



## Report to Congress

September 2008

# Special Report: 2006 Federal Contracting Data Grossly Overstates Spending with Women-Owned Firms

With Special  
2007  
Addendum:  
The Problem  
Continues

**Contracting Data Reported by the  
Small Business Administration in  
2006 Overstates Spending with  
Women-Owned Firms by Billions**

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**U.S. Women's Chamber  
of Commerce**  
1200 G Street, NW  
Suite 800  
Washington, DC 20005  
888-41-USWCC  
[www.uswcc.org](http://www.uswcc.org)



The U.S. Women's Chamber of Commerce™ unifies the collective strength of women to leverage our position as the most influential economic force in America. With over 500,000 members, the USWCC advances economic opportunities for women across America.

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## **Special Notice**

This report includes research completed by the U.S. Women's Chamber of Commerce using data from the Federal Computer Data System, the Central Contractor Registration, company websites and other marketing or news materials. The U.S. Women's Chamber of Commerce has not examined any of the legal or financial documents of the businesses mentioned. Therefore, we cannot state with certainty whether or not any of the businesses mentioned herein are "women-owned."

**U.S. Women's Chamber of Commerce**

1200 G Street, NW, Suite 800  
Washington, DC 20005

September 9, 2008

The Honorable John F. Kerry  
Chairman

The Honorable Olympia J. Snowe  
Ranking Member  
Committee on Small Business  
United States Senate

The Honorable Nydia M. Velázquez  
Chairwoman

The Honorable Steve Chabot  
Ranking Member  
Committee on Small Business  
House of Representatives

The U.S. Women's Chamber of Commerce delivers this report to Congress to shine the light on the challenges women-owned firms face in the federal contracting arena. For more than a decade the federal government has not met the paltry five-percent goal for contracting with women-owned small businesses (WOSB).

Even today, as women own nearly thirty percent of all firms in America, the federal government lags behind in doing business with women. Women lose between five and six billion dollars every year as the federal government fails to meet the low five percent mark. And the openly unsupportive attitude that is exhibited by the SBA only serves to continue a sad tradition of failure within the government contracting ranks.

***In this report you will find that the U.S. Women's Chamber of Commerce has uncovered potentially billions of dollars that have been incorrectly attributed to federal spending with women-owned firms.*** These are not just anomalies. We have identified dozens of firms that continue to be counted as women-owned when they are headed by male CEOs. The SBA does little to assure the veracity that a firm is women-owned, and Congress has done little to force the SBA to support the very small businesses they are tasked with championing.

I ask you to intercede on behalf of the millions of women business owners – their families, their employees, and their communities – who are being blocked from fair access to federal contracts.

Respectfully,



Margot Dorfman, CEO  
U.S. Women's Chamber of Commerce

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# Executive Summary

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## Gross Overstatement of Purchasing With Women-Owned Small Businesses

Research completed by the U.S. Women's Chamber of Commerce has exposed serious overstatements of federal spending with women-owned small businesses.

In FY 2006, twenty-seven of the top fifty firms attributed as "women-owned" in the Federal Procurement Data System may have male CEOs. These companies show similar attribution in FY 2005, FY 2007, and FY 2008 (YTD).

In the current federal system, any business may simply proclaim their women-owned status without facing any scrutiny. The ORCA system has provided little assistance in improving the validity of the "women-owned" assertion, as evidenced by the continual misrepresentation of firms with male CEOs as being "women-owned."

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## Contracts to a Few Simply to "Make Goals"

An analysis of the top contracts attributed to "women-owned small businesses" exposes a tendency by some agencies to cluster their purchasing with just a few women-owned firms thereby "making their numbers" without opening the doors wide to a broad representation of women-owned firms.

Nine federal agencies spent more than fifty percent of their total spend with women-owned firms with just ten firms each.

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## The "Economic Disadvantage" is Clear

It's time for Congress to accept the facts; women businesses owners are economically disadvantaged due to the failure of the federal government to assure fair access to contracting opportunities.

Do not limit the Women's Procurement Program to businesses that are also "Small Disadvantaged Businesses." The failure of the federal government to assure the doors to contracts are open to women-owned firms has already presented women with a significant economic disadvantage.

