








END OF YEAR FEDERAL CONTRACTOR UPDATE


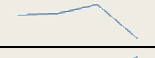



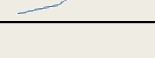

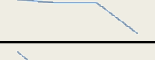
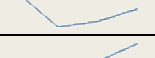


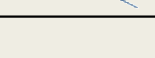
January 24 2019

In VERY COLD and SNOWY MILWAUKEE, WI



TOTAL FEDERAL CONTRACTS - WISCONSIN (mill)		2015	2016	2017	2018	
	2100 - ARMY	\$ 1,390	\$ 1,700	\$ 1,710	\$ 1,820	
	3600 - VETERANS AFFAIRS	\$ 289	\$ 287	\$ 282	\$ 546	
	97AS - DEFENSE LOGISTICS AGENCY (DLA)	\$ 268	\$ 301	\$ 356	\$ 543	
	1700 - NAVY, DEPARTMENT OF	\$ 332	\$ 270	\$ 270	\$ 266	
	9700 - DEFENSE, DEPARTMENT OF	\$ 220	\$ 235	\$ 82	\$ 232	
GRAND TOTALS ALL WISCONSIN:		\$ 3,350	\$ 3,730	\$ 3,580	\$ 4,390	

TOTAL FEDERAL CONTRACTS (bill)		2015	2016	2017	2018	
		441.78	478.2	513.12	561.31	

Mid State Comparissons		2015	2016	2017	2018			
	Wisconsin	\$ 3,350	\$ 3,730	\$ 3,580	\$ 4,390			
	Minnesota	\$ 5,470	\$ 5,600	\$ 6,070	\$ 4,300		DOD United Health	
	Illinois	\$ 10,570	\$ 10,470	\$ 11,430	\$ 12,850			
	Michigan	\$ 4,870	\$ 5,720	\$ 6,320	\$ 7,650			
	Iowa	\$ 1,730	\$ 1,750	\$ 1,910	\$ 2,180			
	Indiana	\$ 3,798	\$ 3,890	\$ 4,120	\$ 4,070			
TOTAL percent of Federal Contracts								Rank 2018
	Wisconsin	0.78%	0.80%	0.71%	0.80%		29	
	Minnesota	1.27%	1.20%	1.21%	0.79%		30	
	Illinois	2.46%	2.24%	2.28%	2.35%		12	
	Michigan	1.13%	1.23%	1.26%	1.40%		23	
	Iowa	0.40%	0.37%	0.38%	0.40%		38	
	Indiana	0.88%	0.83%	0.82%	0.74%		31	

Rank	TOP WI CONTRACTORS FY2018		Per cent	NAICS	PSC Code
1	OSHKOSH DEFENSE, LLC	\$1,527,618,255.07	34.8	336390,	2510,
2	LOGISTICS HEALTH, INC.	\$403,591,863.59	9.19	621111,	Q403,
3	GENERAL ELECTRIC COMPANY	\$247,516,673.90	5.64	334517,	J065,
4	GREAT LAKES EDUCATIONAL LOAN SERVICES, INC.	\$220,368,373.33	5.02	522390,	R710,
5	WISCONSIN PHYSICIANS SERVICE INSURANCE CORPORA	\$189,646,981.70	4.32	524114,	G007,
6	AMTEC CORPORATION	\$139,026,274.99	3.17	332993,	1310,
7	JOHNSON CONTROLS GOVERNMENT SYSTEMS LLC	\$103,058,580.76	2.35	541330,	Y1MG,
8	GOODWILL INDUSTRIES OF SOUTHEASTERN WISCONS	\$77,829,955.37	1.77	812332,	S209,
9	FAIRBANKS MORSE, LLC	\$59,428,849.80	1.35	336611,	2815,
10	STATZ CORPORATION	\$54,390,106.49	1.24	333316,	6760,
11	IDSC HOLDINGS LLC	\$53,417,260.65	1.22	444130,	5120,
12	INDUSTRIES FOR THE BLIND, INC.	\$52,366,115.04	1.19	238220,	3030,
13	KRUEGER INTERNATIONAL INCORPORATED	\$48,202,598.83	1.1	337122,	7105,
14	OSHKOSH AIRPORT PRODUCTS, LLC	\$44,388,803.00	1.01	333318,	4210,
15	TRUCK COUNTRY OF WISCONSIN, INC.	\$39,574,855.96	0.9	336120,	2320,
16	1PROSPECT TECHNOLOGIES, LLC	\$35,655,991.58	0.81	541214,	R499,
17	TRANE U.S. INC.	\$35,466,492.70	0.81	238210,	J045,
18	PIERCE MANUFACTURING, INC.	\$31,776,717.18	0.72	336211,	2320,
19	JOHNSON CONTROLS INCORPORATED (0010)	\$28,164,024.87	0.64	334290,	J063,
20	STRATATECH CORPORATION	\$26,756,026.19	0.61	541711,	AN93,

