



Procurement – Small Business Activities

Agricultural Marketing Service (AMS) **Overview**

Commodity Procurement Program

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Commodity Procurement Overview

Our Mission

AMS' Commodity Procurement Program—

- Support American Agriculture
- Provide food assistance to those in need domestically and overseas

How we meet our mission

- Commodity Procurement Program purchases U.S. origin food year-round:
 - Commodities for use—
 - Domestically for programs administered by the USDA Food and Nutrition Service
 - Schools, food banks, Indian Reservations and other household outlets
 - Internationally for programs administered by the U.S. Agency for International Development & the USDA Foreign Agricultural Service
 - Commodity-Related Services to support the above programs

Commodities

- Food for domestic food assistance programs (truckload quantities)
 - Proteins (Livestock, poultry, fish, & dairy)
 - Grain products (e.g., Rice, flour, pasta, cereal)
 - Oilseed products & tree nuts
 - Fruits & vegetables
- Food for international food assistance programs (railcar quantities)
 - Packaged grains, pulses & edible oils
 - Bulk grains & empty bags

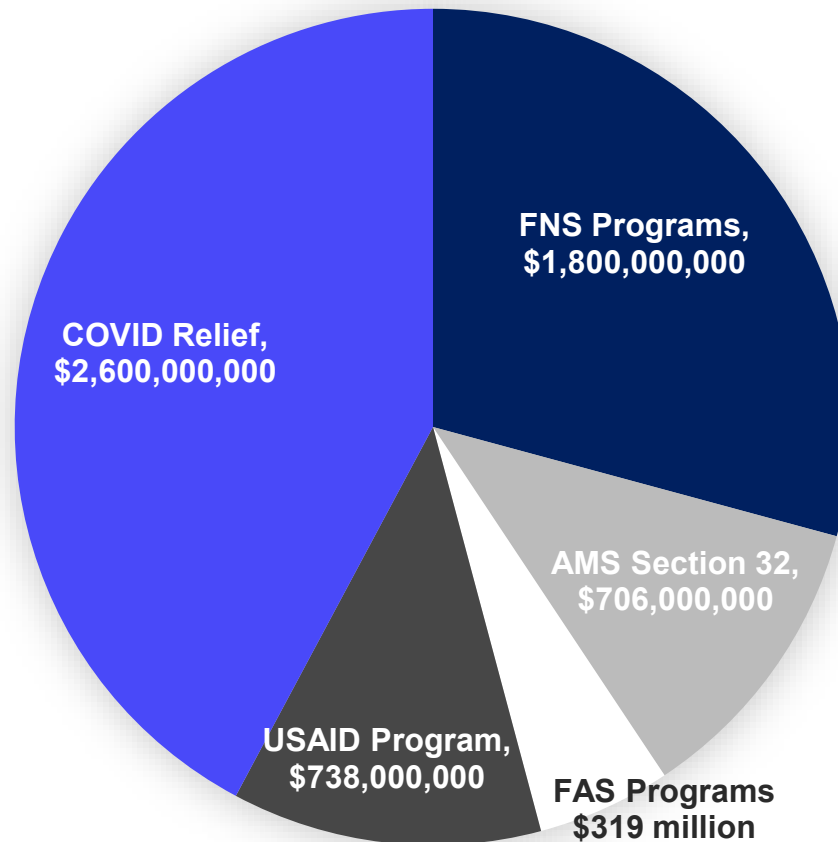
Commodity-related services

- **Service contracts for domestic include:**
 - Ocean transportation for offshore U.S. states and territories
 - Lab testing for meat
 - 3PL Warehouse and Transportation Services
- **Service contracts for international include:**
 - Vessel loading observation
 - Marine cargo discharge surveys

FY21 – Contracting dollars by Program

Commodity Purchases

Total:
\$6.1 billion



FY21 – Top 20 Products Purchased (by value)

