



UNITED STATES DEPARTMENT OF AGRICULTURE (USDA)

**2025 SMALL BUSINESS SUBCONTRACTING OPPORTUNITIES DIRECTORY
OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION**

ROOM 1449 - SOUTH BUILDING WASHINGTON, D. C. 20250

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

INTRODUCTION

Public Law 95-507 requires contractors (other than small business concerns) receiving a Federal contract exceeding \$750,000 (\$1,500,000 for construction), which offers subcontracting possibilities, to establish subcontracting plans and goals that provide maximum contracting opportunities for Small Businesses, Small Disadvantaged Businesses, Women-Owned Small Businesses, HUBZone Small Businesses, Veteran-Owned Small Businesses and Service-Disabled Veteran-Owned Small Businesses. Governmentwide goals have been established as five percent for small disadvantaged businesses, five percent for women-owned small businesses, three percent for HUBZone certified small businesses, three percent for veteran-owned small businesses and three percent for service-disabled veteran-owned small businesses; these goals pertain to the agency's total value of all prime contract and subcontract awards for each fiscal year. A subcontracting plan is required of large business prime contractors with contracts meeting the thresholds, provides for the establishment of goals. Subcontracting plans also contain other provisions to ensure that the potential capabilities of a small business, small disadvantaged business, women-owned small business, HUBZone small business, veteran-owned small business and service-disabled veteran-owned small business concerns are fully considered for use. The plan may apply to a specific contract requirement or the entire production of a commercial product. In establishing subcontracting goals, the contractor may include all purchases that contribute to the performance of the contract, including a proportionate share of the product or service costs which are normally allocated as indirect costs. A company official is appointed to administer the plan.

THE USDA MARKETPLACE

The contracting function at USDA is highly decentralized; there are 10 major contracting agencies and more than 200 field procurement offices. Most large procurements requiring a subcontracting plan take place at the headquarters levels or at major designated procurement centers. Approximately 50 percent of USDA's procurement budget is spent purchasing food commodities in support of various domestic and export feeding programs. It is not surprising, therefore, that the largest percentage of the subcontracting activity is carried out by food commodity contractors. This trend is slowly changing as more and more large contracts are awarded in the technical and administrative support areas. USDA establishes goals for prime contracting and subcontracting dollars to be awarded. Prime contractors are encouraged to seek innovative ways to increase the participation of small business concerns in USDA procurements. To the extent feasible, major negotiated acquisitions will contain evaluation criteria provisions which take into consideration the prime contractor's efforts and the extent of subcontracting with small business concerns. OSDDBU is actively involved in the review of subcontracting plans.

Agricultural Marketing Service (AMS) Commodity Procurement Program

Prime Contractor Name Address/Zip	Small Business Liaison	Major Product(s) or Service(s)	Subcontracting Opportunities	Contract Number (Option Years) ¹	Dollar Amount ²
Archer Daniels 4666 Faries Parkway, Decatur, Illinois 62526	Sumalya Sundaram 224-240-2013 Sumalya.sundaram@adm.com	Soybeans	Grain, Equipment & Supplies, Transportation, Beans	12-1NTB-25-C- 0018	\$15,166,960
Campbell Foodservice Company 1 Campbell Place, Camden NJ 08103	Alex Jablovkov 856-342-3810 alex_jablovkov@campbells.com	Soup (Vegetable, Chicken)	Vegetables and Mushrooms Ingredients	12-3J14-25-C-1046	\$1,542,926.00
CHS Inc. 5500 Cenex Drive, Inner Grove Heights, MN 55077	Adam Leclerc 651-355-6444 adam.leclerc@chsinc.com	Soybeans	janitorial, merchandising, sanitation, pest control, first aid supplies, fumigation, barge, safety equipment, forwarding	12-1NTB-25-C- 0019	\$17,853,600.00
Dole Packaged Foods LLC 7916 Bellevue Rd, Atwater, CA 95301	Alexander Odio 805-413- 6665 alexander.odio@doleintl.com	Peaches	frozen commodities, raw commodities, ingredients, warehousing, packaging materials, outside labor, machinery and equipment, health services	12-3J14-25-F-0113	\$1,093,862.00

Dulcich Inc., Pacific Seafood 16797 SE 130 th Ave., Clackamas, OR 97015	Tyson Yeck 503-819-8241 tyeck@pacificseafood.com	Salmon	Janitorial Services, Uniforms services, Packaging materials, Equipment Production, Quality Inspections	12-3J14-25-C-0310	\$1,382,400.00
Lakeside Foods, Inc 2400 S. 44 th Street, Manitowoc, Wisconsin 54221-1327	Brett Siikarla 920-684-3356 bsiikarla@lakesidefoods.com	Beef	Raw Material Suppliers (vegetables, meat, ingredients, packaging, etc.), Service Vendors (as directly related to the production of goods), Service Vendors (indirectly related to production; ex. - uniforms, landscaping, catering, i.t., and janitorial services)	12-3J14-25-C-0317	\$1,687,388.39
Land O'Lakes, Inc 4001 Lexington Avenue North, Arden Hills, MN 55126	Heather Anfang 800-328-1322 businessinfo@landolakes.com	Cheese	Janitorial services, Uniforms	12-3J14-25-F-0712	\$793,233.60
Pilgrim's Pride Corporation 1770 Promontory Circle Greeley, CO 80634	Sergio Luiz Nahux	Chicken	Packaging, Ingredients, services, capital, production accessories, transportation, chemicals	12-3J14-25-C-0345	\$2,903,400.00

