
L - ORDER UNDER MULTIPLE AWARD CONTRACT	9	308	335	259	649	2.0%
Total	146	10,581	13,868	13,703	33,023	

* Contract count totals eliminate duplicate contract numbers that carry over from year to year.

By contrast, GSA Schedule contracts amounted to 3.4 percent of all VOB contracts received, but they generated 15 percent of VOB prime contract revenues. The VOB New Definitive Contract share was 16 percent, while the dollar share was 20 percent. Adding Indefinite Delivery/Indefinite Quantity, also known as IDIQ (Code E), and their Mods (Code H) together reveals that the IDIQ contract/Mod share of total contracts was 27 percent, while the corresponding dollar share was 49.2 percent.

In FY 2002, an average VOB GSA Schedule contract was worth \$947,665, *nearly three times more than an average VOB contract*. An average New Definitive contract was worth \$407,352, while an IDIQ was worth \$524,990. An average VOB Small Purchase was for only \$37,544.

Clearly, the VOBs that have learned how to use GSA Schedules, New Definitive and IDIQ contract vehicles win more business in the federal marketplace.

VOB Market Analysis

The overwhelming majority of VOB dollar revenue is derived from services. Table 7 demonstrates that VOB services represent four times the amount of VOB manufacturing dollars. The services sector is where most small firms operate in the federal marketplace, however the dependence upon services by VOBs is pronounced.

Table 7 further shows federal agencies' preferred ways of buying manufactured items and services from VOBs. Clearly the financially dominant contract vehicles are IDIQ/Mods, New Definitive and GSA Schedule contracts. IDIQs and Modifications are grouped together because Mods are typically made on IDIQs. Together, these four Kinds of Contracts account for 75 percent of all VOB Manufacturing dollars and 86.2 percent of all Services dollars between FY 2000 and FY 2003.

Note particularly the intensifying use of GSA Schedules. Between FY 2001 and FY 2002, agencies doubled their use of GSA Schedules to buy manufactured items from 12.5 percent to 24.6 percent of all VOB Manufacturing Sector dollars. In the VOB Services Sector, the use of GSA schedules grew from 12.3 percent to 13.5 percent of total spending. Growth in the use of VOB GSA Schedules appears to have come primarily at the expense of New Definitive Contracts, which saw their FY 2001-2002 share of total Services Sector dollars fall from 22 percent to 19.3 percent and their share of Manufacturing Sector dollars fall from 28.6 percent to 22.5 percent.

The dominant role played by services among VOB contractors is underscored by the Top 10 VOB Market Group ranking in Table 8. Only two manufacturing categories appear in the Top 10. The intensifying use of GSA Schedules may help explain why the Professional Services, ADP Services, ADP Hardware, and to a lesser extent the Maintenance and Repair groups all appear in the Top 10. The use of GSA Schedules for purchases in these markets across the government has grown particularly in recent years. Together, the Top 10 VOB Market Groups account for 67.5 percent of all VOB revenues in the FY 2000 – FY 2003 period – two out of every three dollars.

Table 7: VOB Market Sector and Kind of Contract Breakdown, FY 2000 - FY 2003 (3Q)

	FY00	FY01	FY02	FY03	Total	Mkt Share
Manufacturing Sector						
C NEW DEFINITIVE CONTRACT	12,092,000	270,863,000	191,576,375	142,246,732	616,778,107	24.74%
E ORDER UNDER INDEFINITE DELIVERY CONTRACT (IDC)	2,188,000	217,311,150	148,773,078	162,404,311	530,676,539	21.29%
G ORDER/MODIFICATION UNDER FEDERAL SCHEDULE	704,000	118,309,000	210,396,435	134,509,651	463,919,086	18.61%
D SMALL PURCHASE PROCEDURE	177,000	129,358,911	148,863,763	139,160,110	417,559,784	16.75%
H MODIFICATION L ORDER UNDER MULTIPLE AWARD CONTRACT		55,200,000	53,128,000	53,871,085	162,199,085	6.51%
F ORDER UNDER BASIC ORDERING AGREEMENT (BOA)		3,382,000	27,573,000	3,148,173	34,103,173	1.37%
A INITIAL LETTER CONTRACT	47,000	3,182,000	4,484,310	1,134,540	8,847,850	0.35%
B DEFINITIVE CONTRACT SUPERSEDING LETTER CONTRACT		873,000	550,000	-56,081	1,366,919	0.05%
K TERMINATION FOR CONVENIENCE		-520,000	-78,000	-220,371	-818,371	-0.03%
J TERMINATION FOR DEFAULT			-1,365,000	-465,796	-1,830,796	-0.07%
Manufacturing Total	15,208,000	944,735,959	851,918,182	680,947,772	2,492,809,913	100.00%
Services Sector						
H MODIFICATION E ORDER UNDER INDEFINITE DELIVERY CONTRACT (IDC)	3,702,726	1,015,913,042	1,221,323,778	970,685,261	3,211,624,807	34.87%
C NEW DEFINITIVE CONTRACT	16,679,000	609,298,431	713,785,055	416,313,459	1,756,075,945	19.07%
G ORDER/MODIFICATION UNDER FEDERAL SCHEDULE	2,445,000	678,714,203	683,824,022	336,503,691	1,701,486,916	18.48%
L ORDER UNDER MULTIPLE AWARD CONTRACT	1,320,000	378,147,000	475,713,342	415,554,445	1,270,734,787	13.80%
D SMALL PURCHASE PROCEDURE	2,016,000	244,864,863	258,866,925	240,922,725	746,670,513	8.11%
F ORDER UNDER BASIC ORDERING AGREEMENT (BOA)	615,844	105,982,622	131,854,549	126,535,862	364,988,877	3.96%
A INITIAL LETTER CONTRACT	1,129,000	48,836,702	42,368,085	44,934,898	137,268,685	1.49%
B DEFINITIVE CONTRACT SUPERSEDING LETTER CONTRACT		3,452,000	7,501,689	22,373,657	33,327,346	0.36%
J TERMINATION FOR DEFAULT		353,573	6,827,000	1,957,313	9,137,886	0.10%
K TERMINATION FOR CONVENIENCE		-4,595,000	-612,622	-126,063	-5,333,685	-0.06%
		-4,656,000	-10,537,000	-1,415,633	-16,608,633	-0.18%
Services Total	27,907,570	3,076,311,436	3,530,914,823	2,574,239,615	9,209,373,444	
Total	43,115,570	4,021,047,395	4,382,833,005	3,255,187,387	11,702,183,357	

Table 8: Top 10 VOB Market Groups, FY 2000 - FY 2003 (3Q)

Rank		FY00	FY01	FY02	FY03	Total	Share	Growth FY01-02
1	R - Professional, Admin & Management Support Services D - ADP and	6,407,844	588,589,573	784,144,391	693,620,499	2,072,762,307	17.7%	33.2%
2	Telecomm Services Z - Maintenance, Repair or Alteration of	12,312,000	444,032,000	403,567,351	311,682,777	1,171,594,128	10.0%	-9.1%
3	Real Property S - Utilities and	1,326,000	462,541,498	470,224,574	200,125,802	1,134,217,874	9.7%	1.7%
4	Houskeeping Services Y - Construction of	4,870,000	383,274,775	423,335,313	321,416,624	1,132,896,712	9.7%	10.5%
5	Structures & Facilities A - Research &	1,828,250	356,844,741	328,330,775	132,217,098	819,220,864	7.0%	-8.0%
6	Development J - Maintenance, Repair and Rebuilding		225,174,000	257,929,000	265,212,583	748,315,583	6.4%	14.5%
7	of Equipment 70 - General Purpose ADP Processing Equipment, Software,	534,000	180,296,001	212,413,613	238,117,821	631,361,435	5.4%	17.8%
8	Supplies	179,000	97,923,000	108,440,525	74,638,356	281,180,881	2.4%	10.7%
9	Q - Medical Services	-57,000	62,491,000	117,300,791	76,551,617	256,286,408	2.2%	87.7%
10	99 - Miscellaneous	1,301,000	213,858,290	18,156,224	9,705,370	243,020,884	2.1%	-91.5%
	All Other	14,414,476	1,006,022,517	1,258,990,448	931,898,840	3,211,326,281	27.4%	25.1%
	Total	43,115,570	4,021,047,395	4,382,833,005	3,255,187,387	11,702,183,357		

Note in particular the dramatic 88 percent growth in Group Q (Medical Services) revenues from FY 2001 to FY 2002 and the 33 percent growth in Group B (Professional Services). Dollars in Group 99 (Miscellaneous Manufacturing) fell over 91 percent. This could be an indication that an FSG classification is falling into disuse or that a small number of large contracts in this category ended. Veteran-Owned Business revenues in New Construction (Group Y) fell slightly over the same period. Together, the New Construction and Maintenance/Repair of Property (Group Z) sectors accounted for one out of every six VOB dollars in the FY 2000 – FY 2003 period.

