



A Procurement Technical Assistance Center (PTAC)

# A Look at Federal Spending

June 16, 2016

Volk Field Small Business Conference



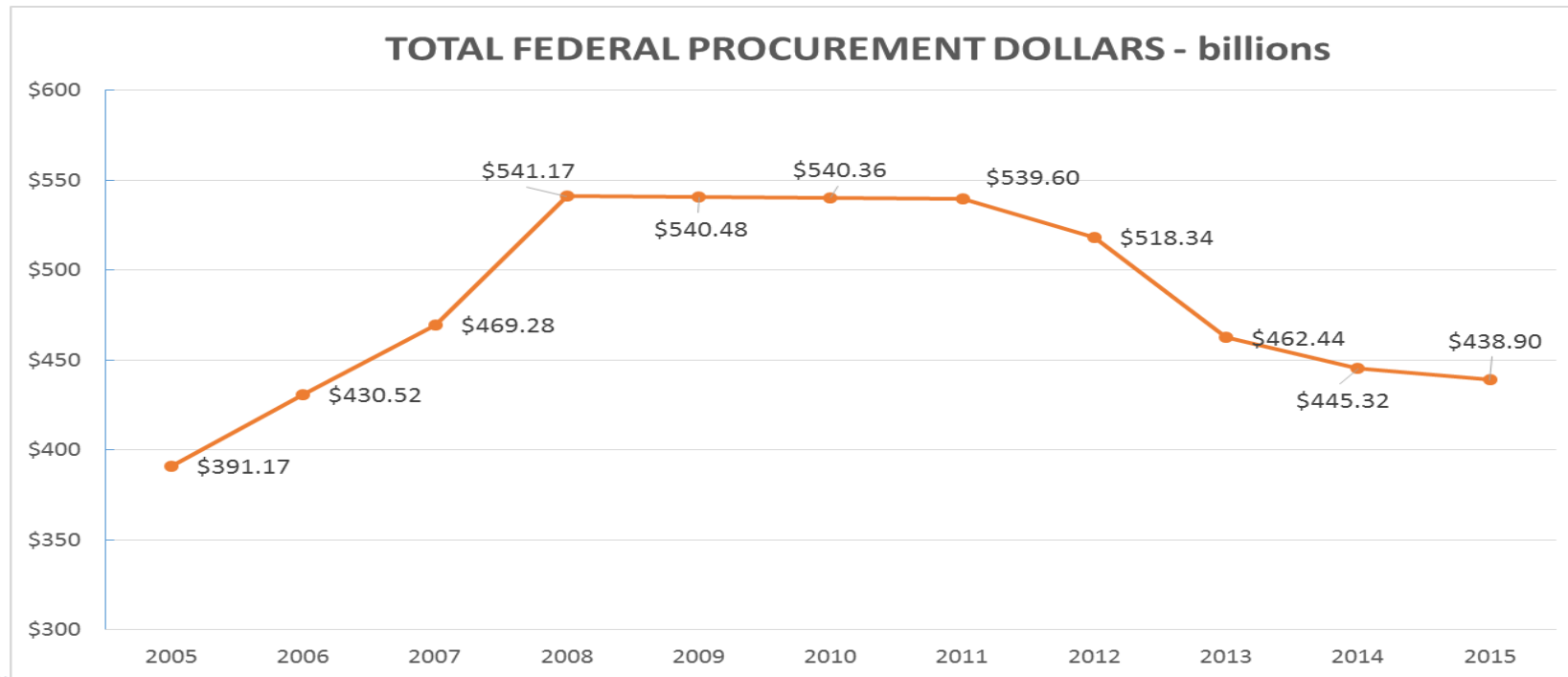


A Procurement Technical  
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# SOME NUMBERS