Rank	TOP WI SMALL BUSINESS CONTRACTORS FY2018		Per cent	NAICS	PSC Code
1	AMTEC CORPORATION	\$139,026,274.99	16.38	332993,	1310,
2	STATZ CORPORATION	\$54,347,570.41	6.4	333316,	6760,
3	TRUCK COUNTRY OF WISCONSIN, INC.	\$39,572,962.55	4.66	336120,	2320,
4	1PROSPECT TECHNOLOGIES, LLC	\$35,655,991.58	4.2	561612,	R423,
5	STRATATECH CORPORATION	\$26,756,026.19	3.15	541711,	AN93,
6	ADVANCIA TECHNOLOGIES, LLC	\$21,180,586.04	2.5	611710,	L069,
7	TOWER INDUSTRIES, INC.	\$20,322,144.00	2.39	332993,	1325,
8	OCENCO, INCORPORATED	\$18,684,309.04	2.2	336411,	1660,
9	DIDION, INC	\$16,637,542.56	1.96	311211,	8920,
10	ADVANCIA AERONAUTICS, LLC	\$15,321,249.13	1.81	621399,	Q401,
11	ONEIDA TOTAL INTEGRATED ENTERPRISES, LLC	\$15,233,887.93	1.8	562910,	F108,
12	APPLETON MARINE, INC.	\$13,738,687.73	1.62	811310,	J020,
13	S3 INTERNATIONAL, LLC	\$11,860,188.95	1.4	336413,	4820,
14	NMC/WOLLARD, INC.	\$11,216,692.59	1.32	336112,	1740,
15	ROEN SALVAGE CO.	\$11,120,371.59	1.31	237990,	3805,
16	SUSTAINMENT & RESTORATION SERVICES, LLC	\$9,762,857.81	1.15	541620,	R499,
17	VETERANS ELECTRIC, LLC	\$9,014,103.28	1.06	238210,	Z2DA,
18	MILWAUKEE VALVE COMPANY, INC.	\$8,936,685.93	1.05	339991,	5330,
19	PANACEA GROUP, LLC	\$8,887,624.47	1.05	236220,	Z1DA,
20	SCHUTT INDUSTRIES OF CLINTONVILLE, WIS., INC.	\$8,706,502.04	1.03	336212,	2330,

Congressional District	2016	2017	2018
Wisconsin 1 - Rep. Paul Ryan	\$186.06M	\$188.47M	\$279.34M
Wisconsin 2 - Rep. Mark Pocan	\$565.82M	\$600.42M	\$738.63M
Wisconsin 3 - Rep. Ron Kind	\$327.63M	\$189.02M	\$525.67M
Wisconsin 4 - Rep. Gwen Moore	\$341.83M	\$319.26M	\$417.53M
Wisconsin 5 - Rep. James Sensenbrenner Jr.	\$434.61M	\$377.15M	\$507.15M
Wisconsin 6 - Rep. Glenn Grothman	\$289.62M	\$185.55M	\$275.89M
Wisconsin 7 - Rep. Sean Duffy	\$56.74M	\$49.82M	\$46.65M
Wisconsin 8 - Rep. Mike Gallagher	\$297.45M	\$218.62M	\$181.95M
Wisconsin Multiple Congressional Districts - N/A	\$1.23B	\$1.45B	\$1.42B

