

Women in Public Procurement: What is a woman-led business?

- As defined by a 2020 Open Contracting Partnership report: *Towards Gender Balance in Public Procurement*
 - $\geq 51\%$ ownership/stake by a woman/women; or
 - ≥ 1 woman as CEO/COO (president/vice president); or
 - Women sole-proprietors

Women in Public Procurement: Barriers

- Globally, women led businesses continue to receive a minority of government contracts.
- Common barriers cited by women:
 - Comparative deficiencies in capital
 - Structural/societal inequality
 - Business size
 - Lack of transparency/connections

Women in Public Procurement: U.S. Case Study

- 5% goal
- WOSB Criteria:
 - At least 51 percent owned and controlled by women who are U.S. citizens
 - Must meet small business size criteria
 - Women must manage day-to-day operations and make long-term decisions

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Category	Goal	2014 \$(B)	2014 %SB	2015 \$(B)	2015 %SB	2016 \$(B)	2016 %SB	2017 \$(B)	2017 %SB	2018 \$(B)	2018 %SB
Small Business	23%	\$91.7	24.9%	\$90.7	25.7%	\$99.7	24.4%	\$105.7	23.8%	\$120.8	25.05%
Small Disadvantaged Business	5%	\$34.7	9.5%	\$35.4	10.1%	\$39.1	9.4%	\$40.2	9.1%	\$46.5	9.65%
Service Disabled Veteran Owned Small Business	3%	\$13.5	3.7%	\$13.8	3.9%	\$16.3	4.0%	\$17.9	4.1%	\$20.6	4.27%
Women Owned Small Business	5%	\$17.2	4.7%	\$17.8	5.1%	\$19.7	4.8%	\$20.8	4.7%	\$22.9	4.75%
HUBZone	3%	\$6.7	1.8%	\$6.4	1.8%	\$6.9	1.7%	\$7.3	1.7%	\$9.9	2.05%

Agencies awarded 25 percent of their contract spending to small businesses in fiscal 2018 and earned an overall 'A' rating on SBA's annual small business scorecard. (Source: Small Business Administration)

Women in Public Procurement: U.S. Case Study – A Work in Progress

- Certification
- Oversight
- Legal and procedural compliance
- Pandemic Impact???