

# End of Year Contractor Update BLOG

JANUARY 17 2018

WITH DON MAKOWSKI, NORTHWEST MICHIGAN PTAC / NETWORKS NORTHWEST / MICHIGAN WORKS

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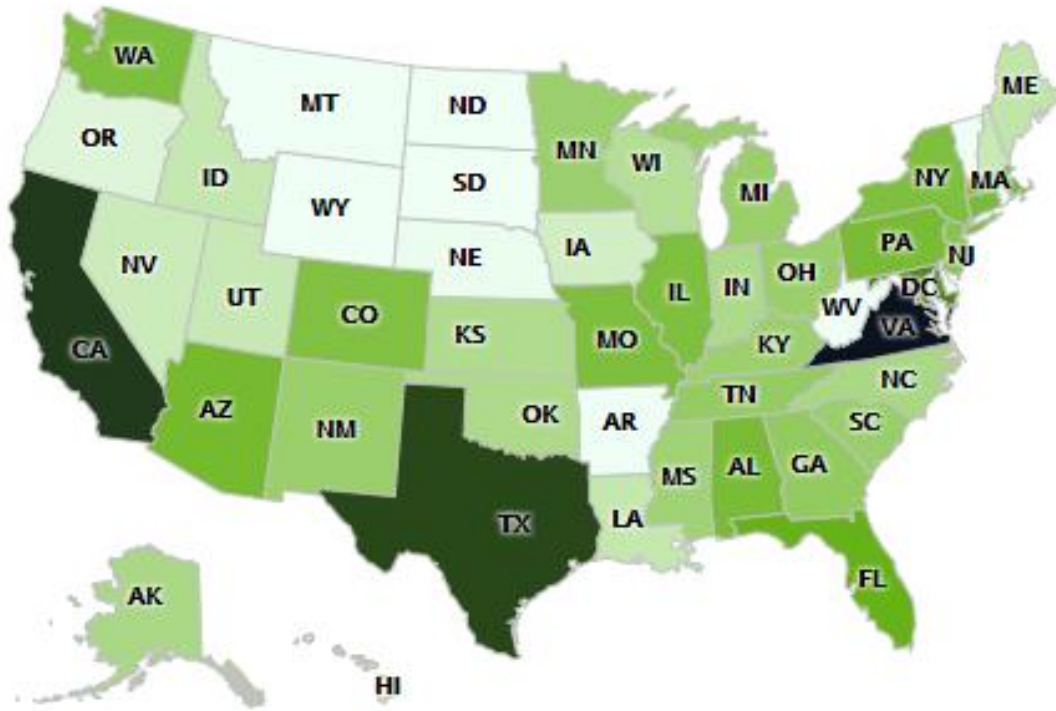
AND AINA VILUMSONS, WISCONSIN PROCUREMENT INSTITUTE (WPI) – A PTAC



# Where did Federal Procurement dollars go in FY2017?

Spending by State (Company Headquarters)

Fiscal year - 2017



Wisconsin (32) - \$3.54 bill - .71%	↓
Michigan (22) - \$6.2 bill - 1.25%	↑
Illinois (14) - \$11.19 bill - 2.26%	↓
Indiana (29) - \$4.11 bill - .83%	↓
Iowa (39) - \$1.89 bill - .38%	↑
Minnesota (24) - \$6.02 bill - 1.21%	↓
TOTAL - \$496.5 bill - 100%	↑
Previous year - \$466.5 bill	↑

# Where did Federal Procurement dollars go in FY2017 – WI County?

Based on place of performance	Largest Contractor	2017
139 - Winnebago	Oshkosh Defense	\$1.49B
025 - Dane	WPS Health Insurance	\$543.26M
079 - Milwaukee	CH2M Hill	\$268.23M
063 - La Crosse	Logistics Health	\$244.05M
133 - Waukesha	General Electric	\$133.35M
081 - Monroe	Versar Inc (VA)	\$119.57M
105 - Rock	Amtec	\$105.90M
087 - Outagamie	Tower Industries	\$76.16M
009 - Brown	Krueger International	\$67.89M
059 - Kenosha	IDSC Holdings	\$66.73M
075 - Marinette	Marinette Marine	\$33.29M
117 - Sheboygan	Masters Gallery Foods	\$26.16M
021 - Columbia	Diddion Milling	\$24.72M
131 - Washington	IDL Solutions	\$19.79M
055 - Jefferson	Diddion Milling	\$17.87M

# Where did Federal Procurement dollars go in FY2017 – WI County – Small Business?

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<b>Wisconsin County</b>	<b>Total Dollars</b>	<b>Largest Contractor</b>
Milwaukee	\$120.10M	OTIE - Army
Dane	\$101.07M	Statz - DLA
Rock	\$88.21M	AMTEC - Army
Outagamie	\$57.36M	Tower Industries - Army
Waukesha	\$46.34M	Bruno - VA
Jefferson	\$36.25M	Diddion - USDA
Monroe	\$29.35M	Kaiyuh Services - Army
Sheboygan	\$25.41M	Master Gallery Foods - USDA
Brown	\$24.43M	BPD Engineering - Justice
Kenosha	\$13.59M	Ocenco - DLA