Company Analysis

The broadly defined VOB market is moderately to highly stratified. In FY 2002, 7,533 VOBs received a total of \$4.382 billion. The Top 10 VOBs accounted for 11.7 percent of this spending (see Table 9 below). The largest VOB in terms of contract dollars, Minact, Inc., of Jackson, Mississippi, accounted for 2 percent of the dollars. The Top 100 VOBs accounted for 42.8 percent of FY 2002 VOB spending – in other words, nearly half of all VOB dollars went to just 7 percent of all VOBs. The remaining 12,524 VOBs received an average of \$200,269; most received far less.

Federal agencies strongly favor the largest VOBs. Furthermore, only one of the FY 2002 Top 10 VOBs is an official, ICAR-defined VOB – Colsa Corp. of Huntsville, Alabama. If the VOB status of firms added from D&B, CCR and ProNet sources is verified, then VOB procurement incentives may need re-evaluation to insure they benefit the smaller businesses for which they are intended.

The largest VOBs rely on IDIQs and Mods, Multiple Award and GSA Schedule contract vehicles. These omnibus, multi-bureau and multi-agency contract vehicles are the preferred means of contracting at many agencies, including the Department of Defense. The fact that 50 percent of VOB contracts are the result of small purchases indicates that for the majority of VOB firms, marketing

practices do not closely match agency buying patterns. Only one of the Top 10 VOBs in FY 2002, Dove Building Services, depended on small purchases to a significant degree.

Table 9: Top 10 VOB Contractors In FY 2002, With Kind of Contract Breakout

Rank	Company	Kind of Contract	FY02 \$ Total
1	MINACT INC	H - MODIFICATION	76,447,000
		C – NEW DEFINITIVE CONTRACT	14,529,000
	MINACT INC Total		90,976,000
2	TECHNICAL & MGT SVCS CORP	G – ORDER/MODIFICATION UNDER FEDERAL SCHEDULE	61,157,000
		E - ORDER UNDER INDEFINITE DELIVERY CONTRACT (IDC)	9,603,000
		L - ORDER UNDER MULTIPLE AWARD CONTRACT	7,368,000
		H - MODIFICATION	3,108,000
		D - SMALL PURCHASE PROCEDURE	1,172,000
	TECHNICAL & MGT SVCS CORP Total		82,408,000
3	ALL CITIES ENTERPRISES	E - ORDER UNDER INDEFINITE DELIVERY CONTRACT (IDC)	33,323,000
		C – NEW DEFINITIVE CONTRACT	14,298,000
		H - MODIFICATION	4,142,000
		L - ORDER UNDER MULTIPLE AWARD CONTRACT	518,000
		D - SMALL PURCHASE PROCEDURE	163,000
		K - TERMINATION FOR CONVENIENCE	-330,000
	ALL CITIES ENTERPRISES Total		52,114,000
4	INNOVATIVE LOGISTICS TECHNIQUES	G – ORDER/MODIFICATION UNDER FEDERAL SCHEDULE	47,930,000
		H - MODIFICATION	787,000
		D - SMALL PURCHASE PROCEDURE	393,000
		C – NEW DEFINITIVE CONTRACT	200,000
	INNOVATIVE LOGISTICS TECHNIQUES Total		49,310,000
5	GERWEND ENTERPRISES INC	L - ORDER UNDER MULTIPLE AWARD CONTRACT	46,004,056
		H - MODIFICATION	-352,000
	GERWEND ENTERPRISES INC Total		45,652,056
6	U S EAGLE INC	C – NEW DEFINITIVE CONTRACT	40,400,000
		H - MODIFICATION	642,000
		K - TERMINATION FOR CONVENIENCE	-86,000
	U S EAGLE INC Total		40,956,000
7	SPACELINK INTERNATIONAL LLC	L - ORDER UNDER MULTIPLE AWARD CONTRACT	38,618,000
		H - MODIFICATION	1,715,000
	SPACELINK INTERNATIONAL LLC Total		40,333,000
8	COLSA CORP	H - MODIFICATION	36,370,000
		L - ORDER UNDER MULTIPLE AWARD CONTRACT	835,000
		D - SMALL PURCHASE PROCEDURE	22,000
	COLSA CORP Total		37,227,000
9	RDR INC	H - MODIFICATION	36,533,501
		D - SMALL PURCHASE PROCEDURE	500,000
		E - ORDER UNDER INDEFINITE DELIVERY CONTRACT (IDC)	111,000
	RDR INC Total		37,144,501
10	TODD CONSTRUCTION COMPANY INC	E - ORDER UNDER INDEFINITE DELIVERY CONTRACT (IDC)	29,709,000
		H - MODIFICATION	6,372,000
	TODD CONSTRUCTION COMPANY Total		36,081,000

Conclusions

A strategy to identify and include VOBs from outside the GSA's ICAR procurement reporting system – from D&B, the CCR and ProNet – has the potential to double the number of active VOB vendors and triple the associated dollars. Eagle Eye has determined that the number of VOBs could double if all known VOBs from non-GSA sources are included in official VOB measures. The impact of utilizing these alternate sources of VOB information would be dramatic: between FY 2000 and FY 2003 (3Q), VOB share measures would grow from 0.4 percent of total spending to 1.3 percent.

Still, this enhanced VOB measure only incrementally improves the picture for an underutilized group of small business vendors. Even the enhanced VOB sector exhibits many signs of under-development. These signs of under-development include:

- VOBs remain small -- on average, VOBs have only 53 percent of the annual federal revenue received by a typical small federal contractor; SDVBs receive on average just 31 percent of the annual federal revenue received by the average small vendor.
- Veteran-owned Business spending is highly concentrated: just 10 agencies account for 93 percent of all VOB spending annually.
- The Top 100 VOBs – just 0.7 percent of the total number of VOBs -- accounted for 43 percent of all federal VOB spending in FY 2002.
- The Top 10 markets currently served by VOBs account for 73 percent of VOB revenues.
- The markets served by VOBs are narrowly defined – 79 percent of VOB contract dollars are spent to acquire services, while only 21 percent are spent on manufactured items.

Furthermore, 50 percent of VOB contracts are classified as small purchases, yet these purchases represent only 6.7 percent of VOB revenues. This means VOBs are just beginning to fulfill the potential of new kinds of contract vehicles like GSA Schedules, which represent the fastest-growing contract vehicle being used by federal agencies to contract with VOBs. One out of every four VOB manufacturing contract dollars and one out every seven Services dollars came through a GSA Schedule contract in FY 2002.

Officially recognized VOBs, including Service-Disabled Veteran Businesses and Other Veteran-Owned Businesses, accounted for a combined 0.4 percent of total federal spending between FY 2000 and FY 2003 Quarter 3. Prime contract dollar awards to SDVBs would have to grow 25 times to reach 3 percent of all federal prime contract spending.

The likely remedies for the underutilization of VOBs in the federal marketplace appear to lie in a combined agency-company education and marketing program. The fact that eight out of ten VOB dollars come from just five agencies is a strong indication that agencies simply do not know where to find VOBs. This is understandable up to a point given the potential number of active VOB vendors that are not recognized as VOBs in the GSA's ICAR contract file. The ICAR file also contains numerous VOB coding inconsistencies that must be addressed. The SBA, DoD and GSA must aggressively pursue full and consistent data coverage of VOBs in the GSA's ICAR contract file.

However, now that VOB procurement data has been systematically reported for two full years, it also appears agencies are underutilizing the VOBs they do recognize. Only aggressive implementation of incentive and goaling programs will insure that VOBs, and SDVBs in particular, achieve the vendor status set forth for them in PL 106-50. Increasing the exposure of the 99 percent of small VOBs falling below the Top 100 is essential to growing procurement activity in this underutilized business sector.

At the same time, it appears that VOBs are not marketing effectively to the agencies. Very few VOBs use increasingly popular contract vehicles like GSA and Multiple Award Schedules, choosing instead to pursue individual opportunities as they arise. Having adequate contract vehicles and other agency financial relationships in place will enable VOBs to leverage limited marketing resources to greater advantage. Clearly, the Top 10 VOBs are taking advantage of these opportunities by approaching multiple agencies with existing contracts and they show a growing record of accomplishment.

This analysis highlights a further challenge: there may be simply be too few identified SDVBs to achieve government procurement goals for this sector. In FY 2002, to reach 3 percent of annual prime contract spending for SDVBs the government would have had to spend \$7.5 billion with SDVBs out of its \$250 billion procurement total. Since there were 569 officially recognized SDVBs in FY 2002, this means that every one of these firms would have had to receive an average of \$13.1 million apiece, or 25 times their reported company average to reach \$7.5 billion in total awards. Among the additional VOBs identified through non-ICAR sources there are probably a number of qualified SDVBs. However, given that non-ICAR VOB sources do not distinguish VOBs from SDVBs, it is difficult to assess the degree to which this expanded pool of VOBs could make up the shortfall.

