



Procurement – Small Business Activities

Farm Production and Conservation (FPAC) Overview

Sheryl Welch – Small Business Specialist

Authorities and Major Programs

- Natural Resources Conservation Service (NRCS) - Watershed, conservation and wetland easements, and environmental improvement programs [NRCS \(usda.gov\)](https://www.nrcs.usda.gov)
 - [Conservation Innovation Grants](#)
 - [Conservation programs](#)
 - Partnerships for Climate-Smart Commodities Pilot Projects <https://www.usda.gov/climate-solutions/climate-smart-commodities>
- Farm Service Agency (FSA) - Farm loan, environmental, conservation, and disaster programs [FSA \(usda.gov\)](https://www.fsa.usda.gov)
 - FSA's programs and deadlines www.farmers.gov
 - FSA CRP Project Funding <https://www.fsa.usda.gov/programs-and-services/economic-and-policy-analysis/natural-resources-analysis/mae-reports-and-articles/index>
 - Outreach and Technical Assistance Cooperative Agreements www.fsa.usda.gov/cooperativeagreements
- Risk Management Agency (RMA) - Manages the Federal Crop Insurance Corporation [RMA \(usda.gov\)](https://www.rma.usda.gov)
 - Risk Management Education projects <https://www.rma.usda.gov/en/Topics/Education-and-Training>
 - [Private Sector Developed Plans of Insurance](#)
- FPAC Business Center and FPAC IT - Does not have its own programs [FPAC Business Center \(usda.gov\)](https://www.fpac.usda.gov)

FY22 - Small Business Achievement

Small Business Contracting Category	USDA FPAC FY22 Goals	Agency Achievement
Small Business	47%	75.2%
Small Disadvantaged Business	38%	44.5%
Service-Disabled Veteran Owned	3%	14.1%
Women Owned	5%	21.1%
HubZone	3%	5.1%

Data accurate as of 6/27/2022

Data source: Sam.gov – Small Business Goaling Report for FY21

Small Business Overview

- **Contract Opportunities for Vendors**
- Several resources are available for vendors interested in doing business with the FPAC Business Center.
- Solicitations for requirements over \$25,000 that require advertisement can be viewed on the [SAM Opportunities website](#). To search for FPAC opportunities only, search by “12D0 - Farm Production and Conservation Business Center” under Federal Organizations. An account is not required to view opportunities.
- If you are a small business, consider reviewing the small business procurement forecast which is published on the USDA Office of [Small and Disadvantaged Business Utilization website](#). Additional resources for small businesses are also available at the site.
- To learn more about doing business with FPAC, contact the FPAC Small Business Specialist, Sheryl Welch, at sheryl.welch@usda.gov

Major Contracting Programs

- FPAC Business Center
- FSA
- NRCS
- RMA
- FPAC Information Technology

Natural Resources Conservation Service

CONTRACTING OPPORTUNITIES

- Agricultural Conservation Easement Program – WRE
 - Title and closing services, surveying services, environmental services, implementation of conservation practices (restoration)
- Conservation Technical Assistance
 - IT services and software
 - Administrative/general management consulting, professional, scientific, technical, environmental, and office administrative services
 - Equipment such as surveying, GPS, and furniture

Farm Service Agency

CONTRACTING OPPORTUNITIES

- Farm loan, environmental, conservation, and disaster programs
 - [FSA \(usda.gov\)](http://fsa.usda.gov)
 - IT services and software
 - IT equipment
 - Professional, scientific, and technical services
 - Furniture
 - Farm Loan Program – Agency Representative for Micro-Purchase
 - Real Estate Appraisals
 - Chattel/Crop Inspection Reports
 - Year-end Financial Analysis Reports
 - Inventory Property Maintenance
 - Property Surveys
 - Livestock

Risk Management Agency

- Manages the Federal Crop Insurance Corporation [RMA \(usda.gov\)](https://www.usda.gov/rma)

CONTRACTING OPPORTUNITIES

- Crop Insurance Underwriters BPAs
- Crop Insurance Actuaries BPAs
- FY2021 – 36 Awards
- 33 Current BPAs that expire September 30, 2023
 - Combined Sources Sought/Solicitation on SAM.gov
- Program POC:
 - Robin Anderson @ robin.anderson2@usda.gov, 202-720-4082

