Contracting with United States Federal Public Land Agencies

How to gain contracting opportunities with Federal Public Land Agencies

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Good Morning & Welcome

- Introduction
- Facilities
- Breaks
- Evaluation form
Why consider contracting with Federal GOV Public Land Agencies?

BECAUSE

- The Federal Government is responsible for:
  - managing and protecting public lands in order to preserve the resources of the United States,
  - to conduct the business of the Government, and
  - to provide recreational and other opportunities to the public.

- Which offers a wide array of possibilities to contractors for potential contract awards.

- Government contracting can be a great source of revenue and growth for small businesses.
The Federal Government is required to set aside at least 23% of all contracting dollars exclusively for small businesses so that they shall have the maximum practicable opportunity to participate in providing goods and services to the Federal Government.

Legislation such as the Small Business Act of 1953 helped to create equal opportunities for small businesses to participate in federal procurement.
Federal Policy also dictates that:

- Agencies are **required** to set aside work for small businesses up to the Simplified Acquisition Threshold (SAT)

- The Simplified Acquisition Threshold are purchases that are between the micro-purchase level of:
  
  - $2000 for construction, $2500 for Services, $3000 for supplies
  
  And not exceeding $150,000.

- This requires the Contracting Officer to use small business unless the officer deems the 'rule of two' and there are not enough reasonable expectations currently being offered.
Who are these Land Agencies and What do they do?

- **Bureau of Indian Affairs**: Mission is to enhance the quality of life, to promote economic opportunity, and to carry out the responsibility to protect and improve the trust assets of American Indians, Indian tribes and Alaska Natives.

- **Bureau of Land Management**: Manages more than 270 million acres of federal lands to conserve and protect them and their historic and cultural resources.

- **Bureau of Reclamation**: Manages, develops, and protects water and related resources, including more than 300 recreation areas.

- **Council on Environmental Quality**: Assists in the development of environmental policies and proposed legislation, and identifies and reports on trends in environmental quality and recommends response strategies.

- **Environmental Protection Agency**: Responsible for improving and preserving the quality of the environment and protecting human health and natural resources.

- **National Park Service**: Protects the nation's natural, historical, and cultural resources while providing opportunities for recreation.

- **National Register of Historic Places**: Maintains a national register of districts, sites, buildings, and structures significant in American history, architecture, archeology, and culture.

- **US Army Corps of Engineers**: Operates more than 460 water resource development projects.

- **US Fish & Wildlife Service**: Responsible for conserving, protecting, and enhancing fish, wildlife and their habitats, and overseeing the National Wildlife Refuge System.

- **USDA Forest Service**: Manages more than 191 million acres of national forests and grasslands, and is responsible for forestry research.
Map of Federal Lands and Indian Reservations In Oregon
As a whole, the federal government is made up of agencies and each agency is broken down into various components:
- National Offices, Regional or State Offices, Districts or Field Offices.

Agencies are either decentralized or centralized in their buying activities, with each having its own mission, budget, contracting shop, and small business specialist.

The federal government spends billions annually on products & services ranging from paperclips to complex space vehicles.
Local Public Land Agencies Offices

BLM has offices throughout Oregon:
- Oregon State Office Located in Portland Oregon
- Several District Office:
  - Burns, Coos Bay, Eugene, Lakeview, Medford, Prineville, Roseburg, Salem, Spokane, and Vale/Baker City

USDA Forest Service:
- Regional Office for Oregon and Washington is located in Portland Oregon
- Several Supervisors Offices throughout the Region, as an example, the Fremont-Winema has a Supervisors Office in Lakeview Oregon, with;
  - Seven Ranger District Offices
    - (Bly, Chemult, Chiloquin, Klamath Falls, Lakeview, Paisley, and Silver Lake)
Flow Chart Example of an Agency Structure

- Washington Office
- Regional Office
- Forest Supervisors Office
- Ranger District Office
- Ranger District Office
- Ranger District Office
FEDERAL AGENCIES REPORTED, For Oregon;

$141,791,041 Spent in FY 2014 by the USDA-Forest Service, with 2933 contract awards in Fiscal Year (FY) 2014
  - $29,792,708 Spent thus far for FY 2015
  - 1,166 contracts awarded thus far for FY 2015 (1018 awarded to small businesses)

$57,488,964 Spent in FY 2014 by the Department of Interior-BLM, with 2177 contracts awarded in Fiscal Year (FY) 2014
  - $5,401,813 spent thus far for FY 2015
  - 702 contracts awarded thus far for FY 2015 (all awarded to small businesses)

Products and services
  - Office Supplies, wild land firefighting, culvert replacement, translation services, scientific and technical consulting, excavation, building and road construction, many products through GSA, etc.
How do you get to do business with these Agencies?

