

U.S. Department of Agriculture

Small Business

Subcontracting Opportunities Directory

**Office of Small and Disadvantaged
Business Utilization (OSDBU)
1400 Independence Avenue, S.W.
Rom 1566, South Building, AG Stop 9501
Washington, D.C. 20250
Phone: (202) 720-7117, FAX: (202) 720-3005**

Internet: www.usda/osdbu

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INTRODUCTION

The Federal Government has a legislated policy that small business, small disadvantaged business, women-owned small business, *HUBZone small business, veteran-owned small business, and service-disabled veteran owned small business concerns shall have the maximum practicable opportunity to participate in the performance of Federal contracts. Federal contractors are required to carry out this policy in the awarding of subcontracts to the fullest extent consistent with the efficient performance of the contract.

Public Law 95-507 require contractors (except small business concerns) receiving a Federal contract exceeding \$500,000 (\$1,000,000 for construction), which offers subcontracting possibilities, to establish subcontracting plans that provide maximum contracting opportunities for small and small disadvantaged business concerns. The law also requires contractors to establish goals for these concerns in their subcontracting plans. In addition, Public Law 100-656 established a government-wide goal of 5 percent for small disadvantaged businesses; this goal pertains to the agency's total value of all prime contract and subcontract awards for each fiscal year.

Other provisions of law require contractors to maximize subcontracting opportunities to women-owned small business concerns, HUBZone small business concerns, and veteran-owned small business concerns. It should be noted that there is also a government-wide goal of 5 percent for women-owned small business concerns. The goal, which was mandated in Public Law 103-355, pertains to the agency's total value of all prime contract and subcontract awards for each fiscal year. In addition, Public Law 105-135 established a government-wide goal for certified small business concerns located HUBZone areas. The government-wide goal for HUBZone small businesses is 3 percent. Also, Public Law 106-50 established prime and subcontracting goals for service-disabled veteran-owned small businesses. In addition, the law established a government-wide goal of 3 percent for service-disabled veteran-owned small business concerns; the goal pertains to the total value of all prime contract and subcontract awards for fiscal year.

The subcontracting program is governed by the Small Business Act, as amended, and the implementing procurement regulations are contained at the Federal Acquisition Regulations (FAR) Part 19, Subparts 19.7 and 19.12 and Part 44.

*Historically Underutilized Business Zone (HUBZone). For additional information on the HUBZone program, visit the Internet at www.sba.gov/hubzone.

A subcontracting plan provides for the establishment of goals and contains other provisions to ensure that the potential capabilities of small business, small disadvantaged business, women-owned business, HUBZone small business, veteran-owned small business and service-disabled veteran-owned small business concerns are fully considered for use. The plan may apply to a specific contract requirement or the entire production of a commercial product. In establishing subcontracting goals, the contractor may include all purchases which contribute to the performance of the contract, including a proportionate share of the product or service costs which are normally allocated as indirect costs. A company official is appointed to administer the plan.

This subcontracting directory has been prepared by the Office of Small and Disadvantaged Business Utilization (OSDBU) to provide general information and guidance to small business concerns seeking business opportunities with USDA prime contractors. It identifies the contractors who do business with USDA, the prime contract number(s), the company's major product/service line, the company's Small Business Liaison Officer (SBLO), and the types of subcontracting opportunities that are available. The SBLO is the person to contact in regard to upcoming subcontracting opportunities. If there are no immediate subcontracting opportunities in your areas of expertise, you should inquire about commercial prime contracting opportunities. Contract numbers are not provided for contractors who have several prime contracts with USDA, but rather the frequency of the procurements is identified.

OSDBU was created to provide leadership and guidance on the small and disadvantaged business programs for USDA. OSDBU is responsible for implementing the procurement programs under Sections 8 and 15 of the Small Business Act, as amended, and has oversight responsibility on all matters pertaining to such programs including subcontracting. Subcontracting is a major area where small business, small disadvantaged business, women-owned small business, HUBZone small business, veteran-owned small business and service-disabled veteran-owned business concerns can substantially impact the Federal small business programs. OSDBU Coordinators have been assigned to the contracting agencies to carry out the programs at the operational level. The name and telephone number of the Agency OSDBU Coordinator is listed at the end of each section.

OSDBU also assists contractors in developing subcontracting plans and locating small business sources.

THE USDA MARKETPLACE

The contracting function at USDA is highly decentralized; there are 11 major contracting agencies and more than 200 field procurement offices. Most large procurements requiring a subcontracting plan take place at the headquarters levels or at major designated procurement centers.

Over 60 percent of USDA's procurement budget is spent purchasing food commodities in support of various domestic and export feeding programs. It is not surprising, therefore, that more than 80 percent of the subcontracting activity is carried out by food commodity contractors. This trend is expected to change in the future, as more and more large contractors are awarded in the technical and administrative support areas.

USDA projects that in Fiscal Year 2005 its prime contractors will spend almost \$730 million in subcontract awards in support of USDA programs. Of that amount, we have established a goal of 37 percent for subcontracts to small business concerns, 8 percent for subcontracts to small disadvantaged business concerns, another 5.4 percent for subcontracts to women-owned small business concerns, 3.3 percent for subcontracts to HUBZone small business concerns, 3 percent for subcontracts to veteran-owned small business concerns, and another 3 percent for subcontracts to service-disabled veteran-owned small business concerns.