# Where did Federal Procurement dollars go in FY2017 – WI Congressional District?

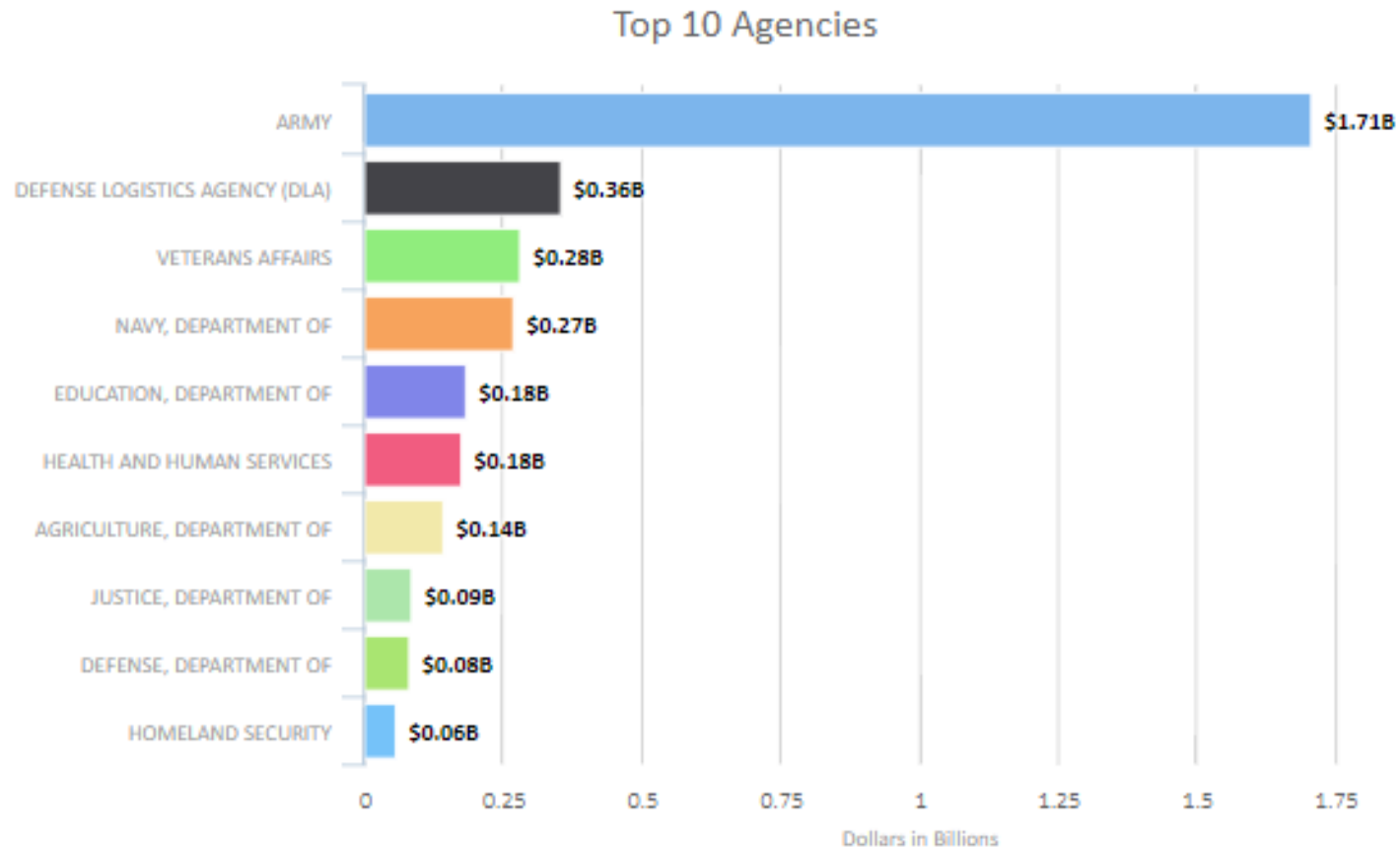
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<b>Congressional District</b>	<b>Dollars</b>	<b>Largest Contractor</b>
Wisconsin Multiple Congressional Districts - N/A	\$1.45B	Largest Dollars - Oshkosh Defense
Wisconsin 2 - Rep. Mark Pocan	\$594.42M	Great Laked Education - Dept of Education
Wisconsin 5 - Rep. James Sensenbrenner Jr.	\$374.69M	General Electric - Dept of VA
Wisconsin 4 - Rep. Gwen Moore	\$316.96M	Goodwill Industries - Navy
Wisconsin 8 - Rep. Mike Gallagher	\$211.30M	Tower Industries - Army
Wisconsin 1 - Rep. Paul Ryan	\$188.29M	AMTEC - Army
Wisconsin 6 - Rep. Glenn Grothman	\$184.97M	Oshkosh Defense - DLA
Wisconsin 3 - Rep. Ron Kind	\$176.60M	Logistics Health - La Crosse
Wisconsin 7 - Rep. Sean Duffy	\$48.55M	Weinbrenner Shoes - DLA

