

How to Research Business Opportunities with the National Guard

Gwen Duncan

Supervisory Contract Specialist

Email: gwendolyn.f.duncan2.civ@mail.mil

Support the Mission...Do it Right

(608) 427-7271



Administration

Wisconsin National Guard Office of Small Business Programs DIRECTORY August 2014

USPFO – Camp Douglas Wisconsin Army Supervisory CONTRACT SPECIALIST DSN: 724-7272 Ms Gwendolyn Duncan
COMM: (608) 427-7271 E-mail: Gwendolyn.f.duncan2.mil@mail.mil

115 FW/MSC WISCONSIN AIR NATIONAL GUARD 3110 MITCHELL STREET, BLDG 510
MADISON, WI 53704-2591 BASE CONTRACTING OFFICER SMSgt KATHERINE PINNOW COMM: (608) 245- 4548
E-MAIL: katherine.pinnow@wimadi.ang.af.mil

WISCONSIN AIR NATIONAL GUARD 128 ARW/MSC GENERAL MITCHELL ANG BASE
1919 E. GRANGE AVENUE MILWAUKEE, WI 53207-6199 BASE CONTRACTING OFFICER
MSgt DIONNE HOLLOWAY (Technician) COMM: (414) 944-8466 E-MAIL: dionne.holloway@ang.af.mil

ANG CRTIC/MSC VOLK FIELD ANGB, BLDG 10 100 INDEPENDENCE DRIVE CAMP DOUGLAS, WI 54618-5001
CONTRACTING SPECIALIST TSGT SETH SWIETER COMM: (608) 427-1235
E-MAIL: seth.swieter@ang.af.mil



Purchasing and Contracting

Office of Small Business Programs

NGB has some of the highest Small Business Program Goals:

61% Small Business (Prime)

21% Small Disadvantaged

6.5% Service Disable Veteran Owned

12.1% Woman Owned

7.0% HUBZone

In FY14 the National Guard Exceeded all small business goals Awarded \$1.49Billion in Small Business Contracts