FPAC Business Center

CONTRACTING OPPORTUNITIES

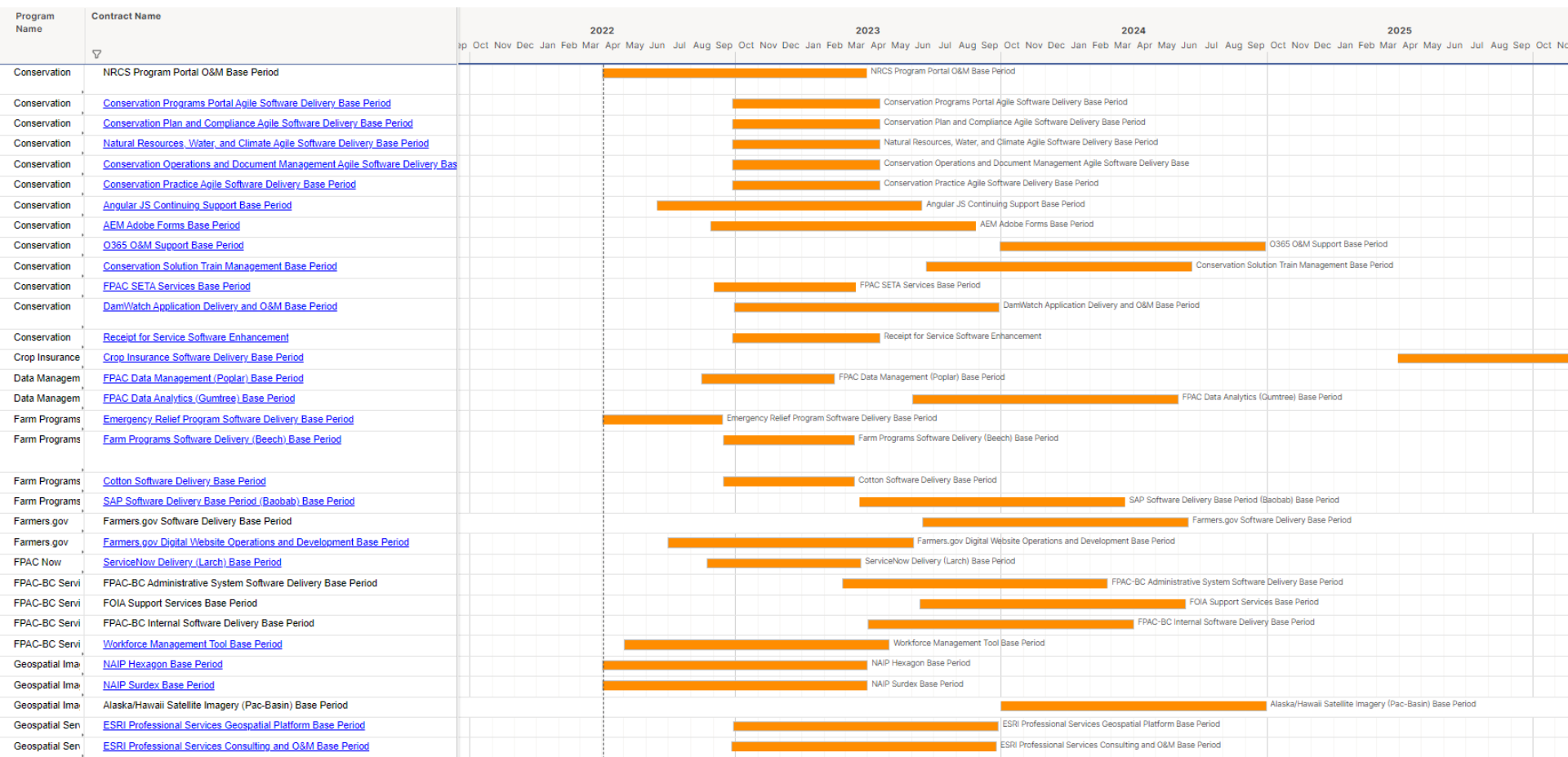
- IT services and software
- Professional, scientific, and technical services (e.g., financial and acquisition support)
- Human resources services
- Administrative/general management consulting

FPAC Information Technology

■ Strategic Approach

- FPAC's IT contracting spend is more than \$500 million per year
- FPAC completed a procurement needs assessment in 2019 and formed acquisition planning teams for almost 30 strategic program areas, leading to multiple strategic procurements planned for FY20-FY23, named for trees (see supplemental handout)
- FPAC will update acquisition strategies for 21 IT investments in FY22, identifying procurements planned for FY23 and beyond
- Several tactical IT service procurements and close to 100 software and hardware procurements supplement FPAC's strategic procurements
- FPAC works with USDA service providers for data center and end-user support services