# Who Received Federal Procurement dollars in Wisconsin FY2017?

<b>Contractor name</b>		<b>Total Sales</b>
OSHKOSH DEFENSE, LLC	Oshkosh	\$1.50B
WISCONSIN PHYSICIANS SERVICE INSURANCE CORPORATION	Madison	\$189.93M
GREAT LAKES EDUCATIONAL LOAN SERVICES, INC.	Madison	\$182.84M
GENERAL ELECTRIC COMPANY	Waukesha	\$143.75M
AMTEC CORPORATION	Janesville	\$81.20M
JOHNSON CONTROLS GOVERNMENT SYSTEMS LLC	Milwaukee	\$80.81M
GOODWILL INDUSTRIES OF SOUTHEASTERN WISCONSIN, INC.	Milwaukee	\$74.11M
LOGISTICS HEALTH, INC.	La Crosse	\$73.21M
IDSC HOLDINGS LLC	Kenosha	\$41.64M
TOWER INDUSTRIES INC	Greenville	\$41.21M
STATZ CORPORATION	Cross Plains	\$36.52M
KRUEGER INTERNATIONAL INCORPORATED	Green Bay	\$35.84M
DIDION, INC	Johnson Creek	\$33.48M
INDUSTRIES FOR THE BLIND, INC.	Milwaukee	\$32.61M
MARINETTE MARINE CORPORATION	Marinette	\$30.07M

# Agencies that Purchased from Wisconsin companies in FY2017?



# What did the Federal Government Buy from Wisconsin companies in FY2017?

NAICS	Code Description	Dollars	% of total
336212	Truck Trailer Manufacturing	\$776.26M	22.0%
336992	Military Armored Vehicle, Tank, and Tank Component Manufacturing	\$568.35M	16.1%
522390	Other Activities Related to Credit Intermediation	\$182.84M	5.2%
524114	Direct Health and Medical Insurance Carriers	\$128.75M	3.6%
332993	Ammunition (except Small Arms) Manufacturing	\$122.41M	3.5%
334517	Irradiation Apparatus Manufacturing	\$114.64M	3.2%
541330	Engineering Services	\$95.20M	2.7%
336120	Heavy Duty Truck Manufacturing	\$92.23M	2.6%
722310	Food Service Contractors	\$70.77M	2.0%
524292	Third Party Administration of Insurance and Pension Funds	\$69.61M	2.0%
621111	Offices of Physicians (except Mental Health Specialists)	\$67.62M	1.9%
236220	Commercial and Institutional Building Construction	\$47.84M	1.4%
336612	Boat Building	\$30.58M	0.9%
339113	Surgical Appliance and Supplies Manufacturing	\$30.18M	0.9%
561210	Facilities Support Services	\$29.46M	0.8%

# How Did Small Business Contractors Do in Wisconsin?

TOP 5 AGENCIES ONLY for FY2017	Total Prime Contracts	%	ALL Small Business	%	Veteran	%	SDVOSB	%
97AS - DEFENSE LOGISTICS AGENCY (DLA)	\$277.87M	7.98	\$80.79M	12.62	\$39.05M	41.59	\$38.25M	41.84
3600 - VETERANS AFFAIRS	\$271.67M	7.81	\$65.95M	10.3	\$36.75M	39.14	\$36.26M	39.67
1200 - AGRICULTURE, DEPARTMENT OF	\$141.56M	4.07	\$87.60M	13.68	\$10.72M	11.42	\$11.04M	12.08
2100 - ARMY	\$1.84B	52.84	\$225.03M	35.14	\$5.54M	5.9	\$5.08M	5.56
1400 - INTERIOR, DEPARTMENT OF	\$20.79M	0.6	\$10.31M	1.61	\$864.42K	0.92	\$393.51K	0.43
<b>GRAND TOTAL</b>	<b>\$3.48B</b>		<b>\$640.40M</b>	<b>18.40%</b>	<b>\$93.90M</b>	<b>2.70%</b>	<b>\$91.40M</b>	<b>2.63%</b>