Purchasing and Contracting

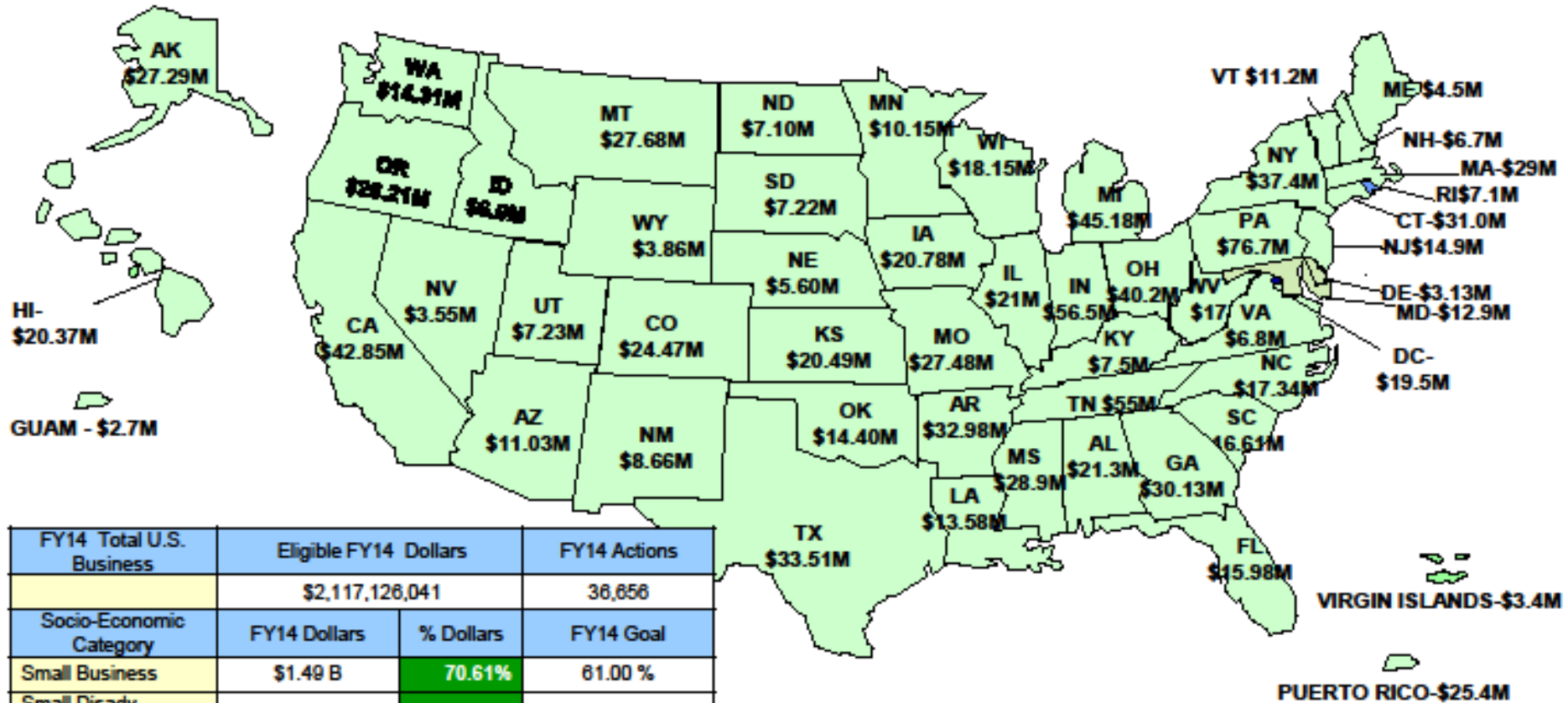




National Guard Bureau

FY14 Small Business Achievements

\$1.49B / 70% of Our Dollars to Small Business



FY14 Total U.S. Business	Eligible FY14 Dollars		FY14 Actions
	\$2,117,126,041		38,658
Socio-Economic Category	FY14 Dollars	% Dollars	FY14 Goal
Small Business	\$1.49 B	70.61%	61.00 %
Small Disadv Business	\$637.80 M	30.13%	21.00 %
Service-Disabled Veteran-Owned	\$282.24 M	13.33%	6.50 %
Woman-Owned	\$338.26 M	15.98%	12.10 %
HUBZone	\$155.62 M	7.35%	7.00%

<http://www.nationalguard.mil>

<http://www.sellingtoarmy.info>

NATIONAL GUARD PRODUCT DESCRIPTION PURCHASES

<u>FY14 National Guard NAICS Category (Description)</u>	<u>Total Actions</u>	<u>% Total Actions</u>	<u>Total Dollars</u>
23 (CONSTRUCTION)	4,356	11.8835%	\$640,469,863.51
54 (PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES)	4,492	12.2545%	\$636,941,911.31
33 (MANUFACTURING (METALS, FURNITURE, MISCELLANEOUS))	7,711	21.0361%	\$253,863,571.21
62 (HEALTH CARE AND SOCIAL ASSISTANCE)	1,631	4.4495%	\$134,928,008.14
56 (ADMINISTRATIVE AND SUPPORT AND WASTE MANAGEMENT)	1,910	5.2106%	\$108,286,206.51
51 (INFORMATION)	2,282	6.2254%	\$83,454,927.09
72 (ACCOMMODATION AND FOOD SERVICES)	5,159	14.0741%	\$56,426,219.13
42 (WHOLESALE TRADE)	2,930	7.9932%	\$50,154,499.49
44 (RETAIL TRADE (MOTOR VEHICLE, FURNITURE, ELECTRONICS, BUILDING MATERIAL, FOOD, HEALTH, GASOLINE, CLOTHING))	1,330	3.6283%	\$44,188,669.20
61 (EDUCATIONAL SERVICES)	603	1.6450%	\$37,842,856.68
48 (TRANSPORTATION)	215	0.5865%	\$34,457,663.47
81 (OTHER SERVICES (EXCEPT PUBLIC ADMINISTRATION))	961	2.6217%	\$18,480,836.85
31 (MANUFACTURING (FOOD, TEXTILE, APPAREL, LEATHER))	915	2.4962%	\$14,751,300.97
53 (REAL ESTATE AND RENTAL AND LEASING)	546	1.4895%	\$13,676,332.43
32 (MANUFACTURING (PAPER, PRINTING, PETROLEUM, COAL, CHEMICAL, PLASTICS, RUBBER, NONMETALIC MINERAL))	826	2.2534%	\$12,225,100.71
92 (PUBLIC ADMINISTRATION)	143	0.3901%	\$4,630,098.34
45 (RETAIL TRADE (SPORTING GOODS GENERAL MERCHANDISE, MISC)	368	1.0039%	\$4,233,840.27
71 (ARTS, ENTERTAINMENT, AND RECREATION)	104	0.2837%	\$3,665,642.41
22 (UTILITIES)	41	0.1119%	\$3,274,145.32
49 (POSTAL SERVICE, COURIER/MESSANGER, WAREHOUSING)	42	0.1146%	\$942,759.99
21 (MINING, QUARRYING, AND OIL AND GAS EXTRACTION)	48	0.1309%	\$759,889.09
52 (FINANCE AND INSURANCE)	10	0.0273%	\$306,441.35
11 (AGRICULTURE, FORESTRY, FISHING AND HUNTING)	23	0.0627%	\$237,854.61
NO NAICS CATEGORY SPECIFIED	10	0.0273%	\$64,250.94
Total	36,656	100.0000%	\$2,158,262,889.02

