

Contracting with USDA Quick Reference Guide

December 2025



Understanding Federal Contracting

Dictated by the Federal Acquisition Regulations (FAR) with the goal of faster acquisitions, greater competition, and better results

Emphasis on ensuring fair opportunities for small and underserved businesses, which may include small business set-asides

Rules Methods

Socioeconomic Resources

Purchase Card (Microthreshold), Simplified Acquisition (<\$350K), Competitive Contract (>\$350K). Read more here.

Learn more at:

- Ways You Can Sell to Government
- Small Business
 Administration (SBA)
 Contracting Guide



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.
- <u>SBA APEX Accelerators</u>– 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.
- <u>SubNet</u> allows large businesses to post small business contract opportunities.
- <u>Dynamic Small Business Search (DSBS)</u>- 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.
- <u>SAM.gov</u>– 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!



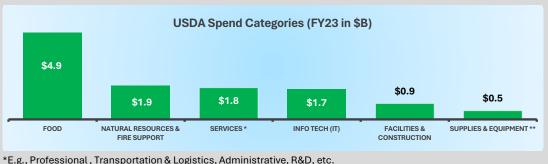












^{*}E.g., Professional, Transportation & Logistics, Administrative, R&D, etc.

What Does USDA Typically Buy

^{**} E.g., Lab, Maps, Communications, Fire Fighting, Office, etc.



How to Get Started With USDA

Register to work with the Government

- Register in <u>SAM.gov</u>
- Validate your socioeconomic status – self-certify or qualify through the <u>Small</u> <u>Business Administration</u> (SBA)



Understand USDA

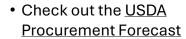
- Understand the <u>USDA</u> mission
- Learn <u>what USDA</u> <u>buys</u> and <u>how it buys</u>
- Learn more about contracting with USDA



Proactively market your company

- Submit your capabilities statement via the <u>Vendor</u> <u>Capability Submission</u> Portal
- Collaborate with the <u>USDA Small Business</u> <u>Specialists</u>
- Reach out to <u>USDA</u>
 Office of Small and
 Disadvantaged Business
 <u>Utilization (OSDBU)</u> with any questions or for further assistance

Explore USDA opportunities



 Reach out to identified POCs for forecasted opportunities of interest



Pursue USDA opportunities

- Pursue USDA
 opportunities listed on
 the <u>System for Award</u>
 <u>Management (SAM.gov)</u>
 <u>Contracting</u>
 <u>Opportunities site</u>
- Obtain a General Services Administration (GSA) <u>Multiple Award</u> <u>Schedule (MAS)</u> and pursue USDA-specific opportunities
- Get your products on <u>Commercial Platforms</u> used by Government purchase card holders

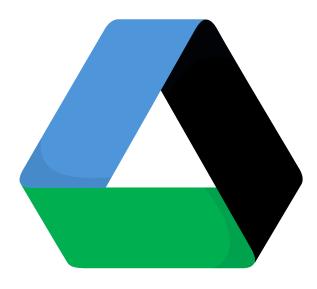


USDA Contacts – For Further Info

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)