



2013 has proven to be a year of improving the training, deliverables, and overall collaborative approach to managing the material spend by way of the designated business area small business champions. Reporting and tracking of the risks and opportunities impacting the small business subcontracting plan is done monthly.

GFY 2014 SMALL BUSINESS SPEND FORECAST

The following matrix indicates both dollar and percentage goals for the Comprehensive Small Business Subcontracting Plan. Please note; we are projecting another decrease in overall material spend and find it difficult to predict what the future defense budgets will look like for GFY2014. Consequently, the goals reflected are our guess analysis at this time. Small business subcontracting performance in all Socio economic categories continues to increase despite the difficult economic times. BAE Systems, ES will continue to persevere to improve performance goals in all small business categories with focus on small and small disadvantaged business goals.

Small Business Category	2014 Estimated Spend		2014 Comprehensive Subcontracting Plan Goals	
Small	(b)(4)		(b)(4)	
SDB				
WOSB				
HUB Zone				
VOSB				
SDVOSB				
LB				

Base: (b)(4)

The forecast analyses by commodity groups, NAICS codes and percentages of total dollar spend represented are found in (b)(4)