Because of the large volume and capital intensive nature of the food commodity procurements, traditionally many categories of small businesses have not been able to take full advantage of the opportunities offered by USDA contracts and subcontracts. As part of a USDA management initiative, emphasis will be placed on subcontracting with small business concerns, as a means of expanding their participation in USDA procurements.

Prime contractors are encouraged to seek innovative ways to increase the participation of small business concerns in USDA procurements. To the extent feasible, major negotiated acquisitions will contain evaluation criteria provisions which take into consideration the prime contractor's efforts and the extent of subcontracting with small business concerns. OSDBU is actively involved in the review of subcontracting plans.

To obtain more information on a specific contractor or to inquire about additional subcontracting opportunities, please contact the Contracting Agency OSDBU Coordinator. The OSDBU Coordinators are listed at the end of each section.

USDA Contracting Agencies

- Agricultural Marketing Service Pages 1-6
 - Livestock and Feed Program Pages 1-4
 - Poultry Programs Pages 5-6
- Animal and Plant Health Inspection Service Pages 7-8
- Farm Service Agency Pages 9-22
 - Bulk Commodities Division Pages 9-11
 - Dairy and Domestic Operations Division Pages 12-16
 - Export Operations Division Pages 17-19
 - Non-Commodities Division Pages 20-22
- Food and Nutrition Service Pages 23-24
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ALPHABETICAL LISTING OF USDA PRIME CONTRACTORS

FOOD COMMODITIES	Pages		Pages
ADM Edible Bean	17	ConAgra Trade Group, Inc.	9
ADM Farmland	9	Dairy Farmers of America	12
ADM Milling Co.	17	Farmland Foods	1
ADM Refined Oil Division	15	Foremost Farms	12
American Foods Group	2	General Mills, Inc.	14
American Italian Pasta Co.	14	Goldkist Poultry Co.	5
AMPI (Associated Milk Producers)	12	Horizon Milling, LLC	18
Archer Daniels Midland Company	9, 17	IBP/Tyson, Inc.	1
Bartlett Grain Co., LP	9	Icicle Seafoods	2
Bartlett Milling Co.	17	Jennie-O Foods, Inc.	5
Beef Packers, Inc.	1	JM Smucker Company	15
Bunge Milling Co.	17	Kalama Export Co., LLC	10
Bunge North America, Inc.	9	Kellogg Company	14
Cargill, Inc.	9	Lake Charles Food Products	18
Carolina Turkeys	5	Lakeside Foods	1
The Carriage House Company	15	Land O'Lakes	12
Cenex Supply and Marketing	17	Leprino Foods	13
Challenge Dairy Prod. Inc.	12	Louis Dreyfus Corporation	10
CHS, Inc.	9	Mead Johnson Nutritionals	13
Columbia Grain	10	Nestle Food Company	13
Commodity Specialists	18	Ocean Beauty Seafoods	2
ConAgra Dairy Foods	12	Perdue Farms, Inc.	10
ConAgra Foods, Inc.	18	Pilgrim's Pride	5
ConAgra Grain Processing	18	Ralcorp Holdings, Inc.	14

ALPHABETICAL LISTING OF USDA PRIME CONTRACTORS (Contd.)

FOOD COMMODITIES	Pages
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Skylark Meats	2
Tony Downs Foods	5
Trident Seafoods	2
Tri-Union Seafood	2
Tyson Foods, Inc.	5
United Harvest, LLC	10
Valley Fresh, Inc.	5
Willow Brook Farms, Inc.	5

NON FOOD COMMODITIES**Pages**

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Becton Dickson Diagno	7
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CDM Federal Program Corporation	25
Computer Science Corp.	21
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Health System Research, Inc.	23
IBM Corporation	20
Merial Ltd.	7
National Crop Insurance Services, Inc.	22
National Systems & Research	21
Northrup Grumman Information Technology	21
Northrup Grumman Space & Mission Systems	20
Rose International	21
SAIC	21
Shaw Environmental, Inc.	25
TECHLAW	23
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TN & Associates, Inc.	25
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Zellweger Uster, Inc.	8

Agricultural Marketing Service (AMS)—Livestock and Seed Program

PRIME CONTRACTOR	CONTRACT NUMBER	*DOLLAR VALUE OF CONTRACTS AND TYPE OF PLAN	MAJOR PRODUCT OR SERVICE LINE	SMALL BUSINESS LIAISON OFFICER	SUBCONTRACTING OPPORTUNITIES	OPTION YEARS (IF APPLICABLE)
Beef Packers, Inc. 3115 S. Fig Avenue Fresno, CA 93706	All purchases done weekly	\$15.0 Million Annual Plan	Beef Products	Rob Maxey 559-268-5586	Live Cattle	
Lakeside Foods 508 Jay Street Manitowoc, WI 54221	Quarterly Purchases	\$15.3 Million Annual Plan	Canned Meat Products	Tom Reilly (414) 684-3356	Boneless Beef and Pork Vegetables Packaging Materials Processing Materials	
Farmland Foods 10150 N. Executive Hills Suite 200 Kansas City, MO 64116	All purchases done bi-weekly	\$12.3 Million	Pork Products	Belinda O'Day 800-831-1812	Hydraulics Office Janitorial Plant Operating Supplies Maintenance Items Construction Items	
IBP/Tyson, Inc. 800 Stevens Port Drive Suite 823 Dakota Dunes, SD 57049-8823	All purchases done biweekly	\$2.5 Million Annual Plan	Beef Products Pork Products	Jason Rice 605-235-3006	Mechanical Repairs General Construction Refrigeration Maintenance Tire Repair Waste Removal Office Cleanup Safety Equipment Packaging Supplies Meat, Spices, Breeding, Spices, Boots, Helmets, Knives	