# “Women-Owned” Firms with Male CEOs

In FY 2006  
Twenty-Seven of  
the Top Fifty Firms  
Attributed as  
“Women-Owned”  
in FPDS Data May  
Have Male CEOs

**Over \$2 Billion  
in Federal  
Contracting  
Dollars May  
Have Been  
Attributed  
Incorrectly**

Federal Procurement Data  
System data taken from  
usaspending.gov  
September 6, 2008

CONTRACTOR NAME	2006 TOTAL
PROCURENET, INC. ....	\$185,884,882
COASTAL INTERNATIONAL SECURITY, INC. ....	\$155,646,461
SIERRA NEVADA CORPORATION .....	\$148,273,184
SISTERS OF CHARITY OF THE INCARNATE WORD (INC) .....	\$132,409,160
SUNSHINE MINTING, INC.....	\$117,278,178
QINETIQ NORTH AMERICA OPERATIONS LLC .....	\$109,585,397
BAE SYSTEMS ANALYTICAL SOLUTIONS, INC.....	\$97,594,918
STANLEY, INC. ....	\$95,549,189
CAPROCK HOLDINGS, INC. ....	\$90,920,025
INTEGRATED SOLUTIONS, LLC .....	\$88,396,484
HEERY P M C.....	\$84,050,000
SAIC, INC.....	\$80,811,399
VERITAS CAPITAL FUND II, L.P.....	\$70,779,576
KIPPER TOOL COMPANY .....	\$68,617,401
EMTEC, INC. ....	\$64,251,895
WESTAT, INC. ....	\$62,495,345
VT MILCOM INC .....	\$61,448,844
PERFORMANCE MANAGEMENT CONSULTING, INC. ....	\$60,205,281
COMPUTER SCIENCES CORPORATION.....	\$50,503,905
ENGINEERING RESEARCH & CONSULTING, INC. ....	\$50,162,193
BUFFALO SUPPLY INC .....	\$46,615,128
LUHR BROS., INC. ....	\$45,107,361
VAN HOLM HOOKS INC .....	\$45,060,668
ZEN TECHNOLOGY, INC .....	\$42,821,406
ANALYTICAL SERVICES, INC. ....	\$42,554,975
PHOENIX MANAGEMENT, INC.....	\$41,218,999
<b>TOTAL .....</b>	<b>\$2,138,242,254</b>

## FY 2005, 2007 & 2008 (3Q) Show These Same Firms Attributed As “Women-Owned”

CONTRACTOR NAME	2005 TOTAL	2006 TOTAL	2007 TOTAL	2008 TOTAL (3Q)
PROCURENET, INC.	\$19,020,529	\$185,884,882	\$47,604,334	\$13,588,320
COASTAL INT'L SECURITY, INC.	\$134,713,304	\$155,646,461	\$58,548,007	\$77,071,519
SIERRA NEVADA CORP	\$67,949,977	\$148,273,184	\$286,439,735	\$97,485,410
SISTERS OF CHARITY OF THE INCARNATE WORD	\$132,409,160	\$136,602,443	\$80,143,672	
SUNSHINE MINTING, INC.	\$76,588,079	\$117,278,178	\$189,386,677	\$41,187,855
QINETIQ NORTH AMERICA OPERATIONS	\$129,905,629	\$109,585,397	\$135,438,740	\$99,328,545
BAE SYSTEMS ANALYTICAL SOLUTIONS	\$133,848,117	\$97,594,918		
STANLEY, INC.	\$36,898,168	\$95,549,189	\$104,673,518	\$30,395,612
CAPROCK HOLDINGS, INC.	\$49,401,028	\$90,920,025	\$111,639,488	\$27,917,464
INTEGRATED SOLUTIONS	\$20,096,563	\$88,396,484	\$102,232,882	\$57,692,168
HEERY P M C	\$48,101,500	\$84,050,000		
SAIC, INC.	\$96,278,176	\$80,811,399	\$28,336,285	\$11,856,828
VERITAS CAPITAL FUND II	\$55,038,289	\$70,779,576	\$45,930,771	\$39,581,962
KIPPER TOOL COMPANY	\$63,508,098	\$68,617,401	\$180,615,424	\$56,030,173
EMTEC, INC.	\$73,663,354	\$64,251,895	\$40,088,363	
WESTAT, INC.	\$74,754,563	\$62,495,345	\$55,906,145	\$9,066,714
VT MILCOM INC	\$25,745,511	\$61,448,844	\$162,856,112	\$44,886,383
PERFORMANCE MGT CONSULTING, INC.	\$23,952,395	\$60,205,281	\$62,812,580	\$31,973,285
COMPUTER SCIENCES CORPORATION	\$27,740,997	\$50,503,905	\$40,575,006	\$25,577,212
ENGINEERING RESEARCH & CONSULTING, INC.	\$45,803,488	\$50,162,193		
BUFFALO SUPPLY INC	\$19,420,653	\$46,615,128	\$69,093,911	\$26,522,586
LUHR BROS., INC.	\$19,790,662	\$45,107,361	\$30,722,195	\$4,773,112
VAN HOLM HOOKS INC	\$27,676,603	\$45,060,668	\$26,378,845	
ZEN TECHNOLOGY, INC	\$21,220,405	\$42,821,406	\$44,753,901	\$3,930,501
ANALYTICAL SERVICES	\$9,065,984	\$42,554,975	\$42,739,373	\$29,668,711
PHOENIX MGT	\$46,991,986	\$41,218,999	\$43,064,634	\$17,741,472
<b>TOTALS</b>	<b>\$1,347,174,058</b>	<b>\$2,138,242,254</b>	<b>\$2,046,439,369</b>	<b>\$826,419,504</b>



