



Procurement – Small Business Activities

Farm Production and Conservation (FPAC) Overview

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Small Business Overview

Contract Opportunities for Vendors

- Several resources are available for vendors interested in doing business with the FPAC Business Center.
- Solicitations for requirements over \$25,000 that require advertisement can be viewed on the [SAM Opportunities website](#). To search for FPAC opportunities only, search by “12D0 - Farm Production and Conservation Business Center” under Federal Organizations. An account is not required to view opportunities.
- If you are a small business, consider reviewing the small business procurement forecast which is published on the USDA Office of [Small and Disadvantaged Business Utilization website](#). Additional resources for small businesses are also available at the site.
- To learn more about doing business with FPAC, contact the FPAC Small Business Specialist, Sheryl Welch, at sheryl.welch@usda.gov

Major Contracting Programs

- FPAC Business Center
- FSA
- NRCS
- RMA
- FPAC Information Technology

Authorities and Major Programs

Natural Resources Conservation Service (NRCS) - Watershed, conservation and wetland easements, and environmental improvement programs [NRCS \(usda.gov\)](https://www.nrcs.usda.gov)

- [Conservation Innovation Grants](#)
- [Conservation programs](#)
- Partnerships for Climate-Smart Commodities Pilot Projects <https://www.usda.gov/climate-solutions/climate-smart-commodities>

Farm Service Agency (FSA) - Farm loan, environmental, conservation, and disaster programs [FSA \(usda.gov\)](https://www.fsa.usda.gov)

- FSA's programs and deadlines www.farmers.gov
- FSA CRP Project Funding <https://www.fsa.usda.gov/programs-and-services/economic-and-policy-analysis/natural-resources-analysis/mae-reports-and-articles/index>
- Outreach and Technical Assistance Cooperative Agreements www.fsa.usda.gov/cooperativeagreements

Risk Management Agency (RMA) - Manages the Federal Crop Insurance Corporation [RMA \(usda.gov\)](https://www.rma.usda.gov)

- Risk Management Education projects <https://www.rma.usda.gov/en/Topics/Education-and-Training>
- [Private Sector Developed Plans of Insurance](#)

FPAC Business Center and FPAC IT - Does not have its own programs [FPAC Business Center \(usda.gov\)](https://www.fpac.usda.gov)

Natural Resources Conservation Service

Emergency Watershed Protection Program

- Debris removal from streams, structure/streambank repair, easements services, implementation of conservation practices

Watershed Protection and Flood Prevention Program

- Erosion and floodwater protection measures and dam construction

Watershed Rehabilitation Program

- Dam Rehabilitation (planning, design, and construction)

Natural Resources Conservation Service

Agricultural Conservation Easement Program – WRE

- Title and closing services, surveying services, environmental services, implementation of conservation practices (restoration)

Conservation Technical Assistance

- IT services and software
- Administrative/general management consulting, professional, scientific, technical, environmental, and office administrative services
- Equipment such as surveying, GPS, and furniture

Farm Service Agency

Farm loan, environmental, conservation, and disaster programs [FSA \(usda.gov\)](https://www.fsa.usda.gov)

- IT services and software
- IT equipment
- Professional, scientific, and technical services
- Furniture
- Farm Loan Program – Agency Representative for Micro-Purchase
 - Real Estate Appraisals
 - Chattel/Crop Inspection Reports
 - Year-end Financial Analysis Reports
 - Inventory Property Maintenance
 - Property Surveys
 - Livestock

Risk Management Agency

- Manages the Federal Crop Insurance Corporation [RMA \(usda.gov\)](https://www.usda.gov/rma)
- Crop Insurance Underwriters BPAs
- Crop Insurance Actuaries BPAs
- FY2021 – 36 Awards
- 33 Current BPAs that expire September 30, 2023
 - Combined Sources Sought/Solicitation on SAM.gov
- Program POC:
 - Robin Anderson @ robin.anderson2@usda.gov, 202-720-4082

