



## **DOING BUSINESS WITH THE NATIONAL PARK SERVICE**

**<http://www.nps.gov>**

# National Park Service



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## Agenda

- **General National Park Service (NPS) Info**
- **Midwest Region Introduction**
- **What NPS Purchases**
- **Contracts, Purchase Orders, and Charge Card Actions**
- **How NPS Performs Market Research**
  - **What types of marketplaces**
  - **What types of systems**
  - **Vendor qualifications**
- **Questions and Answers**



## General Information

- Established in 1916 via the Organic Act
  - “preserves unimpaired the natural and cultural resources and values of the national park system for the enjoyment, education, and inspiration of this and future generations”.
- 1 of 10 Bureaus under the Department of the Interior
- 403 National Park Units in 50 states and territories
- 7 Regions with 22,000 employees
- Two centers of excellence (DSC, HFC)
- Annual budget of over \$3 billion

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## National Park Service Regions

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U.S. Department of the Interior



**Legend**

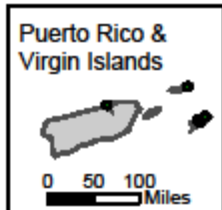
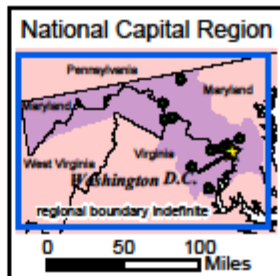
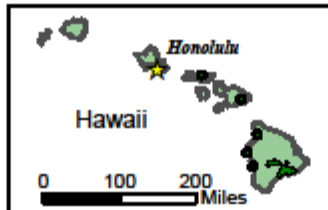
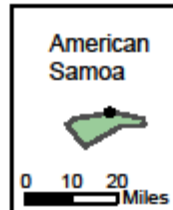
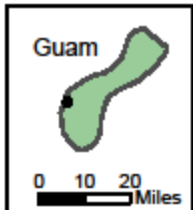
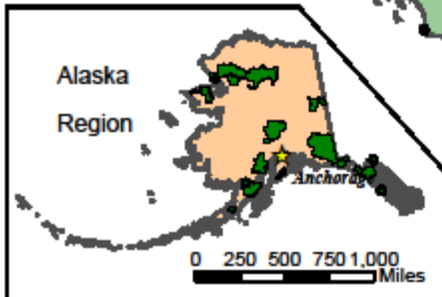
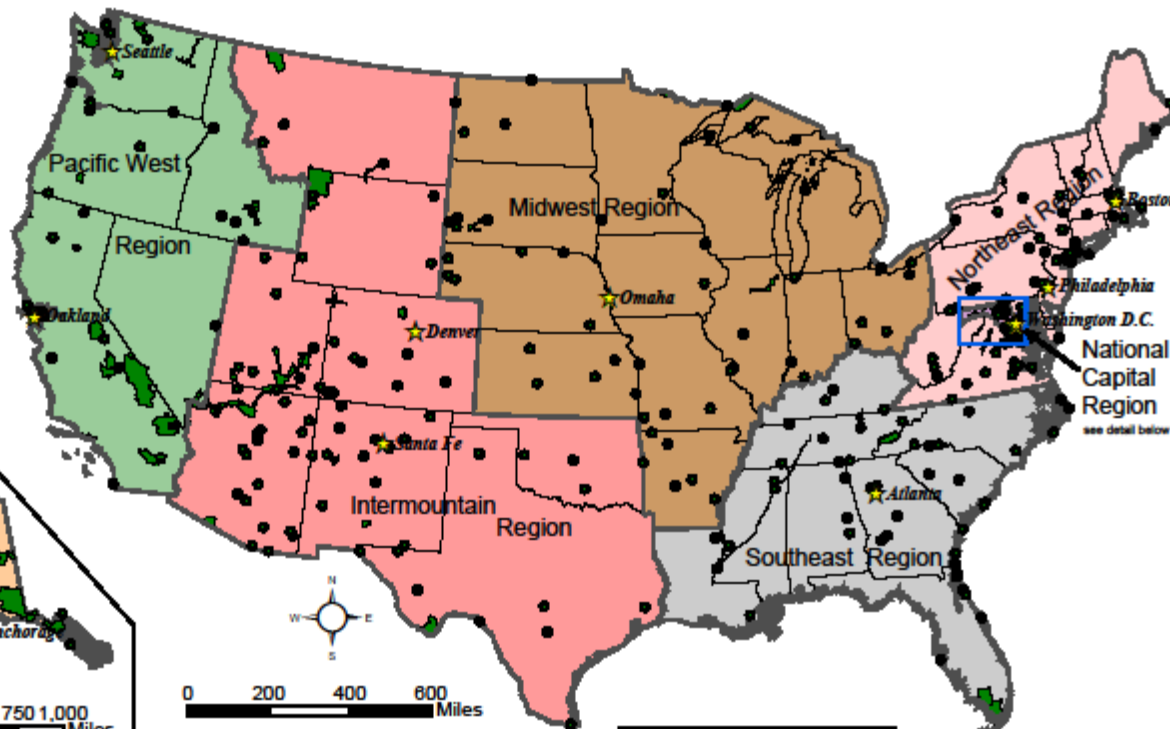
**NPS Regions**

