

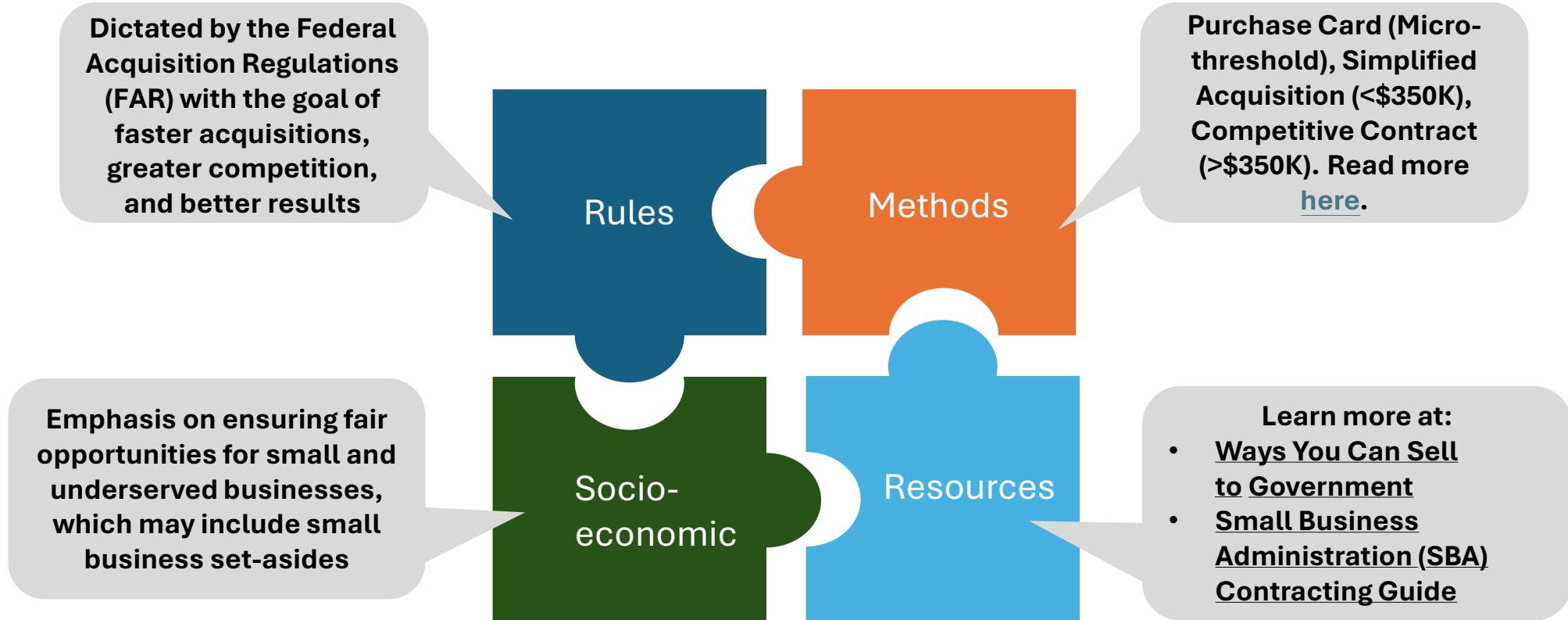


# **Contracting with USDA Quick Reference Guide**

*December 2025*



# Understanding Federal Contracting





# Understanding Federal Subcontracting

***The Federal Government helps small businesses get an opportunity to subcontract on federal prime contracts with large businesses.***

## **Small Business Benefits**

- Good entry point into Federal contracting (less barriers to entry)
- Enables participation on larger contracts as part of a bigger team
- Helps build capabilities and past performance
- Requires less administrative work and Federal contracting know-how

## **Large Business Benefits**

- Helps meet subcontracting/socioeconomic compliance requirements
- Brings additional capabilities/experience to augment own capabilities/experience
- Provides added capacity for staffing contracts

## **Small Business Resources**

- [SBA's Prime and Subcontracting Information](#)– provides relevant regulations, training events, quick tips, and tools for prime contractors and subcontractors.
- [Commercial Market Representatives \(CMR\)](#)– help small businesses receive the maximum opportunity to participate as Federal subcontractors.
- [SBA APEX Accelerators](#)– provide small businesses with Government contracting assistance, awareness, and answers.

*Small businesses frequently subcontract with one another to create valuable relationships – for more information on those programs and standards, speak to an SBA representative.*

## **Large Business Resources**

- [SBA's Prime and Subcontracting Information](#)– provides relevant regulations, training events, quick tips, and tools for prime contractors and subcontractors.
- [SubNet](#) – allows large businesses to post small business contract opportunities.
- [Dynamic Small Business Search \(DSBS\)](#)- helps large businesses locate small business partners by socioeconomic representations.
- [FPDS-NG](#) – assists large businesses with identifying small business partners who have been awarded contracts in a specific NAICS.
- [SAM.gov](#)– assists large businesses with locating small businesses in various socioeconomic categories.