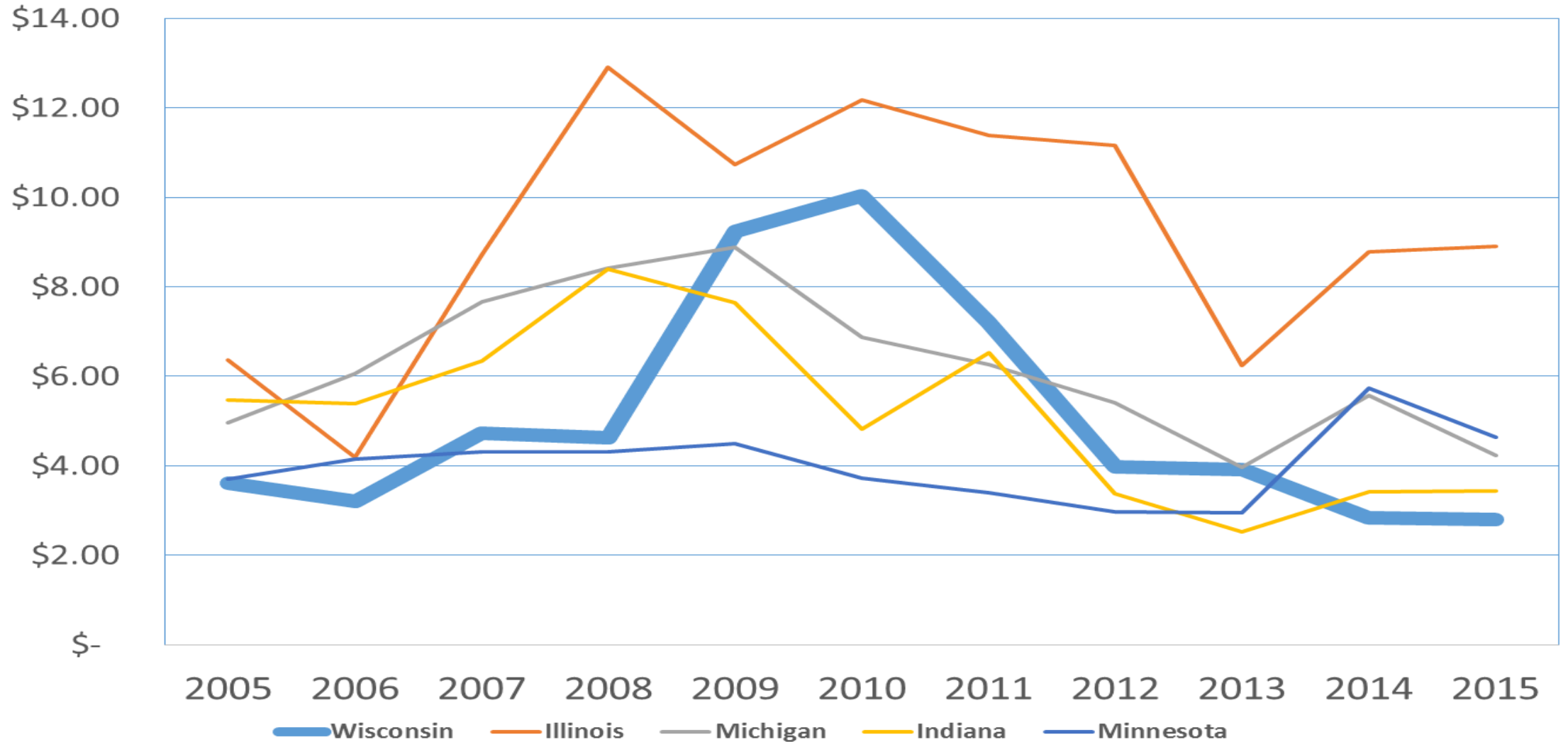
# FEDERAL PROCUREMENT DOLLARS - Total

Fiscal Year	2011	2012	2013	2014	2015
Rank	24	29	29	33	31
	\$539,529,813,059.60	\$518,750,367,830.54	\$463,014,364,563.05	\$445,094,686,938.36	\$438,909,635,770.55