**Federal Procurement Data System  
data taken from usaspending.gov on  
September 6, 2008**

Search Criteria Used	
Federal Fiscal Year	2006 <input type="button" value="GO"/>
Contractor Type	Woman Owned Business
Sort By	Total Dollars of Awards
Number of records	Only the first 500 for each year
Level of Detail	Low (list of contractors) <input type="button" value="GO"/>
Output	HTML <input type="button" value="GO"/>

Parent Company Name	Contractor Name(s)	Total Amount (for this search)	DUNS Number
<a href="#">PROCURENET, INC.</a>	PROCURENET, INC.	\$185,884,882	044081388
<a href="#">COASTAL INTERNATIONAL SECURITY, INC.</a>	COASTAL INTERNATIONAL SECURITY, INC.	\$155,646,461	786509109
<a href="#">SIERRA NEVADA CORPORATION</a>	SIERRA NEVADA CORPORATION	\$148,273,184	094373495
<a href="#">SISTERS OF CHARITY OF THE INCARNATE WORD (INC)</a>	SISTERS OF CHARITY OF THE INCARNATE WORD (INC)	\$132,409,160	053629069
<a href="#">SUNSHINE MINTING, INC.</a>	SUNSHINE MINTING, INC.	\$117,278,178	824657969
<a href="#">QINETIQ NORTH AMERICA OPERATIONS LLC</a>	QINETIQ NORTH AMERICA OPERATIONS LLC	\$109,585,397	613194799
<a href="#">BAE SYSTEMS ANALYTICAL SOLUTIONS, INC.</a>	BAE SYSTEMS ANALYTICAL SOLUTIONS, INC	\$97,594,918	130106867
<a href="#">STANLEY, INC.</a>	STANLEY, INC.	\$95,549,189	786525621
<a href="#">STRONGHOLD ENGINEERING INC</a>	STRONGHOLD ENGINEERING INC	\$92,006,452	180672420
<a href="#">CAPROCK HOLDINGS, INC.</a>	CAPROCK HOLDINGS, INC.	\$90,920,025	149388931
<a href="#">L B &amp; B ASSOCIATES INC.</a>	L B & B ASSOCIATES INC.	\$88,695,520	793374034
<a href="#">INTEGRATED SOLUTIONS, LLC</a>	INTEGRATED SOLUTIONS, LLC	\$88,396,484	799064451
<a href="#">HEERY P M C</a>	HEERY P M C	\$84,050,000	185578593
<a href="#">MICHAELSON, CONNOR &amp; BOUL, INC.</a>	MICHAELSON, CONNOR & BOUL, INC.	\$82,328,933	969088855
<a href="#">STG INTERNATIONAL, INC.</a>	STG INTERNATIONAL, INC.	\$81,770,173	179570403
<a href="#">SAIC, INC.</a>	SAIC, INC.	\$80,811,399	611641312
<a href="#">VERITAS CAPITAL FUND II, L.P.</a>	VERITAS CAPITAL FUND II, L.P.	\$70,779,576	160610809
<a href="#">KIPPER TOOL COMPANY</a>	KIPPER TOOL COMPANY	\$68,617,401	828953166
<a href="#">EMTEC, INC.</a>	EMTEC, INC.	\$64,251,895	056090210
<a href="#">PROJECT RESOURCES, INC.</a>	PROJECT RESOURCES, INC.	\$63,290,261	627084981
<a href="#">WESTAT, INC.</a>	WESTAT, INC.	\$62,495,345	049508120
<a href="#">VT MILCOM INC</a>	VT MILCOM INC	\$61,448,844	058286347
<a href="#">PERFORMANCE MANAGEMENT CONSULTING, INC.</a>	PERFORMANCE MANAGEMENT CONSULTING, INC.	\$60,205,281	027182356
<a href="#">JORGE SCIENTIFIC CORPORATION</a>	JORGE SCIENTIFIC CORPORATION	\$57,121,208	147248306
<a href="#">PRI/DJI, A RECONSTRUCTION JV</a>	PRI/DJI, A RECONSTRUCTION JV	\$54,833,729	623754434