Rank	Wisconsin County	2018	2017	2016	2015
1	139 - Winnebago	\$1.55B	\$1.50B	\$1.43B	\$1.27B
2	025 - Dane	\$604.18M	\$543.89M	\$549.17M	\$513.74M
3	063 - La Crosse	\$429.33M	\$244.26M	\$211.71M	\$166.70M
4	079 - Milwaukee	\$312.09M	\$273.35M	\$284.36M	\$228.39M
5	133 - Waukesha	\$277.99M	\$134.00M	\$114.80M	\$75.45M
6	105 - Rock	\$210.80M	\$105.91M	\$106.04M	\$55.39M
7	081 - Monroe	\$153.11M	\$119.59M	\$82.13M	\$124.67M
8	059 - Kenosha	\$82.27M	\$66.85M	\$49.79M	\$45.00M
9	009 - Brown	\$78.63M	\$68.08M	\$82.67M	\$56.60M
10	087 - Outagamie	\$72.42M	\$76.20M	\$163.66M	\$53.10M
11	047 - Green Lake	\$19.88M	\$10.69M	\$5.31M	\$9.82M
12	075 - Marinette	\$18.54M	\$33.29M	\$9.06M	\$8.44M
13	039 - Fond du Lac	\$15.86M	\$9.20M	\$9.86M	\$3.37M
14	101 - Racine	\$14.52M	\$9.53M	\$10.04M	\$17.06M
15	057 - Juneau	\$14.15M	\$3.57M	\$6.21M	\$9.21M
16	035 - Eau Claire	\$13.21M	\$6.50M	\$9.00M	\$3.57M
17	011 - Buffalo	\$11.84M	\$6.85M	\$15.45M	\$4.28M
18	001 - Adams	\$9.98M	\$6.13M	\$7.84M	\$5.90M
19	085 - Oneida	\$9.94M	\$7.46M	\$2.61M	\$2.81M
20	097 - Portage	\$9.22M	\$13.21M	\$7.72M	\$17.43M

Contract spending has grown by almost 6 percent per year over the past five years as federal agencies relied increasingly on governmentwide contract vehicles and simplified acquisition procedures. Bloomberg Government has identified five important spending trends that developed from fiscal 2014 through 2018.