\$218.82 bill  
YTD in  
FY2016 –  
should end a  
bit higher  
than FY2015

## Federal Procurement - Wisconsin as compared to surrounding States - billions



# **SOME COMMENTS ON THE STATE GRAPH (LOOKING AT FY2015)**

- **WISCONSIN**

- Oshkosh Defense - \$1.1 bill, WPS and Great Lakes Education Loan Service \$100 mill + with others below – **2,688 contractors**

- **ILLINOIS**

- U of Chicago / Argonne \$600+mill, Fermi \$375 mill / plus a string of \$100 mill + contractors – **5,618 contractors**

- **MICHIGAN**

- General Dynamics \$975 mill, Ford/Chrysler/GM each at \$230+ mill – **3,833 contractors**

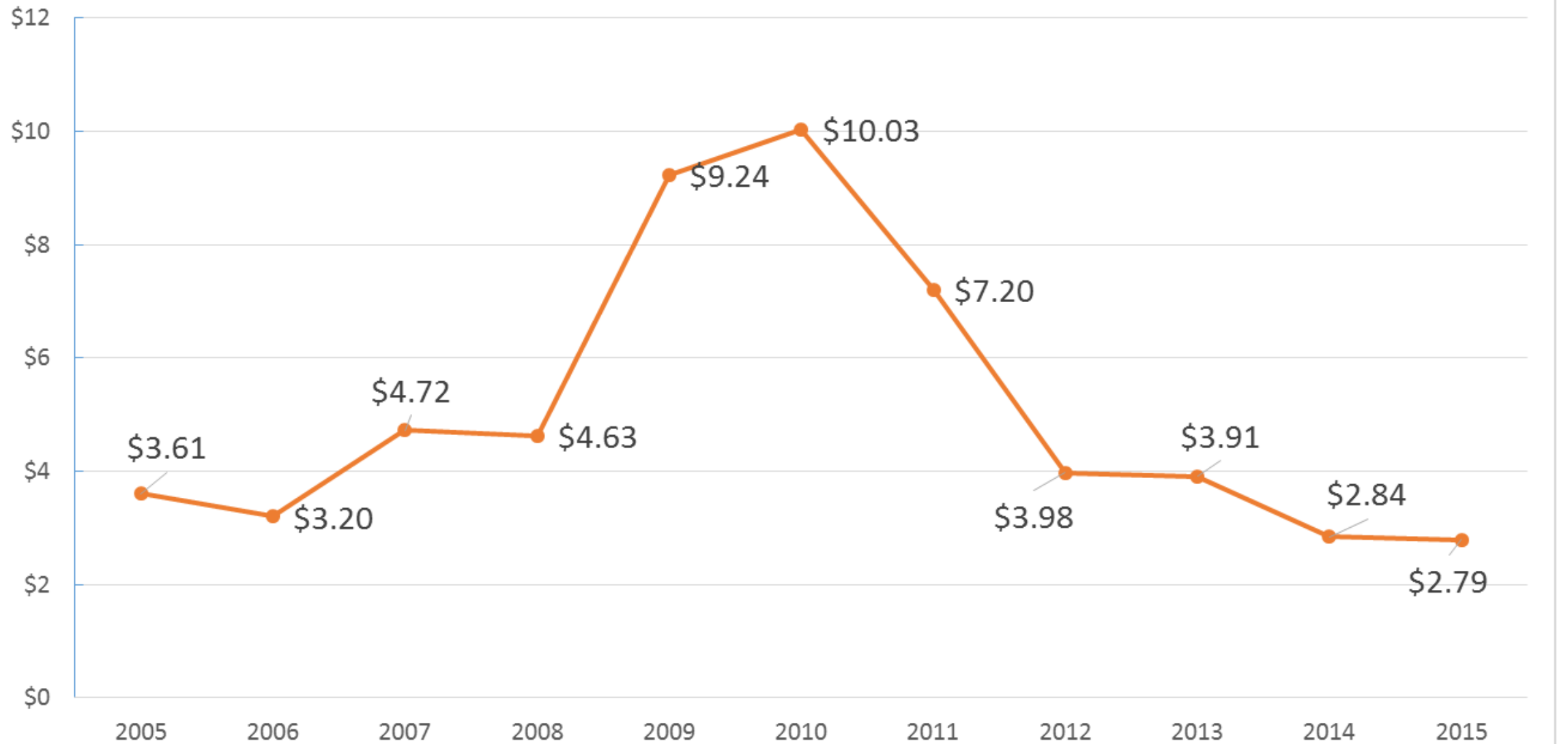
- **INDIANA**

- AM General \$853 mill, Rolls Royce \$430 mill – **2,533 contractors**

- **MINNESOTA**

- United Health \$2.1 bill, Alliant Tech \$302 mill – **2,829 contractors**

# WISCONSIN FEDERAL PROCUREMENT DOLLARS - billions



# FEDERAL SALES – Wisconsin – FY2015

Fiscal Year	2015
TOP 10 CONTRACTORS	
Row Labels	Sum of Action Obligation
OSHKOSH DEFENSE, LLC	\$1,209,500,358.50
LOGISTICS HEALTH, INC.	\$150,035,028.92
WISCONSIN PHYSICIANS SERVICE INSURANCE CORPORATION	\$139,683,951.17
GREAT LAKES EDUCATIONAL LOAN SERVICES, INC.	\$120,571,260.39
STRATATECH CORPORATION	\$68,904,086.14
OSHKOSH CORPORATION	\$65,304,084.38
OCEAN SPRAY CRANBERRIES, INC.	\$44,252,861.28
DIDION, INC	\$37,632,295.98
IDL SOLUTIONS INCORPORATED	\$24,644,839.00