<a href="#">AMERICAN RECYCLING SYSTEMS, INC.</a>	AMERICAN RECYCLING SYSTEMS, INC.	\$53,158,821	966645824
<a href="#">COUNTERTRADE PRODUCTS, INC.</a>	COUNTERTRADE PRODUCTS, INC.	\$52,506,663	144293636
<a href="#">COMPUTER SCIENCES CORPORATION</a>	COMPUTER SCIENCES CORPORATION	\$50,503,905	009581091
<a href="#">ENGINEERING RESEARCH &amp; CONSULTING, INC.</a>	ENGINEERING RESEARCH & CONSULTING, INC.	\$50,162,193	095673521
<a href="#">GPC WOMEN-OWNED SB</a>	GPC WOMEN-OWNED SB	\$47,504,905	167446116
<a href="#">CAMEL MANUFACTURING COMPANY INC</a>	CAMEL MANUFACTURING COMPANY INC	\$47,248,243	003377637
<a href="#">NW- ALL STAR JOINT VENTURE</a>	NW- ALL STAR JOINT VENTURE	\$47,009,013	029495525
<a href="#">BTAS INC</a>	BTAS INC	\$46,896,066	883504854
<a href="#">D D-M LEASING COMPANY, INC</a>	D D-M LEASING COMPANY, INC	\$46,702,312	968482034
<a href="#">BUFFALO SUPPLY INC</a>	BUFFALO SUPPLY INC	\$46,615,128	109070714
<a href="#">SAGE ENERGY TRADING, LLC</a>	SAGE ENERGY TRADING, LLC	\$46,190,844	154760784
<a href="#">BLUE TECH INC.</a>	BLUE TECH INC.	\$45,334,890	121701957
<a href="#">LUHR BROS., INC.</a>	LUHR BROS., INC.	\$45,107,361	007849169
<a href="#">WCKING CONSULTING CORPORATION</a>	WCKING CONSULTING CORPORATION	\$45,075,959	963701573
<a href="#">VAN HOLM HOOKS INC</a>	VAN HOLM HOOKS INC	\$45,060,668	135950223
<a href="#">MERLIN PETROLEUM COMPANY, INC.</a>	MERLIN PETROLEUM COMPANY, INC.	\$44,331,752	016598562
<a href="#">ZEN TECHNOLOGY, INC</a>	ZEN TECHNOLOGY, INC	\$42,821,406	968781617
<a href="#">ANALYTICAL SERVICES, INC.</a>	ANALYTICAL SERVICES, INC.	\$42,554,975	839422763
<a href="#">C. MARTIN COMPANY, INC.</a>	C. MARTIN COMPANY, INC.	\$42,552,358	077251890
<a href="#">QUANTELL, INC.</a>	QUANTELL, INC.	\$42,268,255	158704010
<a href="#">ALTOS FEDERAL GROUP, INC.</a>	ALTOS FEDERAL GROUP, INC.	\$41,643,806	617714886
<a href="#">PHOENIX MANAGEMENT, INC.</a>	PHOENIX MANAGEMENT, INC.	\$41,218,999	794617803
<a href="#">OLD DOMINION TOBACCO COMPANY INCORPORATED</a>	OLD DOMINION TOBACCO COMPANY INCORPORATED	\$40,918,447	007940786
<a href="#">MANAGEMENT CONSULTING INC</a>	MANAGEMENT CONSULTING INC	\$40,880,910	113377659
<a href="#">GEMINI INDUSTRIES INC.</a>	GEMINI INDUSTRIES INC.	\$40,857,152	197503212



# Company Details FY2006

*These firms may have male CEOs.*

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PROCURENET, INC.  
\$185,884,882

DUNS: 044081388  
Company has a male CEO.  
Purchased by SAIC in 2004. (Large company)

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COASTAL  
INTERNATIONAL  
SECURITY, INC.  
\$155,646,461

DUNS: 786509109  
Company has a male CEO.  
CCR does not recognize company as women-owned.