Conduct Market Research

What did the National Guard buy in the past?

Who did the National Guard buy from?

How do I locate National Guard contracting opportunities?

What is the National Guard buying today?

What will the National Guard buy in the near future?

How do I do Business with the National Guard?

Support the Mission...Do it Right



Purchasing and Contracting



Conduct Market Research on What We Buy

- Federal Procurement Data System (<https://www.fpds.gov/>)
- Use the Contracting Office ID to locate WI National Guard – W912J2

Support the Mission...Do it Right



Purchasing and Contracting

ARMY SINGLE FACE TO INDUSTRY (ASFI)



Army Single Face to Industry (ASFI) Acquisition Business Web Site

"Serving the U.S. Army Acquisition Community"

Please visit [What's New \(.doc\)](#) (last updated September 10, 2018) to learn about recent additions to our website.

[Privacy & Security Notice \(F\)](#)

[Accessibility Information Notice \(F\)](#)

[Freedom of Information Act \(FOIA\) Notice \(F\)](#)

ASFI Business Opportunities

- [Contracting Opportunities Search](#)
- [Combined Synopsis/Solicitation Search](#)
- [ASFI Frequently Asked Questions](#)
- [ASFI for Government Personnel](#)

Acquisition Tool Set

- [Web Browser Plugins/Certificates](#)
- [ASFI Users Guide \(.doc\)](#)

ASFI for Industry

- [Vendor Notification Service](#)
- [Vendor Bid History](#)
- [Procurement Notifications](#)
- [Online Representations and Certifications Application \(ORCA\) \(F\)](#)

Related Links:



Purchasing and Contracting

Army Single Face to Industry (ASFI)

- Used by all National Guard contracting offices
- Sends data to Federal Business Opportunities (FedBizOpps.gov)

Support the Mission...Do it Right



Purchasing and Contracting

Specific Searches

- Go to <http://www.fbo.gov>
- Contract Offices (W912J2)
- NAICS Code/ Noun phrase/ FSC Code

Support the Mission...Do it Right



Purchasing and Contracting

What we buy for the WI National Guard

- Office supplies
- Furniture
- Food/Groceries
- Hotel Rooms
- IT Items (Computers/Monitors/Printers)
- Training
- Tools
- Items through the State of WI



Purchasing and Contracting



POINTS OF CONTACT

National Guard Bureau, Arlington, VA:

Dr. Donna Peebles Associate Director Office of
Small Business Programs (703) 607-1001

Donna.L.Peebles2.civ@mail.mil

To locate a National Guard Small Business
Specialist in each State and Territory use this link
to access the Directory:

<http://www.nationalguard.mil/Leadership/JointStaff/SpecialStaff/SmallBusinessPrograms.aspx>



Purchasing and Contracting

QUESTIONS???

Gwen Duncan (608) 427-7271

Email: gwendolyn.f.duncan2.civ@mail.mil

Support the Mission...Do it Right



Purchasing and Contracting