

**UNITED STATES  
DEPARTMENT OF AGRICULTURE**

**2022  
SMALL BUSINESS  
SUBCONTRACTING OPPORTUNITIES  
DIRECTORY**

**OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION  
ROOM 1449 - SOUTH BUILDING  
WASHINGTON, D. C. 20250**

**[WWW.DM.USDA.GOV/OSDBU/INDEX.PHP](http://WWW.DM.USDA.GOV/OSDBU/INDEX.PHP)**

## 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. Government-wide 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. OSDBU is actively involved in the review of subcontracting plans.

To obtain more information on a specific contractor or to inquire about additional subcontracting opportunities, please contact the prime vendor's Small Business Liaison Officer or the USDA point of contact listed. The USDA point of contact listed has been designated to carry out the programs at the operational level and their name and telephone number is listed at the end of each section. You may also contact the USDA Subcontracting Program Manager, Dianna Price at [Dianna.Price@usda.gov](mailto:Dianna.Price@usda.gov).

**Agricultural Marketing Service (AMS)  
Commodity Procurement Program  
Fruit and Vegetables**

Prime Contractor Name Address/Zip	Small Business Liaison	Major Product(s) or Service(s)	Subcontracting Opportunities	Contract Number	Dollar Amount
AmeriQual Group LLC 18200 Highway 41 N. Evansville, IN 47725	Lana Lis (812) 867-1444 <a href="mailto:llis@ameriqual.com">llis@ameriqual.com</a>	Soup	Raw Material, Retort Pouch Material, Pouch Cartons, Labor, Maint/Mech, Auto/Truck, Dues, Donations, Education/Train, Employee Relations, Employee Testing, Grading, Insurance, Janitorial/Sanitation, Lab Supplies, Licenses/Fees, Logistics Services, Supplies, Pest Control, Prof Fees, Rent Equip, Rent Bldg/Offsite Storage, Safety, Security, Uniforms, Travel, Utilities/Telephone	4100024741	\$1,660,844
Dole 7916 Bellevue Road Atwater, CA 95301	Alexander Odio (805) 413-6665 <a href="mailto:alexander.odio@doleintl.com">alexander.odio@doleintl.com</a>	Frozen Fruit	Frozen Commodities, Raw Commodities, Ingredients, Warehousing, Packaging Materials,	4100024726	\$2,299,928

Prime Contractor Name Address/Zip	Small Business Liaison	Major Product(s) or Service(s)	Subcontracting Opportunities	Contract Number	Dollar Amount
			Outside Labor, EPA Compliance, Miscellaneous Materials, Machinery and Equipment, Health Services		

**Agricultural Marketing Service (AMS)  
Commodity Procurement Program  
Livestock and Poultry**

Prime Contractor Name Address/Zip	Small Business Liaison	Major Product(s) or Service(s)	Subcontracting Opportunities	Contract Number	Dollar Amount
Trident Seafoods Corporation 5303 Shilshole Avenue NW Seattle, WA 98107	Brian Head (206) 783-3818 <a href="mailto:bhead@tridentseafoods.com">bhead@tridentseafoods.com</a>	Canned Salmon	Raw Materials, Packaging, Ingredients, Maintenance, Repair, and Operating Purchases	4100024418	\$924,678