MASTERS GALLERY FOODS, INCORPORATED	\$21,539,897.89
<b>Grand Total</b>	<b>\$1,882,068,663.65</b>

## TOP COUNTIES

1. Milwaukee	\$2,914,726,626
2. Dane	\$2,074,489,028
3. Waukesha	\$1,444,657,829
4. Brown	\$776,611,454
5. Racine	\$696,923,795

[Text View and More Details on All Counties](#)

## TOP CONTRACTOR SUB-AWARDEES

1. DERCO AEROSPACE, INC.	\$66,729,995
2. WISCONSIN ORDNANCE WORKS, LTD.	\$40,610,826
3. EXTREME ENGINEERING SOLUTIONS, INC	\$17,747,669
4. WALKER STAINLESS EQUIPMENT CO INC	\$14,039,777
5. WABASH NATIONAL CORPORATION	\$10,139,839

[Text View and More Details on All Contractor Sub-Awardees](#)

# FEDERAL SALES – Wisconsin

Sum of Action Obligation	Column Labels				
Row Labels	2011	2012	2013	2014	2015
Research and Development	\$89,950,907.01	\$96,958,884.13	\$45,991,530.65	\$37,858,509.09	\$41,187,092.00
Agriculture	\$7,625,523.10	\$1,020,700.60	\$2,350,251.90	\$702,402.01	\$713,930.27
Construction	\$272,911,227.81	\$230,441,950.13	\$188,925,352.06	\$204,674,227.33	\$126,002,193.86
Manufacturing	\$5,645,395,468.29	\$2,362,681,716.61	\$2,364,978,375.42	\$1,167,466,094.19	\$1,818,690,402.45
Other	\$201,648,068.68	\$153,334,209.58	\$76,405,946.01	\$67,439,722.12	\$129,617,375.77
Service	\$480,437,637.41	\$404,391,207.25	\$549,705,517.09	\$725,804,306.53	\$721,481,371.17
<b>Grand Total</b>	<b>\$6,697,968,832.30</b>	<b>\$3,248,828,668.30</b>	<b>\$3,228,356,973.13</b>	<b>\$2,203,945,261.27</b>	<b>\$2,837,692,365.52</b>

