



## **Doing Business with USDA Farm Production and Conservation (FPAC)**

### **Farm Production and Conservation**

Farm Production and Conservation (FPAC) is the Department's focal point for the Nation's farmers and ranchers and other stewards of private agricultural lands and non-industrial private forest lands. FPAC agencies implement programs designed to mitigate the significant risks of farming through crop insurance, conservation programs, farm safety net programs, lending, and disaster programs.

#### **Farm Service Agency (FSA) -<https://www.fsa.usda.gov/>**

The Farm Service Agency implements agricultural policy, administers credit and loan programs, and manages conservation, commodity, disaster and farm marketing programs through a national network of offices.

#### **Natural Resources Conservation Service (NRCS) -<https://www.nrcs.usda.gov/>**

NRCS provides leadership in a partnership effort to help people conserve, maintain and improve our natural resources and environment.

#### **Risk Management Agency (RMA) -<https://www.rma.usda.gov/>**

RMA helps to ensure that farmers have the financial tools necessary to manage their agricultural risks. RMA provides coverage through the Federal Crop Insurance Corporation, which promotes national welfare by improving the economic stability of agriculture.

**FPAC agencies procure a wide variety of services, supplies, and equipment. Some examples include:**

- Architect-Engineer (A-E) services
- Construction: Horizontal and Vertical
- Facilities management services
- Information technology services, software, and hardware
- Management and professional services
- Tractors and other farm vehicles/equipment
- Office machines and supplies
- Janitorial services
- Actuary and Underwriter services
- Real estate appraisals
- Mail management and equipment
- General warehousing and storage
- Office of Lawyers
- Translation services
- FOIA contractor support
- Office administrative services
- Audit support



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### **USDA FPAC FY2022 Small Business Final Goals**

	<b>Prime</b>	<b>Sub</b>
<b>Small Business</b>	<b>47%</b>	<b>22.00%</b>
<b>SDB</b>	<b>30%</b>	<b>5%</b>
<b>WOSB</b>	<b>5%</b>	<b>5%</b>
<b>SDVOSB</b>	<b>3%</b>	<b>3%</b>
<b>Hubzone</b>	<b>3%</b>	<b>3%</b>

Requirements up to \$10,000 for supplies, \$2,500 for services, and \$2,000 for construction are filled directly by purchase card holders. These purchase requirements do not go through the Acquisitions Division. However, capabilities statements can be forwarded to the Small Business Specialist for distribution to the purchase card holders.

For requirements over \$10,000 but less than \$25,000, the Acquisitions Division will garner a minimum of three quotes to ensure reasonable competition. Contact the small business specialist to check on current requirements.

Proposed contact actions expected to exceed \$25,000 are synopsized on [Sam.gov](https://www.sam.gov).

The automated Procurement Forecast at [USDA OSDBU](https://www.usda.gov/osdbu) provides information regarding possible opportunities exceeding \$25,000 as well as a contact to obtain further information.

### **USDA Vendor Communication Plan and OMB Memorandum, “Myth-Busting: Addressing Misconceptions to Improve Communication with Industry during the Acquisition Process”**

The USDA Vendor Communication Plan is to provide better direction to the workforce and to clarify the nature and portfolio of engagement of opportunities for industry. This plan discusses how USDA will reduce unnecessary barriers, publicize communication opportunities, and prioritize engagement opportunities. The Vendor Communication Plan is located at [http://www.dm.usda.gov/procurement/vendor\\_communication/index.html](http://www.dm.usda.gov/procurement/vendor_communication/index.html).