Saputo Cheese USA Inc. 10700 W Research Dr, Suite 400 Milwaukee, WI 53226	John C Douglas 240-675-5350 john.douglas@saputo.com	Cheese	sanitation, machining, HVAC, construction, transportation, manufacturing equipment, stainless steel, safety supplies, any other available	12-3J14-25-C-0472	\$1,135,653.15
Stratas Foods, LLC 7000 Goodlett Farms Pkwy, suite 400, Memphis, TN 38016	Ian Younkin 901-387-4750 ian.younkin@stratasfoods.com	Vegetable oil	Food ingredients, corrugate, chemicals, pallets, bottles, labels, manufacturing equip, closures	12-1NTP-25-C- 0045-P00001	\$4,934,341.73
Tuscany Cheese LLC 6850 Artesia Blvd, Buena Park, CA 90620	JJ Gaglio 949-748-6400 jjgaglio@tuscanycheese.com	Cheese	Cheese, Office Supplies, Packaging Materials, Maintenance Supplies and Services, IT Services	12-3J14-25-C-1066	\$307,776.00
Transylvania Vocational Services 11 Mountain Industrial Drive Brevard, NC 28712	Beth Rich (828) 337-9413 bethr@tvsinc.org	Dairy	Janitorial Supplies, landscaping, pest control, roll stock, tri calcium phosphate, sugar, cleaning supplies, cleaning products, supersack liners, IT services, marketing services, soy oil, transportation	12-3J14-25-C-0257	\$2,475,625.65

Vietti Acquisition LLC 636 Southgate Avenue, Nashville, TN 37203	Paul Emmerth 773-263-8283 paule@zwanfood.com	Beef	Janitorial, printing services, Custom Blending specialist, IT Services, Welding Services, Maintenance Services, Legal Services, Freight Hauling, Recipe Specialist	12-3J14-25-C- 0749-P00001	\$1,219,838.40
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Agricultural Marketing Service (AMS)
Commodity Procurement Program
Small Business Specialist
AMS.CPP.Communications@usda.gov

**Name of Agency – (APHIS/AMS non-food)
Marketing and Regulatory Programs**

Prime Contractor Name Address/Zip	Small Business Liaison	Major Product(s) or Service(s)	Subcontracting Opportunities	Contract Number (Option Years) ¹	Dollar Amount ²
AlIFlex USA, Inc. 2805 East 14th Street DFW Airport, TX 75261	Jim Wallace Telephone: 972-456-2654 jwallace@alflexusa.com	Livestock Identification RFID Ear Tags	Contract labor for receiving inventory, printing and packing RFID tags, packing materials, IT services for production data processing, safety consulting, freight transportation, janitorial services	12639520D0042 - 5-yr Ordering Periods through 7/25/2025	\$45,009,300.00
Zoetis, Inc. 10 Sylvan Way Parsippany, NJ 07054	Madison Poupard 973-822-7000 madison.poupard@zoetis.com	PPD Tuberculin	Sole Source for PPD Tuberculin Please contact vendor in "SB Liaison" block	12639525D0024 – Ordering Period through 05/23/2030	\$5,045,000.00
Clark Nexsen, Inc. 4525 Main St, Ste 1400 Virginia, Beach, VA 23462	Clint Hardie 478-743-8415 chardie@clarknexsen.com	Nationwide AE Services	Lab planning, structural engineering, environmental engineering, commissioning, landscape architecture	12639521D0050 – Option Periods through 6/30/2026	\$15,000,000.00
Coffman Engineers, Inc. 10 N Post St, Ste 500 Spokane, WA 99201	Traci Hanegan 509-328-2994 traci.hanegan@coffman.com	Nationwide AE Services	Construction cost estimating, lab planning, geotechnical engineering, environmental engineering	12639521D0051 – Option Periods through 6/30/2026	\$15,000,000.00