PRIME CONTRACTOR	CONTRACT NUMBER	*DOLLAR VALUE OF CONTRACTS AND TYPE OF PLAN	MAJOR PRODUCT OR SERVICE LINE	SMALL BUSINESS LIAISON OFFICER	SUBCONTRACTING OPPORTUNITIES	OPTION YEARS (IF APPLICABLE)
Ocean Beauty Seafoods 1100 West Ewing Street Seattle, WA 98107	Quarterly Purchases	\$1.1 M million Annual Plan	Fish	Jim Yonkers 206-281-0811	Fish (raw materials)	
American Foods Group 544 Acme Street Green Bay, WI 84308-8547	All purchases done bi-weekly and quarterly	\$2.1 Million Annual Plan	Pork and Canned Meat Products	Carl Kuhne (920) 437-6330	Cattle Pallets Office Supplies Packaging Material Sanitation Services Repair & General Supplies	
Icicle Seafoods 4019 21 st Avenue W. Seattle, WA 98119	All purchases done quarterly	\$5.8 Million Annual Plan	Fish Products	Dennis Guhlke (206) 282-0988	Fish	
Trident Seafoods 5303 Shilshole Avenue Seattle, WA 98107	All purchases done quarterly	\$1.3 Million Annual Plan	Fish Products	Dick Johnson 206-783-3818	Fish (raw materials)	
Skylark Meats 4430 S. 110 th Street Omaha, NE 68137	All purchases done weekly	\$22.6 Million Annual Plan	Beef Products Pork Products	Gary Hunter (402) 592-0300	Meat Supplies Pallets Sanitation Services Packaging Materials Office Supplies	
Tri-Union Seafood DBA Chicken of the Sea 4510 Executive Dr., #300 San Diego, CA 92121	All purchases done bi-weekly	\$16.9 Million Annual Plan	Fish Products	James Cox (858) 597-4212	Fish Packaging Materials	

* Total estimated dollar value of contracts is based on last year's business activity.
Opportunities listed in subcontracting plan.

CONTRACTING AGENCY OSDDBU COORDINATOR
Ondray James
(202) 720-2650

Agricultural Marketing Service (AMS) Poultry Programs

PRIME CONTRACTOR	CONTRACT NUMBER	*DOLLAR VALUE OF CONTRACTS AND TYPE OF PLAN	MAJOR PRODUCT OR SERVICE LINE	SMALL BUSINESS LIAISON OFFICE	SUBCONTRACTING OPPORTUNITIES	OPTION YEARS
Carolina Turkeys PO Box 589 Mt. Olive, NC 28365	All purchases are done bi-weekly	\$5.6 million	Turkey and Turkey Products	John Cohrs Acting Subcontracting Plan Administrator (919) 658-6743	Turkeys, packaging materials, supplies, and equipment	
GoldKist Poultry Co. PO Box 2210 Atlanta, GA 30301	All purchases are done bi-weekly	\$29.5 million	Chicken and Chicken Products	Rodrigo Lozano Manager Employee Relations (770) 393-5297	Broilers, packaging supplies, materials, and services	
Pilgrim's Pride PO Box 1389 Duluth, GA 30095	All purchases are done bi-weekly	\$4 million	Chicken and Chicken Products	Doylene Jones Industrial Sales Manager (870) 793-8617	Broilers, pallets, ingredients, supplies, and construction	
Pilgrim's Pride PO Box 7275 Broadway, VA 22815	All purchases are done bi-weekly	\$3.8 million	Turkey and Turkey Products	Tim Thomas Director of Purchasing (903) 575-3922	Turkeys, packaging materials, and supplies	
Tony Downs Foods 400 Armstrong Blvd. , N. St. James, MN 56081	All purchases are done bi-weekly	\$10.5 million	Canned Boned Chicken, Frozen Diced Chicken	Leo Zackman Business Administrator (507) 642-3203	Fowl, packaging materials, ingredients, pallets, and trucking	
Tyson Foods, Inc. 2210 Oaklawn PO Drawer 2020 Springdale, AR 72765	All purchases are done bi-weekly	\$28.0 million	Chicken and Chicken Products	Jason Rice Purchasing Systems Manager (605) 235-3006	Packaging materials, supplies, ingredients, equipment, repairs, and construction	
Valley Fresh, Inc. 680 D Street Turlock, CA 95380	All purchases are done bi-weekly	\$23.9 million	Canned Boned Chicken, Frozen Diced Chicken	Carren Goldman Materials Manager (800) 526-3189	Packaging, ingredients, and services	
Willow Brook Farms, Inc. 405 N. Jefferson St. Springfield, MO 65806	All purchases are done bi-weekly	\$10.4 million	Turkey and Turkey Products	Janet Price AP Supervisor (417) 837-1668	Turkeys, feed, packaging, supplies, and equipment	
Jennie-O Foods, Inc. 2505 Wilmar Avenue PO Box 778 Willmar, MN 56201	All purchases are done bi-weekly	\$25.1 million	Turkey and Turkey Products	Gerald Struxness VP of Administration (320) 235-2622	Turkeys, packaging supplies, seasonings, parts, equipment, and supplies	