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SIERRA NEVADA  
CORPORATION  
\$148,273,184

DUNS: 094373495  
Company probably would not pass women-owned certification. Husband worked at company prior to purchase and prior to wife's involvement and their joint purchase of the firm. Husband holds all education relative to the competency of the business. Husband is listed as President/CEO.

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SISTERS OF  
CHARITY OF THE  
INCARNATE  
WORD (INC)  
\$132,409,160

DUNS: 53629069  
Religious organization.

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SUNSHINE  
MINTING, INC.  
\$117,278,178

DUNS: 824657969

Tom Power (male) identified as "owner" from several on line sources.

CCR does not recognize company as women-owned.

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QINETIQ NORTH  
AMERICA  
OPERATIONS LLC  
\$109,585,397

DUNS: 613194799

Company has a male CEO.

CCR does not recognize company as women-owned.

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BAE SYSTEMS  
ANALYTICAL  
SOLUTIONS, INC  
\$97,594,918

DUNS: 130106867

Company has a male CEO. (Large business)

CCR does not recognize company as women-owned.

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STANLEY, INC.  
\$95,549,189

DUNS: 786525621

DUNS is actually MORGAN RESEARCH CORPORATION. (joint venture)

CCR does not recognize company as women-owned.

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CAPROCK  
HOLDINGS, INC.  
\$90,920,025

DUNS: 149388931

Company has a male CEO. (Large business)

CCR does not recognize company as women-owned.

May have been women-owned. Acquired in 2007.

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**INTEGRATED  
SOLUTIONS, LLC  
\$88,396,484**

DUNS: 799064451

Company has a male CEO.

CCR does not recognize company as women-owned.

May have been women-owned at some time. Company acquired

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**HEERY P M C  
\$84,050,000**

DUNS: 185578593

Company has a male CEO, eleven male corporate officers and one female VP.

CCR does not recognize company as women-owned.

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**SAIC, INC.  
\$80,811,399**

DUNS: 611641312

Company has a male CEO. (Large business)

CCR does not recognize company as women-owned.

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**VERITAS CAPITAL  
FUND II, L.P.  
\$70,779,576**

DUNS: 160610809

Company has a male CEO.

Corporate website says, "On November 3, 2006, Jim and Carol TRAWICK retired, selling their company to Veritas Capital, a private equity investment firm headquartered in New York."

CCR does not recognize company as women-owned.

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KIPPER TOOL  
COMPANY  
\$68,617,401

DUNS: 828953166

Company has a male CEO.

May not qualify as women-owned. Husband/wife team. Husband is President/CEO.

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EMTEC, INC.  
\$64,251,895

DUNS: 056090210

Company has a male CEO.

CCR does not recognize company as women-owned.

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WESTAT, INC.  
\$62,495,345

DUNS: 049508120

Company has a male CEO.

CCR does not recognize company as women-owned.

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VT MILCOM INC  
\$61,448,844

DUNS: 056286347

Company has a male CEO.

CCR does not recognize company as women-owned.

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PERFORMANCE  
MANAGEMENT  
CONSULTING, INC.  
\$60,205,281

DUNS: 027182356

Company has a male CEO.

CCR does not recognize company as women-owned.

Acquired early 2006 by Aviel. No longer women-owned. Only small in one NAICS -- remediation. But contract awards as "small business" are for R&D.

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COMPUTER  
SCIENCES  
CORPORATION  
\$50,503,905

DUNS: 009581091

Company has a male CEO.

CCR does not recognize company as women-owned.

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ENGINEERING  
RESEARCH &  
CONSULTING, INC.  
\$50,162,193

DUNS: 095673521

Company has a male CEO.

CCR does not recognize company as women-owned.