Appendix

**Appendix Table 1: Agency Rank By Total VOB Spending
FY 2000 - FY 2003 (3Q)**

Rank	Agency	FY00	FY01	FY02	FY03	Total	Share
1	DOD	20,651,000	2,614,520,000	2,736,699,347	2,101,482,506	7,473,352,853	63.86%
2	GSA	13,970,000	287,957,309	375,929,034	350,216,290	1,028,072,633	8.79%
3	DVA		120,882,000	201,743,432	98,809,959	421,435,391	3.60%
4	USDA	174,000	138,081,111	146,762,307	86,589,378	371,606,796	3.18%
5	DOJ	1,939,476	170,881,871	110,966,438	72,588,480	356,376,265	3.05%
6	HHS		103,046,000	103,430,000	104,398,449	310,874,449	2.66%
7	STATE	333,000	110,342,000	115,529,937	24,446,946	250,651,883	2.14%
8	DOI		80,095,000	91,909,076	73,621,452	245,625,528	2.10%
9	DOL		71,366,000	107,484,000	46,087,281	224,937,281	1.92%
10	NASA		64,504,000	88,578,000	63,973,050	217,055,050	1.85%
11	TREAS	685,000	57,191,000	75,283,000	65,363,637	198,522,637	1.70%
12	DOT		73,273,000	80,011,754	38,491,143	191,775,897	1.64%
13	DOE	671,000	32,574,000	45,103,000	28,816,273	107,164,273	0.92%
14	EPA	-92,000	20,407,000	23,358,500	22,766,094	66,439,594	0.57%
15	SSA	-57,000	17,877,000	13,852,000	19,371,034	51,043,034	0.44%
16	HUD	4,841,094	11,104,104	10,453,180	10,995,076	37,393,454	0.32%
17	DHS				35,738,248	35,738,248	0.31%
18	DOC		13,003,000	18,545,000		31,548,000	0.27%
19	FEMA		6,880,000	8,694,000	1,539,535	17,113,535	0.15%
20	DED		3,890,000	9,595,000	940,000	14,425,000	0.12%
21	SMITH		5,650,000	3,612,000	1,535,838	10,797,838	0.09%
22	AID		3,671,000	4,146,000		7,817,000	0.07%
23	RRB		2,632,000	3,048,000	980,217	6,660,217	0.06%
24	NARA		1,461,000	1,483,000	1,262,834	4,206,834	0.04%
25	NRC		1,239,000	1,412,000	433,042	3,084,042	0.03%
26	USIA		1,215,000	1,615,000	104,618	2,934,618	0.03%
27	FTC		1,491,000	652,000	462,247	2,605,247	0.02%
28	OPM		359,000	274,000	1,886,650	2,519,650	0.02%
29	SBA		691,000	702,000	164,046	1,557,046	0.01%
30	CPSC		523,000	564,000	456,087	1,543,087	0.01%
31	FCC		1,408,000			1,408,000	0.01%
32	CNCS				922,304	922,304	0.01%
33	EOP		146,000	182,000	344,400	672,400	0.01%
34	NLRB		322,000	144,000	121,227	587,227	0.01%
35	TDA		485,000			485,000	0.00%
36	NFAH			210,000	261,818	471,818	0.00%
37	SEC		411,000	27,000	595	438,595	0.00%
38	PEACE		390,000			390,000	0.00%
39	ITC		70,000	293,000	16,633	379,633	0.00%
40	NSF		204,000	175,000		379,000	0.00%
41	FMC			313,000		313,000	0.00%
42	USSAH		259,000			259,000	0.00%
43	CFTC		252,000			252,000	0.00%
44	EEOC		119,000			119,000	0.00%
45	SSS		110,000			110,000	0.00%
46	NMB		42,000	54,000		96,000	0.00%
47	USHMM		23,000			23,000	0.00%
	Total	43,115,570	4,021,047,395	4,382,833,005	3,255,187,387	11,702,183,357	

**Appendix Table 2: Agencies Ranked by VOB Spending
With Veteran-Owned Code Dollar Breakouts, FY 2000 - FY 2003 (3Q)**

A = Disabled Veteran-Owned B = Veteran-Owned C and N/A = Other Veteran-Owned

FY00-FY03 Agcy VOB \$	Agency	Vet Code	FY00	FY01	FY02	FY03	Total	Share of Vet Total	FY01-02 Growth
1 7,473,352,853	DOD	C	8,267,000	1,925,658,000	1,826,383,904	1,255,125,559	5,015,434,463	63.86%	4.67%
		B	12,022,000	142,243,000	725,374,327	667,130,131	1,546,769,458		
		A	362,000	485,954,000	149,522,116	169,246,562	805,084,678		
		Blank		60,665,000	35,419,000	9,980,254	106,064,254		
		DOD Total		20,651,000	2,614,520,000	2,736,699,347	2,101,482,506		
2 1,028,072,633	GSA	C	10,663,000	222,482,288	258,945,687	248,329,185	740,420,160	8.79%	30.55%
		B	587,000	60,375,020	105,263,939	65,471,051	231,697,010		
		A		5,071,001	10,631,408	27,275,780	42,978,189		
		Blank	2,720,000	29,000	1,088,000	9,140,274	12,977,274		
		GSA Total		13,970,000	287,957,309	375,929,034	350,216,290		
3 421,435,391	DVA	B		81,190,000	126,026,912	65,163,156	272,380,068	3.60%	66.89%
		C		29,466,000	41,565,520	22,532,763	93,564,283		
		A		10,226,000	33,999,000	11,039,040	55,264,040		
		Blank			152,000	75,000	227,000		
		DVA Total			120,882,000	201,743,432	98,809,959		
4 371,606,796	USDA	C		121,472,907	113,042,907	64,599,863	299,115,677	3.18%	6.29%
		B		11,714,043	25,412,920	18,753,141	55,880,104		
		A		4,775,161	8,172,480	2,866,776	15,814,417		
		Blank	174,000	119,000	134,000	369,598	796,598		
		USDA Total		174,000	138,081,111	146,762,307	86,589,378		
5 356,376,265	DOJ	C	1,939,476	160,638,871	99,171,505	58,450,779	320,200,631	3.05%	-35.06%
		B		9,633,000	8,737,483	13,940,638	32,311,121		
		A		610,000	3,003,450	185,019	3,798,469		
		Blank			54,000	12,044	66,044		
		DOJ Total		1,939,476	170,881,871	110,966,438	72,588,480		
6 310,874,449	HHS	B		43,986,000	43,981,000	62,550,981	150,517,981	2.66%	0.37%
		C		52,745,000	44,870,000	32,363,171	129,978,171		
		A		6,315,000	13,431,000	9,484,297	29,230,297		
		Blank			1,148,000		1,148,000		
		HHS Total			103,046,000	103,430,000	104,398,449		
7 250,651,883	STATE	C		49,811,000	55,537,078	9,111,800	114,459,878	2.14%	4.70%
		B	10,000	42,978,000	51,306,386	10,914,840	105,209,226		
		A	323,000	17,553,000	8,435,473	4,420,306	30,731,779		
		Blank			251,000		251,000		
		STATE Total		333,000	110,342,000	115,529,937	24,446,946		
8 245,625,528	DOI	C		65,721,000	58,804,050	44,507,953	169,033,003	2.10%	14.75%
		B		13,797,000	29,279,026	25,702,647	68,778,673		
		A		577,000	3,487,000	3,410,227	7,474,227		
		Blank			339,000	625	339,625		
		DOI Total			80,095,000	91,909,076	73,621,452		
9 224,937,281	DOL	C		64,515,000	99,562,000	31,579,216	195,656,216	1.92%	50.61%
		B		6,840,000	7,256,000	14,375,065	28,471,065		
		Blank			666,000	133,000	799,000		
		A		11,000			11,000		
		DOL Total			71,366,000	107,484,000	46,087,281		
10 217,055,050	NASA	C		48,253,000	48,823,000	22,425,587	119,501,587		