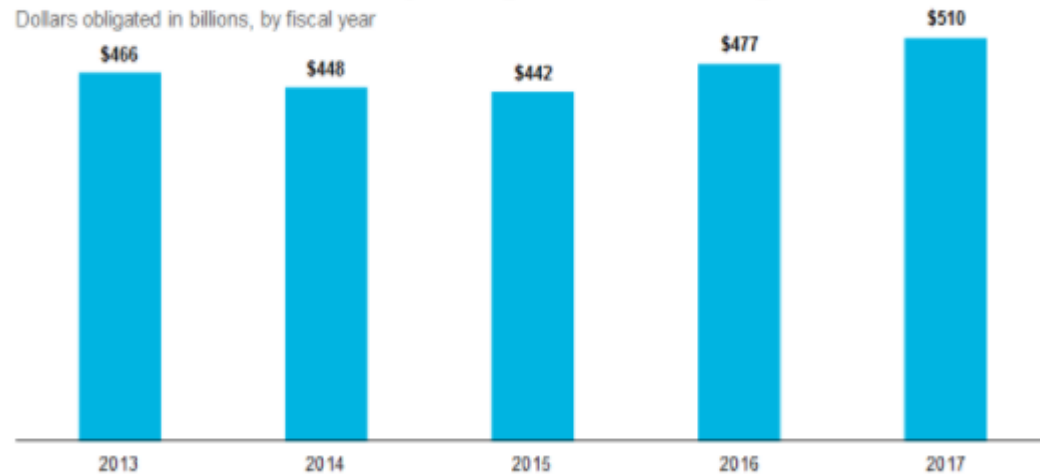
TOP 5 AGENCIES ONLY for FY2017	SDB plus 8a	%	SDB	%	8(A)	%	WOB	%	HUBZone	%
97AS - DEFENSE LOGISTICS AGENCY (DLA)	\$2.76M	1.52	\$2.61M	2.62	\$150.50K	0.18	\$4.96M	13.5	\$1.15K	0.01
3600 - VETERANS AFFAIRS	\$16.14M	8.88	\$16.06M	16.12	\$75.68K	0.09	\$8.23M	22.41	-177,023	-1.01
1200 - AGRICULTURE, DEPARTMENT OF	\$36.45M	20.06	\$35.62M	35.74	\$826.49K	1.01	\$1.82M	4.97	\$1.79M	10.27
2100 - ARMY	\$77.70M	42.76	\$22.39M	22.46	\$55.31M	67.8	\$4.87M	13.27	\$1.16M	6.66
1400 - INTERIOR, DEPARTMENT OF	\$1.54M	0.85	\$1.23M	1.23	\$309.19K	0.38	\$2.58M	7.01	\$73.89K	0.42
<b>GRAND TOTAL</b>	<b>\$181.72M</b>	<b>5.22%</b>	<b>\$99.67M</b>	<b>2.86%</b>	<b>\$81.58M</b>	<b>2.34%</b>	<b>\$36.73M</b>	<b>1.06%</b>	<b>\$17.44M</b>	<b>0.50%</b>

# Wisconsin First Time Federal Contractors

Contractor	NAICS Code	City	# Trans	Amount	
TRUCK COUNTRY OF WISCONSIN, INC.	336120	DE FOREST	125	\$16.13M	GSA - Tractors
ADVANCIA TECHNOLOGIES, LLC	611710, 541511	MILWAUKEE	2	\$5.02M	Army - Training
POTAWATOMI TPS JV, LLC	611430	MILWAUKEE	1	\$4.22M	Army - Labor
STAZ WORKS LLC	336330	MERRILLAN	2	\$556.66K	Navy - Repairs
KEWAUNEE CARE CENTER LLC	623110	KEWAUNEE	4	\$447.45K	VA - Nursing home
WICKLAND, ASHLEY	812990	HALES CORNERS	1	\$204.56K	USAID - Personal Services
KING, MATTHEW R	113110, 115310	DE PERE	16	\$203.51K	USFS - Forest work
MICROSCOPY INNOVATIONS, LLC	921190	MARSHFIELD	1	\$150.00K	Army - STTR
NORTH AMERICAN MECHANICAL, INC.	238220	WINDSOR	1	\$148.23K	Army - Electronics
FLAMBEAU, INC	314910, 336413, 332439	BARABOO	11	\$143.06K	DLA - Shipping and storage
INNOVATIVE HYDRAULICS, LLC	333995	WAUSAU	2	\$141.39K	USACE - Spares
NEIGHBORS - CENTRAL NEIGHBORHOOD, THE	623110	MENOMONIE	4	\$128.14K	VA - Nursing home
PHOTONIC CLEANING TECHNOLOGIES LLC	541712	PLATTEVILLE	1	\$120.72K	NASA - R&D
MODULAR TRAIL STRUCTURES LLC	331210	MADISON	1	\$115.60K	NPS - Boardwalk
KUHN NORTH AMERICA, INC.	333111	BRODHEAD	2	\$111.90K	USDA - Implements