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BUFFALO SUPPLY  
INC \$46,615,128

DUNS: 109070714

May not pass certification for women-owned.  
Husband's bio (Chairman of the Board) says, "He and his wife, Betty, started the company in the fall of 1983, working out of their 3-bedroom home in Boulder, Colorado." Wife's bio (CFO/Owner) says, "Never one to be complacent with one full-time job, she started BSI with her husband, Stonewall, after she took the job at CU in the fall of 1983. In the early years, the business was maintained by not only its modest earnings but also by Betty's income from the university. "

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LUHR BROS., INC.  
\$45,107,361

DUNS: 007849169

Company has a male CEO.

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HOOKS VAN HOLM  
INC  
\$45,060,668

DUNS: 135950223  
CCR does not recognize firm as women-owned.

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ZEN TECHNOLOGY,  
INC  
\$42,821,406

DUNS: 968781617  
Company has a male CEO.  
CCR does not recognize company as women-owned.  
Acquired by SI International in February 2006.

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ANALYTICAL  
SERVICES, INC.  
\$42,554,975

DUNS: 839422763  
Company has a male CEO.  
Could have been women-owned at one time. Now, it is a wholly owned subsidiary of ASRC Federal Holding Company.

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PHOENIX  
MANAGEMENT,  
INC.  
\$41,218,999

DUNS: 794617803  
Probably would not pass certification as women-owned. Husband/wife. Husband's bio says, "Mr. Strickland resigned and sold his share of Allied Management of Texas, Inc. He joined Marjorie Strickland in the formation of Phoenix Management, Inc., in August 1992, where he serves as the Chief Executive Officer (CEO) and Executive Vice President."

# Some Agencies are Clustering their Purchasing

## Some Federal Agencies Cluster the Bulk of Their Spending with a Handfull of Women-Owned Businesses (FY2006)

**Nine agencies spend *fifty percent or more* of their “women-owned” dollars with ten firms or less**

Federal Procurement Data System data taken from [usaspending.gov](http://usaspending.gov) September 6, 2008

An analysis of the top “women-owned small business” (WOSB) contracts exposes a tendency by some agencies to cluster their purchasing with just a few women-owned firms thereby “making their numbers” without opening the doors wide to a broad representation of women-owned firms.

The table below shows that nine federal agencies spent more than fifty percent of their total spend with women-owned firms with just ten firms each.

Agency	Total Agency Spend	Total Agency Spend WOSB	Percent of Agency WOSB Spend With Top Ten WOSB Contractors
Treasury	\$4.0B	\$140M	82%
Air Force	\$62.4B	\$1.3B	79%
HUD	\$1.1B	\$225M	77%
Education	\$1.4B	\$59M	76%
EPA	\$1.6B	\$75M	59%
NASA	\$9.5B	\$289M	59%
State	\$4.9B	\$99M	59%
DOE	\$24.3B	\$160M	53%
Commerce	\$2.0B	\$222M	52%
DOT	\$1.8B	\$119M	48%
Labor	\$1.8B	\$105M	46%
DHS	\$15.6B	\$994M	46%
HHS	\$12.0B	\$564M	41%
DOJ	\$4.6B	\$258M	39%
VA	\$10.4B	\$480M	38%
USDA	\$4.0B	\$273M	33%
GSA	\$12.3B	\$299M	33%
DOI	\$4.7B	\$242M	23%
Navy	\$73.8B	\$1.5B	19%
Army	\$100B	\$3B	17%



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# SDB Requirement Unduly Limits the Program

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Many of the “Top”  
Women-Owned  
Firms are Already  
Classified as SDB

**We need to open the doors to SDB and non-SDB women-owned firms.**

Forty-Six percent of the “top” women-owned firms are also classified as Small Disadvantaged Businesses (SDB).

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But a Much Smaller  
Number of  
Women-Owned  
Firms in CCR are  
Also SDB

**We need to open the doors to SDB and non-SDB women-owned firms.**

Only six percent of women-owned firms in CCR are also SDB - Small Disadvantaged Businesses.

67,167      Number of Women-Owned Small  
Businesses in CCR

4,112      Number of Women-Owned Small  
Businesses in CCR that are also SDB

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# Government Failure: Economic Disadvantage

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## Do Not Limit the Women-Owned Small Business Program to Only SDB firms

### **The doors need to be open to SDB and non-SDB women-owned firms.**

Members of Congress passed PL 106-554 as bipartisan legislation in December of 2000 and understood the need for this program to reach to all women business owners.