			B		16,073,000	16,875,000	19,552,934	52,500,934		
			A		178,000	22,813,000	21,994,529	44,985,529		
			Blank			67,000		67,000		
		NASA Total			64,504,000	88,578,000	63,973,050	217,055,050	1.85%	37.32%
11	198,522,637	TREAS	B		22,316,000	30,868,000	31,206,234	84,390,234		
			C	685,000	23,936,000	31,641,000	23,841,978	80,103,978		
			A		10,939,000	12,650,000	10,315,425	33,904,425		
			Blank			124,000		124,000		
		TREAS Total		685,000	57,191,000	75,283,000	65,363,637	198,522,637	1.70%	31.63%
12	191,775,897	DOT	C		40,915,000	43,853,077	19,398,760	104,166,837		
			B		28,326,000	23,421,520	9,252,114	60,999,634		
			A		4,032,000	12,705,157	9,840,269	26,577,426		
			Blank			32,000		32,000		
		DOT Total			73,273,000	80,011,754	38,491,143	191,775,897	1.64%	9.20%
13	107,164,273	DOE	C	671,000	21,414,000	27,163,000	11,600,348	60,848,348		
			B		9,845,000	16,590,000	14,461,930	40,896,930		
			A		1,315,000	1,350,000	2,753,995	5,418,995		
		DOE Total		671,000	32,574,000	45,103,000	28,816,273	107,164,273	0.92%	38.46%
14	66,439,594	EPA	C	-82,000	20,221,000	20,814,500	14,667,941	55,621,441		
			B		186,000	2,532,000	8,098,153	10,816,153		
			Blank	-10,000		12,000		2,000		
		EPA Total		-92,000	20,407,000	23,358,500	22,766,094	66,439,594	0.57%	14.46%
15	51,043,034	SSA	B		11,293,000	6,913,000	13,516,327	31,722,327		
			C	-57,000	5,353,000	4,929,000	5,291,631	15,516,631		
			A		1,231,000	2,010,000	563,076	3,804,076		
		SSA Total		-57,000	17,877,000	13,852,000	19,371,034	51,043,034	0.44%	-22.51%
16	37,393,454	HUD	B		5,660,000	7,209,347	8,211,532	21,080,879		
			C	4,320,000	3,972,446	2,191,163	1,431,742	11,915,351		
			A		1,471,658	1,052,670	1,351,802	3,876,130		
			Blank	521,094				521,094		
		HUD Total		4,841,094	11,104,104	10,453,180	10,995,076	37,393,454	0.32%	-5.86%
17	35,738,248	DHS	C				23,894,622	23,894,622		
			B				10,742,265	10,742,265		
			A				1,101,361	1,101,361		
		DHS Total					35,738,248	35,738,248	0.31%	#DIV/0!
18	31,548,000	DOC	C		11,664,000	11,972,000		23,636,000		
			B		219,000	4,997,000		5,216,000		
			A		1,120,000	576,000		1,696,000		
			Blank			1,000,000		1,000,000		
		DOC Total			13,003,000	18,545,000		31,548,000	0.27%	42.62%
19	17,113,535	FEMA	C		3,623,000	2,159,000	898,877	6,680,877		
			B		3,257,000	2,115,000	640,658	6,012,658		
			Blank			2,518,000		2,518,000		
			A			1,902,000		1,902,000		
		FEMA Total			6,880,000	8,694,000	1,539,535	17,113,535	0.15%	26.37%
20	14,425,000	DED	B		1,104,000	7,076,000	930,000	9,110,000		
			C		2,540,000	1,768,000	10,000	4,318,000		
			A		246,000	751,000		997,000		
		DED Total			3,890,000	9,595,000	940,000	14,425,000	0.12%	146.66%
21	10,797,838	SMITH	C		5,008,000	3,612,000	1,535,838	10,155,838		
			A		626,000			626,000		

			B	16,000			16,000		
		SMITH Total		5,650,000	3,612,000	1,535,838	10,797,838	0.09%	-36.07%
22	7,817,000	AID	C	2,087,000	4,146,000		6,233,000		
			Blank	1,584,000			1,584,000		
		AID Total		3,671,000	4,146,000		7,817,000	0.07%	12.94%
23	6,660,217	RRB	C	1,754,000	2,528,000	489,263	4,771,263		
			A	465,000	379,000	331,504	1,175,504		
			B	413,000	141,000	159,450	713,450		
		RRB Total		2,632,000	3,048,000	980,217	6,660,217	0.06%	15.81%
24	4,206,834	NARA	C	1,339,000	1,483,000	1,262,834	4,084,834		
			B	122,000			122,000		
		NARA Total		1,461,000	1,483,000	1,262,834	4,206,834	0.04%	1.51%
25	3,084,042	NRC	C	1,174,000	1,033,000	266,059	2,473,059		
			B	65,000	320,000	166,983	551,983		
			Blank		59,000		59,000		
		NRC Total		1,239,000	1,412,000	433,042	3,084,042	0.03%	13.96%
26	2,934,618	USIA	B	1,055,000	1,519,000	64,618	2,638,618		
			C	160,000	96,000	40,000	296,000		
		USIA Total		1,215,000	1,615,000	104,618	2,934,618	0.03%	32.92%
27	2,605,247	FTC	B	853,000	159,000	159,000	1,171,000		
			C	519,000		303,247	822,247		
			A	119,000	493,000		612,000		
		FTC Total		1,491,000	652,000	462,247	2,605,247	0.02%	-56.27%
28	2,519,650	OPM	A	51,000		1,423,363	1,474,363		
			C	285,000	183,000	349,456	817,456		
			B	23,000	91,000	113,831	227,831		
		OPM Total		359,000	274,000	1,886,650	2,519,650	0.02%	-23.68%
29	1,557,046	SBA	B	527,000	591,000	119,000	1,237,000		
			C	89,000	111,000	45,046	245,046		
			A	75,000			75,000		
		SBA Total		691,000	702,000	164,046	1,557,046	0.01%	1.59%
30	1,543,087	CPSC	A	426,000	430,000	445,000	1,301,000		
			B	62,000	78,000	11,087	151,087		
			C	35,000	56,000		91,000		
		CPSC Total		523,000	564,000	456,087	1,543,087	0.01%	7.84%
31	1,408,000	FCC	C	1,408,000			1,408,000		
		FCC Total		1,408,000			1,408,000	0.01%	-100.00%
32	922,304	CNCS	Blank			643,575	643,575		
			C			278,709	278,709		
			B			20	20		
		CNCS Total				922,304	922,304	0.01%	N/A
33	672,400	EOP	C	29,000	142,000	344,400	515,400		
			B	117,000			117,000		
			Blank			40,000	40,000		
		EOP Total		146,000	182,000	344,400	672,400	0.01%	24.66%
34	587,227	NLRB	C	322,000	144,000	121,227	587,227		
		NLRB Total		322,000	144,000	121,227	587,227	0.01%	-55.28%
35	485,000	TDA	C	485,000			485,000		
		TDA Total		485,000			485,000	0.00%	-100.00%
36	471,818	NFAH	A		210,000	227,186	437,186		

			C				34,632	34,632		
		NFAH Total				210,000	261,818	471,818	0.00%	N/A
37	438,595	SEC	C	411,000	27,000	595	438,595	438,595	0.00%	-93.43%
		SEC Total		411,000	27,000	595	438,595	438,595	0.00%	-93.43%
38	390,000	PEACE PEACE Total	A	390,000			390,000	390,000	0.00%	-100.00%
39	379,633	ITC	B		205,000	16,633	221,633	221,633	0.00%	-100.00%
			C	70,000	88,000		158,000	158,000		
		ITC Total		70,000	293,000	16,633	379,633	379,633	0.00%	318.57%
40	379,000	NSF	C	189,000	25,000		214,000	214,000		
			B	15,000	150,000		165,000	165,000		
		NSF Total		204,000	175,000		379,000	379,000	0.00%	-14.22%
41	313,000	FMC	C		313,000		313,000	313,000		
		FMC Total			313,000		313,000	313,000	0.00%	N/A
42	259,000	USSAH USSAH Total	B	259,000			259,000	259,000	0.00%	-100.00%
43	252,000	CFTC CFTC Total	C	252,000			252,000	252,000	0.00%	-100.00%
44	119,000	EEOC EEOC Total	A	119,000			119,000	119,000	0.00%	-100.00%
45	110,000	SSS SSS Total	B	110,000			110,000	110,000	0.00%	-100.00%
46	96,000	NMB NMB Total	C	42,000	54,000		96,000	96,000	0.00%	28.57%
47	23,000	USHMM USHMM Total	C	23,000			23,000	23,000	0.00%	-100.00%
		Total		43,115,570	4,021,047,395	4,382,833,005	3,255,187,387	11,702,183,357		

Appendix Table 3: Agencies Ranked by VOB Spending With Veteran-Owned Code Percentage Breakouts FY00-FY03