	2011	2012	2013	2014	2015	YTD 2016
2100 - ARMY	\$4,895,484,682	\$1,214,482,066	\$1,848,410,113	\$758,519,836	\$1,053,420,683	\$60,124,469
1700 - NAVY	\$580,058,448	\$427,235,006	\$135,293,860	\$272,521,919	\$279,523,787	\$88,175,884
3600 - VETERANS AFFAIRS	\$264,484,295	\$264,640,945	\$310,806,062	\$347,478,251	\$256,935,013	\$138,336,007
97AS - DEFENSE LOGISTICS AGENCY (DLA)	\$369,399,571	\$318,822,997	\$178,027,119	\$213,490,871	\$203,133,879	\$46,154,366
7500 - HEALTH AND HUMAN SERVICES	\$109,585,762	\$107,887,106	\$168,380,391	\$198,326,509	\$195,476,323	\$54,068,102

# FEDERAL WISCONSIN Congressional Districts

Sum of Action Obligation		Column Labels					
Row Labels		2011	2012	2013	2014	2015	
1		\$260,784,110.54	\$298,809,543.25	\$170,245,458.51	\$221,963,428.04	\$99,162,592.53	
2		\$413,606,077.91	\$282,271,895.87	\$363,676,096.56	\$507,340,143.68	\$487,823,326.55	
3		\$294,127,585.64	\$228,950,295.37	\$241,393,866.59	\$273,150,548.62	\$356,999,110.25	
4		\$308,527,723.99	\$230,860,916.29	\$210,953,153.80	\$214,852,408.87	\$196,193,090.77	
5		\$223,103,741.75	\$189,503,966.14	\$232,499,178.03	\$175,405,161.49	\$166,686,262.09	
6		\$4,945,194,513.54	\$1,700,708,865.34	\$1,800,713,914.10	\$631,841,641.58	\$1,356,812,262.54	
7		\$49,268,345.70	\$47,192,473.90	\$56,608,239.10	\$58,308,391.42	\$54,697,522.34	
8		\$203,356,733.23	\$270,530,712.14	\$152,267,066.44	\$121,083,537.57	\$119,318,198.45	
<b>Grand Total</b>		<b>\$6,697,968,832.30</b>	<b>\$3,248,828,668.30</b>	<b>\$3,228,356,973.13</b>	<b>\$2,203,945,261.27</b>	<b>\$2,837,692,365.52</b>	

# FIRST TIME WISCONSIN FEDERAL CONTRACTORS

Contractor	City	County	# Trans	Amount	Product / Service	Agency	Type of Business
PGB LLC	SEYMOUR	Outagamie	1	\$1.49M	HVAC	VA VISN 12	Small, WOB, SDB
QUALITY LOCKOUT, LLC	MILWAUKEE	Milwaukee	2	\$927.60K	Engineering Services	TACOM - Anniston Depot - AL	Small
BERNERS-SCHOBER ASSOCIATES, INC.	GREEN BAY	Brown	4	\$645.62K	A/E Design	VA VISN 12	Small, SDB
FUZEDATA, INC.	FRANKSVILLE	Racine	2	\$539.80K	Computer Devices	NAVSEA	Small
AMERICAN PATRIOT CONSTRUCTION SERVICES, INC.	COLGATE	Washington	1	\$536.55K	Building Repair	VA VISN 12	Small, SDB
FLOWNAMICS ANALYTICAL INSTRUMENTS, INC	MADISON	Dane	1	\$155.13K	Laboratory Equipment	FDA	Small
S&M TOOL, INC.	ONEIDA	Outagamie	5	\$107.16K	Manufacturing	Coast Guard	Small, 8(a), SDB, Native
WI MILITARY&INDUSTRIAL MANUFACTURING INC	MILWAUKEE	Milwaukee	10	\$90.28K	Manufacturing	Defense Logistics Agency	Small, SDB, SDVOSB
MERRILL GRAVEL AND CONSTRUCTION COMPANY	MERRILL	Lincoln	1	\$86.26K	Culvert Replacement	USDA - Forest Service	Small
KENRICH INDUSTRIAL, INC.	WAUKESHA	Waukesha	2	\$77.84K	Motor	USACE - Detroit	Small
SCHMITT&SONS EXCAVATING, INC.	SOMERSET	St. Croix	1	\$74.70K	Demolition	National Park Service	Small
MCCLEAN ANDERSON, LLC	SCHOFIELD	Marathon	1	\$72.69K	Filament Winder	Edwards AFB - CA	Small, SDB
LEMKE INDUSTRIAL MACHINE LLC	MARATHON	Marathon	2	\$62.52K	Brakes	USACE - Walla Walla	Small
INTERSTATE POWER SYSTEMS, INC.	BUTLER	Waukesha	2	\$60.86K	Generator maintenance	VA VISN 12	Small and Other than Small
LEMKE STONE, INC.	LANNON	Waukesha	2	\$57.72K	Boulders	USACE - Chicago	Small