CONTRACTING AGENCY OSDBU COORDINATOR

Mark Thomas
(202) 720-7693

Animal and Plant Health Inspection Service

PRIME CONTRACTOR	CONTRACT NUMBER	DOLLAR VALUE AND TYPE OF PLAN	MAJOR PRODUCT OR SERVICE	SMALL BUSINESS LIAISON/ OFFICER	SUBCONTRACTING OPPORTUNITIES	OPTION YEARS (IF APPLICABLE)
Becton Dickson Diagno	54-6395-1-C009	\$ 3,500,000.00	Brucellosis Card Test Kits	Cheryl Toms (410) 316-3135		9/30/05
Davey Tree Expert Comp.	53-6395-4-C012	\$15,476,000.00	ALB Tree Surveying Services	Jim Stief (330) 650-4100		9/30/08
Davey Tree Expert Comp.	53-6395-4-C020	\$ 4,239,800.00	ALB Control Treatment	Jim Stief (330) 650-4100		9/30/08
Davey Tree Expert Comp.	53-6395-4-C019	\$13,849,849.00	ALB Control Treatment	Jim Stief (330) 650-4100		9/30/08
Davey Tree Expert Comp.	53-6395-4-C018	\$14,920,653.00	ALB Control Treatment	Jim Stief (330) 650-4100		9/30/08
Davey Tree Expert Comp.	53-6395-4-C017	\$ 6,977,312.00	ALB Control Treatment	Jim Stief (330) 650-4100		9/30/08
Davey Tree Expert Comp.	53-6395-4-C015	\$ 4,539,975.00	ALB Control Treatment	Jim Stief (330) 650-4100		9/30/07
Merial Ltd.	54-6395-2-C021	\$43,505,000.00	Virus-vectored Vaccine Bait	Joanne Maki (706) 548-9292		12/29/06
Merial Ltd.	54-6395-0-C004	\$11,875,000.00	F&M Vaccine Antigen	Joanne Maki (706) 548-9292		10/07/04

TruGreen Chemlawn	53-6395-4-C023	\$ 4,493,218.00	ALB Treatment	Kelly Veatch (847) 561-9251		9/30/07
Zellweger Uster, Inc.	54-6395-4-B014	\$ 5,760,000.00	HVI Systems	Ken Coffey (423) 588-9716		9/30/04
Zellweger Uster, Inc.	53-6395-7-C066	\$ 2,874,000.00	HVI Systems & Maintenance	Ken Coffey (423) 588-9716		9/30/04
Zellweger Uster, Inc.	54-6395-9-B016	\$ 2,976,000.00	HVI Systems	Ken Coffey (423) 588-9716		9/30/04
Zellweger Uster, Inc.	53-6395-0-B028	\$ 3,165,400.00	Automated HVI Systems	Ken Coffey (423) 588-9716		2/16/08
Zellweger Uster, Inc.	54-6395-1-B016	\$ 3,904,200.00	HVI Systems	Ken Coffey (423) 588-9716		2/18/00
Zellweger Uster, Inc.	54-6395-2-C004	\$ 3,337,800.00	30 HVI Systems	Ken Coffey (423) 588-9716		11/30/07

CONTRACTING AGENCY OSDBU COORDINATOR

Norita Thomas
(301) 734-3696

Farm Service Agency (FSA), Kansas City Commodity Office (KCCO), Bulk Commodities Division (BCD)

PRIME CONTRACTOR	CONTRACT NUMBER <small>(see footnotes below)</small>	* DOLLAR VALUE AND TYPE OF PLAN	MAJOR PRODUCT OR SERVICE LINE	SMALL BUSINESS LIAISON OFFICER	SUBCONTRACTING OPPORTUNITIES	OPTION YEARS (IF APPLICABLE)
Archer Daniels Midland Company 4666 Faries Parkway Decatur, IL 62525	8	Commercial	Bulk/Bagged Grain, Oilseeds and Product, Bulk/Bagged Rice, edible beans, handling services	Steven Maulberger 217-424-5286	Tug Services, Professional Services, Maintenance Supplies and Services, and Inspections	
ADM/Farmland 4666 Faries Parkway Decatur, IL 62525	8	Commercial	Bulk/Bagged Grain, Oilseeds and Product	Steven Maulberger 217-424-5286	Tug Services, Professional Services, Maintenance Supplies and Services, and Inspections	
Bartlett Grain Co., LP 4800 Main, Suite 600 Kansas City, MO 64112	8	Commercial	Grain and Oilseeds	Simon B. Buckner 816-753-6300	Grain and Oilseeds	
Bunge North America, Inc. 2466 River Road Destrehan, LA 70047	8	Commercial	Bulk Commodities and Products	C.N. Jones 985-725-8210	Construction supplies, office supplies, painting, electrical, security, and travel	
Cargill, Inc. P.O. Box 5606 Minneapolis, MN 55440-5606	8	Commercial	Bulk and Bagged Grain, Tallow and Soybean Meal	Karen A. Suedmeyer 952-742-6183	Bagged grains, tallow, soybean meal, transportation, and fumigation	
CHS, Inc. 5500 Cenex Drive Inver Grove Heights, MN 55077	8	Commercial	Bulk Agricultural Products	Kathleen James 651-355-6109	Grain, fumigation, tow boat, and line handling services	
Conagra Trade Group, Inc. 11 Conagra Drive, Suite 5022 Omaha, NE 68102-5011	8	Commercial	Whole Grains	Calvin Eakins 402-595-6334	Grains, logistics and transportation services	