A = Disabled Veteran-Owned B = Veteran-Owned C and N/A = Other Veteran-Owned

Agency		FY 00	FY01	FY02	FY03
1 DOD	Agcy Total \$	133,478,257,000	144,729,514,000	167,799,155,629	119,136,690,390
	Agcy Vet \$	20,651,000	2,614,520,000	2,736,699,347	2,101,482,506
	All Vet Pcnt	0.02%	1.81%	1.63%	1.76%
	C Pcnt	0.01%	1.33%	1.09%	1.05%
	B Pcnt	0.01%	0.10%	0.43%	0.56%
	A Pcnt	0.00%	0.34%	0.09%	0.14%
	Blank Pcnt	0.00%	0.04%	0.02%	0.01%
2 GSA	Agcy Total \$	11,277,344,041	38,625,300,784	19,113,846,639	8,351,579,729
	Agcy Vet \$	13,970,000	287,957,309	375,929,034	350,216,290
	All Vet Pcnt	0.12%	0.75%	1.97%	4.19%
	C Pcnt	0.09%	0.58%	1.35%	2.97%
	B Pcnt	0.01%	0.16%	0.55%	0.78%
	A Pcnt	0.00%	0.01%	0.06%	0.33%
	Blank Pcnt	0.02%	0.00%	0.01%	0.11%
3 DVA	Agcy Total \$	3,879,842,000	4,295,811,000	4,646,897,925	3,594,435,573
	Agcy Vet \$		120,882,000	201,743,432	98,809,959
	All Vet Pcnt	0.00%	2.81%	4.34%	2.75%
	B Pcnt	0.00%	1.89%	2.71%	1.81%
	C Pcnt	0.00%	0.69%	0.89%	0.63%
	A Pcnt	0.00%	0.24%	0.73%	0.31%
	Blank Pcnt	0.00%	0.00%	0.00%	0.00%
4 USDA	Agcy Total \$	3,577,579,497	3,961,018,558	3,631,534,743	1,959,676,363
	Agcy Vet \$	174,000	138,081,111	146,762,307	86,589,378
	All Vet Pcnt	0.00%	3.49%	4.04%	4.42%
	C Pcnt	0.00%	3.10%	3.10%	3.30%
	B Pcnt	0.00%	0.30%	0.70%	1.00%
	A Pcnt	0.00%	0.10%	0.20%	0.10%
	Blank Pcnt	0.00%	0.00%	0.00%	0.00%
5 DOJ	Agcy Total \$	3,151,107,795	4,055,334,730	4,345,566,422	2,117,508,238
	Agcy Vet \$	1,939,476	170,881,871	110,966,438	72,588,480
	All Vet Pcnt	0.06%	4.21%	2.55%	3.43%
	C Pcnt	0.06%	3.96%	2.28%	2.76%
	B Pcnt	0.00%	0.24%	0.20%	0.66%
	A Pcnt	0.00%	0.02%	0.07%	0.01%
	Blank Pcnt	0.00%	0.00%	0.00%	0.00%
6 HHS	Agcy Total \$	4,057,726,000	4,293,566,000	5,420,557,128	2,785,248,942
	Agcy Vet \$		103,046,000	103,430,000	104,398,449
	All Vet Pcnt	0.00%	2.40%	1.91%	3.75%
	B Pcnt	0.00%	1.02%	0.81%	2.25%
	C Pcnt	0.00%	1.20%	0.80%	1.20%
	A Pcnt	0.00%	0.10%	0.20%	0.30%
	Blank Pcnt	0.00%	0.00%	0.00%	0.00%
7 STATE	Agcy Total \$	1,234,063,000	1,758,760,000	2,269,560,780	1,066,846,371
	Agcy Vet \$	333,000	110,342,000	115,529,937	24,446,946

		All Vet Pcnt	0.03%	6.27%	5.09%	2.29%
		C Pcnt	0.00%	2.83%	2.45%	0.85%
		B Pcnt	0.00%	2.44%	2.26%	1.02%
		A Pcnt	0.03%	1.00%	0.37%	0.41%
		Blank Pcnt	0.00%	0.00%	0.00%	0.00%
8	DOI	Agcy Total \$	1,872,241,000	2,076,729,000	2,206,838,031	1,895,190,258
		Agcy Vet \$		80,095,000	91,909,076	73,621,452
		All Vet Pcnt	4.28%	4.43%	3.34%	12.96%
		C Pcnt	0.00%	3.16%	2.66%	2.35%
		B Pcnt	0.00%	0.66%	1.33%	1.36%
		A Pcnt	0.00%	0.03%	0.16%	0.18%
		Blank Pcnt	0.00%	0.00%	0.02%	0.00%
9	DOL	Agcy Total \$	1,294,760,000	1,370,874,000	1,696,226,920	682,823,514
		Agcy Vet \$		71,366,000	107,484,000	46,087,281
		All Vet Pcnt	0.00%	5.21%	6.34%	6.75%
		C Pcnt	0.00%	4.71%	5.87%	4.62%
		B Pcnt	0.00%	0.50%	0.43%	2.11%
		Blank Pcnt	0.00%	0.00%	0.04%	0.02%
		A Pcnt	0.00%	0.00%	0.00%	0.00%
10	NASA	Agcy Total \$	10,913,981,000	11,161,091,000	11,534,375,000	9,332,536,276
		Agcy Vet \$		64,504,000	88,578,000	63,973,050
		All Vet Pcnt	0.00%	0.58%	0.77%	0.69%
		C Pcnt	0.00%	0.43%	0.42%	0.24%
		B Pcnt	0.00%	0.14%	0.15%	0.21%
		A Pcnt	0.00%	0.00%	0.20%	0.24%
		Blank Pcnt	0.00%	0.00%	0.00%	0.00%
11	TREAS	Agcy Total \$	2,776,621,000	3,138,728,000	3,319,158,822	2,143,794,050
		Agcy Vet \$	685,000	57,191,000	75,283,000	65,363,637
		All Vet Pcnt	0.02%	1.82%	2.27%	3.05%
		B Pcnt	0.00%	0.71%	0.93%	1.46%
		C Pcnt	0.02%	0.76%	0.95%	1.11%
		A Pcnt	0.00%	0.35%	0.38%	0.48%
		Blank Pcnt	0.00%	0.00%	0.00%	0.00%
12	DOT	Agcy Total \$	1,853,669,000	2,290,248,000	3,761,320,449	2,490,375,643
		Agcy Vet \$		73,273,000	80,011,754	38,491,143
		All Vet Pcnt		3.20%	2.13%	1.55%
		C Pcnt		1.79%	1.17%	0.78%
		B Pcnt		1.24%	0.62%	0.37%
		A Pcnt		0.18%	0.34%	0.40%
		Blank Pcnt		0.00%	0.00%	0.00%
13	DOE	Agcy Total \$	17,007,176,000	18,705,003,000	18,989,269,869	17,909,086,104
		Agcy Vet \$	671,000	32,574,000	45,103,000	28,816,273
		All Vet Pcnt	0.00%	0.17%	0.24%	0.16%
		C Pcnt	0.00%	0.11%	0.14%	0.06%
		B Pcnt	0.00%	0.05%	0.09%	0.08%
		A Pcnt	0.00%	0.01%	0.01%	0.02%
14	EPA	Agcy Total \$	986,849,400	993,017,022	1,015,195,225	507,162,872
		Agcy Vet \$	-92,000	20,407,000	23,358,500	22,766,094
		All Vet Pcnt	-0.01%	2.06%	2.30%	4.49%
		C Pcnt	-0.01%	2.04%	2.05%	2.89%
		B Pcnt	0.00%	0.02%	0.25%	1.60%
		Blank Pcnt	0.00%	0.00%	0.00%	0.00%
15	SSA	Agcy Total \$	483,872,000	496,859,000	563,977,000	354,043,026