# RECENT WISCONSIN SUCCESS STORIES


FY2015 - .....While **Stratatech's** contract is a small percentage of the approximately \$3 billion worth of federal contracts awarded annually to Wisconsin concerns, the \$247 million represents the largest nondefense-related research and development contract awarded in the state during the last five years.....

Stratatech initially will receive \$60 million from the contract, \$10 million of which will fund the U.S. government's purchase of Stratatech's skin products to establish an inventory in case of a widespread emergency — a natural disaster, say, or a terrorist attack.

<http://www.jsonline.com/business/stratatech-receives-247-million-contract-to-develop-skin-product-b99590471z1-330696141.html>

Business Home » Business

## Stratatech receives \$247 million contract to develop skin product



Stratatech

As an example of SirotaGraft, the skin being made by Stratatech Corp.

### Company will establish tissue inventory in case of natural or man-made emergency

By Kathleen Gallagher Oct 5, 2015

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As she watched the surgeon operating on a farmer who had suffered third-degree burns across 95% of his body, researcher Lynn Allen-Hoffmann realized instantly she had a new mission: making human skin.

The surgeon, desperate to find effective treatments for severe burn victims, had invited the [University of Wisconsin-Madison scientist](#) to watch him work on the farmer, injured in a propane tank explosion.

# RECENT WISCONSIN SUCCESS STORIES



## Last Years Largest First-time Federal Contractor - WELDALL

Retired astronaut Dr. Don Thomas and representatives from NASA took a tour of Weldall Manufacturing Inc. to get an up-close look at the structures built there.

Weldall built special test equipment for NASA's exploration of deep space, including how to get humans to Mars. Dec 9, 2015



<http://www.wisn.com/news/retired-astronaut-visits-waukesha-manufacturing-company/36883582>

# RECENT WISCONSIN SUCCESS STORIES

## US Army Orders First Lot of JLTVs From Oshkosh



Jen Judson, Defense News

11:28 a.m. EDT March 23, 2016



(Photo: Oshkosh Defense)

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WASHINGTON — The US Army has ordered its first lot of Joint Light Tactical Vehicles from Oshkosh Defense, the company announced Wednesday.

The first order includes 657 vehicles along with kits and related support for “more than” \$243 million, according to Oshkosh.

The JLTV program was finally able to move ahead after work stopped on the program for 98 days while Lockheed Martin protested the Army’s award to Oshkosh to build the vehicles. Lockheed then filed a lawsuit in the US Court of Federal Claims because it

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# Navy could get 52 littoral combat ship

Rick Barrett, Milwaukee Journal Sentinel 1:46 p.m. CDT June 7, 2016



(Photo: MC3 Johans Chavaro/U.S. Navy)

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U.S. Sen. Ron Johnson (R-Wis.) has introduced an amendment that would eliminate a provision in the National Defense Authorization Act that restricts the Navy's ability to acquire littoral combat ships, made in Marinette, Wis., and Mobile, Ala.