PRIME CONTRACTOR	CONTRACT NUMBER <small>(see footnotes below)</small>	* DOLLAR VALUE AND TYPE OF PLAN	MAJOR PRODUCT OR SERVICE LINE	SMALL BUSINESS LIAISON OFFICER	SUBCONTRACTING OPPORTUNITIES	OPTION YEARS (IF APPLICABLE)
Columbia Grain International, Inc. 111 SW Columbia St., Suite 1200 Portland, OR 97201	8	Commercial	Bulk commodities, grain, peas and lentils	Thomas J. Hammond 503-224-8624	Repair and maintenance of elevators and equipment, supplies and fumigation, and grain purchases	
Kalama Export Co., LLC 200 SW Market St., Suite 1930 Portland, OR 97201	8	Commercial	Bulk Grain	David J. Hogan 503-274-1410	Maintenance, security, office supplies, track repair, grounds keeping, millwright, mfg. reps, electrical maintenance, construction, and transportation	
Louis Dreyfus Corporation 20 Westport Road P.O. Box 810 Wilton, CT 06897-0810	8	Commercial	Bulk Grain	J. Stephen Lucas 203-761-8000	Grain, fumigation, surveying, stevedoring, freight and misc. services	
Perdue Farms, Inc. P.O. Box 1537 Salisbury, MD 21802-1537	8	Commercial	Bulk Grain	Bill Hammond 410-860-4180	Grain	
United Harvest, LLC 3201 NW Lower River Rd., Suite 104 Vancouver, WA 98660-1078	8	Commercial	Bulk Commodities	Mark Heidegger 360-816-1941	Grain, maintenance, freight, supplies, janitorial, ship agents, and professional services	

*FSA-KCCO/Bulk Commodities Division spends millions of dollars annually in contract awards.

1/ Purchases are done weekly.

4/ Purchases are done quarterly.

7/Purchases are based on the school calendar year.

2/ Purchases are done biweekly.

5/ Purchases are done semi-annually.

8/ Purchases are based on program needs.

3/ Purchases are done monthly.

6/ Purchases are done annually.

CONTRACTING AGENCY OSDBU COORDINATOR

Betty Kunkel
(826) 926-3295

Farm Service Agency (FSA)
Kansas City Commodity Office (KCCO), Dairy & Domestic Operations Division, Dairy Procurement and Inventory Branch

PRIME CONTRACTOR	CONTRACT NUMBER (See Footnotes Below)	* DOLLAR VALUE AND TYPE OF PLAN	MAJOR PRODUCT OR SERVICE LINE	SMALL BUSINESS LIAISON/OFFICER	SUBCONTRACTING OPPORTUNITIES	OPTION YEARS (IF APPLICABLE)
AMPI (Associated Milk Producers) 301 Brook Street PO Box 240 Portage, WI 53901	6/7	Commercial	Process Cheese	Don Weideman 608-742-2114	Packaging Supplies, Ingredients, Cheese, Trucking	
Challenge Dairy Prod Inc. Exchange Contract STE B230 11875 Dublin Boulevard Dublin, CA 94586	6/8	Commercial	Pudding	Dave Treiber 925-828-6165	Pallets, trucking, packaging,	2
ConAgra Dairy Foods 3353 MICHELSON DRIVE M.S.1D136 IRVINE, CA 92612-0650	6/8	Commercial	Pudding	Calvin Eakins 402-595-6334	Janitorial, food service, trucking	2
Dairy Farmers of America One Ambassador Plaza 10525 North Ambassador Drive Kansas City, MO 64153	6/7	Commercial	Cheese	Joel Clark/Terry Mitchell (417) 865-7100	Packaging Supplies, Milk, Ingredients, Trucking	
Foremost Farms E10889A Penny Lane Baraboo, WI 55126	6/7	Commercial	Cheese	Pat Mathiowetz 608-355-8778	Milk, trucking, starter medium, misc. supplies, cleaning services, pallets, printed material, cheese making supplies	
Land O'Lakes 4001 Lexington Avenue, North Arden Hills, MN 55112	6/7	Commercial	Cheese	Tom Narigon 651-481-2013	Supplies, Ingredients, and Repairs	