**Agricultural Marketing Service (AMS)  
Commodity Procurement Program  
Dairy, Grain, and Oilseed**

Prime Contractor Name Address/Zip	Small Business Liaison	Major Product(s) or Service(s)	Subcontracting Opportunities	Contract Number	Dollar Amount
Severn Peanut Inc. 413 Main Street Severn, NC 27877	Patrick Barnes (252) 585-0838 ext. 315 <a href="mailto:pbarnes@hamptonfarms.com">pbarnes@hamptonfarms.com</a>	Peanut Products	Food Packaging, Food Ingredients, General Supplies, Maintenance and Office Supplies	4100024896	\$1,908,486
Heartland Goodwill Enterprises 1410 S. First Avenue Iowa City, IA 52240	Jessica Schamberger (319) 573-0000 <a href="mailto:jschamberger@goodwillheartland.org">jschamberger@goodwillheartland.org</a>	Vegetable Oil	Soybean Oil, 4L Cans, Can Closures, Case Boxes, Vitamin A & D Premix, Pallets, Stretch Wrap, Oil Testing/3 <sup>rd</sup> Party Lab, Corner Boards, Glue, Pest Control, Janitorial, Snow Removal, Trucking, Equipment Maintenance	4210005853	\$2,564,283
Associated Milk Producers, Inc. 315 N Broadway New Ulm, MN 56073	Cory Schmidt (507) 233-3654 <a href="mailto:schmidtc@AMPI.com">schmidtc@AMPI.com</a>	Cheese	Trucking (salt), Labor Services, Fluid Milk, Risk Management Consulting Services, Packaging, Cheese Cultures, Sanitation, Uniforms, Salt, Manufacturing Equipment	4100024434	\$6,759,735

**Agricultural Marketing Service (AMS)  
Commodity Procurement Program  
International Commodity Procurement**

Prime Contractor Name Address/Zip	Small Business Liaison	Major Product(s) or Service(s)	Subcontracting Opportunities	Contract Number (Option Years) <sup>1</sup>	Dollar Amount <sup>2</sup>
Kalama Export 1300 SW 5 <sup>TH</sup> Avenue Suite 2705 Portland, OR 97201	Sean M. Tingey (503) 820-7475 <a href="mailto:sean.tingey@pacificorllc.com">sean.tingey@pacificorllc.com</a>	White Wheat	Shipping & Freight, Repairs & Maintenance, Outside Services, Locomotive Service	4210005831	\$10,556,295

Andrea Lang  
Agricultural Marketing Service (AMS)  
Commodity Procurement Program  
Small Business Specialist  
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## AGRICULTURAL RESEARCH SERVICE (ARS)

Prime Contractor Name Address/Zip	Small Business Liaison	Major Product(s) or Service(s)	Subcontracting Opportunities	Contract Number (Option Years) <sup>1</sup>	Dollar Amount <sup>2</sup>
Whiting Turner Contracting Company 6305 Ivy Lane Greenbelt, MD 20770	Matt Brady, CCM (240) 297-3062 <a href="mailto:matt.brady@whiting-turner.com">matt.brady@whiting-turner.com</a>	Construction	Demolition, Concrete, Masonry & Carpentry, Structural Steel & Misc. Metals, & Millwork	1232SA20C0001 Expires 04/30/22	\$33,745,750
Johnson Controls Fire Protection 8323 N. Eldridge Parkway Suite 120 Houston, TX 77041	Stephen Milford (346) 240-5188 <a href="mailto:stephen.milford@jci.com">stephen.milford@jci.com</a>	Fire Alarm System, detection, Control Panels, notifications, network, installation, program, and commissioning	Electricians for 120 and conduit, Fire Alarm Installer for cable and device, System Testing	12805B20C0038 Expires 02/01/22	\$3,171,070
Westat, Inc. 1600 Research Boulevard Rockville, MD 20850-3129	Susan Mountford (301) 251-1500 <a href="mailto:susanmountford@westat.com">susanmountford@westat.com</a>	Research and Development in the Social Sciences and Humanities	Work related to system design and data collection services	AG-32SB-D-17-0273 Expires 09/26/22	\$18,947,009
Information Resources 150 N. Clinton Street Chicago, IL 60661-1402	Marc Tepper (678) 770-3298 <a href="mailto:marc.tepper@iriworldwide.com">marc.tepper@iriworldwide.com</a>	Professional, Scientific and Technical Services	Work related to system design and data collection services	AG-32SB-C-17-0015 Expires 09/29/22	\$5,242,000
STV Incorporated 205 West Welsh Drive Douglassville, PA 19518	James M. Bannon (610) 385-8200 <a href="mailto:james.bannon@stvinc.com">james.bannon@stvinc.com</a>	Architect and Engineering Services	Engineering, architectural, and professional support services	1232SA19F0014 Expires 05/24/22	\$2,048,700
Research Triangle Institute 3040 East Cornwallis Road	John Withers (919) 451-6163	Research and Development	Work related to system design and data	1232SB18F0311 Expires 09/28/23	\$799,927



