



DEPARTMENT OF THE ARMY
INSTALLATION MANAGEMENT AGENCY
2511 JEFFERSON DAVIS HIGHWAY
ARLINGTON, VA 22202-3926

REPLY TO
ATTENTION OF

FEB 18 2005

IMAH-PLD-C

MEMORANDUM FOR SEE DISTRIBUTION

SUBJECT: Small Business Program

1. As IMA develops requirements and plans acquisitions for procurement with the Army Contracting Agency (ACA) and other providers of procurement services, be mindful of the Army's commitment to maximizing prime and subcontracting opportunities in support of the Federal socioeconomic programs. This includes small businesses, small disadvantaged businesses, women-owned small businesses, historically underutilized business (HUB) zones, service-disabled veteran-owned small businesses and Historically Black Colleges and Universities and Minority Institutions (HBCU/MI). The Army has specific goals assigned from the Office of the Secretary of Defense, as well as statutory goals in each of these areas that we should meet and, ideally, exceed (Enclosure).
2. I request that you work closely with the ACA and their counterpart procurement agencies to meet the small business contracting objectives. I am personally committed to supporting the Army's small business program and ask that you commit to this very important program as well.
3. Please get the word out to all IMA personnel and activities involved with the procurement process. Should you need additional information about the Army Small Business Program, please visit the Army website at www.sellingtoarmy.info or the ACA website at <http://aca.saalt.army.mil/ACA/index.html>. Each ACA Principal Assistant Responsible for Contracting has a Small Business Associate Director who can support and advise you on these programs.

Encl
as

*This Nation
was born from our
creative small businesses -
I need your support
on this. It's the right
thing to do.*

R. L. Johnson
RONALD L. JOHNSON
Major General, U.S. Army
Director

IMAH-PLD-C

SUBJECT: Small Business Program

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CF: DIRECTOR, ARMY CONTRACTING AGENCY, SKYLINE SIX, SUITE 302, 5109
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Percentage Goals Based on Total Value of Services and Products/Commodities

	Statutory	Army FY 05	ACA FY05
Prime Contracts			
Small Business	23%	27%	46.1%
Small/Disadvantaged	5%	3.0%	17.4%
Woman Owned	5%	8.8%	8.0%
HUBZone	3%	4.1%	5.0%
Veteran Owned	3%	0.9%	3.0%
HBCU/MI	5%	11.7%	26.4%
Subcontracts			
Small Business		49.9%	92.1%
Small/Disadvantaged	5%	7.7%	15.8%
Woman Owned	5%	7.0%	17.3%
HUBZone		2.4%	8.6%
Veteran Owned	3%	0.5%	3.0%