



Procurement – Small Business Activities

Forest Service Overview

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Small Business Overview

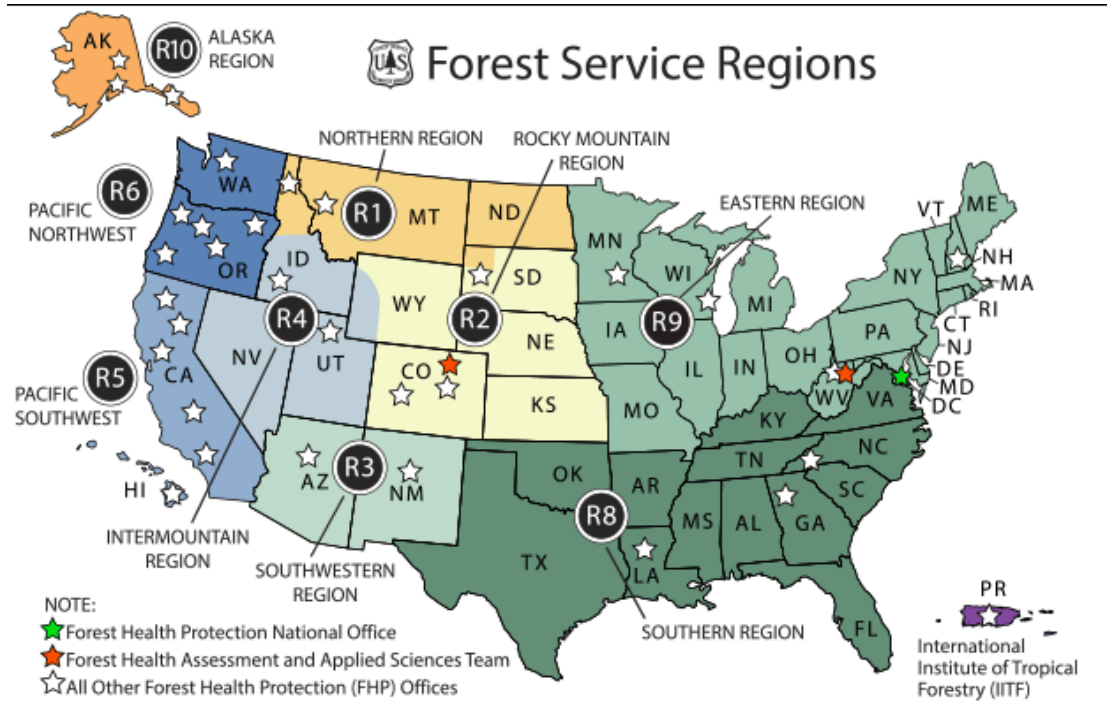
- **“Caring for the Land and Serving People”**
 - The Forest Service mission is to achieve quality land management under the sustainable multiple-use management concept to meet the diverse needs of people.
- The Agency is dedicated to maximizing small business participation organization-wide and has consistently done so for over a decade.



Major Contracting Programs

- Aviation Program
- Helicopter Program
- Large Airtanker Program
- Fire Crews Program
- Incident Equipment and Services Program
- GAOA Program

Agency Contracting Structure



- 191 million acres
- 9 regions
- 154 national forests
- 20 grasslands
- 600 ranger districts
- 30K employees

Who Executes Contracts

- **Field Procurement Operations (Zone Structures)**
 - **Eastern** – Everywhere east of an including Arkansas, Iowa, Minnesota, Missouri, Oklahoma, Texas and Puerto Rico
 - **Intermountain** - Colorado, Idaho, Kansas, Montana, Nebraska, Nevada, North Dakota, South Dakota, Utah, Wyoming
 - **Southwest** – Arizona, California, Hawaii and New Mexico
 - **Northwest** – Alaska, Oregon and Washington
- **Special Project Operations Center**
- **Incident Support Operations**
- **National Operations**
 - IT Services
 - Job Corps
 - National Contracts
 - Stewardship Contracting

Typical Contract Types & Categories

Contract Types

- Indefinite Delivery Vehicles
 - Task Orders
- Blanket Purchase Agreements
 - Calls
- Stand Alone Contracts
- Purchase Orders

Contract Categories

- Commercial Items/Services
 - Most common
- Non-Commercial
 - Most common - Construction/A-E

FY22 - Small Business Achievement

Small Business Contracting Category	USDA FY22 Goals	Agency Achievement
Small Business	47%	92%
Small Disadvantaged Business	21.5%	44%
Service-Disabled Veteran Owned	3%	6%
Women Owned	5%	20%
HubZone	3%	9%

Data source: Sam.gov – Small Business Goaling Report for 3.21.22

Small Disadvantaged Businesses

- Register your business as a Small Disadvantaged Business if you meet the following criteria set by the Code of Federal Regulations
- In addition, if qualified, your business might also meet the requirements for the following programs:
 - SBA's 8(a) Business Development Program
 - SBA's HUBZone Program
 - Women-Owned Small Business
 - Service-Disabled Veteran-Owned Small Business

FY22 – Top NAICS Spending Categories

NAICS Category	% of Total Actions	Total Dollars
48 (TRANSPORTATION)	9.3452%	\$111,301,528.87
54 (PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES)	17.7501%	\$94,855,464.38
23 (CONSTRUCTION)	14.9289%	\$30,219,893.95
56 (ADMINISTRATIVE AND SUPPORT AND WASTE MANAGEMENT AND REMEDIATION SERVICES)	16.6686%	\$17,385,716.34
11 (AGRICULTURE, FORESTRY, FISHING AND HUNTING)	20.4185%	\$13,795,211.24
33 (MANUFACTURING (METALS, MACHINERY, COMPUTER, ELECTRONICS ELECTRICAL TRANSPORTATION EQUIPMENT, FURNITURE, MISCELLANEOUS))	5.4308%	\$12,387,948.85
72 (ACCOMMODATION AND FOOD SERVICES)	2.9035%	\$11,849,863.12
44 (RETAIL TRADE (MOTOR VEHICLE, FURNITURE, ELECTRONICS, BUILDING MATERIAL, FOOD, HEALTH, GASOLINE, CLOTHING))	0.4467%	\$6,538,703.41

Data source: Sam.gov – Total Actions by NAICS Report as of 3.30.22

Upcoming Contracting Opportunities

Opportunity Type	No. of Opportunities
Combined Synopsis/Solicitation - Solicitation	363
<i>Small Business Set Aside</i>	<i>306</i>
Presolicitation – Sources Sought	112
<i>Small Business Set Aside</i>	<i>87</i>

Total current contract opportunities: 501 [402 Small Business]

Data source: Sam.gov Contract Opportunities as of 3/22/22

For more opportunities visit the Procurement Forecast:

<https://www.usda.gov/da/osdbu/forecast>

Small Business Contact Information

For more information contact our Agency Small Business Program:

- Email: sm.fs.smallbusiness@usda.gov
- Request a meeting: bit.ly/smallbusinessmtng