Prime Contractor Name Address/Zip	Small Business Liaison	Major Product(s) or Service(s)	Subcontracting Opportunities	Contract Number (Option Years) <sup>1</sup>	Dollar Amount <sup>2</sup>
Research Triangle Park, NC 27709-2194	<a href="mailto:jwithers@rti.org">jwithers@rti.org</a>	in the Social Sciences and Humanities	collection services	1232SB18F0330 Expires 09/29/22	\$1,242,551

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 Small Business Specialist  
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**Forest Service**

## IPO, Logistics and Aviation

Prime Contractor Name Address/Zip	Small Business Liaison	Major Product(s) or Service(s)	Subcontracting Opportunities	Contract Number (Option Years) <sup>1</sup>	Dollar Amount <sup>2</sup>
Perimeter Solutions, LP 8000 Maryland Avenue Clayton, MO 63105	Guy Clancy (208) 651-6853 <a href="mailto:guy.clancy@perimeter-solutions.com">guy.clancy@perimeter-solutions.com</a>	Long-Term Fire Retardant (LTFR) product and ancillary services	Full-service Air Tanker Base (ATB) labor; Field service for ATB support; Trucking for LTFR and ancillary equipment; Tolling of Liquid Concentrate LTFR products	12024B18D9025	Total contract value estimated at \$220,000,000 over the life of the contract; total estimated value of all planned subcontracting opportunities is \$75,000,000
Human Technologies Corporation 2260 Dwyer Avenue Utica, NY 13501	Alicia Rocco (315) 724-9891 <a href="mailto:aliciar@htcorp.net">aliciar@htcorp.net</a>	Uniforms	Supplies for uniform production	12318719C0001	\$23,000,000

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Small Business Specialist  
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**Animal and Plant Health Inspection Service (APHIS/AMS non-food)  
Marketing and Regulatory Programs**

<b>Prime Contractor Name Address/Zip</b>	<b>Small Business Liaison</b>	<b>Major Product(s) or Service(s)</b>	<b>Subcontracting Opportunities</b>	<b>Contract Number (Option Years)<sup>1</sup></b>	<b>Dollar Amount<sup>2</sup></b>
Boehringer Ingelheim Animal Health USA, Inc. 3239 Satellite Boulevard Building 500 Duluth, GA 30096	Douglas Ensley (706) 340-2578 <a href="mailto:douglas.ensley@boehringer-ingelheim.com">douglas.ensley@boehringer-ingelheim.com</a>	Rabies Vaccine	Baits, Sachets, Wax	12639521D0030 - 12 months though 05/30/22	\$9,977,000
AllFlex USA, Inc. 2805 East 14th Street DFW Airport, TX 75261	Jim Wallace (972) 456-2654 <a href="mailto:jwallace@alflexusa.com">jwallace@alflexusa.com</a>	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 07/25/25	\$45,009,300
ACCENTURE Federal Services, LLC 800 North Glebe Road Suite 300 Arlington, VA 22203	Sarah Brinkerhoff (571) 414-6162 <a href="mailto:sarah.m.brinkerhoff@accenturefederal.com">sarah.m.brinkerhoff@accenturefederal.com</a>	IT Services	Please contact vendor in "SB Liaison" block	12639520A0019 – Option Periods through 04/30/22	\$21,000,000
Acumen Solutions, Inc. 8280 Greensboro Drive	Greg Diephouse (703) 640-3525	IT Services	Please contact vendor in "SB	12639519F0936 – Option Periods	\$20,000,000