		Agcy Vet \$	-57,000	17,877,000	13,852,000	19,371,034
		All Vet Pcnt	-0.01%	3.60%	2.46%	5.47%
		B Pcnt	0.00%	2.27%	1.23%	3.82%
		C Pcnt	-0.01%	1.08%	0.87%	1.49%
		A Pcnt	0.00%	0.25%	0.36%	0.16%
16	HUD	Agcy Total \$	1,122,899,855	835,625,943	828,846,524	563,265,233
		Agcy Vet \$	4,841,094	11,104,104	10,453,180	10,995,076
		All Vet Pcnt	0.43%	1.33%	1.26%	1.95%
		B Pcnt	0.00%	0.68%	0.87%	1.46%
		C Pcnt	0.38%	0.48%	0.26%	0.25%
		A Pcnt	0.00%	0.18%	0.13%	0.24%
		Blank	0.05%			
17	DHS	Agcy Total \$	0	0	0	2,372,501,821
		Agcy Vet \$				35,738,248
		All Vet Pcnt	0.00%	0.00%	0.00%	1.51%
		C Pcnt	0.00%	0.00%	0.00%	1.01%
		B Pcnt	0.00%	0.00%	0.00%	0.45%
		A Pcnt	0.00%	0.00%	0.00%	0.05%
18	DOC	Agcy Total \$	1,792,846,000	1,247,893,000	1,530,211,000	700,430
		Agcy Vet \$		13,003,000	18,545,000	
		All Vet Pcnt	0.00%	1.04%	1.21%	0.00%
		C Pcnt	0.00%	0.93%	0.78%	0.00%
		B Pcnt	0.00%	0.02%	0.33%	0.00%
		A Pcnt	0.00%	0.09%	0.04%	0.00%
		Blank Pcnt	0.00%	0.00%	0.07%	0.00%
19	FEMA	Agcy Total \$	237,157,000	316,070,000	308,633,000	34,788,339
		Agcy Vet \$		6,880,000	8,694,000	1,539,535
		All Vet Pcnt	0.00%	2.18%	2.82%	4.43%
		C Pcnt	0.00%	1.15%	0.70%	2.58%
		B Pcnt	0.00%	1.03%	0.69%	1.84%
		Blank Pcnt	0.00%	0.00%	0.82%	0.00%
		A Pcnt	0.00%	0.00%	0.62%	0.00%
20	DED	Agcy Total \$	894,053,000	913,281,000	-6,704,196,756	4,713,347,229
		Agcy Vet \$		3,890,000	9,595,000	940,000
		All Vet Pcnt	0.00%	0.43%	-0.14%	0.02%
		B Pcnt	0.00%	0.12%	-0.11%	0.02%
		C Pcnt	0.00%	0.28%	-0.03%	0.00%
		A Pcnt	0.00%	0.03%	-0.01%	0.00%
21	SMITH	Agcy Total \$	79,272,000	114,194,000	80,772,925	67,339,660
		Agcy Vet \$		5,650,000	3,612,000	1,535,838
		All Vet Pcnt	0.00%	4.95%	4.47%	2.28%
		C Pcnt	0.00%	4.39%	4.47%	2.28%
		A Pcnt	0.00%	0.55%	0.00%	0.00%
		B Pcnt	0.00%	0.01%	0.00%	0.00%
22	AID	Agcy Total \$	478,649,000	742,350,000	1,371,992,085	0
		Agcy Vet \$	0	3,671,000	4,146,000	0
		All Vet Pcnt	0.00%	0.49%	0.30%	0.00%
		C Pcnt	0.00%	0.28%	0.30%	0.00%
		Blank Pcnt	0.00%	0.21%	0.00%	0.00%
23	RRB	Agcy Total \$	6,649,000	9,433,000	6,917,000	3,138,434
		Agcy Vet \$	0	2,632,000	3,048,000	980,217
		All Vet Pcnt	0.00%	27.90%	44.07%	31.23%
		C Pcnt	0.00%	18.59%	36.55%	15.59%

		A Pcnt	0.00%	4.93%	5.48%	10.56%
		B Pcnt	0.00%	4.38%	2.04%	5.08%
24	NARA	Agcy Total \$	35,298,000	45,473,000	97,946,000	82,937,803
		Agcy Vet \$	0	1,461,000	1,483,000	1,262,834
		All Vet Pcnt	0.00%	3.21%	1.51%	1.52%
		C Pcnt	0.00%	2.94%	1.51%	1.52%
		B Pcnt	0.00%	0.27%	0.00%	0.00%
25	NRC	Agcy Total \$	87,182,000	74,476,000	87,574,000	25,886,540
		Agcy Vet \$	0	1,239,000	1,412,000	433,042
		All Vet Pcnt	0.00%	1.66%	1.61%	1.67%
		C Pcnt	0.00%	1.58%	1.18%	1.03%
		B Pcnt	0.00%	0.09%	0.37%	0.65%
		Blank	0.00%	0.00%	0.07%	0.00%
26	USIA	Agcy Total \$	58,440,000	61,377,000	80,459,000	60,046,851
		Agcy Vet \$	0	1,215,000	1,615,000	104,618
		All Vet Pcnt	0.00%	1.98%	2.01%	0.17%
		B Pcnt	0.00%	1.72%	1.89%	0.11%
		C Pcnt	0.00%	0.26%	0.12%	0.07%
27	FTC	Agcy Total \$	10,752,000	13,586,000	14,210,000	13,009,517
		Agcy Vet \$	0	1,491,000	652,000	462,247
		All Vet Pcnt	0.00%	10.97%	4.59%	3.55%
		B Pcnt	0.00%	6.28%	1.12%	1.22%
		C Pcnt	0.00%	3.82%	0.00%	2.33%
		A Pcnt	0.00%	0.88%	3.47%	0.00%
28	OPM	Agcy Total \$	194,092,000	274,479,000	715,746,000	222,033,012
		Agcy Vet \$	0	359,000	274,000	1,886,650
		All Vet Pcnt	0.00%	0.13%	0.04%	0.85%
		A Pcnt	0.00%	0.02%	0.00%	0.64%
		C Pcnt	0.00%	0.10%	0.03%	0.16%
		B Pcnt	0.00%	0.01%	0.01%	0.05%
29	SBA	Agcy Total \$	-406,473,000	67,187,000	40,300,000	20,746,688
		Agcy Vet \$	0	691,000	702,000	164,046
		All Vet Pcnt	0.00%	1.03%	1.74%	0.79%
		B Pcnt	0.00%	0.00%	0.00%	0.00%
		C Pcnt	0.00%	0.00%	0.00%	0.00%
		A Pcnt	0.00%	0.00%	0.00%	0.00%
30	CPSC	Agcy Total \$	2,967,000	4,428,000	5,773,000	3,324,276
		Agcy Vet \$	0	523,000	564,000	456,087
		All Vet Pcnt	0.00%	11.81%	9.77%	13.72%
		A Pcnt	0.00%	9.62%	7.45%	13.39%
		B Pcnt	0.00%	1.40%	1.35%	0.33%
		C Pcnt	0.00%	0.79%	0.97%	0.00%
31	FCC	Agcy Total \$	5,742,000	13,510,000	0	0
		Agcy Vet \$	0	1,408,000	0	0
		All Vet Pcnt	0.00%	10.42%	0.00%	0.00%
		C Pcnt	0.00%	10.42%	0.00%	0.00%
32	CNCS	Agcy Total \$	14,800,000	1,660,000	25,000	26,663,500
		Agcy Vet \$	0	0	0	922,304
		All Vet Pcnt	0.00%	0.00%	0.00%	3.46%
		Blank Pcnt	0.00%	0.00%	0.00%	2.41%
		C Pcnt	0.00%	0.00%	0.00%	1.05%
		B Pcnt	0.00%	0.00%	0.00%	0.00%
33	EOP	Agcy Total \$	31,225,000	28,078,000	51,483,000	50,286,382

		Agcy Vet \$	0	146,000	182,000	344,400
		All Vet Pcnt	0.00%	0.52%	0.35%	0.68%
		C Pcnt	0.00%	0.10%	0.28%	0.68%
		B Pcnt	0.00%	0.42%	0.00%	0.00%
		Blank Pcnt	0.00%	0.00%	0.08%	0.00%
34	NLRB	Agcy Total \$	6,601,000	9,422,000	248,780,000	3,992,276
		Agcy Vet \$	0	322,000	144,000	121,227
		All Vet Pcnt	0.00%	3.42%	0.06%	3.04%
		C Pcnt	0.00%	3.42%	0.06%	3.04%
35	TDA	Agcy Total \$	3,811,000	3,105,099	245,000	130,917
		Agcy Vet \$	0.00%	15.60%	0.00%	0.00%
		All Vet Pcnt	0.00%	0.00%	0.00%	0.00%
		C Pcnt	0.00%	0.00%	0.00%	0.00%
36	NFAH	Agcy Total \$	686,000	516,000	1,086,000	713,612
		Agcy Vet \$	0	0	210,000	261,818
		All Vet Pcnt	0.00%	0.00%	19.33%	36.60%
		A Pcnt	0.00%	0.00%	19.33%	31.80%
		C Pcnt	0.00%	0.00%	0.00%	4.80%
37	SEC	Agcy Total \$	30,221,000	24,520,000	17,480,000	10,498,661
		Agcy Vet \$	0	411,000	27,000	595
		All Vet Pcnt	0.00%	1.68%	0.15%	0.01%
		C Pcnt	0.00%	1.68%	0.15%	0.01%
38	PEACE	Agcy Total \$	12,690,000	34,118,523	20,511,669	26,283,450
		Agcy Vet \$	0	390,000	0	0
		All Vet Pcnt	0.00%	1.14%	0.00%	0.00%
		A Pcnt	0.00%	1.14%	0.00%	0.00%
39	ITC	Agcy Total \$	3,163,000	2,921,000	6,332,000	3,695,264
		Agcy Vet \$	0	70,000	293,000	16,633
		All Vet Pcnt	0.00%	2.40%	4.63%	0.45%
		B Pcnt	0.00%	0.00%	3.24%	0.45%
		C Pcnt	0.00%	2.40%	1.39%	0.00%
40	NSF	Agcy Total \$	153,428,000	172,103,000	185,839,000	54,038,749
		Agcy Vet \$	0	204,000	175,000	0
		All Vet Pcnt	0.00%	0.12%	0.09%	0.00%
		C Pcnt	0.00%	0.11%	0.01%	0.00%
		B Pcnt	0.00%	0.01%	0.08%	0.00%
41	FMC	Agcy Total \$	238,000	134,000	730,000	29,977
		Agcy Vet \$	0	0	313,000	0
		All Vet Pcnt	0.00%	0.00%	42.88%	0.00%
		C Pcnt	0.00%	0.00%	42.88%	0.00%
42	USSAH	Agcy Total \$	4,701,000	8,854,000	2,607,000	937
		Agcy Vet \$	0	259,000	0	0
		All Vet Pcnt	0.00%	2.93%	0.00%	0.00%
		B Pcnt	0.00%	2.93%	0.00%	0.00%
43	CFTC	Agcy Total \$	0	11,375,000	2,674,000	0
		Agcy Vet \$	0	252,000	0	0
		All Vet Pcnt	0.00%	2.22%	0.00%	0.00%
		C Pcnt				
44	EEOC	Agcy Total \$	35,091,000	39,930,000	34,672,000	29,982,551
		Agcy Vet \$	0	119,000	0	0
		All Vet Pcnt	0.00%	0.30%	0.00%	0.00%
		A Pcnt	0.00%	0.30%	0.00%	0.00%
45	SSS	Agcy Total \$	826,000	575,000	0	0