Leprino Foods 1830 West 38 th Avenue PO Box 173400 Denver, CO 80217	6/7	Commercial	Cheese	Steven Pearce 303-480-2904	Milk, packaging materials, cheese making ingredients	
Mead Johnson Nutritionals Attention: Carolyn Sumner 2400 west Lloyd Expressway Evansville, IN 47721-0001	6	Commercial	Infant Formula	Carolyn Sumner 812-429-5000	Packaging, Indirect	1
Nestle Food Company 800 North Brand Boulevard Glendale, CA 91203	4	Commercial	Evaporated Milk	Ano Delynne (440) 498-7940	Packaging Supplies, Vitamins, Minerals Transportation	

Farm Service Agency (FSA)
Kansas City Commodity Office (KCCO), Dairy & Domestic Operations Division, Grain Product Branch

PRIME CONTRACTOR	CONTRACT NUMBER	* DOLLAR VALUE AND TYPE OF PLAN	MAJOR PRODUCT OR SERVICE LINE	SMALL BUSINESS LIAISON OFFICER	SUBCONTRACTING OPPORTUNITIES	OPTION YEARS (IF APPLICABLE)
American Italian Pasta Co. (AIPC) 4100 North Mulberry Drive, Suite 200 Kansas City, MO 64119	4/8	Commercial	Pasta	David Potter 816-584-5240	Grain Merchant, Raw Materials, Packaging Supplies, Plant Maintenance, Office Supplies	
General Mills, Inc One General Mills Road PO Box 1113 Minneapolis, MN 554	4/8	Commercial	Wheat Flour	Brenda Mengelkoch 800-553-1686	Raw Materials, Packaging, Enrichments, Transportation, Janitorial	
Kellogg Company One Kellogg Square PO Box 3599 Battle Creek, MI 49016	4/8	Commercial	Cereals	Cathy Kutch 616 961-3507	Packaging, Raw Materials, Office Supplies, Transportation, Printing	
Ralcorp Holdings, Inc. 800 Market Street St. Louis, MO 63101	4/8	Commercial	Cereals, Crackers	Stuart Walton 314-877-7054	Raw Materials, Contract Services, Plant Maintenance Supplies, Computer Technical Services	

Farm Service Agency (FSA)

Kansas City Commodity Office (KCCO), Dairy & Domestic Operations Division, Procurement and Warehouse Branch

PRIME CONTRACTOR	CONTRACT NUMBER	* DOLLAR VALUE AND TYPE OF PLAN	MAJOR PRODUCT OR SERVICE LINE	SMALL BUSINESS LIAISON OFFICER	SUBCONTRACTING OPPORTUNITIES	OPTION YEARS (IF APPLICABLE)
The Carriage House Company Tiffany Point, Suite 115 Bloomington, IL 60108	3/8	Commercial	Peanut Products	Carmille Elayda 800-648-1628	Raw Materials, Contract Services, Plant Maintenance Supplies, Computer Technical Services	
ADM Refined Oil Division 4666 Faries Parkway Decatur, IL 62526-1820	3/8	Commercial	Vegetable Oil Products	Jacob Hinrich 217-451-4759	Freight	
Riceland Foods Stuttgart, AR 72160	3/8	Commercial	Rice Products	James Borchert 870-673-5538	Pending SBA Approval	
JM Smucker Company Strawberry Lane Orrville, OH 44667	3/8	Commercial	Peanut Products	Pete Vitarisi 330-684-3308	Freight	

NOTE: FSA-KCCO/Dairy & Domestic Division spends millions of dollars annually in contract awards:

- | | | |
|-----------------------------------|--------------------------------------|---|
| 1/ Purchases are done weekly. | 4/ Purchases are done quarterly. | 7/ Purchases are based on the school calendar year. |
| 2/ Purchases are done biweekly. | 5/ Purchases are done semi-annually. | 8/ Purchases are based on program needs. |
| 3/ Purchases are done bi-monthly. | 6/ Purchases are done annually. | |

CONTRACTING AGENCY OSDBU COORDINATOR

Betty Kunkel
(816) 926-3295

Farm Service Agency (FSA), Kansas City Commodity Office (KCCO), Export Operations Div.