FPAC Business Center

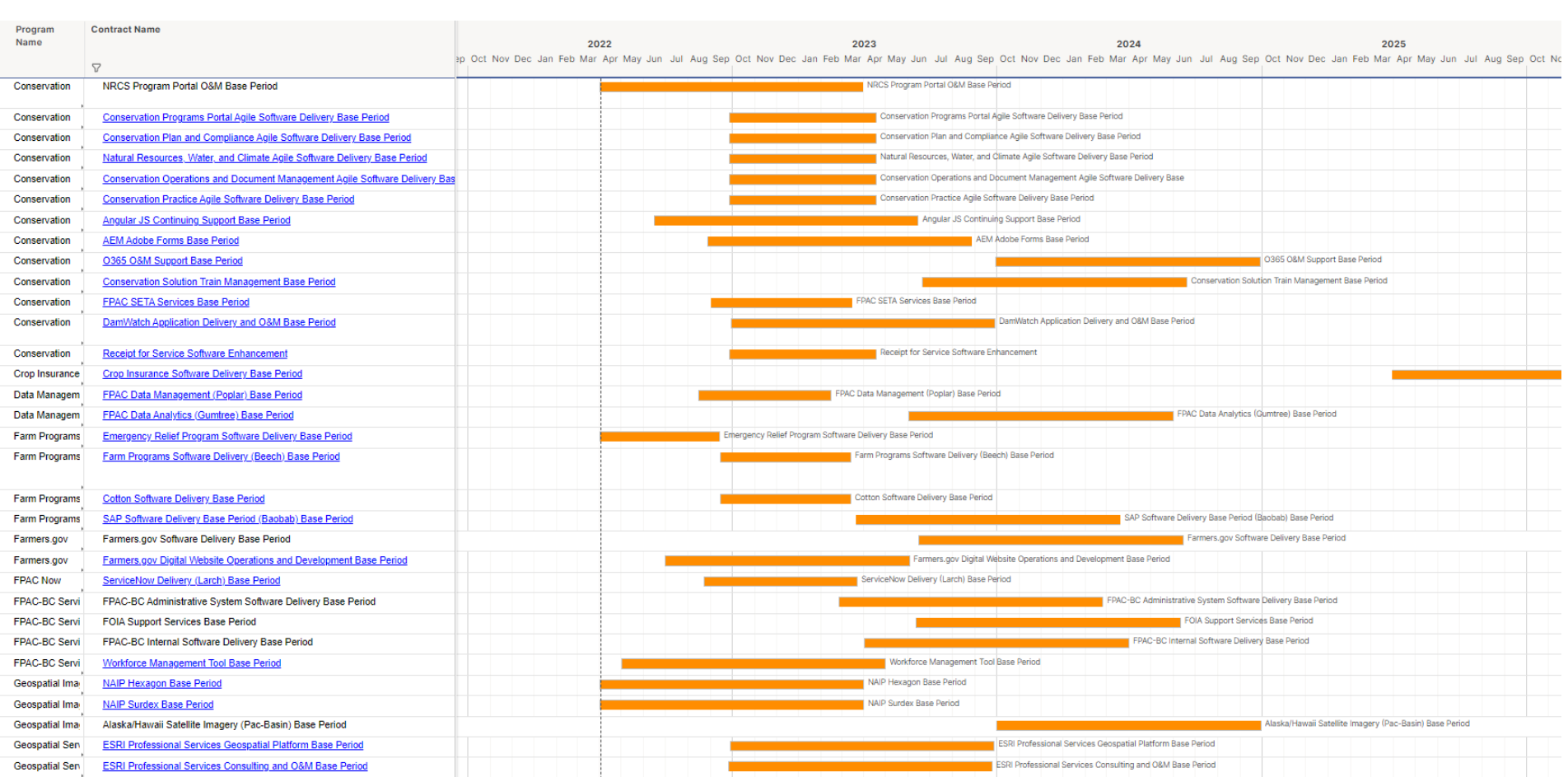
- IT services and software
- Professional, scientific, and technical services (e.g., financial and acquisition support)
- Human resources services
- Administrative/general management consulting