After nearly eight years, the Women's Procurement Program is still not implemented and dismal progress has been made by the federal government in meeting their own paltry five percent goal for contracting with women-owned firms.

**Now, leaders of the Senate seek to restrict this much needed program to only "economically disadvantaged" women-owned small businesses. The overwhelming reality is that women-owned firms *are* economically disadvantaged by the failure of the federal government to open the doors to federal contracts for women-owned firms. The failure of the federal government to assure fair access to contracts in itself creates a profound economic disadvantage for women business owners.**

By changing the Women's Procurement Program to exclude ninety-four percent of the women-owned small business registered in CCR, Congress will further stall progress and extend the economic disadvantage that women-owned firms face every day.

The process of certification will delay progress. And, by establishing a precedent that only a narrow portion of women-owned firms are disadvantaged in the federal contracting process while others are not, flies in the face of the facts.

We call upon Congress to take action on behalf of the millions of women business owners. Women-owned businesses are knocking at the door to opportunity. When will that door finally open? Only after Congress steps up and supports us with actions instead of rhetoric.

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Women Business  
Owners Are  
Economically  
Disadvantaged  
Due to the Failure  
of the Federal  
Government to  
Provide Fair  
Contracting  
Opportunities for  
Women-Owned  
Firms

**It's time for Congress to accept the facts; women businesses owners are economically disadvantaged due to the failure of the federal government to assure fair access to contracting opportunities.**

Members of Congress passed PL 106-554 as bipartisan legislation in December of 2000 because they recognized that women-owned businesses ARE economically disadvantaged due to the failure of the federal government to assure fair access to contracting opportunities.

Year after year, the federal government fails to meet the paltry five-percent goal for federal contracting and yet would require women-owned firms to prove they are economically disadvantaged in order to take part in the Women's Procurement Program.

The facts are clear. The failure of the federal government to meet the modest five-percent contracting goal provides undeniable evidence that women-owned firms are economically disadvantaged within the federal contracting system as they cannot secure fair access to federal contracts.

**The failure of the federal government to provide fair access to federal contracts has hindered the growth of women-owned small business all across America.**

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# ADDENDUM

## 2007 Data: The Problem Continues

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The Problems  
Detailed in This  
Report Continue  
in the Data from  
2007

\$2.8 Billion May  
Be Falsely  
Attributed for  
FY 2007 to  
Women-Owned  
Small Business  
Goaling Reports

**Even while American's clamor for integrity and transparency in government contracting, no action has been taken by the Small Business Administration to authenticate the appropriate attribution of federal spending with women-owned small businesses.**

A review of the FY 2007 Federal Contracting Data shows that the problems detailed in this report continue. The top fifty firms attributed as "women-owned" in the Federal Procurement Data System for FY 2007 include twenty-four firms with male CEOs and eight firms that have husband/wife owners (and consequently would have a significant challenge in securing "women-owned" status should a certification process be in place to verify women-owned status). Some of the firms (and their contractor dollars) attributed as women-owned are not recognized as such in the Central Contractor Registry (CCR). And, one firm is an Alaskan Native Corporation (regional corporation).

To date, no action has been taken by the Small Business Administration to authenticate the validity of "women-owned status" for firms being counted as "women-owned" for the purpose of small business goaling reports.

# FY 2007 Data: Top 50 "Women-Owned" Firms

Federal Procurement Data System data taken from usaspending.gov September 15, 2008