PRIME CONTRACTOR	CONTRACT NUMBER <small>(see footnotes below)</small>	* DOLLAR VALUE AND TYPE OF PLAN	MAJOR PRODUCT OR SERVICE LINE	SMALL BUSINESS LIAISON OFFICER	SUBCONTRACTING OPPORTUNITIES	OPTION YEARS (IF APPLICABLE)
ADM Milling Co. PO Box 7007 Shawnee Mission, KS 66207	1 2 3 8	Commercial	Wheat Flour, WSB, CSB, Cornmeal, SFCM, SFSG, Bulgur & SF/Bulgur	Dean Dohrman 913 491-9400	Bags, TCP, Calcium Enrichment Soy Grits Enrichment	
Archer Daniels Midland Company 4666 Faries Parkway Decatur, IL 62525	1 2 3 8	Commercial	Bulk/Bagged Grain, Oilseeds and Product, Bulk/Bagged Rice, edible beans, handling services	Steven Maulberger 217-424-5286	Tug Services, Professional Services, Maintenance Supplies and Services, and Inspections	
ADM Edible Bean Specialties / AgriSales 4666 Faries Parkway Decatur, IL 62525	1 2 3 8	Commercial	Dry Edible Beans	Chris Zora 217-451-2847	Packaging Material Field Run Beans, Bags, Transportation, Janitorial Services	
Bartlett Milling Co. 4800 Main, Suite 436 Kansas City, MO 64112	1 2 3 8	Commercial	Wheat Flour	Rod J. Geiger 816-753-6300	Wheat Material Supplies Services	
Bunge Milling 11720 Borman Drive St Louis, MO 61832	1 2 3 8	Commercial	CSB, Cornmeal, SFCM, Bulgur & SF/Bulgur, Wheat Soy Blend	Mike Petteway 800-528-4633 St. Louis, MO	Calcium, Enrichment, Salt Mix, Poly Bags, Machine Parts, Safety Supplies, Lab Supplies, Lubricant, TCP	
Cenex Supply and Marketing PO Box 469 Othello, WA 99344	1 2 3 8	Commercial	Dried Beans, Peas, Lentils	Royal Muller 519-488-9681	Bags, Transportation Maintenance, Raw Products, Supplies	

PRIME CONTRACTOR	CONTRACT NUMBER (see footnotes below)	* DOLLAR VALUE AND TYPE OF PLAN	MAJOR PRODUCT OR SERVICE LINE	SMALL BUSINESS LIAISON OFFICER	SUBCONTRACTING OPPORTUNITIES	OPTION YEARS (IF APPLICABLE)
Commodity Specialists 1333 W. 120 th Ave. Ste. 219 Denver, CO 80234-2710	1 2 3 8	Commercial	Dried Beans, Peas, Lentils	Karen L. Osborn 970-587-5446	Beans, Peas, Lentils Transportation Packaging Materials Office Supplies Facility Maintenance	
ConAgra Grain Processing PO Box 3500 # 11 ConAgra Drive 11-160 Omaha, NE 68102	1 2 3 8	Commercial	Flour	Jason Hines 402-595-4052	Packaging, Enrichment, Freight, Transportation, Wheat	
Horizon Milling, LLC PO Box 2696 Wichita, KS 67220	1 2 3 8	Commercial	Flour	Ray Caster 952-742-2499	Wheat, Transportation, Plastic Products, Maintenance	
ConAgra Foods Inc., DBA KBC Trading & Processing Co. #11 ConAgra Drive Omaha, NE 68102	1 2 3 8	Commercial	Dry Edible Beans	Chris Gross 402-595-5650	Edible Bean Purchasing, Packaging, Freight, Transportation	
Lake Charles Food Products 150 Marine Street Box 25 Lake Charles, LA 70601	1 2 3 8	Commercial	Veg. Oil	Anthony Corbello 337-433-3321	Vitamin A, Product Transportation, Pest Control, Operational Supplies, Clothing, Uniforms	
Riceland Foods P.O. 927 Stuttgart, AR 72160	1 2 3 8	Commercial	Rice & Soybean Products	James H. Borchert 870 673-5538	Corrugated Boxes Baler Boxes Hexane Electrical Items Pressure Sensitive Labels Maintenance Items Paper Bags	

*FSA-KCCO/Export Operations Division spends millions of dollars annually in contract awards.

1/ Purchases are done weekly.

4/ Purchases are done quarterly.

7/ Purchases are based on the school calendar year.

2/ Purchases are done biweekly.

5/ Purchases are done semi-annually.

8/ Purchases are based on program needs.

3/ Purchases are done monthly.

6/ Purchases are done annually.

CONTRACTING AGENCY OSDBU COORDINATOR

Betty Kunkel
(816) 926-3295

Farm Service Agency (FSA), Non-Commodity Operations

PRIME CONTRACTOR	CONTRACT NUMBER	DOLLAR VALUE AND TYPE OF PLAN	MAJOR PRODUCT OR SERVICE LINE	SMALL BUSINESS LIAISON OFFICER	SUBCONTRACTING OPPORTUNITIES	OPTION YEARS (IF APPLICABLE)
Electronic Data Systems 13600 EDS Drive Herndon, VA 20171	53-3151-2-00007	\$155,681,808 Individual	IT Support Services	Dawn Thomas (703) 742-2533	IT Support Services	2
Unisys 8008 West Park Drive McLean, VA 22101	53-3151-2-00008	\$198,862,148 Individual	IT Support Services	Murray Schooner (703) 556-5755	IT Support Services	2
IBM Corporation Government Industry 6300 Diagonal Highway Boulder, CO 80301	53-3151-2-00009	\$190,645,889 Individual	IT Support Services	Connie Thompson (303) 225-7490	IT Support Services	2
Northrup Grumman Space & Mission Systems 12011 Sunset Hills Road, AR1/11B32 Reston, VA 20190	53-3151-2-00010	\$195,219,357 Individual	IT Support Services	Al Boldon (310) 814-0321	IT Support Services	2