- Alaska
- Intermountain
- Midwest
- National Capital
- Northeast
- Pacific West
- Southeast

★ NPS Regional Offices

■ NPS units >100,000 acres

● NPS units <100,000 acres



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## Midwest Region

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- 13 States
- 62 Park Units
- 3 Time Zones
- Regional Office
  - Omaha, Nebraska
- 4 Major Acquisition Buying Offices (MABO)
  - Omaha – Midwest Regional Office
  - Missouri – Jefferson National Expansion Memorial
  - NEKOTA – Mount Rushmore National Monument
  - Ohio – Cuyahoga Valley National Park

# Midwest Region

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## National Park Service - Midwest Region

- National Park Units
- ▲ NPS Offices
- National Rivers
- ⋯ Ice Age National Scenic Trail
- Lewis and Clark National Historic Trail
- ⋯ North Country National Scenic Trail





## MABO Responsibilities

- **Each MABO is responsible for cradle to grave contracting for services, supplies, construction, and architecture and engineering requirements (A-E)**
- **Award through closeout**
  - **Work closely with the Contracting Officer's Representative (COR)**



## Types of Procurement

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- The Midwest Region awards approximately 1700 contractual actions per year in excess of \$24M
- Park units made 21,500 charge card purchases in FY 13
- Park units made approximately 30,000 charge card purchases in FY 14



## What NPS Purchases

- Services
  - Maintenance Agreements
  - Janitorial
  - Studies
- Supplies
  - All common operating supplies
  - Not so common supplies
- Construction
  - Rehabilitation and new construction
  - A&E design services

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## Types of Procurements (cont)

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- Service >\$2,500
- Supplies >\$3,000
- Construction >\$2,000
- Architect and Engineering – All dollar thresholds
- Individual Park units are responsible for micro-purchases

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## Processes

- Not all that different than any other Federal Agency
- Follow the Federal Acquisition Regulation (FAR)
- Have a Department of the Interior FAR supplement (DIAR)
- SAMS, DUNS & Bradstreet, FBO, Fedbid
- Solicitation in excess of \$25,000 posted on FBO (and FedConnect).
- Mandatory first consideration to FedBid Reverse Auction Marketplace for commercial supplies and services(DIAPR 2013-06)



## Processes (cont)

- Best Value Procurements
- Responsive and Responsible contractors
  - Good past performance
  - Technical capability
  - Adequate resources to complete the work
  - Quality work offered at a fair price
- Small Businesses, Small Disadvantaged businesses, HUBZone, Service Disabled Veteran Owned small businesses, Women Owned small businesses, 8(a)
- GSA Contractors



## Small Business Programs

- **FAR Part 19.502-2**
  - All actions \$3K - \$150K set-aside for small business
- **DOI Small Business Goals**
  - SB - 53%
  - SDB- 5%
  - SDV – 3%
  - WOSB – 5%
  - HUBZone – 3%

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Funding Office	Total Small Business Eligible Dollars	% Small Business Dollars	Small Disadvantaged Business Dollars	8(a) Dollars	SDVOSB Dollars	WOSB Dollars	HUBZone Dollars
MISSOURI MABO (62000)	\$1,167,057.50	81.05%	22.04%	N/A	5.65%	12.18%	1.72%
MWRO MABO (61000)	\$1,603,420.44	77.69%	37.44%	N/A	0.91%	42.82%	8.75%
NEKOTA MABO (63000)	\$2,169,540.59	85.65%	46.32%	N/A	2.39%	20.47%	0.30%
OHIO MABO (64000)	\$3,126,578.00	78.42%	41.15%	N/A	3.32%	4.58%	0.96%
TOTAL	\$8,066,596.53	80.60%	39.04%	0.00%	2.93%	17.55%	2.44%
GOAL		53%	5%		3%	5%	3%



## Small Business Programs

- **NPS uses the following to meet SB Goals**
- **FAR 19.8 – 8(a) Program**
- **FAR 19.1406 - SDVOSB sole source awards**
  - A contracting officer shall consider a contract award to a SDVOSB concern on a sole source basis before considering small business set-asides
- **FAR Part 19.1306 - HUBZone sole source awards**
  - A contracting officer shall consider a contract award to a HUBZone small business concern on a sole source basis before considering a small business set-aside



## Market Research

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- Small Business Dynamic Search
- Previous Procurements
- Internet Search
- Sources Sought
- GSA Advantage
- Past Performance Information Retrieval System

construction company in zip code 54814



Web Maps Shopping News Images More Search tools

About 19,500 results (0.29 seconds)

Commercial Construction - rjscompanies.com

Ad www.rjscompanies.com/

We Build for Northland Businesses RJS Construction Group, Superior WI

Contractors Directory - Regional Print/Web Directories

Ad www.constructionprojectsforbid.com/

Contractor Companies. Visit Now!

