Small businesses were awarded more than $79 billion, or 25 percent of the $314 billion in federal prime contracts in FY05.

The U.S. Department of Defense led all federal procurement agencies, awarding $53 billion, or 24 percent, of budget dollars available for small business competition in FY05.

The U.S. Department of Homeland Security was the second largest source of federal contract awards to small businesses, awarding more than $4 billion or 46 percent of its budget.

Small women-owned businesses increased their share of federal procurement dollars, receiving from 3.03 percent in FY04 to 3.34 percent in FY05.

Small disadvantaged businesses’ share of federal procurement dollars rose from $18.54 billion in FY04 to $21.71 billion in FY05.

Federal procurement dollars for HUBZONE businesses’ share grew from $4.78 billion in FY04 to $6.10 billion in FY05.

Service-disabled veteran-owned small businesses increased their share of federal procurement dollars from $1.15 billion to $1.89 billion in FY05.

*Source: U.S. Small Business Administration, The Small Business Economy For Data Year 2005, Report to the President, December 2006. FY05 figures were the most recent available as of April 2007.
Small businesses are an invaluable asset to our nation’s economy and the military mission. The SAME Small Business Council was established in 2001 by a group of SAME small business firm members who identified a specific need to provide small member firms with strong support and a forum to address issues affecting small business.

**MISSION:** The mission of the SAME Small Business Council is to promote the role and relevance of small business through outreach, training, opportunity and recognition programs.

**PURPOSE:** The purpose of the SAME Small Business Council is to: inform SAME of technical programs of interest to small business members; provide opportunities to meet with key military decision-makers; represent small business interests on select SAME national committees; keep members informed on small business regulations and legislation; provide opportunities to highlight small business success stories and lessons learned; and recognize and reward small business firms through the Robert B. Flowers Small Business Award.

**MEMBERSHIP:** The SAME Small Business Council includes representatives from Public Agency and Sustaining Member firms both large and small. Members’ employees at various offices are encouraged to participate in the committee.

**MEETINGS:** The Small Business Council holds three meetings per year; one at the annual SAME National Conference, one during a Regional Conference and one at the annual U.S. Army Corps of Engineers Small Business Conference. The meeting schedule is set annually.

**VOLUNTEER:** The SAME Small Business Council has numerous opportunities for member involvement. For more information, visit us on the Web at www.same.org/smallbusiness.

Not an SAME member yet? Join today at www.same.org/join!

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**ROBERT B. FLOWERS SMALL BUSINESS AWARD**

Each year, SAME honors an SAME small business member for eminent contributions to SAME. The award, named in honor of Lt. Gen. Robert B. Flowers, USA (Ret.) was first presented in 2004.

**ELIGIBILITY:** A company that had at least one Post Sustaining Membership in the past three years and is a Small Business in at least one NAICS category as of the date of nomination.

**NOMINATION CRITERIA:**

- Extent to which the company appoints individuals to Sustaining Member (SM)
- Representative positions for each Post affiliation;
- Extent to which company SM representatives take on leadership positions at the Post level, including Board of Direction and committees;
- Extent to which the company supports K-12, College Outreach and community service activities;
- Extent to which the company participates in Small Business programs sponsored by The Society or public agencies;
- Extent to which the company exhibits and sponsors at SAME regional and national conferences;
- Extent to which company supported Young Member participation in Society activities and mentoring programs.

**NOMINATION PROCESS:** One or more Posts or a Regional Vice President (RVP) may nominate a company that meets the eligibility criteria. The President, CEO, or Owner of the Company being nominated shall submit a letter with the nomination indicating under which NAICS categories the company is considered a small business under the federal guidelines published by the U.S. Small Business Administration. The Post President or RVP nominating the small business for the award will ensure that the nomination package provides information to support some or all of the nomination criteria. Letters of endorsement from either a Post President or RVP, other than the one nominating the Company, are encouraged to support the nomination. The nomination must be received by SAME HQ by January 31st each year.