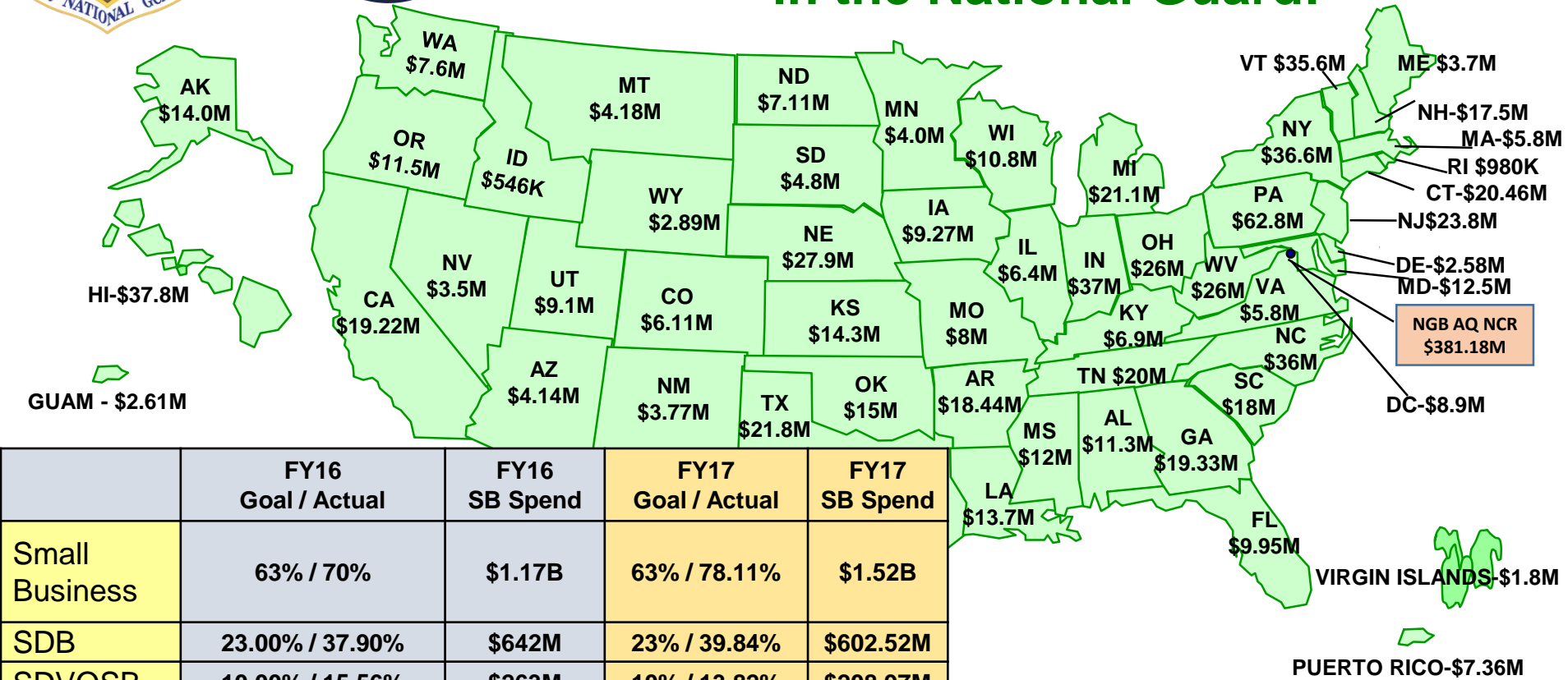




Small business is BIG business in the National Guard!



	FY16 Goal / Actual	FY16 SB Spend	FY17 Goal / Actual	FY17 SB Spend
Small Business	63% / 70%	\$1.17B	63% / 78.11%	\$1.52B
SDB	23.00% / 37.90%	\$642M	23% / 39.84%	\$602.52M
SDVOSB	10.00% / 15.56%	\$263M	10% / 13.82%	\$208.97M
WOSB	14.00% / 17.27%	\$291M	14% / 21.47%	\$324.66M
HUBZone	7.50% / 7.55%	\$127M	7.50% / 6.23%	\$94.19M

...not just meeting goals...
building the industrial base...

NAICS Category (Description)	Total Actions	% Total Actions	Total Dollars
23 (CONSTRUCTION)	2,322	9.4977%	\$405,489,992.91
54 (PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES)	2,431	9.9436%	\$389,083,775.48
33 (MANUFACTURING (METALS, MACHINERY, COMPUTER, ELECTRONICS ELECTRICAL TRANSPORTATION EQUIPMENT, FURNITURE, MISCELLANEOUS))	6,622	27.0861%	\$271,933,318.82
56 (ADMINISTRATIVE AND SUPPORT AND WASTE MANAGEMENT AND REMEDIATION SERVICES)	1,438	5.8819%	\$117,520,287.30
62 (HEALTH CARE AND SOCIAL ASSISTANCE)	892	3.6486%	\$110,359,992.19
72 (ACCOMMODATION AND FOOD SERVICES)	4,576	18.7173%	\$60,290,114.01
51 (INFORMATION)	1,247	5.1006%	\$50,494,619.16
61 (EDUCATIONAL SERVICES)	379	1.5502%	\$39,862,581.68
31 (MANUFACTURING (FOOD, TEXTILE, APPAREL, LEATHER))	1,176	4.8102%	\$22,966,836.42
48 (TRANSPORTATION)	164	0.6708%	\$20,848,547.67
42 (WHOLESALE TRADE)	680	2.7814%	\$13,691,597.17
53 (REAL ESTATE AND RENTAL AND LEASING)	403	1.6484%	\$12,185,285.84
81 (OTHER SERVICES (EXCEPT PUBLIC ADMINISTRATION))	590	2.4133%	\$12,097,362.02
32 (MANUFACTURING (PAPER, PRINTING, PETROLEUM, COAL, CHEMICAL, PLASTICS, RUBBER, NONMETALIC MINERAL))	784	3.2068%	\$12,013,324.77
44 (RETAIL TRADE (MOTOR VEHICLE, FURNITURE, ELECTRONICS, BUILDING MATERIAL, FOOD, HEALTH, GASOLINE, CLOTHING))	393	1.6075%	\$5,443,723.05
92 (PUBLIC ADMINISTRATION)	78	0.3190%	\$2,752,494.82
71 (ARTS, ENTERTAINMENT, AND RECREATION)	94	0.3845%	\$2,668,694.26
22 (UTILITIES)	43	0.1759%	\$882,499.34
45 (RETAIL TRADE (SPORTING GOODS GENERAL MERCHANDISE, MISCELLANEOUS))	65	0.2659%	\$660,817.62
21 (MINING, QUARRYING, AND OIL AND GAS EXTRACTION)	30	0.1227%	\$438,742.61
49 (POSTAL SERVICE, COURIER/MESSANGER, WAREHOUSING)	21	0.0859%	\$353,799.38
11 (AGRICULTURE, FORESTRY, FISHING AND HUNTING)	14	0.0573%	\$351,684.13
52 (FINANCE AND INSURANCE)	2	0.0082%	\$250,000.00
NO NAICS CATEGORY SPECIFIED	4	0.0164%	\$67,460.40
Total	24,448	100.0000%	\$1,552,707,551.05

Check Federal Business Opportunities (<https://www.fbo.gov/>) for all National Guard opportunities
Opportunity Forecast www.nationalguard.mil