- **SAM.gov** - Register on Dynamic Small Business Search. SBA’s Pro-Net database is combined with System for Award Management (SAM), a popular database used by Contracting Officers.

- **mbda.gov** – Commerce Minority Business Development Administration provides small businesses counseling and technical assistance comparable to SBA’s Business Development Centers. DoD’s PTACs (our site is [WWW.GCAP.ORG](http://www.gcap.org))

- **sba.gov/subnet** - Prime Contractors post subcontracting opportunities here.

- **vetbiz.gov** (VA’s website for VOSB and SDVOSB). VA’s Center for Veterans Enterprise.

- **ORPIN.gov** [http://orpin.oregon.gov/open.dll/welcome](http://orpin.oregon.gov/open.dll/welcome), provides access to procurement and contracting information issued by the State of Oregon, local governments, and political subdivisions.
How does one know what and when Contracting opportunities may be available?

- Advanced Acquisitions Plans (AAP)
- Federal Business Opportunities (FBO or FedBizOpps) [https://www.fbo.gov/](https://www.fbo.gov/)
- Fed Connect [https://www.fedconnect.net/FedConnect/Default.htm](https://www.fedconnect.net/FedConnect/Default.htm)
- Local Public Land Agencies
- Word of Mouth
Advance Acquisition Planning (AAP) Forecast of Contract Opportunities

- Each Agency is required to create an annual Advanced Acquisition Plan.

- This is a comprehensive plan for fulfilling the agency need in a timely manner and at a reasonable cost. It includes developing the overall strategy for managing the acquisition.

- Agencies shall perform acquisition planning and conduct market research for all acquisitions in order to promote and provide for the Government to meets its needs in the most effective, economical, and timely manner.
Flow Chart of Acquisition Process

Acquisition Planning by GOV Agencies

Contracting Officer creates Solicitation for requirement and Solicitation is posted to an electronic site for contractor retrieval

Contractor submits response to solicitation

Contractors response is evaluated by Contracting Officer and Technical Expert Panel

Contracting Officer determines best value to the GOV and makes award
Federal Business Opportunities

- FBO.gov or Federal Business Opportunities (FedBizOpps) is where you can find procurement opportunities for the Federal government.

- Government users post details of opportunities at FBO.gov.

- Vendors can search for particular opportunities that suit their criteria and then apply for those. Government users can then award an opportunity to a particular vendor at FBO.gov.

- All procurements in excess of $25,000 shall be posted in FedBizOpp, unless restrictions apply.
FedConnect

- FedConnect is much more than just an advertising site for government opportunities.

- FedConnect provides secure, bi-directional communication between the government and vendors and grantees, as well as the ability for direct submission of questions, bids, proposals, and grant applications directly into the agency’s acquisition and grants management systems.

- Once the award determination is made, FedConnect can deliver the award and manage all post-award communication and activity with the vendor/grant recipient.

- With all of this bi-directional functionality throughout the entire lifecycle, FedConnect augments and extends FedBizOpps and Grants.gov.
Word of Mouth

- Many agencies offices are in small communities; Network
- Go to any locally provided Acquisition Training; Network
- Get to know the local Acquisition Personnel; Network
- General conversation

NETWORK, NETWORK, NETWORK, NETWORK, NETWORK, NETWORK, NETWORK……..
Key Sources of Assistance; GCAP is your Oregon PTAC Source

- GCAP-OREGONS Government Contract Assistance Program (http://gcap.org/)
- SBA – Locate your local SBA Office (http://www.sba.gov/)
- PTAC – Procurement Technical Assistance Center (http://www.sellingtothegovernment.net)
- SBDC – Small Business Development Center (http://www.sba.gov/sbdc/)
- U.S. Department of Agriculture Vendor Outreach Program - www.usda.gov/osdbu/
More web sites to be familiar with.

To look for contracting opportunities

- **FBO**: [www.fedbizopps.gov](http://www.fedbizopps.gov) – Register - get notices of government requirements for your NAICS code
- **FedConnect**: [https://www.fedconnect.net/FedConnect/Default.htm](https://www.fedconnect.net/FedConnect/Default.htm), is a one stop location where you can find opportunities for federal contracts, grants, and other types of assistance funding.
- **FEDBID**: [www.fedbid.com](http://www.fedbid.com) – Register – Reverse Auction Method, Compete on-line for government requirements in your NAICS code

To look at what is being spent nationally

- **USASpending**: [www.usaspending.gov](http://www.usaspending.gov)- Official government website allows federal agencies, industry, the general public and other stakeholders to view details of government information technology investments
- **FEDMINE**: is the only real-time federal contracts and opportunities data in the federal sector, and it is the largest premium quality federal reporting suite on federal spending, with over 50,000 reports updated DAILY. [http://www.fedmine.us/reports/fedmine_Sales_naics541512_1209940701.html](http://www.fedmine.us/reports/fedmine_Sales_naics541512_1209940701.html)
GCAP
Government Contract Assistance Program