Federal Contract Spending Hits Five-Year High

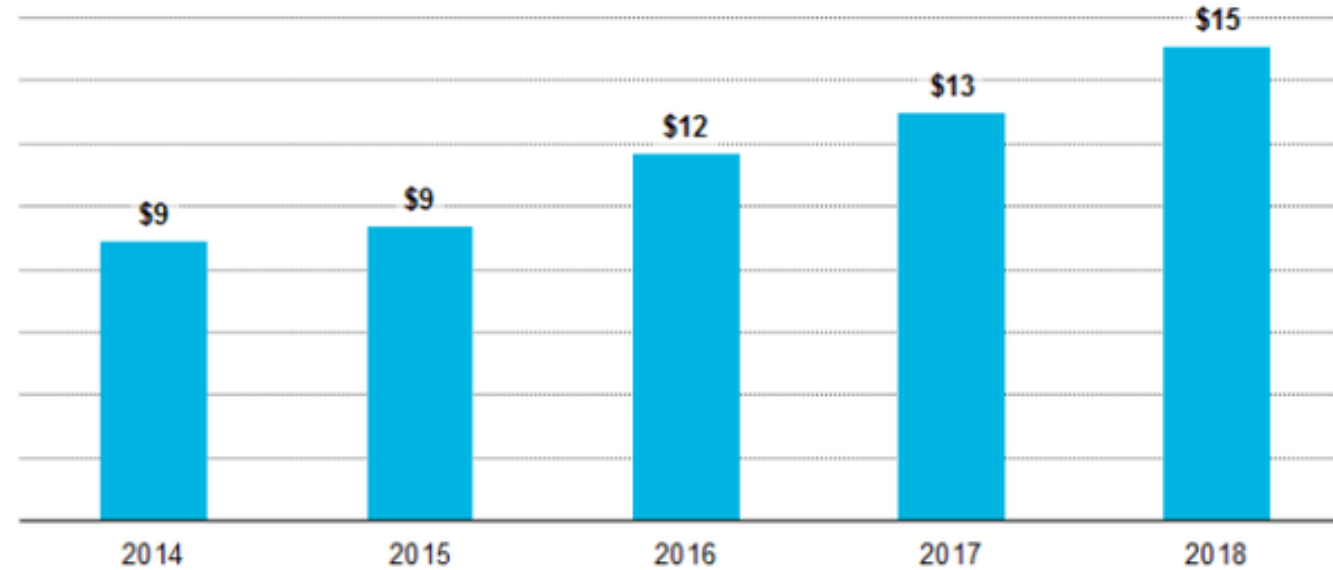
Dollars in billions, by fiscal year



Source: Bloomberg Government data

Spending Through GWACs Has Increased Every Year

Dollars in billions, by fiscal year



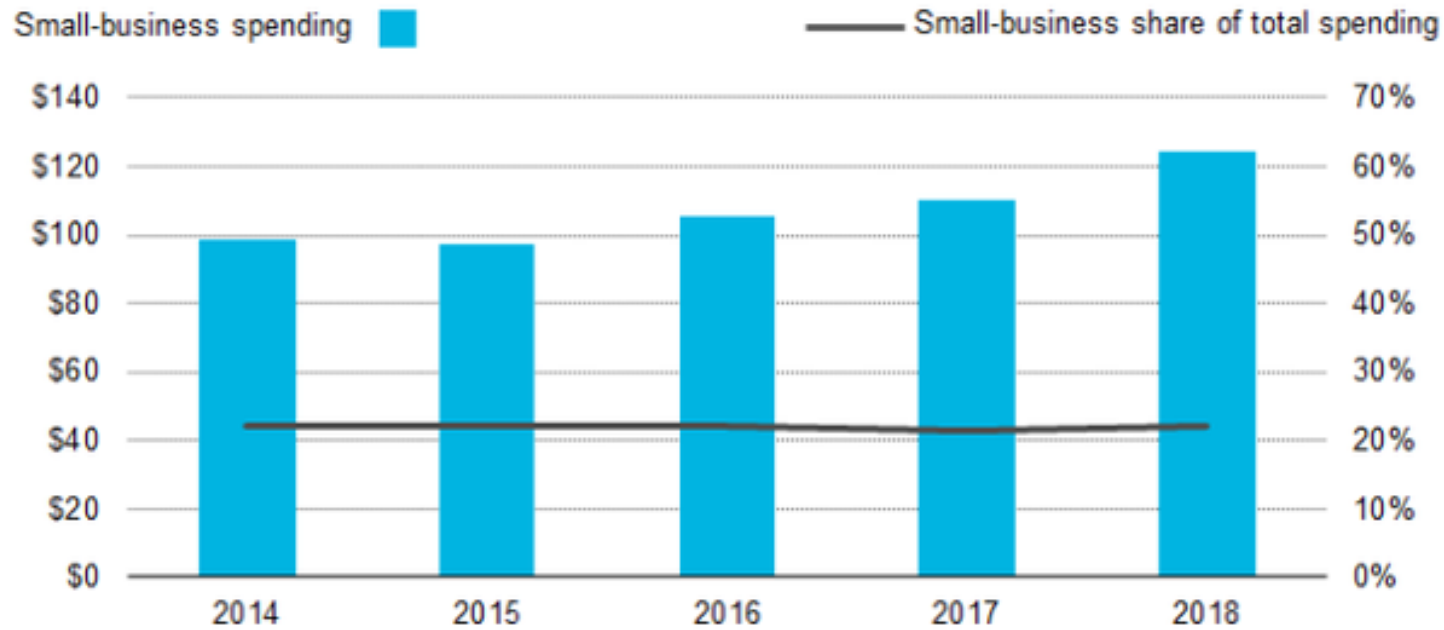
Source: Bloomberg Government data

Federal spending has surged on governmentwide acquisition contracts that agencies use to buy information technology – to **\$15 billion** in fiscal 2018. The trend suggests that agencies are relying more on GWACs each year to satisfy IT purchases and modernize legacy systems.

Small-Business Spending Increased With Overall Spending

But the small-business share of all contract spending was flat.