FPAC Information Technology



FPAC Information Technology

■ Contracting Offices

- USDA Procurement Operations Division – FPAC IT service contracts and procurements with total contract value > \$7M
- FPAC Acquisition Division – FPAC software contracts and procurements under \$250,000
- GSA Region 1 – FSA Farm Loan Programs

■ Frequently Considered Contract Vehicles

- USDA preferred internal blanket purchase agreements
- GSA STARS III
- NITAAC CIO-SP3 Small Business
- GSA Schedule IT-70 with socioeconomic set-asides

FPAC Information Technology

■ Timing

- Target solicitations 6-10 weeks before award
- Target award 4-8 weeks before performance starts
- Federal onboarding and knowledge transfer occur between award and performance start (cost may be built into total quote)
- Full performance begins on first day of contract

■ Ongoing Information

- Sheryl Welch, FPAC's Small Business Liaison, serves as the IT procurement "front door"
- Acquisition planning team may contact vendors during market research as needed

Who Executes Contracts

- FPAC Business Center Acquisitions Division
- USDA Departmental Management (DM), Office of Contracting & Procurement (OCP), Procurement Operations Division
- GSA Region 1 – FSA Farm Loan Programs

Typical Contract Types

- Firm-fixed price contracts – 99.5%
 - Labor hour contracts – 0.5%
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- 63% of dollars awarded as orders under existing contracts and 37% stand alone contracts
 - 34% for Supplies/equipment
 - 32% for Services
 - 22% for Construction
 - 12% for A-E Services
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81% for NRCS - 2% for FSA - 5% for FBC - 2% for RMA

FY22 – Top NAICS Spending Categories

NAICS Category	% of Total Actions	Total Dollars
54 (PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES)	48.8471%	\$28,806,699.85
33 (MANUFACTURING (METALS, MACHINERY, COMPUTER, ELECTRONICS ELECTRICAL TRANSPORTATION EQUIPMENT, FURNITURE, MISCELLANEOUS))	14.8591%	\$7,321,679.75
56 (ADMINISTRATIVE AND SUPPORT AND WASTE MANAGEMENT AND REMEDIATION SERVICES)	9.8207%	\$2,867,360.92
23 (CONSTRUCTION)	4.8676%	\$2,121,214.04
51 (INFORMATION)	2.3911%	\$1,382,259.66
44 (RETAIL TRADE (MOTOR VEHICLE, FURNITURE, ELECTRONICS, BUILDING MATERIAL, FOOD, HEALTH, GASOLINE, CLOTHING))	1.4518%	\$788,792.40
11 (AGRICULTURE, FORESTRY, FISHING AND HUNTING)	2.0495%	\$391,418.85
53 (REAL ESTATE AND RENTAL AND LEASING)	4.5260%	\$90,115.68

Contracting Schedule Announcement

All FPAC announcements are posted on SAM.gov

Notice ID	Title	Current Response Date
12FPC322R0007	ARS Woodward Embankment Rehabilitation	Apr 28, 2022 10:00 AM CDT
12FPC322Q0020	NRCS Oklahoma - Emergency Watershed Protection Program (EWPP) Post-Lake Road Streambank Stabilization, Logan County, OK	Apr 14, 2022 12:00 PM CDT
12FPC122NDSD001	Blanket Purchase Agreement (BPA) for Appraisals of Real Property for Agricultural Conservation Easement Program Wetland Reserve Easement (ACEP-WRE) North Dakota and South Dakota NRCS	Apr 15, 2022 12:00 AM CDT
12FPC322B0005	EWP Stabilization - 4 Sites - City of Hattiesburg, Forrest County, Mississippi	Apr 22, 2022 01:00 PM CDT

12D0 = FPAC

12D2 = FSA

12C3 = NRCS

12D4 = RMA

Upcoming Events

FPAC Small Business Spotlights

- July 20, 2022, 1:00 pm – 2:00 pm EDT featuring WOSB and SDVOSB businesses

FPAC matchmaking event with International Association of US Government Contractors

- June 29, 2022, between 12:00 pm – 2:00 pm EDT

Small Business Contact Information

- Small Business FPAC,
small.business.fpac@usda.gov
- Sheryl Welch, Small Business Specialist,
sheryl.welch@usda.gov