# USDA's Mission and What We Buy

*USDA provides effective, innovative, science-based public policy leadership with a commitment to delivering equitable and climate-smart opportunities and helping America thrive through:*

**Agricultural Production**

**Food and Nutrition**

**Natural Resource Protection and Management**

**Rural Development**

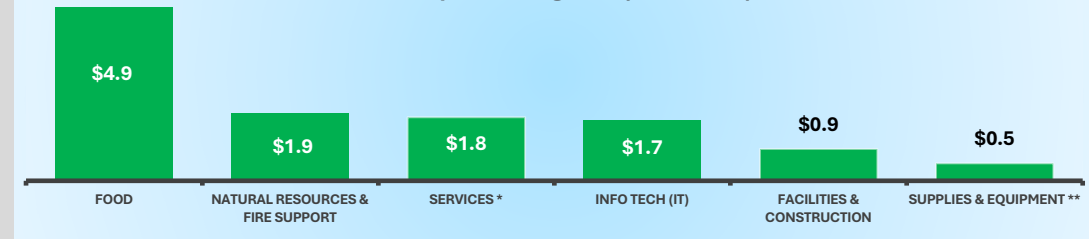
**About USDA**

**Mission Areas at USDA**

*Fulfilling our mission means we buy a wide range of products and services, from fire retardant and construction to IT, scientific equipment, and professional services – we procure more than just agricultural commodities!*



USDA Spend Categories (FY23 in \$B)



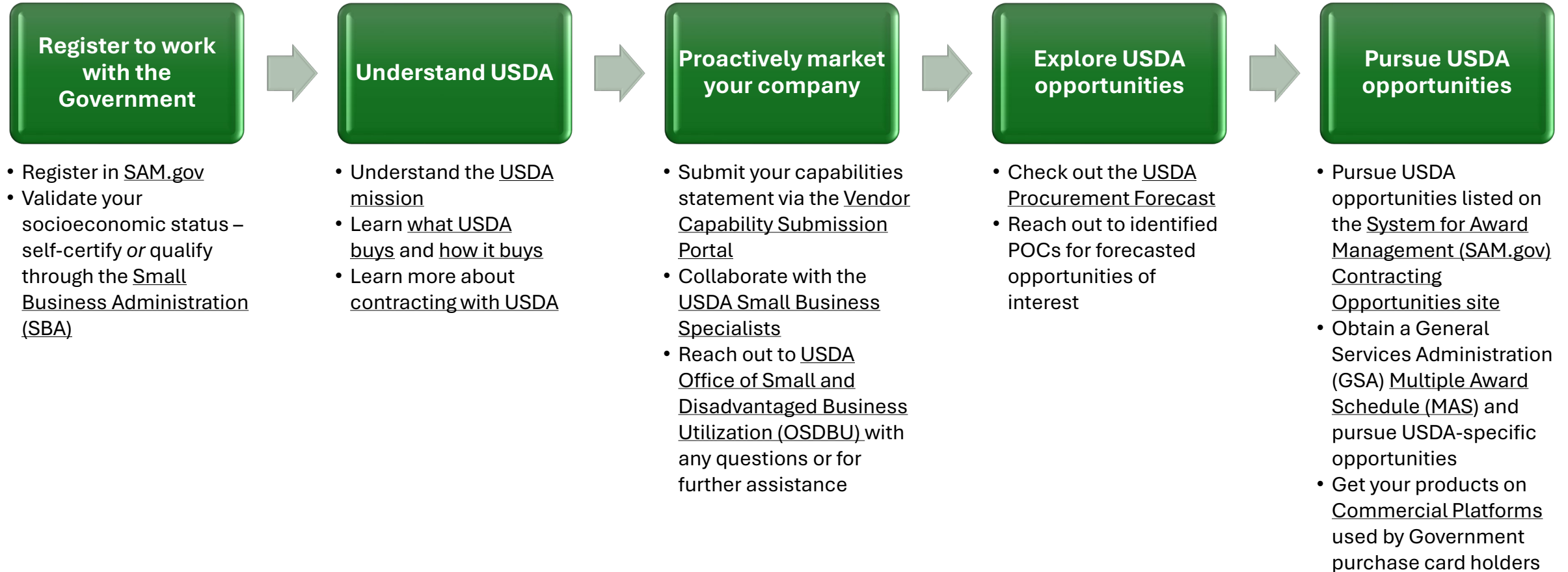
\*E.g., Professional, Transportation & Logistics, Administrative, R&D, etc.

\*\* E.g., Lab, Maps, Communications, Fire Fighting, Office, etc.

**What Does USDA Typically Buy**



# How to Get Started With USDA





# USDA Contacts – For Further Info

## *Contracting Contacts*

USDA Office of Contracting and  
Procurement (OCP)

Detailed Information about  
Contracting with USDA



## *Opportunity Assistance Contacts*

USDA Procurement Forecast  
POCs

SBA APEX Accelerators

## *Small Business Contacts*

Small Business Specialists

Office of Small and  
Disadvantaged Business  
Utilization (OSDBU)