Material Group Description	Quantity (Lbs/Kg/Each)	Value (Dollars)
NON-STANDARD (Food Box)	56,891,036 EA	\$1,902,300,571
GRAIN PRODUCTS-BULK	1,948,420,000 KG	616,835,841
BEEF, GROUND	83,074,000 LB	294,394,472
VEGETABLE, CANNED	356,575,226 LB	245,842,586
FRUIT, CANNED	249,121,980 LB	211,114,217
FRUIT, FROZEN	92,957,432 LB	158,734,305
BEEF, CANNED	55,386,936 LB	143,123,538
FRUIT, DRIED	57,339,739 LB	126,075,921
OIL PRODUCTS-PKGD	67,392,161 KG	125,971,567
CHEESE, NATURAL AMER	60,531,930 LB	120,116,933
PEAS/LENTILS-PKGD	177,260,000 KG	117,325,257
FISH, FROZEN	25,044,000 LB	102,242,084
CHICKEN, BULK	90,936,000 LB	91,060,556
CHICKEN, COOKED	33,919,030 LB	90,537,172
FRUIT, JUICE	160,985,406 LB	87,917,814
CORN-SOY BLEND-PKGD	59,700,230 KG	87,715,246
BUTTER	43,030,440 LB	86,991,001
CHEESE, PROCESSED	46,134,000 LB	79,323,568
NUTS	24,440,736 LB	79,287,495

Data source: USDA-AMS-CPP Web Based Supply Chain Management System

FY21 - Small Business Achievement

Small Business Contracting Category	USDA FY21 Goals	Agency Achievement
Small Business	47%	41.7%
Small Disadvantaged Business	21.5%	13.4%
Service-Disabled Veteran Owned	3%	1.2%
Women Owned	5%	4.8%
HUBZone	3%	4.8%

Data source: Sam.gov – Small Business Goaling Report for FY21

Typical Contract Types

- Firm fixed price
- Firm fixed price with Economic Price Adjustment
- Definitive Delivery
- Indefinite-Delivery, Indefinite-Quantity (IDIQ)
- For domestic: FOB destination
- For international: FAS vessel and other bases

Contracting Schedule Announcement

See the CPP website for procurement schedules

www.ams.usda.gov/commodity-procurement

- For domestic programs:

“Purchase Programs: Solicitations & Awards” webpage

<https://www.ams.usda.gov/selling-food/solicitations>

- For international programs:

“International Procurement and Sales” webpage

Packaged Commodities → Solicitation Information

<https://www.ams.usda.gov/services/international-procurement/solicitation-information>

Becoming a qualified bidder

CPP has Vendor Qualification Requirements

- See webpage “Become a USDA Foods Vendor”
 - Webinar
 - Slide show
 - Checklist
 - Vendor qualification requirements
 - Qualified bidders lists
 - Subscribe to email notices regarding commodity procurement
- Submit an application package at any time

Vendor Qualification Requirements 1 of 4

Administrative requirements

- System for Award Management (SAM) registration
- Small business certifications (if applicable)
- Registrations and license (according to the commodity requirements)
 - FDA Food Facility Registration Number (all except “farms”)
 - USDA Establishment Number (meat and poultry)
 - Perishable Agricultural Commodity Act (PACA) license
- Web Based Supply Chain Management (WBSCM) registration form

Technical requirements

- **Company letter**
 - Outlining history, experience, capacity, commodities to sell
- **Three letters of reference**
 - From satisfied customers
 - Demonstrates past performance record
- **For nonmanufacturers**
 - Supplier letter – agreement from a manufacturer to supply you product
 - Complaint and dispute resolution proposal

Financial responsibility

- Financial Statement: Audited or reviewed financial statements, which include a balance sheet, profit and loss statement, statement of cash flows, statement of retained earnings and any notes to the financial statement.
 - Prepared independently
 - Prepared in accordance with U.S. GAPP
- Alternative 1: Performance Bond
- Alternative 2: Irrevocable Letter of Credit

Vendor Qualification Requirements 4 of 4

Quality Assurance (QA) Requirements

- Food Defense Audit
- Plant Survey or Plant Systems Audit (PSA)
- Good Manufacturing Practices
- Additional QA requirements for specific products (see website and product specifications)
 - Livestock & poultry
 - Fresh Cut Produce
 - Fresh fruits & vegetables
 - Fluid milk
 - International bulk grain

New Vendor/Small Business Coordinators Contact Information

- **Andrea Lang**

New Vendor/Small Business Coordinator
USDA, AMS Commodity Procurement Staff

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Livestock, Poultry, Fish, Dairy, Grain & Oilseed, International Packaged
Commodities

- **Diana Dau David**

New Vendor/Small Business Coordinator
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Fruit & Tree Nuts, Vegetables, International Bulk Commodities

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Questions?