

## **Rural America's Partner in Prosperity**

The United States Department of Agriculture (USDA), Rural Development (RD) is a catalyst for rural prosperity. We serve rural America because it's more than a great place to live; it is also integral to America's spirit and character and provides all Americans with their everyday essentials.

Through loans, grants, and partnerships with local leaders, we provide tools and resources that ensure rural families, businesses, and communities have what they need to prosper today and in the future. We foster opportunity and economic security in rural America by investing in infrastructure and high-speed internet, by opening doors to better jobs and access to innovation, and by securing the promise of rural prosperity.

We partner with rural families, businesses, and utilities to provide technical assistance and financial support including rural loans, grants, and loan guarantees. Together, these programs help create jobs, support economic development, and build essential services like housing, community facilities, and infrastructure.

USDA RD has a loan portfolio of more than \$230 billion working to bring enhanced economic opportunity to rural communities. By simplifying and streamlining our application process, we've ensured that capital can get into the hands of lenders, homeowners, and businesses faster than ever.

### **USDA's rural customers are served by Rural Development through:**

- [Rural Utilities Service](#) – Broadband, telecommunications, water, and electric
- [Rural Business-Cooperative Service](#) – Business, energy, community economic development, and cooperative services
- [Rural Housing Service](#) – Single-family housing, multi-family housing, and community facilities

**We look forward to partnering with you because we believe when rural America thrives, all America thrives**

### **Doing Business with USDA Rural Development**

RD procures a wide variety of supplies, equipment, and services. Some examples include:

- Facilities management services
- Appraisal Services
- Circuit Rider Services
- Information technology equipment and services
- Management and professional services
- Office machines and supplies
- Repair and maintenance services
- Telecommunications

Requirements up to \$2,500 are filled directly by purchase card holders. These purchase requirements do not go through the headquarters Procurement Management Office (PMO). However, capabilities statements can be forwarded to cardholders through PMO.

For requirements over \$2,500 but less than \$25,000, the Procurement Management Office offices will garner a minimum of three quotes to ensure reasonable competition. Contact the small business coordinator at a regional procurement office to check on current requirements. Proposed contact actions expected to exceed \$25,000 are synopsisized on <http://www.FedBizOpps.gov>.

The automated Procurement Forecast at <http://www.usda.gov/osdbu> provides information regarding possible opportunities exceeding \$25,000 as well as a contact to obtain further information.

To learn more about the Office of Small and Disadvantaged Business Utilization (OSDBU) programs and events, please see visit the following web site: <http://www.afm.ars.usda.gov/acquisitions/OSDBU-programs.htm>

### **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).

Office of Management and Budget (OMB) Memorandum, “Myth-Busting: Addressing Misconceptions to Improve Communication with Industry during the Acquisition Process,” dated February 2, 2011, is located at <http://www.whitehouse.gov/sites/default/files/omb/procurement/memo/Myth-Busting.pdf>. Page 3 of 3

### **Capability Statements**

Firms or individuals wishing to do business with RD should provide a capability statement identifying their areas of expertise. Capability statements should be sent to the contracting office(s) servicing the geographical area in which you wish to do business. Your firm should provide enough supplemental information to ensure that your firm's products and capabilities can be fully understood.

### **Subcontracting Opportunities**

Recognizing that small firms often do not have the capability to perform as prime contractors on certain large contracts, RD promotes the involvement of small businesses at the subcontracting level. Special contract clauses may be included in a large prime contract that requires the prime contractor to maximize the participation of small businesses through subcontracting opportunities.

Prime contractors are encouraged to advertise subcontracting opportunities in FedBizOpps.gov. Small businesses are encouraged to identify their capabilities to major prime contractors. For more information, please visit the following web site: <http://web.sba.gov/subnet>.

### **Resources**

For additional information of conducting business with the Federal Government please visit the following web sites:

System for Award Management (SAM): <https://www.sam.gov/portal/public/SAM/> On-line Representations and Certifications application: <https://orca.bpn.gov>.

General Services Administration: [www.gsa.gov/sbu](http://www.gsa.gov/sbu).

U.S. Small Business Administration: [www.sba.gov](http://www.sba.gov). USDA: [www.usda.gov/osdbu](http://www.usda.gov/osdbu).

If you have any questions, please e-mail [milbert.crossland@usda.gov](mailto:milbert.crossland@usda.gov)

USDA prohibits discrimination in all its programs and activities on the basis of race, color, national origin, age, disability, and where applicable, sex, marital status, familial status, parental status, religion, sexual orientation, genetic information, political beliefs, reprisal, or because all or a part of an individual's income is derived from any public assistance program. (Not all prohibited bases apply to all programs.) Persons with disabilities who require alternative means for communication of program information (Braille, large print, audiotape, etc.) should contact USDA's TARGET Center at (202) 720-2600 (voice and TDD). To file a complaint of discrimination write to USDA, Director, Office of Civil Rights, 1400 Independence Avenue, S.W., Washington, D.C. 20250-