Cushing Terrell 13 N 23rd St Billings, MT 59101	Scott Roberts 208-577-5629 scottroberts@cushingterrell.com	Nationwide AE Services	Surveying, geotechnical engineering, environmental engineering	12639521D0052 – Option Periods through 6/30/2026	\$15,000,000.00
Merrick & Company 5970 Greenwood Plaza Blvd Greenwood Village, CO 80111	Jon Delay 303-353-3659 jondelay@merrick.com	Nationwide AE Services	Greenhouse design, landscape architecture, construction cost estimating, geotechnical engineering	12639521D0054 – Option Periods through 6/30/2026	\$15,000,000.00
Stanley Consultants, Inc. 100 Court Ave, Ste 300 Des Moines, IA 50309	Dan Fullerton 303-925-8256 fullertondaniel@stanleygroup.com	Nationwide AE Services	Interior design, lab planning, fire protection engineering	12639521D0055 – Option Periods through 6/30/2026	\$15,000,000.00
Davey Resource Group, Inc. 3 Industrial Dr., Suite A Shrewsbury, MA 01545	Bill Stendrup 508-825-3217 bill.stendrup@davey.com	Tree Removal Services	Tree removal services in South Carolina	12639522D0073 – Option Periods through 11/08/2026	\$16,112,859.26

Marcus Brown
Animal and Plant Health Inspection Service
Marketing and Regulatory Programs
Small Business Specialist
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United States Department of Agriculture
Departmental Administration/Office of Contracting and Procurement

Prime Contractor Name Address/Zip	Small Business Liaison	Major Product(s) or Service(s)	Subcontracting Opportunities	Contract Number (Option Years) ¹	Dollar Amount ²
Grunley Construction Co. 15020 Shady Grove Rd. Ste.500 Rockville, MD 20850-3390	Dylan Chandler, main 240.399.2000 cell 240.319.0288, dylanchandler@grunley.com	Construction Services	Mechanical, Electrical, Demolition, Drywall, Paint. (All construction trades)	12314422C0098 (No Option years) POP: 09/30/22 – 06/20/25	\$119,536,274.26

Andrew Williams, Departmental Administration
Office of Contracting and Procurement
Small Business Specialist
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**United States Department of Agriculture
Food Safety and Inspection Service**

Prime Contractor Name Address/Zip	Small Business Liaison	Major Product(s) or Service(s)	Subcontracting Opportunities	Contract Number (Option Years)¹	Dollar Amount²
Biomerieux, Inc. 1201 S 4800 W Salt Lake City, UT 84108	Kate Gomm 385-770-2833 Kate.Gomm@biomerieux.com	Campylobacter Detection Kits	Please contact vendor in "SB liaison" block	123A9424D0004 (Base + 4 one-year options)	\$955,000.00
Neogen Corp 620 Leshar Place Lansing, MI 48912	Charles (Chuck) Bird 517-372-9200 CBird@neogen.com	Listeria and Salmonella Detection Kits	Please contact vendor in "SB liaison" block	123A9424D0004 (Base + 4 one-year options)	\$2,369,000.00
Biomerieux, Inc. 1201 S 4800 W Salt Lake City, UT 84108	Kate Gomm 385-770-2833 Kate.Gomm@biomerieux.com	Shiga Toxin-producing Escherichia coli (STEC) Detection Kits	Please contact vendor in "SB liaison" block	123A9424D0004 (Base + 4 one-year options)	\$770,000.00

Madonna Montgomery
Food Safety and Inspection Service
Small Business Specialist
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Food and Nutrition Service Contracts Management Division

Prime Contractor Name Address/Zip	Small Business Liaison	Major Product(s) or Service(s)	Subcontracting Opportunities	Contract Number (Option Years) ¹	Dollar Amount ²
Deloitte Consulting LLP 1919 North Lynn Street Arlington, VA 22209	Victoria Vo Small Business Program Manager vicvo@deloitte.com	Technical systems and functional support services that will include all activities necessary to operate, maintain, and enhance Food and Nutrition Service (FNS) system infrastructure, the accounting, budget, grants, and funds management operations, FNS internal systems, and FNS financial management operations.	Information Technology (IT) Services, Financial Management (FM) Operations	GS00Q14OADU113/ 12319822F0019	\$15,726,854.40
Westat 1600 Research Boulevard Rockville, Maryland 20850-3129	Ashley Reams Small Business Liaison marketing@westat.com	Access, Participation, Eligibility, and Certification (APEC-IV) Studies	Data Visualization, Camera Observation	GS-00F-009DA/ 12319820F0062	\$9,394,883.00

Amber Blake
Food and Nutrition Service
Small Business Coordinator
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U.S Department of Agriculture Forest Service

Prime Contractor Name Address/Zip	Small Business Liaison Name/Phone Number E-mail	Major Product(s) or Service(s)	Subcontracting Opportunities	Contract Number (Option Years) ¹	Dollar Value of Contract
Tom Vanness 2500 RIO RANCHO RIO RANCHO , NM, 87124-1095	Joshua Howk Business Opportunity Specialist Desk (559) 549-0634 joshua.howk@sba.gov	Automobile Services	None	127EAT23F0003 (None)	\$774,768.85
SWCA, Incorporated 20 E. Thomas Road, Ste. 1700 Phoenix, AZ 85012	None	Remediation and Professional Consulting Services to include remediation, environmental, scientific and technical and other services	None	12970223F0006 (None)	\$1,574,985.00

Ashley Thompson
Forest Service
Office of Contracting and Procurement
Small Business Specialist
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