



25 FACTS & REASONS TO DO BUSINESS WITH THE GOVERNMENT

1. The federal government's budget is **\$3.9** trillion, which represents the largest consumer in the world.
2. The federal government awarded over **\$460** billion in contracts annually.
3. The federal government issued over **\$500** billion in grants annually.
4. Government expenditures account for more than **25%** of the Gross Domestic Product (GDP).
5. There are over **93** major Federal Agencies and over **1175** sub-agencies.
6. There are over **85,000** government entities in the US: 1 federal, 50 states, 3042 counties, 14,566 districts, 31,131 special districts, 35,963 cities and townships, 512 Native American Tribes and 5 US territories.
7. The federal government generally does NOT meet the **23% goal** for set-aside contracts to small businesses.
8. Large corporations must have a small business plan to subcontract approximately **35%** of the dollar amount to small businesses for contracts over \$750,000.
9. Women own businesses represent **41%** of US companies but only **4.6%** of federal contracting dollars are awarded to woman owned small businesses (WOSB).
10. Certified small companies can win **set-aside** contracts or **sole-source** contracts with limited or no competition.
11. There are over **31** million businesses in the US, only **600,000** businesses are registered to do business with the federal government. (**1.94%** are registered)
12. On a yearly average, only **180,000** businesses are actively winning federal contracts.
13. Less than **1%** of US companies are currently winning federal contracts.
14. The local/state/federal governments in the US employ over **20,000,000** full-time workers.
15. GSA Schedules accounted for more than **\$39** billion annually or **9%** of federal government contracts.
16. There are over **12,000** GSA contracts on **43** GSA Schedules with over **11,000** vendors/contractors.
17. **\$47** billion was awarded under this category: "*Everyone could compete, but only **ONE** bid or offer was received.*"
18. The federal government awarded over **2.5** million contracts annually.
19. The average federal contract is worth **\$180,000**.
20. Every **7 minutes**, a federal government contract is awarded.
21. Over **\$20 billion** was spent through Smart Pay cards annually (purchase cards/credit cards).
22. Purchases under **\$3500** typically does not go through a contracting or procurement process.
23. The Dept of Defense maintains over **571,000** facilities, buildings or installations worldwide.
24. On average the federal government awarded **\$1.2** billion every day and **\$52** million every hour.
25. Every minute **\$860,000** is spent in contracts and every second **\$14,000** is awarded to a vendor.