



Procurement – Small Business Activities

Farm Production and Conservation (FPAC) Overview

Sheryl Welch – Small Business Specialist

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)

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

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

Small Business Contact Information

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