"The U.S. Navy has pointed out the significance of the littoral combat ship as a critical component of the fleet. The amendment would strike a limitation currently included in this fiscal year's National Defense Authorization Act that limits the Navy's flexibility in planning for the future of the LCS program," Johnson said in a statement.

"The Navy deserves certainty as it plans for its current and future ship needs, and it is not in our country's best interest to restrict funding for the needs of the men and women of our naval forces in the face of global threats," he added.

Lockheed Martin Corp, through Marinette Marine Corp., has delivered three of the vessels to the Navy: USS Freedom, USS Fort Worth and USS Milwaukee, which was christened in Milwaukee in November.

Seven more of the warships are in various stages of construction in Marinette, while a different version is being built in Mobile, Ala.

Altogether the Navy wants 52 of the ships, although Defense Secretary Ash Carter has directed the service to cut that number to 40 vessels.



## Oshkosh Corp. competes for postal truck contract



Nate Beck, USA TODAY NETWORK-Wisconsin 3:31 p.m. CDT May 18, 2016

*Oshkosh Corp. is competing with at least 14 other companies, including one that says it would bring work to Wisconsin*



Buy Photo

(Photo: Joe Sienkiewicz/USA TODAY NETWORK-Wisconsin)

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OSHKOSH - Oshkosh Corp. and other companies are angling for a \$5 billion U.S. Postal Service contract to build mail trucks over several years.

At least 14 other companies have bid on a contract to build 180,000 postal vehicles over three years, a fleet that would replace the service's weathered mail

trucks. Oshkosh Corp. Vice President of Corporate Communications John Daggett said Tuesday that the company has bid on the project and is waiting for USPS to narrow down winners that would build mail truck prototypes for testing.

Oshkosh Corp. also is competing for the award with a company that has said it too will bring this contract to Wisconsin.

Truck-maker REV Group, which recently moved its headquarters to Milwaukee from Orlando, Florida, would found a factory in north-side Milwaukee if it wins the USPS contract, USA TODAY NETWORK-Wisconsin reported Tuesday. If the Postal Service picks REV for the award, it could bring 1,000 jobs to Milwaukee.



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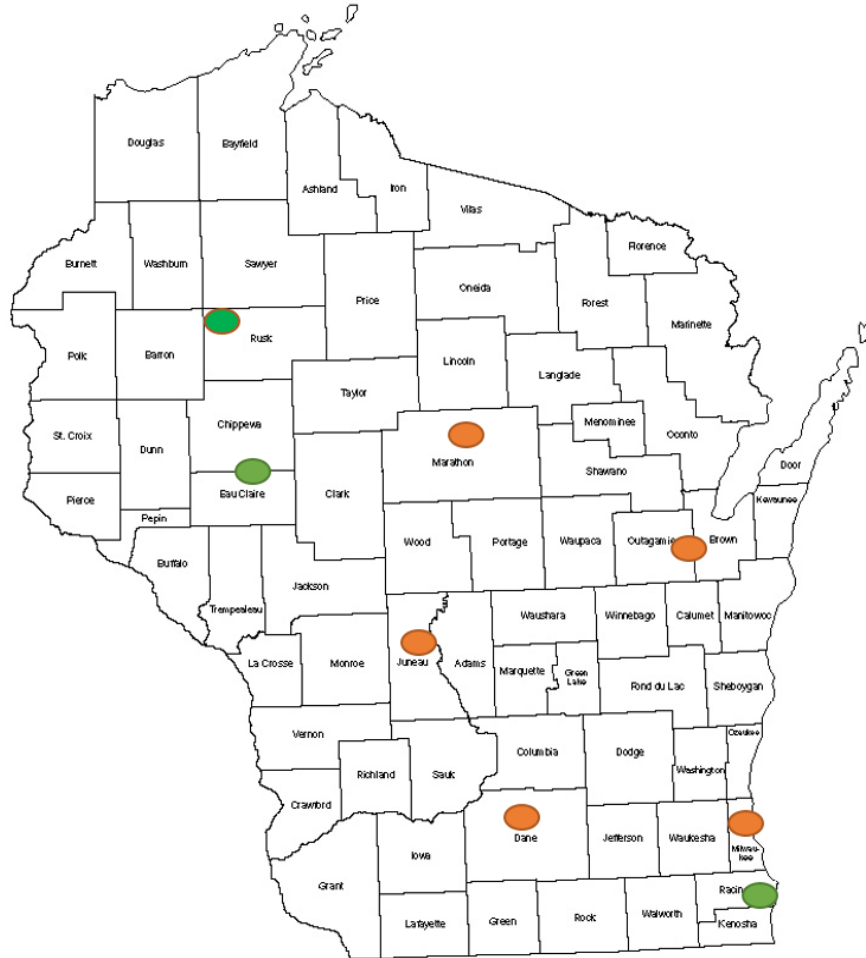