Construction Company - High Quality Construction Services

Ad www.westernmc.com/construction

Get Free Estimates. Call Us Today!

Commercial Construction · Residential Plumbing · 24 Hour Response

Commercial Construction - Residential Plumbing - Residential Construction

Dahl Construction Co.

www.dahlconstruction.com

Google+ page

A 36985 W Bresette Hill Rd Bayfield, WI (715) 779-3600

Bayfield Construction

plus.google.com

Google+ page

B 86645 Valley Rd Bayfield, WI (715) 779-3150

Leafblad Construction

C 34345 S Co Hwy J



Map for construction company in zip code 54814

Ads

Local Construction companies

yp.magicyellow.com/

Yellow Pages Construction companies

Locate businesses quick

Construction Industry

www.fminet.com/Project\_Management

Grow Your Profitability w/ Our

Expert Project Mangement & Training

Construction Company

www.thumbtack.com/Contracting-Service

General Contractors Available Now



SBA Search Results

### Table Listing, where

the profile's status is Active;  
 the profile's Zip Code is "54814";  
 at least one word of the Capabilities Narrative, Special Equipment/Materials or Keywords is construction;  
 and randomized by original start time of search: 2015-06-17 03:33:55 PM.

Data validation took 0.01 seconds. The count and search queries took 4.23 seconds and 4.43 seconds, respectively.

0 profiles met your search criteria.

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capabilities Narrative
------	-----------------------------	---------	-----------------------------	------------------------

No more matches

Please notify SAM if you discover any inaccurate contact information (address, e-mail address, fax or phone number) in the way most convenient for you:

For SAM Customer Service, contact:  
[Federal Service Desk](#) (8am - 8pm Eastern Time)  
 866-606-8220  
 334-206-7828  
 DSN: 866-606-8220

## Table Listing, where

the profile's status is Active;

the profile's Zip Code is "54814";

and randomized by original start time of search: 2015-06-17 05:01:32 PM.

Data validation took 0.01 seconds. The count and search queries took 4.16 seconds and 4.41 seconds, respectively.

Displaying profiles 1 - 6 (of 6 profiles matching criteria):

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capabilities Narrative
<a href="#">1</a>	<a href="#">Larson, John R.</a>	John Larson	<a href="#">1002 Washington Ave Bayfield, WI 54814-4720</a>	
<a href="#">2</a>	<a href="#">BAYFIELD LUMBER &amp; SUPPLY, INC. DO IT BEST</a>	MARK A SMITH	<a href="#">253 MANYPENNY AVE BAYFIELD, WI 54814-0000</a>	
<a href="#">3</a>	<a href="#">BLUE BOX DESIGN LLC</a>	Joseph Beedlow	<a href="#">87740 CNTY HWY J BAYFIELD, WI 54814-0000</a>	
<a href="#">4</a>	<a href="#">DAHL CONSTRUCTION CO.</a>	Hans Dahl	<a href="#">36985 W BRESSETTE HILL RD BAYFIELD, WI 54814-4574</a>	
<a href="#">5</a>	<a href="#">Superieur Petrol LLC</a>	FLORENCE A DeFoe	<a href="#">407 Rittenhouse Ave Bayfield, WI 54814-5027</a>	delivery of bulk fuels and gasoline
<a href="#">6</a>	<a href="#">Bardon, Christine Louise</a>	Christine L Bardon	<a href="#">32745 Ridge Rd Bayfield, WI 54814-4776</a>	



# SBA Profile

[Privacy Statement](#)

([Back to Profile List](#), or use Back button)

## ***Identification, Location & Contacts***

This profile was last updated: 06/09/2015  
Status: Active

User ID: P0833899

Name of Firm: DAHL CONSTRUCTION CO.