FPAC Information Technology

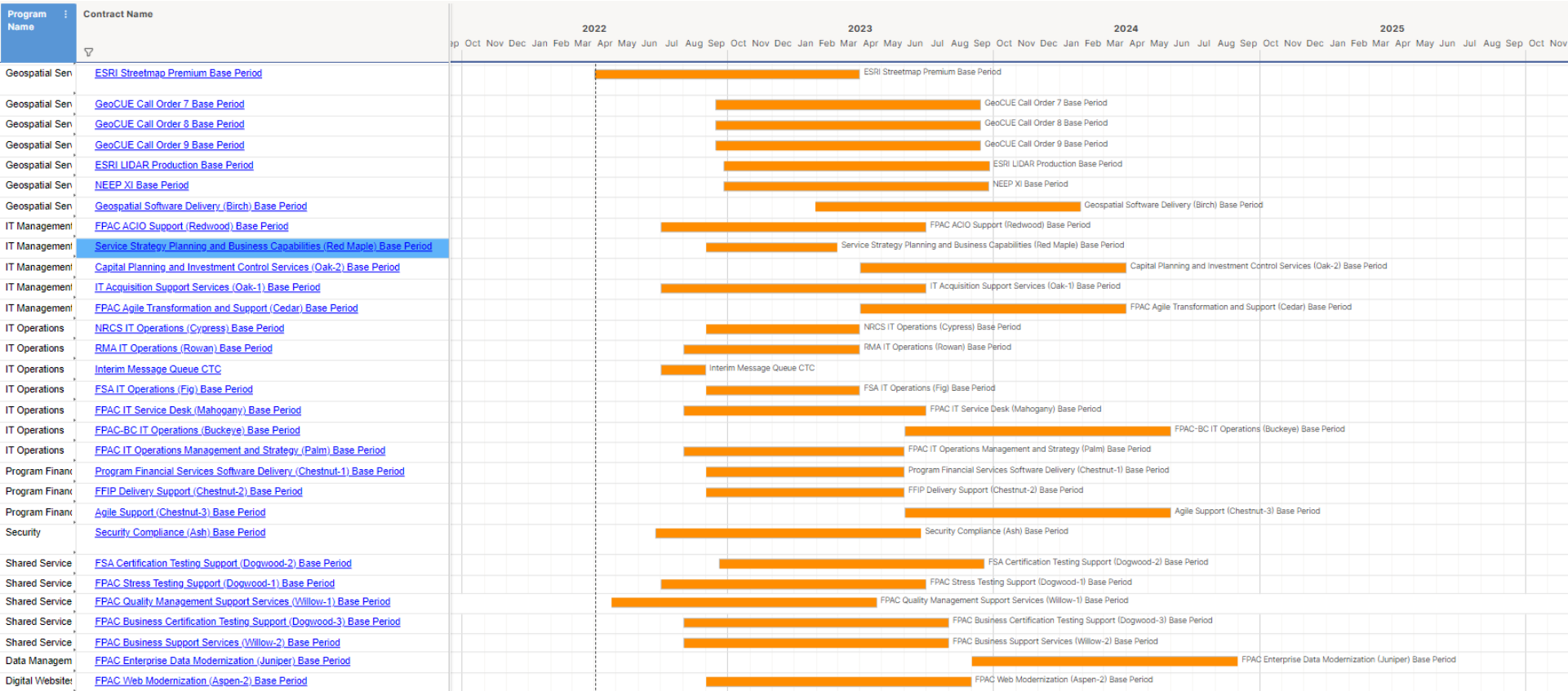
Strategic Approach

- FPAC's IT contracting spend is more than \$500 million per year
- FPAC completed a procurement needs assessment in 2019 and formed acquisition planning teams for almost 30 strategic program areas, leading to multiple strategic procurements planned for FY20-FY23, named for trees (see supplemental handout)
- FPAC will update acquisition strategies for 21 IT investments in FY22, identifying procurements planned for FY23 and beyond
- Several tactical IT service procurements and close to 100 software and hardware procurements supplement FPAC's strategic procurements
- FPAC works with USDA service providers for data center and end-user support services

FPAC Information Technology



FPAC Information Technology



FPAC Information Technology

Contracting Offices

- USDA Procurement Operations Division – FPAC IT service contracts and procurements with total contract value > \$7M
- FPAC Acquisition Division – FPAC software contracts and procurements under \$250,000
- GSA Region 1 – FSA Farm Loan Programs

Frequently Considered Contract Vehicles

- USDA preferred internal blanket purchase agreements
- GSA STARS III
- NITAAC CIO-SP3 Small Business
- GSA Schedule IT-70 with socioeconomic set-asides

FPAC Information Technology

Timing

- Target solicitations 6-10 weeks before award
- Target award 4-8 weeks before performance starts
- Federal onboarding and knowledge transfer occur between award and performance start (cost may be built into total quote)
- Full performance begins on first day of contract