### Governmentwide Contract Spending Hits Five-Year High

Dollars obligated in billions, by fiscal year

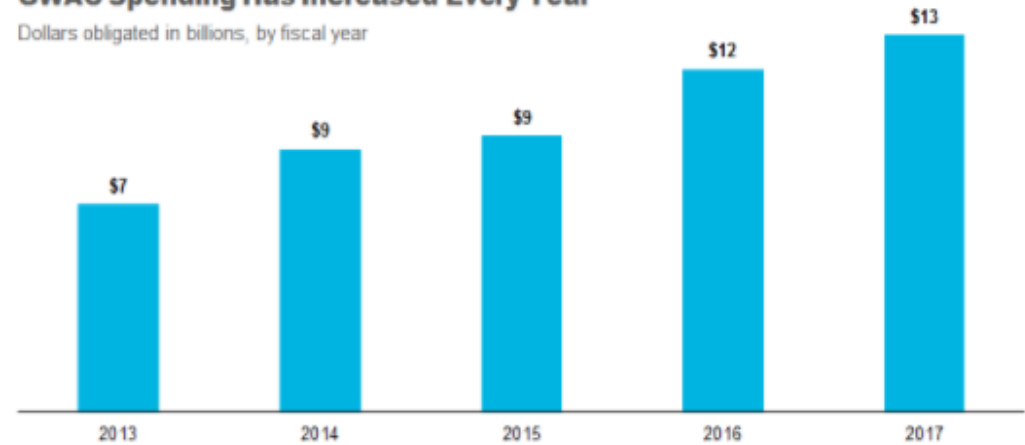


Source: Bloomberg Government data

Federal contract spending broke the half-trillion dollar barrier in fiscal 2017, its highest level since fiscal 2012, when the federal government spent \$522 billion on unclassified contracts.

### GWAC Spending Has Increased Every Year

Dollars obligated in billions, by fiscal year

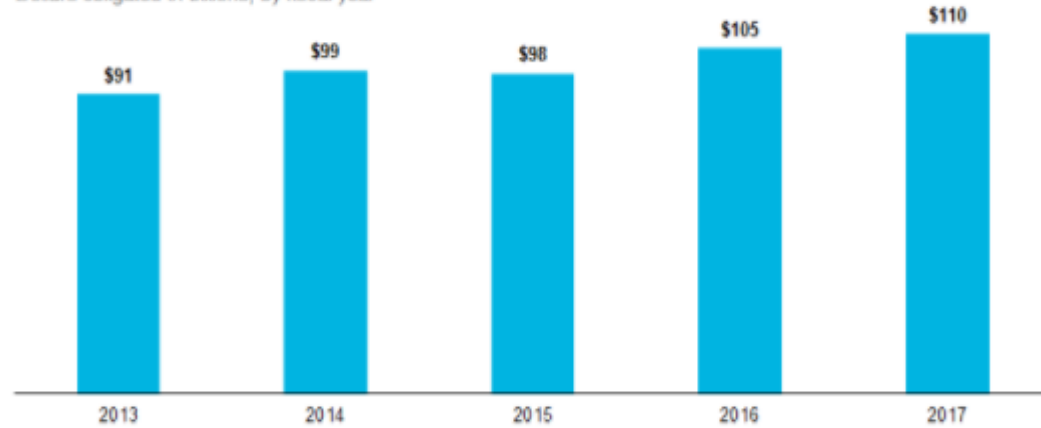


Notes: Spending amounts based on Bloomberg Government definition of governmentwide acquisition contracts.  
Source: Bloomberg Government data

Federal spending has surged on governmentwide acquisition contracts, which agencies use to buy information technology, to nearly **\$13 billion** in fiscal 2017. This is probably a result of two factors: agencies buying more IT to modernize legacy systems and governmentwide efforts to consolidate the number of contracts managed by the federal government.

### Small-Business Spending Has Reached a Five-Year Peak

Dollars obligated in billions, by fiscal year

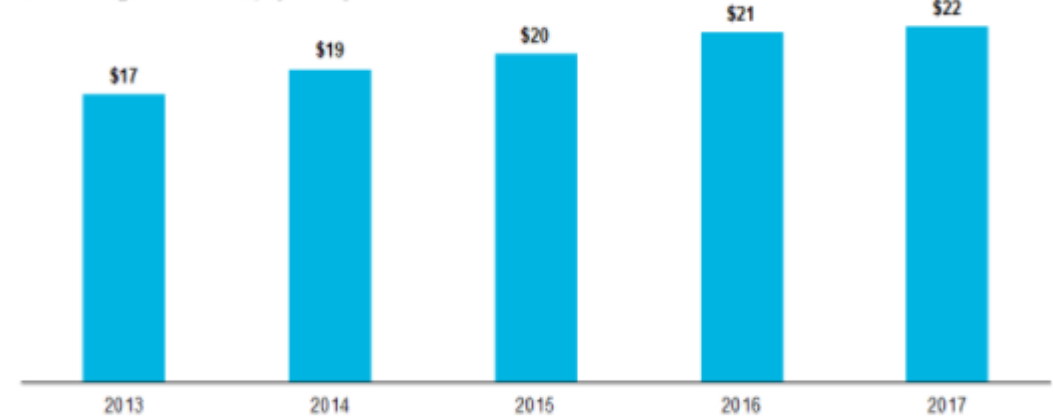


Notes: Spending amounts are based on the contracting officer's definition of business size.  
Source: Bloomberg Government data

Federal spending on [small businesses](#) has risen in lockstep with overall contract spending, meaning that the share of federal dollars won by small businesses has remained relatively flat. From fiscal years 2013 through 2017, small business spending accounted for about 20 percent to 22 percent of the market.

### Simplified Acquisitions Have Increased Slightly Year-Over-Year

Dollars obligated in billions, by fiscal year.