<b>Prime Contractor Name Address/Zip</b>	<b>Small Business Liaison</b>	<b>Major Product(s) or Service(s)</b>	<b>Subcontracting Opportunities</b>	<b>Contract Number (Option Years)<sup>1</sup></b>	<b>Dollar Amount<sup>2</sup></b>
Suite 400 McLean, VA 22102	<a href="mailto:gdiephouse@acumensolutions.com">gdiephouse@acumensolutions.com</a>		Liaison" block	through 08/31/24	
Zoetis, Inc. 10 Sylvan Way Parsippany, NJ 07054	Kelly Streeter (973) 822-7000 <a href="mailto:kelly.streeter@zoetis.com">kelly.streeter@zoetis.com</a>	PPD Tuberculin	Sole Source for PPD Tuberculin Please contact vendor in "SB Liaison" block	12639520D0026 – Ordering Period through 02/15/25	\$4,669,500
Clark Nexsen, Inc. 4525 Main Street Suite 1400 Virginia Beach, VA 23462	Natisha Collier-McCray (757) 351-1184 <a href="mailto:ncolliermccray@clarknexsen.com">ncolliermccray@clarknexsen.com</a>	Nationwide AE Services	Lab planning, structural engineering, environmental engineering, commissioning, landscape architecture	12639521D0050 – Option Periods through 06/30/26	\$15,000,000
Coffman Engineers, Inc. 10 N. Post Street Suite 500 Spokane, WA 99201	Traci Hanegan (509) 328-2994 <a href="mailto:traci.hanegan@coffman.com">traci.hanegan@coffman.com</a>	Nationwide AE Services	Construction cost estimating, lab planning, geotechnical engineering, environmental engineering	12639521D0051 – Option Periods through 06/30/26	\$15,000,000
CTA, Inc., aka Cushing Terrell 13 N. 23rd Street Billings, MT 59101	Gary Glassing (208) 577-5605 <a href="mailto:garyglassing@cushingterrell.com">garyglassing@cushingterrell.com</a>	Nationwide AE Services	Surveying, geotechnical engineering, environmental engineering	12639521D0052 – Option Periods through 06/30/26	\$15,000,000
Merrick & Company 5970 Greenwood Plaza Boulevard Greenwood Village, CO 80111	Emily Bloedel (303) 751-0741 <a href="mailto:emily.bloedel@merrick.com">emily.bloedel@merrick.com</a>	Nationwide AE Services	Greenhouse design, landscape	12639521D0054 – Option Periods through 06/30/26	\$15,000,000

Prime Contractor Name Address/Zip	Small Business Liaison	Major Product(s) or Service(s)	Subcontracting Opportunities	Contract Number (Option Years) <sup>1</sup>	Dollar Amount <sup>2</sup>
			architecture, construction cost estimating, geotechnical engineering		
Stanley Consultants, Inc. 100 Court Avenue Suite 300 Des Moines, IA 50309	Joyce Becker (303) 925-8256 <a href="mailto:beckerjoyce@stanleygroup.com">beckerjoyce@stanleygroup.com</a>	Nationwide AE Services	Interior design, lab planning, fire protection engineering	12639521D0055 – Option Periods through 06/30/26	\$15,000,000

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**Farm Production and Conservation (FPAC)**  
**Acquisition Division**

Prime Contractor Name Address/Zip	Small Business Liaison	Major Product(s) or Service(s)	Subcontracting Opportunities	Contract Number (Option Years) <sup>1</sup>	Dollar Amount <sup>2</sup>
Weeks Marine, Inc. 304 Gaille Drive Covington, LA 70433-9125	Steve Chatry (985) 875-2500 <a href="mailto:jschatry@weeksmarine.com">jschatry@weeksmarine.com</a>	Heavy Construction	Fuel, Supplies/Small Stores, Tucking, Waste Removal, Equipment Rental, Sanitary Facilities, Office Rental	12FPC321C0024	\$15,094,545

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 Acquisition Division  
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**Departmental Administration**

Prime Contractor Name Address/Zip	Small Business Liaison	Major Product(s) or Service(s)	Subcontracting Opportunities	Contract Number (Option Years) <sup>1</sup>	Dollar Amount <sup>2</sup>
Grunley Construction Co. 15020 Shady Grove Road Suite 500 Rockville, MD 20850-3390	Carrie Lieberman (240) 778-9827 <a href="mailto:carrrielieberman@grunley.com">carrrielieberman@grunley.com</a>	Construction Services	Mechanical, Electrical, Demolition, Drywall, and Paint	No Option years	\$75,000,000

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