		Agcy Vet \$	0	110,000	0	0
		All Vet Pcnt	0.00%	19.13%	0.00%	0.00%
		B Pcnt	0.00%	19.13%	0.00%	0.00%
46	NMB	Agcy Total \$	1,689,000	2,283,000	1,783,000	668,973
		Agcy Vet \$	0	42,000	54,000	0
		All Vet Pcnt	0.00%	1.84%	3.03%	0.00%
		C Pcnt	0.00%	1.84%	3.03%	0.00%
47	USHMM	Agcy Total \$	1,140,000	756,000	-160,000	0
		Agcy Vet \$	0	42,000	54,000	0
		All Vet Pcnt	0.00%	5.56%	-33.75%	0.00%
		C Pcnt	0.00%	3.04%	0.00%	0.00%
	Total		43,115,570	4,021,047,395	4,382,833,005	3,255,187,387

**Appendix Table 4: Top 100 VOB Prime Contractors
FY 2002**

Rank	Company Name	Total \$	Share
1	MINACT INC	90,976,000	2.08%
2	TECHNICAL & MGT SVCS CORP	82,408,000	1.88%
3	ALL CITIES ENTERPRISES	52,114,000	1.19%
4	INNOVTIVE LOGISTICS TECHNIQUES	49,310,000	1.13%
5	GERWEND ENTERPRISES INC	45,652,056	1.04%
6	U S EAGLE INC	40,956,000	0.93%
7	SPACELINK INTERNATIONAL LLC	40,333,000	0.92%
8	COLSA CORP	37,227,000	0.85%
9	RDR INC	37,144,501	0.85%
10	TODD CONSTRUCTION COMPANY INC	36,081,000	0.82%
11	DCS CORPORATION	33,280,000	0.76%
12	RONCO CONSULTING CORPORATION	30,960,000	0.71%
13	C R ASSOCIATES, INC	30,884,624	0.70%
14	COASTAL INTERNATIONAL SECURITY	30,741,000	0.70%
15	ELECTRONIC WARFARE ASSOCIATES	30,396,000	0.69%
16	GEO-MARINE INC	29,307,000	0.67%
17	MAXIM SYSTEMS INC	28,395,000	0.65%
18	CHERRY MEAT PACKERS INC	28,050,000	0.64%
19	LOGTEC INC	28,002,000	0.64%
20	EARL INDUSTRIES LLC	24,555,291	0.56%
21	ST PAUL FIRE & MARINE INSURANC	23,679,000	0.54%
22	LABAT-ANDERSON INC	23,144,500	0.53%
23	CAMPBELL ROOFING & CNSTR INC	22,245,000	0.51%
24	UNITED INTL INVESTIGATIVE SVCS	22,212,000	0.51%
25	COLUMBIA HELICOPTERS INC	22,152,999	0.51%
26	MTS TECHNOLOGIES INC	21,396,000	0.49%
27	ELAINES CLEANING SERVICE INC	20,949,000	0.48%
28	JARDON & HOWARD TECHNOLOGIES,	20,886,000	0.48%
29	EAGLE SYSTEMS INC	20,689,000	0.47%
30	MARINE HYDRAULICS INTL	19,920,687	0.45%
31	IRVING BURTON ASSOCIATES INC	19,889,000	0.45%
32	NATIONAL MAINTENANCE INC	19,059,000	0.43%
33	MICRO SYSTEMS INC	18,969,000	0.43%
34	MAGANN CORPORATION	18,797,000	0.43%
35	DARLINGTON INCORPORATED	18,534,000	0.42%
36	CAPITOL FURNITURE DISTRG CO	18,496,417	0.42%
37	LUHR BROS INC	17,658,000	0.40%
38	SOUTHWESTERN SECURITY SERVICE	17,391,219	0.40%
39	MCS MANAGEMENT INC	17,180,000	0.39%
40	AC INC	17,128,000	0.39%
41	TRI-COR INDUSTRIES INC	17,047,000	0.39%
42	AEROSPACE INTEGRATION CORPORAT	16,634,000	0.38%
43	ENGINEERING DESIGN TECHNOLOGIE	16,458,000	0.38%
44	TEXAS COMMISSION FOR THE BLIND	15,979,000	0.36%
45	COMMERCIAL CONTRACTORS EQUIPME	15,750,000	0.36%
46	MARTINEZ CONSTRUCTION & DEV	15,421,019	0.35%
47	TRANSCONTINENTAL ENTERPRISES	14,810,500	0.34%
48	MARIANNA AIRMOTIVE CORP	14,602,000	0.33%
49	SYSTEMS TRAINING RESOURCE TECH	13,503,825	0.31%
50	THOMCO ENTERPRISES, INC.	13,484,000	0.31%
51	AVTEL SERVICES INC	13,079,000	0.30%
52	IBASET	12,811,000	0.29%

53	CALIFORNIA PACIFIC ASSOCIATES	12,676,000	0.29%
54	CAPCO, INC..	12,569,000	0.29%
55	MUNIZ ENGINEERING, INC.	12,376,000	0.28%
56	BAKER SHEET METAL CORP	12,336,000	0.28%
57	GERALD A MARTIN LTD	12,291,000	0.28%
58	TRANDES CORPORATION	12,170,000	0.28%
59	SOLOR ELECTRIC INC	12,010,000	0.27%
60	PHILLIPS NATIONAL INC	11,798,961	0.27%
61	INFORMATICS CORPORATION	11,721,000	0.27%
62	EAGLE TOOL & MACHINE COMPANY	11,697,000	0.27%
63	WAREONEARTH COMMUNICATIONS INC	11,616,000	0.27%
64	UNIFIED INDUSTRIES INC	11,149,076	0.25%
65	LEADS CORPORATION	11,148,000	0.25%
66	HAWKINS & POWERS AVIATION INC	11,118,000	0.25%
67	R B C INCORPORATED	10,833,000	0.25%
68	MILVETS SYSTEMS TECHNOLOGY, IN	10,804,000	0.25%
69	J F BRENNAN CO INC	10,526,000	0.24%
70	TERADYNE INC	10,359,000	0.24%
71	DYNAMIC SYSTEMS INC	10,309,000	0.24%
72	SIMULATION TECHNOLOGIES INC	10,214,000	0.23%
73	RR & VO LLC	10,091,000	0.23%
74	SOFTWARE SOLUTIONS INC	10,048,000	0.23%
75	CATAPULT TECHNOLOGY, LTD	10,033,914	0.23%
76	DATAKOM SCIENCES, INC.	10,000,000	0.23%
77	HOUSTON ASSOCIATES INC	9,923,000	0.23%
78	INNOVATIVE TECHNICAL SOLUTIONS	9,912,000	0.23%
79	COBRO CORPORATION	9,886,000	0.23%
80	THE CHESAPEAKE CENTER, INC.	9,664,497	0.22%
81	MEDMARK SERVICES INC	9,650,000	0.22%
82	PEANUT PROCESSORS INC	9,510,000	0.22%
83	DAVIS BOAT WORKS INC	9,476,000	0.22%
84	U F C AEROSPACE CORPORATION	9,402,000	0.21%
85	WOODSIDE SUMMIT GROUP INC	9,325,000	0.21%
86	SYNCROTECH SOFTWARE CORP	9,300,000	0.21%
87	ELTE INC	9,212,000	0.21%
88	ENTWISTLE COMPANY THE	9,210,000	0.21%
89	INFORMATION NETWORK SYSTEMS	9,057,299	0.21%
90	COMPREHENSIVE HEALTH SERVICES	8,937,000	0.20%
91	ORGANIZATIONAL STRATEGIES INC	8,919,000	0.20%
92	THE ROSS GROUP CONSTRUCTION CO	8,891,000	0.20%
93	CAPITAL CONSULTING CORPORATION	8,884,000	0.20%
94	SURVIVAL INC	8,835,000	0.20%
95	QUANTUM SERVICES INC	8,751,000	0.20%
96	INTEGRATED CONSTRUCTION TECHNO	8,469,000	0.19%
97	EER SYSTEMS CORP.	8,446,000	0.19%
98	R S STAFFING SERVICES INC	8,192,000	0.19%
99	MILITARY PERSONNEL SERVICES CO	8,143,912	0.19%
100	SEAWARD SERVICES INC	8,050,000	0.18%
	All Other	2,508,165,708	57.23%
	Total	4,382,833,005	