<u>Status in Question</u>	<u>Probably Women-Owned</u>	<u>Parent Company Name</u>	<u>Total Amount</u>
Possibly Male CEO		SIERRA NEVADA CORPORATION	\$286,439,735
Possibly Male CEO		SUNSHINE MINTING, INC.	\$189,386,677
Possibly Male CEO		KIPPER TOOL COMPANY	\$180,615,424
Possibly Male CEO		VT MILCOM INC	\$162,856,112
Possibly Male CEO		SISTERS OF CHARITY OF THE INCARNATE WORD	\$136,602,443
Possibly Male CEO	Joint Ventor w/ Large Firm	QINETIQ NORTH AMERICA OPERATIONS LLC	\$135,438,740
Husband/Wife Owners		JORGE SCIENTIFIC CORPORATION	\$120,492,398
Possibly Male CEO		MANAGEMENT CONSULTING INC	\$112,896,272
Possibly Male CEO		CAPROCK HOLDINGS, INC.	\$111,639,488
Possibly Male CEO	Probably Women-Owned	STANLEY, INC.	\$104,673,518
Husband/Wife Owners		INTEGRATED SOLUTIONS, LLC	\$102,232,882
CCR Not Shown as WOB		STG INTERNATIONAL, INC.	\$97,548,332
Husband/Wife Owners		ALLIED CONTAINER SYSTEMS, INC	\$85,201,061
Possibly Male CEO	Joint Venture - Mentor protégé	AAR CORP.	\$74,150,193
Husband/Wife Owners		USPROTECT CORPORATION	\$69,665,185
Possibly Male CEO		BUFFALO SUPPLY INC	\$69,093,911
Possibly Male CEO		L B & B ASSOCIATES INC.	\$67,376,822
Possibly Male CEO		PERFORMANCE MANAGEMENT CONSULTING, INC.	\$62,812,580
Possibly Male CEO	Probably Women-Owned	ST NET-APTIS FIRSTSOURCE JOINT VENTURE	\$60,995,510
Possibly Male CEO		COASTAL INTERNATIONAL SECURITY, INC.	\$58,548,007
Possibly Male CEO		MANTECH INTERNATIONAL CORPORATION	\$57,926,727
Possibly Male CEO	Probably Women-Owned	CAMEL MANUFACTURING COMPANY INC	\$56,811,280
Possibly Male CEO		WESTAT, INC.	\$55,906,145
Probably Women-Owned	Probably Women-Owned	AMRON INTERNATIONAL DIVING SUPPLY, INC.	\$54,920,135
		Probably Women-Owned	COUNTERTRADE PRODUCTS, INC.
	Probably Women-Owned	FEMME COMP INCORPORATED	\$51,315,913
	Probably Women-Owned	HYDRAULICS INTERNATIONAL, INC.	\$50,765,464
Probably Women-Owned	Probably Women-Owned	FCN, INC.	\$48,317,109
		PROCURENET, INC.	\$47,604,334
		STRONGHOLD ENGINEERING INC	\$46,849,952
		GEMINI INDUSTRIES INC.	\$46,677,783
Probably Women-Owned	Probably Women-Owned	PYRAMID SERVICES, INC.	\$46,413,432
		SCIENCE SYSTEMS AND APPLICATIONS, INC.	\$46,233,644
		VERITAS CAPITAL FUND II, L.P.	\$45,930,771
Probably Women-Owned	Probably Women-Owned	OLD DOMINION TOBACCO COMPANY INC	\$45,608,733
		BTAS INC	\$45,295,892
		MCKING CONSULTING CORPORATION	\$44,825,062
		ZEN TECHNOLOGY, INC	\$44,753,901
		CHENEGA ADVANCED SOLUTIONS & ENG	\$44,136,392
Possibly Male CEO	Probably Women-Owned	OTIS PRODUCTS, INC	\$43,974,544
Alaska Native Corporation		PHOENIX MANAGEMENT, INC.	\$43,064,634
Possibly Male CEO	Probably Women-Owned	ANALYTICAL SERVICES, INC.	\$42,739,373
Possibly Male CEO		INFORMATION SYSTEMS SUPPORT, INC	\$42,734,106
Possibly Male CEO		ALTOS FEDERAL GROUP, INC.	\$41,551,531
Possibly Male CEO		COMPUTER SCIENCES CORPORATION	\$40,575,006
Possibly Male CEO		UNIVERSAL SYSTEMS AND TECHNOLOGY, INC.	\$40,534,065
Possibly Male CEO		BLUE TECH INC.	\$40,360,832
Possibly Male CEO	Probably Women-Owned	EMTEC, INC.	\$40,088,363
Husband/Wife Owners		COMPOSITE ENGINEERING, INC.	\$39,740,274
		BARLOVENTO, L.L.C.	\$39,165,128
<b>\$2,787,529,310</b>	<b>\$890,123,447</b>		<b>\$3,677,652,757</b>

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# U.S. Women's Chamber of Commerce

The U.S. Women's Chamber of Commerce™ unifies the collective strength of women to leverage our position as the most influential economic force in America. With over 500,000 members, the USWCC advances economic opportunities for women across America.



## **U.S. Women's Chamber of Commerce**

1200 G Street, NW, Suite 800  
Washington, DC 20005  
888-41-USWCC  
[www.uswcc.org](http://www.uswcc.org)

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