Ongoing Information

- Sheryl Welch, FPAC's Small Business Liaison, serves as the IT procurement "front door"
- Acquisition planning team may contact vendors during market research as needed

Typical Contract Types

Firm-fixed price contracts – 99.5%

Labor hour contracts – 0.5%

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- 63% of dollars awarded as orders under existing contracts and 37% stand alone contracts
 - 34% for Supplies/equipment
 - 32% for Services
 - 22% for Construction
 - 12% for A-E Services

81% for NRCS - 2% for FSA - 5% for FBC - 2% for RMA

FY22 - Small Business Achievement

Small Business Contracting Category	USDA FY21 Goals	Agency Achievement
Small Business	47%	80.5%
Small Disadvantaged Business	21.5%	48.8%
Service-Disabled Veteran Owned	3%	19.2%
Women Owned	5%	24.9%
HubZone	3%	6.3%

Data accurate as of 3/29/2022

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

FY22 – Top NAICS Spending Categories

NAICS Category	% of Total Actions	Total Dollars
54 (PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES)	48.8471%	\$28,806,699.85
33 (MANUFACTURING (METALS, MACHINERY, COMPUTER, ELECTRONICS ELECTRICAL TRANSPORTATION EQUIPMENT, FURNITURE, MISCELLANEOUS))	14.8591%	\$7,321,679.75
56 (ADMINISTRATIVE AND SUPPORT AND WASTE MANAGEMENT AND REMEDIATION SERVICES)	9.8207%	\$2,867,360.92
23 (CONSTRUCTION)	4.8676%	\$2,121,214.04
51 (INFORMATION)	2.3911%	\$1,382,259.66
44 (RETAIL TRADE (MOTOR VEHICLE, FURNITURE, ELECTRONICS, BUILDING MATERIAL, FOOD, HEALTH, GASOLINE, CLOTHING))	1.4518%	\$788,792.40
11 (AGRICULTURE, FORESTRY, FISHING AND HUNTING)	2.0495%	\$391,418.85
53 (REAL ESTATE AND RENTAL AND LEASING)	4.5260%	\$90,115.68

Data source: Sam.gov – Total Actions by NAICS Report as of DATE

Contracting Schedule Announcement

All FPAC announcements are posted on SAM.gov

Notice ID	Title	Current Response Date
12FPC322R0007	ARS Woodward Embankment Rehabilitation	Apr 28, 2022 10:00 AM CDT
12FPC322Q0020	NRCS Oklahoma - Emergency Watershed Protection Program (EWPP) Post-Lake Road Streambank Stabilization, Logan County, OK	Apr 14, 2022 12:00 PM CDT
12FPC122NDSD001	Blanket Purchase Agreement (BPA) for Appraisals of Real Property for Agricultural Conservation Easement Program Wetland Reserve Easement (ACEP-WRE) North Dakota and South Dakota NRCS	Apr 15, 2022 12:00 AM CDT
12FPC322B0005	EWP Stabilization - 4 Sites - City of Hattiesburg, Forrest County, Mississippi	Apr 22, 2022 01:00 PM CDT

12D0 = FPAC

12D2 = FSA

12C3 = NRCS

12D4 = RMA

Upcoming Contracting Opportunities

Opportunity Type	No. of Opportunities
Combined Synopsis/Solicitation - Solicitation	3
<i>Small Business Set Aside</i>	3
Presolicitation – Sources Sought	1
<i>Small Business Set Aside</i>	1

Total current contract opportunities: 4 [4 Small Business]
See attached spreadsheet for details on the report ran 4/13/2022.

This report was run on 4/1/2022 to meet deadlines for submission and we removed all opportunities with an anticipated close date of 4/12/2022. We recommend using the agency funding codes on the prior slide to run a new report or reference the new report ran today and attached here.

Data source: Sam.gov Contract Opportunities

Upcoming Events

FPAC Small Business Spotlights

- May 18, 2022, 1:00 pm – 2:00 pm EDT featuring HUBZone businesses
- July 20, 2022, 1:00 pm – 2:00 pm EDT featuring WOSB and SDVOSB businesses

FPAC matchmaking event with International Association of US Government Contractors

- June 29, 2022, between 12:00 pm – 2:00 pm EDT

Small Business Contact Information

Small Business FPAC,
small.business.fpac@usda.gov

Sheryl Welch, Small Business Specialist,
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