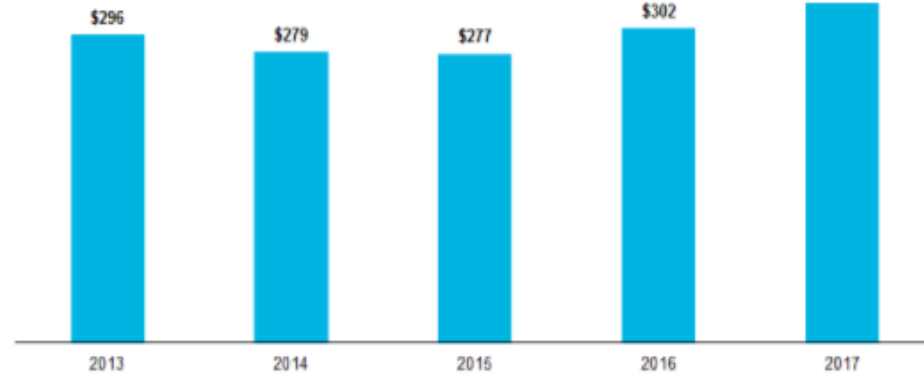


Notes: Spending amounts are based on definitions of simplified acquisition.  
Source: Bloomberg Government data

Spending on [simplified acquisitions](#), or purchases by the government that fall below a certain threshold for commonly acquired goods and services, has inched-up each year since fiscal 2013. This is probably because agencies can avoid some procurement regulations by using simplified acquisitions. BGOV expects simplified acquisitions purchases to continue rising as a result of [threshold adjustments](#) for inflation.

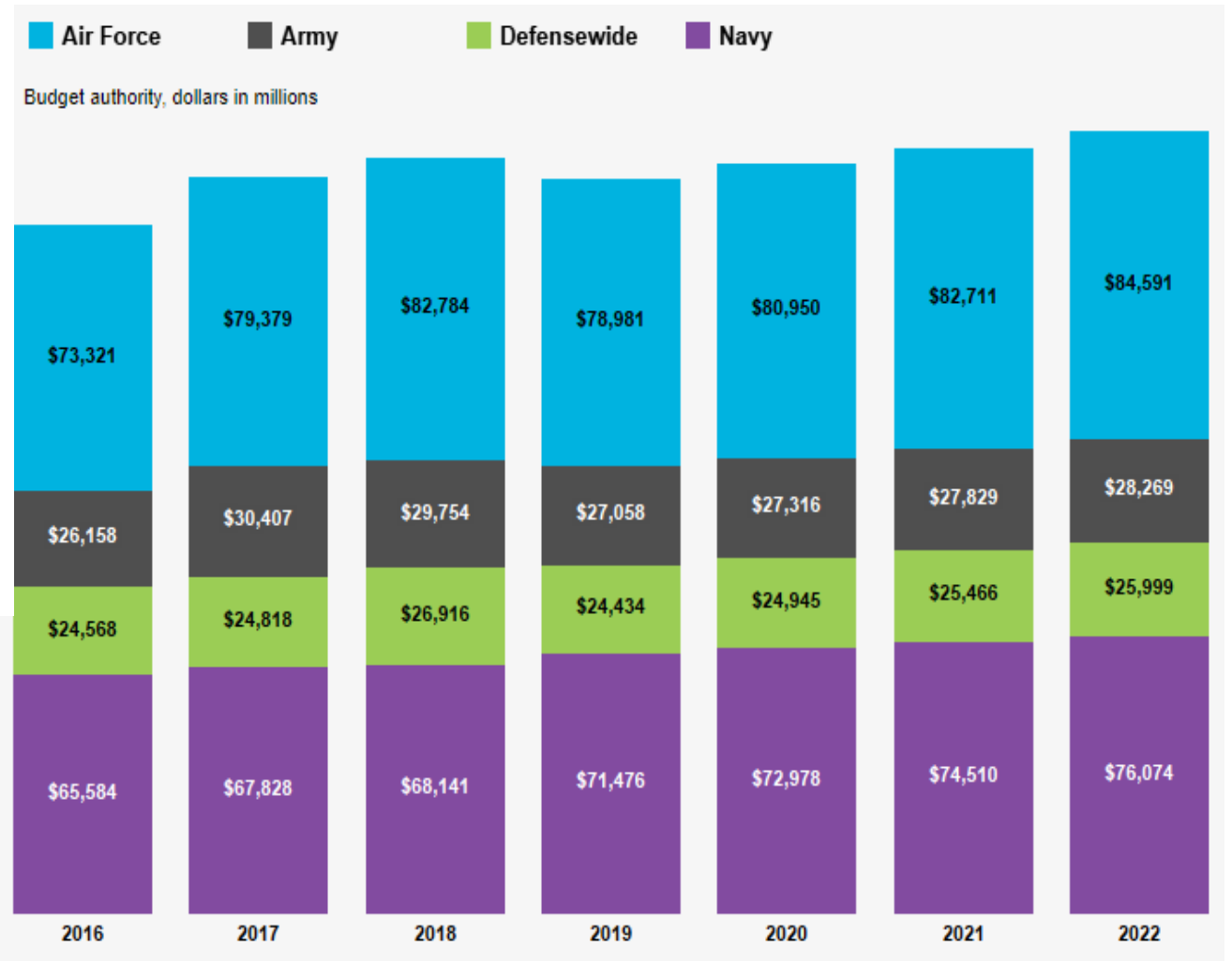
### Fixed-Price Contract Obligations Increased by 10 Percent From FY 2013