Trade Name ("Doing Business As ..."):

DUNS Number: 136365983

Parent DUNS Number:

Address, line 1: 36985 W BRESETTE HILL RD

Address, line 2:

City: BAYFIELD

State: WI

Zip: 54814-4574

Phone Number: 715-779-3600

Fax Number: 715-203-8565

E-mail Address: [hans@dahlconstruction.com](mailto:hans@dahlconstruction.com)

WWW Page:

#	Primary?	Code	NAICS Code's Description	"Buy Green"? <sup>(1)</sup>	Small? <sup>(2)</sup>
1	Yes	236118	Residential Remodelers		Yes
2		236115	New Single-Family Housing Construction (except Operative Builders)		Yes
3		236210	Industrial Building Construction		Yes
4		236220	Commercial and Institutional Building Construction		Yes
5		238110	Poured Concrete Foundation and Structure Contractors		Yes
6		238130	Framing Contractors		Yes
7		238140	Masonry Contractors		Yes
8		238160	Roofing Contractors		Yes
9		238170	Siding Contractors		Yes
10		238190	Other Foundation, Structure, and Building Exterior Contractors		Yes
11		238210	Electrical Contractors and Other Wiring Installation Contractors		Yes
12		238310	Drywall and Insulation Contractors		Yes
13		238320	Painting and Wall Covering Contractors		Yes
14		238330	Flooring Contractors		Yes
15		238340	Tile and Terrazzo Contractors		Yes
16		238350	Finish Carpentry Contractors		Yes

**Missing CONSTRUCTION**

(1) By entering Yes for "Buy Green", the firm asserts that it obeys EPA guidelines do not exist for every NAICS code.  
 (2) If Yes, the firm's revenues, number of employees do not exceed



**Keywords:**

residential, light commercial, concrete, foundations, rough carpentry, finish carpentry, drywall, insulation, roofing all types.

**Miscellaneous:**

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14		238330	Flooring Contractors		Yes
15		238340	Tile and Terrazzo Contractors		Yes
16		238350	Finish Carpentry Contractors		Yes

(1) By entering Yes for "Buy Green", the firm asserts that it obeys EPA guidelines for environmental friendliness for this NAICS code. Note, EPA guidelines do not exist for every NAICS code.  
(2) If Yes, the firm's revenues/number of employees do not exceed the NAICS code's small business size standard.

## Keywords:

residential, light commercial, concrete, foundations, rough carpentry, finish carpentry, drywall, insulation, roofing all types.

## Miscellaneous:

Quality Assurance Standards: (none given)  
Electronic Data Interchange capable?:  Yes  No

Exporter?: (firm hasn't answered this question yet)  
Export Business Activities: (none given)  
Exporting to: (none given)  
Desired Export Business Relationships: (none given)  
Description of Export Objective(s): (none given)

(none given)

***Export Profile (Trade Mission Online)***

***Performance History (References)***

# PAST PERFORMANCE INFORMATION RETRIEVAL SYSTEM - REPORT CARD

[Main](#)  
[Logout](#)  
[Switch Apps](#)

## ACCOUNT MENU ITEMS

[Modify Account](#)  
[Change Password](#)  
[Request Membership](#)

## REPORT MENU ITEMS

[Assessment Reports \(UPDATED\)](#)  
[AD-HOC Report \(NEW\)](#)

## GROUP MENU ITEMS

[Group Memberships](#)  
[Pending Group Memberships](#)  
[View Groups](#)

## SERVICES MENU ITEMS

[Help](#)  
[Feedback](#)

## ASSESSMENT REPORTS

[Help](#)

### Instructions:

1. Enter one of the following qualifiers.
2. Click Submit to list report cards for the qualifiers entered.

• No Assessment Report Cards meet the qualifiers selected.

## QUICK SEARCH

Enter Contractor Name or DUNSPlus4.

Contractor Name:

DUNSPlus4:

[Advanced Search Options](#)



## Other Consideration

- Past Performance
  - CPARS - PPIRS
- Updating Profile in SBA Dynamic Search
- Advanced Acquisition Plan (Public Law) - Construction requirements greater than \$25,000 and for all service/supply requirements with an estimated value greater than \$150,000
  - Lists quarter of expected solicitation and award
- Posture yourself for fiscal year-end purchasing
  - 40% of total dollars spent during the 4<sup>th</sup> quarter (July – Sept)



## Outlook For NPS

- NPS = 1/3 of total DOI spend plan
- NPS-wide \$31 billion economic impact on tourism and recreation alone
- 2016-2017 NPS Deferred Maintenance Budget
  - \$222 million increase
  - Historically 10% to MWR = \$22 Million
    - Average annual budget for MWR DM = \$18 Million
- 2016 marks the 100<sup>th</sup> anniversary
  - President's FY 15 budget request includes a \$40 million increase for the Centennial
    - \$30 million in operations support for increased visitor services during the anniversary

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Join in the action. Visit [FindYourPark.com](https://www.findyourpark.com) to sample upcoming centennial events near you, share your stories, and find your park! Participate in Find Your Park Experiences to learn, discover, be inspired, or simply have fun in national parks.

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