Appendix Table 5: Top 25 Purchase Offices Ranked by Total VOB Expenditures FY 2000 - FY 2003 Q3

Rank	Purchase Office Name, City, State	FY00	FY01	FY02	FY03	Total
1	DOD/DEPARTMENT OF THE NAVY, Arlington VA	0	80,803,000	79,094,000	92,511,744	252,408,744
2	DOD/DEPARTMENT OF THE NAVY, Patuxent River NAS MD	12,009,000	70,048,000	82,285,000	64,414,949	228,756,949
3	OFFICE OF ACQUISITION MANAGEMENT, ARLINGTON VA	333,000	94,123,000	111,948,859	20,759,219	227,164,078
4	GSA/FTS ACQUISITION SERVICES DIVISION, KANSAS CITY MO	0	48,974,000	59,885,307	68,956,059	177,815,366
5	DOD/DEPARTMENT OF THE NAVY, PHIL NAV SHIPYD PA	592,000	37,887,000	81,958,507	46,036,873	166,474,380
6	DOD/DEPARTMENT OF THE NAVY, Norfolk VA	0	47,416,000	28,953,000	86,662,996	163,031,996
7	DOD/DEPARTMENT OF THE ARMY, Huntsville AL	0	71,902,000	79,701,000	0	151,603,000
8	DOD/DEPARTMENT OF THE AIR FORCE, Robins AFB GA	0	53,632,000	88,139,000	0	141,771,000
9	DOD/DEPARTMENT OF THE NAVY, Washington DC	73,000	43,888,000	54,954,256	27,400,097	126,315,353
10	DOD/DEPARTMENT OF THE NAVY, San Diego Naval Comm CA	528,000	70,235,000	42,686,575	12,582,487	126,032,062
11	DOD/DEPARTMENT OF THE AIR FORCE, Wright Patterson AFB OH	0	57,801,000	62,364,000	0	120,165,000
12	DOD/DEPARTMENT OF THE ARMY, Fort Monmouth NJ	0	58,187,000	61,822,000	0	120,009,000
13	DOD/DEFENSE LOGISTICS AGENCY, Fort Belvoir VA	0	80,254,000	32,626,000	0	112,880,000
14	DOD/DEPARTMENT OF THE NAVY, Norfolk Naval Supply VA	1,264,000	54,414,000	50,917,355	4,109,751	110,705,106
15	DISA NATIONAL CAPITAL REGION, ARLINGTON VA	0	82,952,000	24,067,000	0	107,019,000
16	USA COMMUNICATIONS-ELECTRONICS, FORT MONMOUTH (U.S. ARMY) NJ	0	0	0	103,823,760	103,823,760
17	DOD/DEPARTMENT OF THE ARMY, Washington DC	0	49,421,000	50,027,000	0	99,448,000
18	GSA/PUBLIC BUILDINGS SERVICE, WASHINGTON DC	202,000	6,641,000	22,554,000	68,280,787	97,677,787
19	DOD/U.S. SPECIAL OPERATIONS COMMAND, MacDill AFB FL	0	83,807,000	11,881,000	0	95,688,000
20	DOD/DEPARTMENT OF THE NAVY, Portsmouth VA	0	33,711,000	27,214,285	34,376,792	95,302,077
21	DOD/DEPARTMENT OF THE NAVY, Jacksonville Navy Fu FL	0	11,041,000	23,433,291	60,213,238	94,687,529
22	DOD/DEPARTMENT OF THE NAVY, San Diego CA	758,000	24,203,000	32,954,940	33,871,219	91,787,159
23	DOD/DEFENSE INFORMATION SYSTEMS AGENCY, Scott AFB IL	0	39,807,000	51,652,000	0	91,459,000
24	DOD/DEPARTMENT OF THE NAVY, Norfolk NAS VA	34,000	24,923,000	55,449,715	8,131,976	88,538,691
25	DOD/DEPARTMENT OF THE ARMY, Redstone Arsenal AL	0	46,059,000	40,362,000	0	86,421,000

**Appendix Table 6: Top 25 Purchase Offices Supporting
Service-Disabled Veteran-Owned Businesses FY00 – FY03 (3Q)**

	Purchase Office Name, Location	FY00	FY01	FY02	FY03	Sum of Total
1	DOD/DEPARTMENT OF THE ARMY, HUNTSVILLE, AL	0	1,381,000	36,737,000	0	38,118,000
2	DOD/DEPARTMENT OF THE AIR FORCE, TULLAHOA, TN	0	35,855,000	216,000	0	36,071,000
3	DOD/DEPARTMENT OF THE NAVY, SAN DIEGO, CA	0	16,666,000	9,989,000	8,298,297	34,953,297
4	OFFICE OF ACQUISITION MANAGEMENT, ARLINGTON, VA	323,000	16,026,000	8,318,473	4,420,306	29,087,779
5	DOD/DEPARTMENT OF THE NAVY, PHILADELPHIA, PA	0	22,946,000	3,178,116	1,515,190	27,639,306
6	DEPT OT TREAS/BUR ALCHOHOL, TOBACCO AND FIRE, WASHINGTON, DC	0	7,070,000	10,662,000	9,887,767	27,619,767
7	DOD/DEPARTMENT OF THE NAVY, CHARLESTON, SC	257,000	24,657,000	808,000	1,325,793	27,047,793
8	DEPARTMENT OF VETERANS AFFARIS, TEMPLE, TX	0	24,000	17,898,000	7,919,513	25,841,513
9	NATIONAL AERONAUTICS AND SPACE ADMIN, HOUSTON, TX	0	129,000	11,591,000	10,209,765	21,929,765
10	DOD/DEPARTMENT OF THE AIR FORCE, EGLIN AFB, FL	0	20,924,000	371,000	0	21,295,000
11	NATIONAL AERONAUTICS AND SPACE ADMIN, HAMPTON, VA	0	49,000	8,072,000	11,427,764	19,548,764
12	DEPT OF TRANS/TRANSPORTATION ADM CTR, WASHINGTON, DC	0	3,925,000	9,076,517	5,588,298	18,589,815
13	DOD/DEPARTMENT OF THE ARMY, HONOLULU, HI	0	16,799,000	851,000	0	17,650,000
14	DOD/U.S. SPECIAL OPERATIONS COMMAND, MACDILL AFB, FL	0	15,515,000	314,000	0	15,829,000
15	DOD/DEPARTMENT OF THE NAVY, NORFOLK, VA	0	10,387,000	3,969,000	1,333,209	15,689,209
16	DOD/DEPARTMENT OF THE NAVY, WASHINGTON, DC	31,000	3,866,000	10,232,000	467,632	14,596,632
17	DOD/DEPARTMENT OF THE NAVY, PATUXENT RIVER NAS, MD	0	10,852,000	496,000	2,273,457	13,621,457
18	GSA/FSS OFC SUP CTR - SPECIAL ORDER, NEW YORK,	0	0	4,008,225	9,446,230	13,454,455
19	DOD/DEPARTMENT OF THE AIR FORCE, BROOKS AFB, TX	0	12,048,000	419,000	0	12,467,000
20	DOD/DEPARTMENT OF THE AIR FORCE, TINKER AFB, OK	0	12,031,000	39,000	0	12,070,000
21	DOD/DEPARTMENT OF THE AIR FORCE, NELLIS AFB, NV	0	11,991,000	0	0	11,991,000
22	DOD/DEPARTMENT OF THE NAVY, NORTH CHARLESTON, SC	0	5,251,000	3,343,000	2,469,441	11,063,441
23	DOD/DEPARTMENT OF THE ARMY, FORT GORDON, GA	0	10,312,000	42,000	0	10,354,000
24	DOD/DEPARTMENT OF THE NAVY, VIRGINIA BEACH, VA	0	9,057,000	0	1,057,228	10,114,228
25	DOD/DEPARTMENT OF THE NAVY, PORT HUENEME, CA	0	4,004,000	0	6,051,389	10,055,389