Dollars in billions, by fiscal year

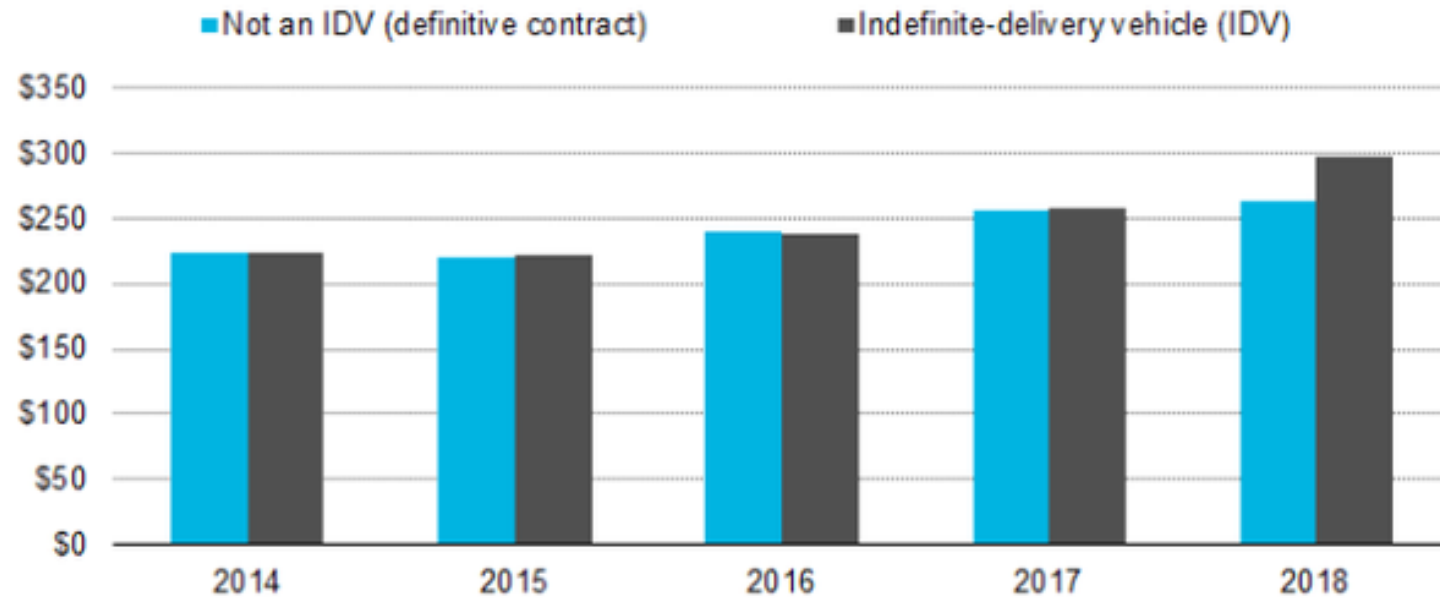


Source: Bloomberg Government data

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 2014 through 2018, small-business spending has hovered around 22 percent of the market.

Indefinite-Delivery Contracts Are Outpacing Definitive

Dollars in billions, by fiscal year

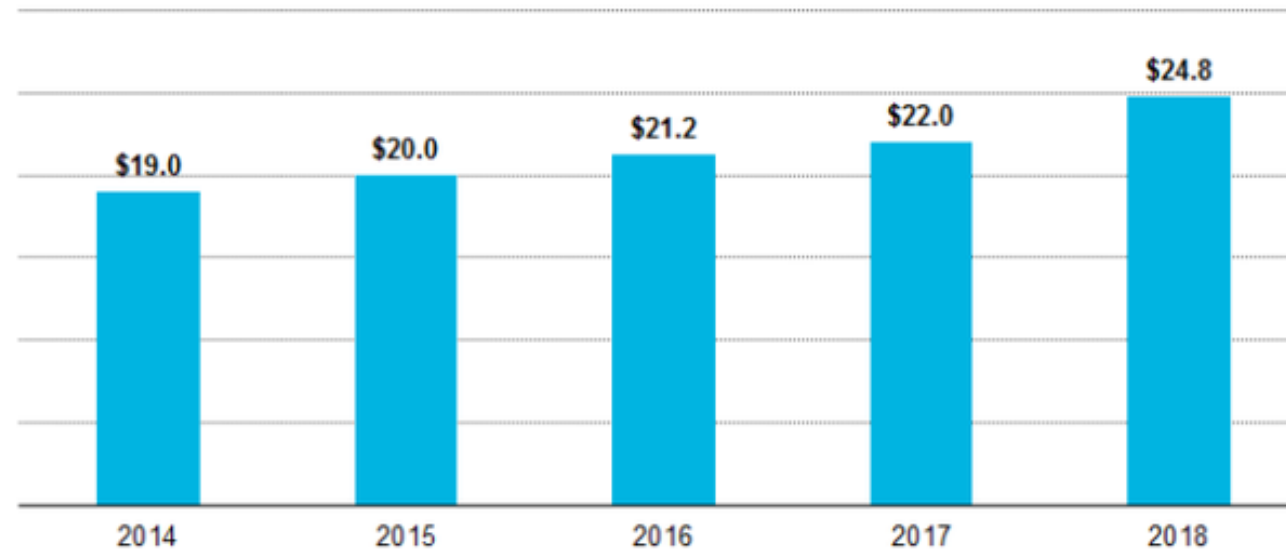


Notes: Indefinite-delivery figures include spending through governmentwide acquisition contracts, Federal Supply Schedules, blanket purchase agreements, basic ordering agreements and "other transaction" IDVs.