Dollars obligated in billions, by fiscal year



Notes: Spending amounts based on definition of fixed-price contract type  
Source: Bloomberg Government data

Spending on **fixed-price contracts**, which incentivize contractors to maximize profit by lowering costs, increased by \$30 billion (about 10 percent) from \$296 billion in fiscal 2013 to \$326 billion in fiscal 2017. The increase in fixed-price contracts is almost certainly because it limits the government risk of runaway costs. As a share of total contract obligations, spending on fixed-price contracts remained about the same -- from 62 percent to 64 percent of all obligations.



Source: Bloomberg

# Updates from Don Makowski

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Procurement List

- [Document 1.](#) (January 12, 2018)
- [Document 2.](#) (January 12, 2018)

**Department of Defense**

[End Use Certificates.](#) (January 12, 2018)

**Department of Veterans Affairs**

[VAAR Case 2014-V005—parts 812, 813:](#) Revise and Streamline VA Acquisition Regulation to Adhere to Federal Acquisition Regulation Principles. (January 11, 2018)

[Veteran-Owned Small Business Verification Guidelines.](#) (January 10, 2018)

**Department of Defense**

[Class Deviation 2018-O0009:](#) Pilot Program for Streamlining Awards for Innovative Technology Projects. (January 10, 2018)

[Class Deviation 2018-O0010:](#) Temporary Extension of the Test Program for Negotiation of Comprehensive Small Business Subcontracting Plans. (January

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**Bid Protests**

**Comptroller General**

Mistake in bid, raised price. See [Herman Construction Group, Inc. B-415480: Jan 5, 2018.](#) (January 15, 2018)

Use of *net monetized opportunity cost benefit value* calculation in evaluating proposals. See [DynCorp International LLC B-415349: Jan 3, 2018.](#) (January 15, 2018)

**BLOGS**

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Congress Passes Too Much Acquisition Legislation. [Read](#)

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## Region V

Robert Scott

Regional Administrator



Robert Scott serves as the regional administrator for Region V of the U.S. Small Business Administration, overseeing the delivery of the agency's financial assistance, technical assistance and government contracting activities throughout Illinois, Indiana, Michigan, Minnesota, Ohio and Wisconsin.

Prior to the SBA, Scott ran his own consulting firm, practiced law at Oldham & Deitering in Clayton, Ohio, and served as the vice mayor in Kettering, Ohio, where he remains in service as a city councilman. He has worked in the Ohio House of Representatives as a legislative aide and on several major political campaigns in Ohio, including serving as the

state director for Donald J. Trump for President. Additionally, Scott wrote for the *Dayton Daily News*, *Dayton City Paper* and was a syndicated columnist for Brown Newspapers, Inc.

Scott received a B.S. from Wright State University and an honors juris doctorate degree from the University of Dayton School of Law. He is a member of the Dayton Masonic Lodge, Ohio State Bar Association and Kettering Rotary Club. Scott received a "Forty under 40" award from the American Association of Political Consultants in 2016 and the *Dayton Business Journal* named him one of the city's notable "Forty under 40" professionals in 2015.

## Pentagon Delays Deadline For Military Suppliers to Meet Cybersecurity Rules



AA FONT SIZE + PRINT

LOCKHEED MARTIN



BY MARCUS WEISGERBER

GLOBAL BUSINESS EDITOR

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DECEMBER 13, 2017

TOPICS

INDUSTRY

ACQUISITION

The goal of the new regulations is to secure sensitive data on the computers and networks at smaller companies.

*Updated with comment from Pentagon spokesman.*

The Pentagon will delay a Jan. 1 deadline for all of its suppliers to meet a set of new regulations largely designed to better protect sensitive military data and weapon blueprints.

By year's end, companies must instead merely show that they have a plan in place to meet the **regulations**, Ellen Lord, the defense undersecretary for acquisition, technology and logistics told the Senate Armed Services Committee.

## NDAAs Section 846 (“Amazon Amendment”)

The Amazon Amendment is anticipated to have a far-reaching impact on small business federal government procurement and, in particular, the holders of GSA Schedule contracts and Governmentwide Acquisition Contracts (“GWAC”). Section 846 directs the GSA Administrator to establish a program (“Program”) that would permit federal agencies and departments to acquire commercial products through “commercial e-commerce portals” (“Portals”). Section 846 states that the purpose of the Program is to enhance competition, expedite procurement, enable market research, and ensure reasonable pricing of commercial products.

The “commercial products” which may be procured through the Program are “commercially available off-the-shelf” (“COTS”) items as defined by federal statute, excluding services. The Portals under this program are defined as “commercial solution[s] providing for the purchase of commercial products aggregated, distributed, sold, or manufactured via an online portal with multiple providers for the purpose of enabling government-wide use of these portals.” In other words, the Portals would be online purchasing platforms that are similar to those provided by Amazon and other large online retailers which are familiar to consumers.