# GOING FORWARD.....

- Procurement forecasts for current year at <https://www.acquisition.gov/?q=procurement-forecasts>
- Overall dollars increasing somewhat
- Decreases in **CONSTRUCTION**
- Decreases in **SUPPLY CHAIN RISK**
- Continuing trend in **MULTIYEAR / IDIQ TYPE CONTRACTS**
- Opportunities in **CYBER** and **ANALYTICS** and **FEDERAL HEALTH IT**
- Opportunities in **DRONES, SECURITY, TECHNOLOGY, CENSUS, ANTARCTICA**
- Looking at another round of **BRAC 2019**
- Importance of **SMALL BUSINESS PROGRAMS** and **CERTIFICATIONS**
- Importance of **TEAMING** and **TEAMING AGREEMENTS**

## **WPI's MISSION**

Assist businesses in creating,  
developing and growing their sales,  
revenue and jobs through Federal,  
state and local government contracts.



## LOCATIONS:

- **Primary office – Milwaukee** - Technology Innovation Center
- **Staffed Satellite offices**
  - Madison** (FEED – Food Enterprise & Economic Development / MEC – Madison Enterprise Center)
  - Camp Douglas** (Juneau County Economic Development Corporation)
  - Wausau** (Wausau Regional Chamber of Commerce)
  - Appleton** (Fox Valley Technical College)
- **Active Partnerships**
  - Racine** – LaunchBox
  - Eau Claire** - Western Dairyland
  - Ladysmith** – Indianhead Community Action

# SMALL BUSINESS GOVERNMENT CONTRACTING AND NATIONAL DEFENSE AUTHORIZATION ACT OF 2013 - FINAL RULE

[www.wispro.org](http://www.wispro.org)

## UPCOMING EVENTS →

**JUNE 28 2016**  
ACQUISITION HOUR: NEW FEDERAL CYBERSECURITY REQUIREMENTS ARE HERE!

**JUNE 29 2016**  
ACQUISITION HOUR: WHAT'S UP WITH FEDERAL GOVERNMENT END OF YEAR SPENDING FOR 2016?

**JULY 13 2016**  
ACQUISITION HOUR: MARKET RESEARCH – USING THE FEDERAL PROCUREMENT DATA SYSTEMS (FPDS) – PART 1

**JULY 20 2016**  
DOING BUSINESS WITH THE NATIONAL PARK SERVICE MUNISING, MI »

**JULY 27 2016**  
ACQUISITION HOUR: MARKET RESEARCH – USING THE FEDERAL PROCUREMENT DATA SYSTEMS (FPDS) – PART 2

## CURRENT OPPORTUNITIES (8) →

### GET STARTED WITH THE BASICS

Questions & answers on how to get started.

[GET STARTED](#)

### SIGN-UP FOR OUR NEWSLETTER

Stay up-to-date with the latest WPI news.

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### HAVE A QUESTION? WE'RE HERE TO HELP.

One of our staff of experts is available to answer your questions.

[GET HELP](#)

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