Northrup Grumman Information Technology 2411 Dulles Corner Suite 800 Herndon, VA 20171	53-3151-2-00008	\$231,777,884 Individual	IT Support Services	Brenda T. Parrish (703) 205-3263	IT Support Services	2
Rose International 16401 Swingley Road Suite 300 Chesterfield, MO 63017	53-3151-2-00012	\$178,075,437 Individual	IT Support Services	Karen Kuhnline (636) 532-3126, X47	IT Support Services	2
Computer Science Corp. 7700 Hubble Drive Lanham, Seabrook, MD 20706	53-3151-2-00006	\$188,876,361 Individual	IT Support Services	Ruby Dargan (703) 876-1522	IT Support Services	2
SAIC 4001 North Fairfax Drive Arlington, VA 22203	53-3151-2-00014	\$174,075,437 Individual	IT Support Services	Lynn Livengood (858) 826-2523 Chris Zuffa (703) 227-8705	IT Support Services	2
National Systems & Research 5475 Mark Dabbling Blvd. Suite 200 Colorado Springs, CO 80301	53-3151-2-00015	\$100,404,683 Individual	IT Support Services	Kelly Valdez (719) 590-8880	IT Support Services	2

National Crop Insurance Services, Inc. 7201 West 129 th Street Suite 200 Overland Park, KS 66213	53-3151-1-00006	\$12,000,000 Individual	Agricultural Risk Management Services	Laurence Crane (913) 685-2767	Agricultural Risk Management Services	2
Center for Agribusiness Excellence Tarleton State University Box T-0055 Stephenville, TX 76402-0055	53-3151-2-00017	\$14,000,000 Individual	Data Warehouse/Data Mining	Bert Little, Ph.D. (254) 968-9463	Data Warehouse/ Data Mining Support	2

CONTRACTING AGENCY OSDBU COORDINATOR

Scott Cook
(202) 720-7349

Food and Nutrition Service

PRIME CONTRACTOR	CONTRACT NUMBER	DOLLAR VALUE AND TYPE OF PLAN	MAJOR PRODUCT OR SERVICE	SMALL BUSINESS LIAISON/OFFICER	SUBCONTRACTING OPPORTUNITIES	OPTION YEARS (IF APPLICABLE)
Abt Associates 55 Wheeler Street Cambridge, MA 02138	53-3198-0-002	\$6.7M Fixed	Services	Mark Tremblay VP, Contract Ops. 617-349-2309	Support, Supplies, Consultants	3
Abt Associates 55 Wheeler Street Cambridge, MA 02138	53-3198-2-026 PO 43-3198-3-3715	\$1.2M IDIQ	Services	Mark Tremblay VP, Contract Ops. 617-349-2309	Support, Supplies, Consultants	N/A
Abt Associates 55 Wheeler Street Cambridge, MA 02138	53-3198-2-026 PO 43-3198-3-3718	\$600,000 IDIQ	Services	Mark Tremblay VP, Contract Ops. 617-349-2309	Support, Supplies, Consultant	1
TECHLAW 14500 Auron Pky Ste 300 Chantilly, VA 20151	53-3198-9-024	\$1,015,543 IDIQ	Services	Yolanda Drale Sr. Contract Adm.	Support, Supplies	4
Health System Research, Inc. 1200 18 th St. NW Washington, DC 20036	53-3198-0-04- 04	\$1,971,454 Cost & Award Fee	Services	Eric Gelman Program Adm.	Support, Supplies	Optional Tasks

CONTRACTING AGENCY OSD BU COORDINATOR

**Patricia Palmer
(703) 305-2250**

**Forest Service
Monongahela National Forest**

PRIME CONTRACTOR	CONTRACT NUMBER	DOLLAR VALUE AND TYPE OF PLAN	MAJOR PRODUCT OR SERVICE	SMALL BUSINESS LIAISON/OFFICER	SUBCONTRACTING OPPORTUNITIES	OPTION YEARS (IF APPLICABLE)
Burgess and Niple	53-3434-3-8005	>or = 2,500 IDIQ	General Design Services	Mark R. Rowland Director (304) 485-8541		4/24/03 to 4/23/08
URS	53-3434-3-8006	>or = 2,500 IDIQ	General Design Services	Thomas E. Jedlinsky VP (800) 860-4500		4/24/03 to 4/23/08
CDM Federal Program Corporation	53-3434-3-8001	>or=2,500 IDIQ	Environmental Engineering Services	John P. D'Aniello VP (312) 346-5000		11/15/02 to 11/14/07
Shaw Environmental, Inc.	53-3434-3-8002	>or =2,500 IDIQ	Environmental Engineering Services	Marilyn Butler, Sr. Subcontracts Administrator (513) 782-4700 or Karen A. Johnson Contract Administrator (513) 782-4700		11/06/02 to 11/05/07
Tetra Tech Em, Inc.	53-3434-2-6004	>or =2,500 IDIQ	Environmental Engineering Services	Harry Parrott Program Manager (262) 879-0175		9/24/02 to 9/23/07
TN & Associates, Inc.	53-3434-3-8003	>or=2,500 IDIQ	Environmental Engineering Services	Cyndi Shaw Contracts Manager (414) 607-6767		1106/02 to 11/05/07

CONTRACTING AGENCY OSDBU COORDINATOR

**James G. McDonald
(703) 605-5144**