Section 846 contains a few important limitations on the use of Portals. First, commercial items procured through Portals cannot exceed the Simplified Acquisition Threshold (“SAT”). (It is also worth noting that, separately, Section 605 of the NDAAs has increased the SAT from \$100,000 to \$250,000.) Second, unless otherwise provided for in Section 846, all laws, including those setting forth policies, procedures, requirements, or other restrictions for acquiring property or services by the Federal government shall apply to the Program. In addition, it is important to note that purchases of a product through Portals shall be deemed to be an award of a prime contract for purposes of government-wide socio-economic and small business goals if the purchase is from a supplier that is a small business concern.




This week, the General Services Administration (GSA) and the Office of Management and Budget (OMB) hosted an Industry Day on Section 846 of the 2018 NDAAs, “Procurement Through Commercial e-Commerce Portals.” The meeting kicked off the agencies’ implementation planning phase pursuant to that section, and it was very informative, as it provided an opportunity for a thoughtful and engaging dialogue.

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Examples: hr5, sres9, "health care"



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[H.R. 1](#) [115th] An Act to provide for reconciliation pursuant to titles II and V of the concurrent resolution on the budget for fiscal year 2018.

[H.R. 392](#) [115th] Fairness for High-Skilled Immigrants Act of 2017

[H.R. 38](#) [115th] Concealed Carry Reciprocity Act of 2017

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# Upcoming

January 23, 2018 – **Market Research using the Federal Procurement Data System (FPDS)** – [CLICK HERE](#) for additional information – presented by Marc Violante – Wisconsin Procurement Institute (WPI)

January 24, 2018 – **Cyber Security for Current and Prospective DOD Contractors and Subcontractors** – [CLICK HERE](#) for additional information – presented by Marc Violante – Wisconsin Procurement Institute (WPI)

January 31, 2018 – **Overview of DIBBS** – [CLICK HERE](#) for additional information – presented by Joe Smetak & Jean Polka – Wisconsin Procurement Institute (WPI)

February 13, 2018 – **The Future of SAM.gov** – [CLICK HERE](#) for additional information – presented by Kim Garber – Wisconsin Procurement Institute (WPI)

February 21, 2018 – **Overview of CPARS** – [CLICK HERE](#) for additional information – presented by Carol Murphy – Wisconsin Procurement Institute (WPI)

February 21, 2018 – **Selling to State and Local Governments** – [CLICK HERE](#) for additional information – presented by Kate Hill – Heartland Information Research (HIR)

February 27, 2018 – **Understanding your Obligations when Quoting and Receiving Awards from Defense Logistics Agency (DLA) DIBBS** – [CLICK HERE](#) for additional information – presented by Jean Polka – Wisconsin Procurement Institute (WPI)

February 28, 2018 – **Cyber Security for Current and Prospective DOD Contractors and Subcontractors** – [CLICK HERE](#) for additional information – presented by Marc Violante – Wisconsin Procurement Institute (WPI)

March 13, 2018 – **Information Management for Federal Contractors** – [CLICK HERE](#) for additional information – presented by Marc Violante – Wisconsin Procurement Institute (WPI)

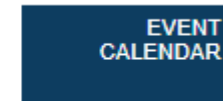
March 14, 2018 – **Introduction to Certifications Available to Woman Owned Businesses** – [CLICK HERE](#) for additional information – presented by Kim Garber – Wisconsin Procurement Institute (WPI)

March 27, 2018 – **Update on Federal Hour Wage Labor Laws** – [CLICK HERE](#) for additional information – presented by Corey Walton, Community Outreach and Resource Planning Specialist – U.S. Department of Labor/Wage & Hour Division

March 28, 2018 – **Cyber Security for Current and Prospective DOD Contractors and Subcontractors** – [CLICK HERE](#) for additional information – presented by Marc Violante – Wisconsin Procurement Institute (WPI)



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## FEDERAL ACQUISITION REGULATIONS (FAR) REVIEW – SESSION 1: ORIENTATION AND FAR PARTS 1-4

FEBRUARY 13, 2018

Start Date	February 13, 2018
End Date	February 13, 2018
Time	6:00 pm - 7:00 pm
Facility	Webinar
Contact Info	Joseph Smetak <a href="mailto:josephs@wispro.org">josephs@wispro.org</a> 414-270-3600
Register Online	<a href="#">Register for Event</a>

This introductory session of the FAR REVIEW series is geared towards those interested in becoming CFCM certified. For additional information on the CFCM certification, [PLEASE CLICK HERE](#). Subsequent sessions of this FAR REVIEW series will cover all parts of the FAR and will be beneficial to current Federal contractors and subcontractors even if not intending to participate in the NCMA certification exam.

Note these sessions are being held as a webinar via GoToMeeting. While there is no cost to attend, registration is required.

This webinar is eligible for 1 CPE credit