



25 FACTS & REASONS TO DO BUSINESS WITH THE GOVERNMENT

1. The federal government's budget is **\$3.8** trillion in 2012, which represents the largest consumer in the world.
2. The federal government awarded over **\$453** billion in contracts for 2012.
3. The federal government issued **\$531** billion in grants for 2012.
4. Government expenditures account for **25%** of the Gross Domestic Product.
5. Over **\$800+** billion have been issued as Stimulus money or Recovery spending.
6. There are over **93** major Federal Agencies and over **1175** sub-agencies.
7. 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.
8. Women own **41%** of US companies but only **3.68%** of federal contracting dollars are awarded to woman owned businesses.
9. There are over **31** million businesses in the US (Census 2007).
10. Only **640,000** businesses have registered to do business with the federal government.
11. On average **180,000** businesses win federal contracts annually.
12. Less than **1%** of US companies are currently winning federal contracts.
13. The local/state/federal governments in the US employ over **20,000,000** full-time workers.
14. **23%** of all federal contracts are set-aside for small businesses.
15. GSA Schedules accounted for **\$39** billion for 2010 or **7%** of federal government contracts.
16. There are over **12,000** GSA contracts on **43** GSA Schedules with over **11,000** vendors/contractors.
17. Large corporations which win contracts over **\$650,000** must sub-contract **35%** to small businesses.
18. **\$47** billion was awarded under this category: "*Everyone could compete, but only **ONE** bid or offer was received.*"
19. The federal government awarded over **2,828,843** contracts in 2012.
20. The average federal contract is worth **\$160,000**.
21. Every **7** minutes, a federal government contract is awarded.
22. **\$20** billion was spent through Smart Pay cards (for products, not travel or fleet).
23. Credit card purchases under **\$3000** do not go through a contracting or procurement process.
24. The Dept of Defense maintains over **571,000** facilities or installations worldwide.
25. In 2012, the federal government awarded:
 - **\$1.2** billion every day
 - **\$52** million every hour
 - **\$860,000** every minute
 - **\$14,000** every second