WHO WE ARE AND HOW WE CAN ASSIST YOU
GCAP
Who we are

GCAP is here to assist you with navigating through the processes of contracting with Federal, State, and Local Agencies

- Government Contract Assistance Program For Oregon
  - WWW.GCAP.ORG
  - First Oregon Office – 1986
  - Over 25 years of service to Oregon businesses
  - Counselors across the State to assist you

- Congress created the Procurement Technical Assistance Program (PTAP) to assist businesses seeking to compete successfully in federal, state and local government contracting
GCAP Office Locations in Oregon
GCAP
How we can help you

- Assist you in Marketing to Government Agencies
  - Federal, State & Local
- Finding Opportunities
  - GCOM (Government Contract Opportunity Match)
  - ORPIN (Oregon Procurement Information Network)
- Electronic Invoicing
  - Invoice Processing Platform (IPP), Wide Area Workflow (WAWF)
- Client Newsletter
- Research Procurement History
- Technical Assistance
  - System for Award Management (SAM)… etc.
- A range of expert services at little or no charge
GCAP Can Help You Understand How to Market to these Agencies?

Learn what each targeted agency does, can do, and how they spend their money!

Get in contact with the Small Business Administration (SBA) in your area
Participate in:
- Targeted Outreach Activities
- Local Conferences/Trade Shows

Focus on 3-5 agencies & allow 18-24 months for relationship building.

Develop a Marketing Plan/Strategy

Utilize different opportunities:
- Subcontracts, Prime Contracts, Teaming/Joint Ventures, Pre-existing Contract Vehicles
GCAP
Can Help with Networking Opportunities

**Attend a GCAP Session**
- Become a GCAP Client
- Become Familiar with the GCAP Counselor in your area
- Start contacting your Federal, State, and local Agencies

**Finding contract opportunities**
- Sign up for Bid-Match with GCAP
- Matches your business with solicitation announcements for Federal, State, and Local Opportunities
- Ask your GCAP Counselor to review solicitation with you prior to responding

**Respond to Solicitation opportunities**
- Submit a response to a solicitation
- Be awarded a contract
- Get to know the Contracting Officer and Technical Expert and understand Performance requirements

**Opportunities**
- Once you have been awarded a contract, keep looking for other opportunities
- Keep in contact with your local GCAP counselor
- Understand that Good Past Performance is the key to future opportunities
- Which creates more award opportunities and more networking opportunities
Are you Equipped to do business with the Government?

- Do you Accept the government purchase card (Visa or MasterCard)
- Are you registered in System of Award Management (SAM)
- Are you registered in IPP
- Do you have good marketing materials
- Do you have a Capability Statement
- Do you have a niche, What’s yours
- Do you have resources (people, equipment)
- Are you web savvy
Getting set up with Credit Card Capability

- Micro-purchases are a wonderful thing to a small businesses and apply when the cost is usually under $3,000.

- Most of the time businesses must apply for the government contract through FedBizOpps and then sign up for a federal invoicing system and then see the contracts funds a little while later……..

- However, that is the exact opposite when it comes to micro-purchases. Some procurement officers have Agency Personnel have Credit Cards that have limits above $3,000 that can be utilized for procuring directly from contractors.
Small businesses can fulfill the majority of the federal government’s needs. Purchasing officers have a range of purchasing options available to them from formal, complex bidding procedures to simply calling a vendor on the phone and paying with a credit card.

The only way businesses can take advantage of the many opportunities available in federal contracting is to become properly registered and marketing their company aggressively to government agencies.

SAM.gov (this is a free site, if you go to another SAM site, there is a significant chance you will be charged a fee for assistance)
GCAP
Can Help You Understand The Invoice Processing Platform (IPP)

- The IPP website address is: [https://www.ipp.gov](https://www.ipp.gov).
- The Contractor must use the IPP website to register access and use IPP for submitting requests for payment.
- The Contractor Government Business Point of Contract (as listed in SAM) will receive enrollment instructions via email from the Federal Reserve Bank of Boston (FRBB).
- Contractor assistance with enrollment can be obtained by contacting the IPP Production Helpdesk via email ippgroup@bos.frb.org or phone (866) 973-3131.
- If the Contractor is unable to comply with the requirement to use IPP for submitting invoices for payment, the Contractor must submit a waiver request in writing to the Contracting Officer with its proposal or quotation.
In Summary What Really Works...is to

- Build Relationships
- Keep Networking
- Continue Marketing
- Be Prepared
- Get Involved
- Have Past Performance Information
- Share Information
- Be Patient
- Be Persistent
Questions

SAM
GCAP
IPP
FedBid
FBO
VetBiz
NAICS
Credit Card