



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

JAN 10 2008

CESB

MEMORANDUM FOR COMMANDERS/DIRECTORS/MAJOR SUBORDINATE  
COMMANDS AND FIELD OPERATING ACTIVITIES

SUBJECT: Assignment of Fiscal Year 2008 Small Business Program Targets

1. The Secretary of the Army has assigned the U.S. Army Corps of Engineers Fiscal Year (FY) 2008 targets for the small business program (Enclosure 1). I am forwarding a letter from the Director of the Army's Office of Small Business Programs, in which she extends her personal thanks for USACE efforts (Enclosure 2).
2. Our Communities of Practice and Regional Business Centers are in place to promote the knowledge sharing and technical excellence necessary for the small business program success. Each Corps team member's actions will have an impact on our FY 08 accomplishments. I rely on you to set the stage for success. Please encourage your Deputy for Small Business to educate all team members about the small business program and improve program quality during the coming year.
3. This year I request that you continue to focus extra efforts on the identification and involvement of Service-Disabled Veteran-Owned Small Businesses (SDVOSB). Although we did not meet our Army-assigned SDVOSB goal in FY 07, your commitment to utilization of the newly authorized SDVOSB set-aside program will ensure that we not only meet the Army assigned goal of 2.0%, but achieve the 3% statutory goal.
4. Please extend my personal thanks to your team for their hard work and dedication in supporting the Small Business Program.
5. Point of contact in the Small Business Office is Ms. Karen Baker at (202) 761-8790.

2 Encls  
as

  
R. L. VAN ANTWERP  
Lieutenant General, USA  
Commanding

U. S. Army Corps of Engineers

FY 08 Targets

Prime

Small Business	40.0%
Small Disadvantaged Business	18.0%
Women-Owned Small Business	5.8%
HUBZone Small Business	10.0%
Service-Disabled Veteran-Owned Small Business	2.0%
HBCU/MI	13.0%

Subcontracting

Small Business	70.0%
Small Disadvantaged Business	6.2%
Women-Owned Small Business	7.0%
HUBZone Small Business	9.8%
Veteran-Owned Small Business	3.0%
Service-Disabled Veteran-Owned Small Business	0.9%



DEPARTMENT OF THE ARMY  
OFFICE OF THE SECRETARY OF THE ARMY  
OFFICE OF SMALL BUSINESS PROGRAMS  
106 ARMY PENTAGON  
WASHINGTON DC 20310-0106

NOV 27 2007

MEMORANDUM FOR SEE DISTRIBUTION

SUBJECT: Assignment of FY 2008 Small Business Targets

As the Fiscal Year (FY) 2007 data is finalized, the Army is expected to experience another all-time high of awarding over \$22 billion to small businesses. Additionally, the preliminary data indicates that the Army will distinguish itself as the DOD component forerunner for prime contract awards made to small businesses in each program area; i.e., small disadvantaged, women-owned, HUBZone, and service-disabled veteran-owned businesses. The FY 07 targets that were established for prime contracts in each small business program area were met or exceeded. Secretary Geren and I commend you and your command for these outstanding accomplishments.

While these accomplishments certainly contribute to the overall success of the Army Small Business Program, we will fall short in meeting the national goal of 3% for service-disabled veteran-owned small business and the 5% goal for women-owned small business. After a thorough analysis of our Small Business Program, the enclosed targets are being assigned based on the DOD congressionally mandated goals, input from your Office of Small Business Programs, historical accomplishments and improvement factors in support of the DOD goals.

Please extend my personal thanks to your small business advisors and acquisition personnel for their hard work and dedication to the Army Small Business Program. As in the past, I ask for your continued commitment as we work together to support our Soldiers, their needs, and the small business community.

A handwritten signature in black ink that reads "Tracey L. Pinson".

Tracey L. Pinson  
Director

Enclosure