Spending on indefinite-delivery contracts outpaced obligations on definitive contracts by about \$34 billion in fiscal 2018. The share from fiscal 2014 through 2017 was just about evenly split.

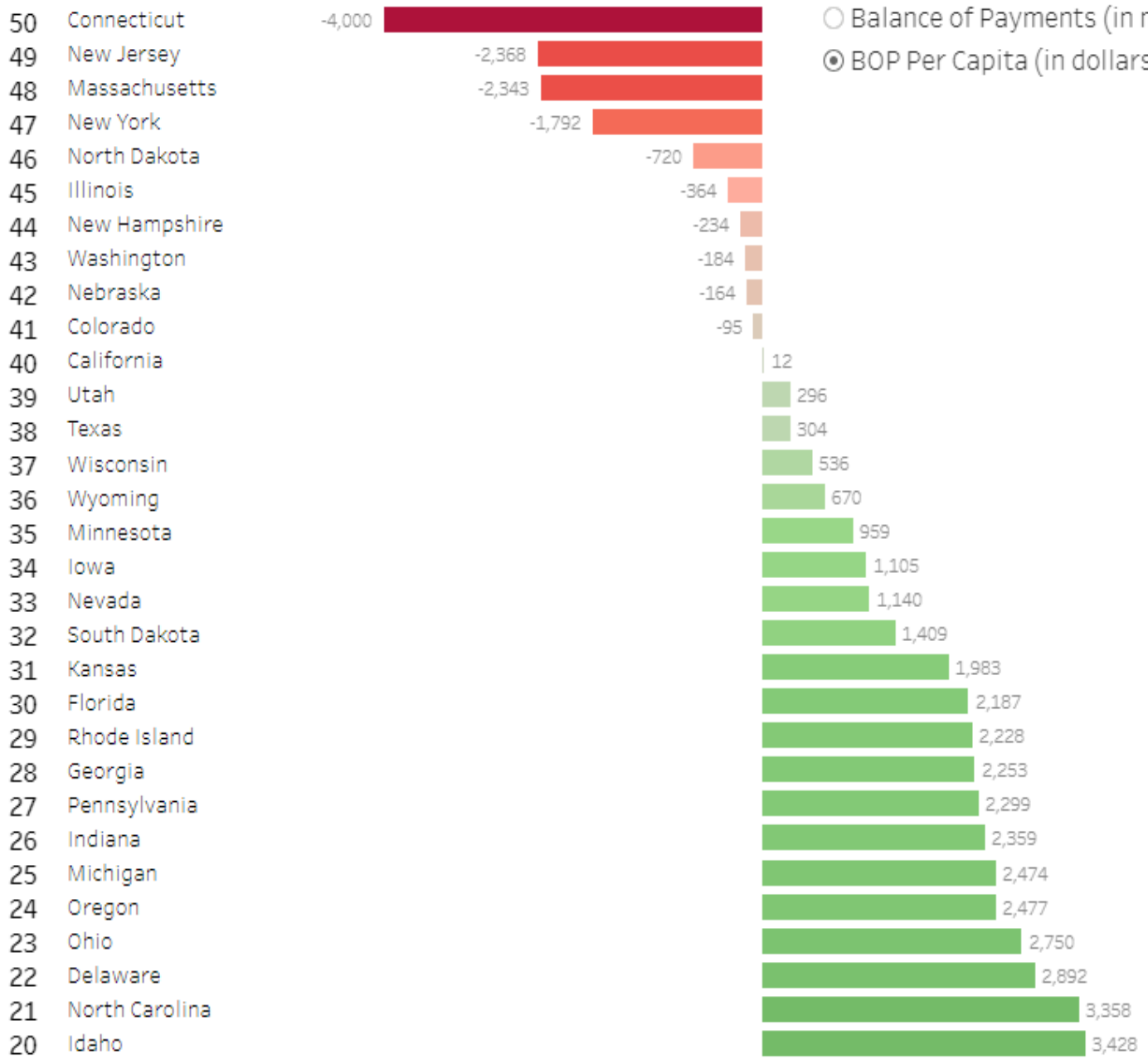
Spending Through Simplified Acquisitions Climbed Each Year

Dollars in billions, by fiscal year

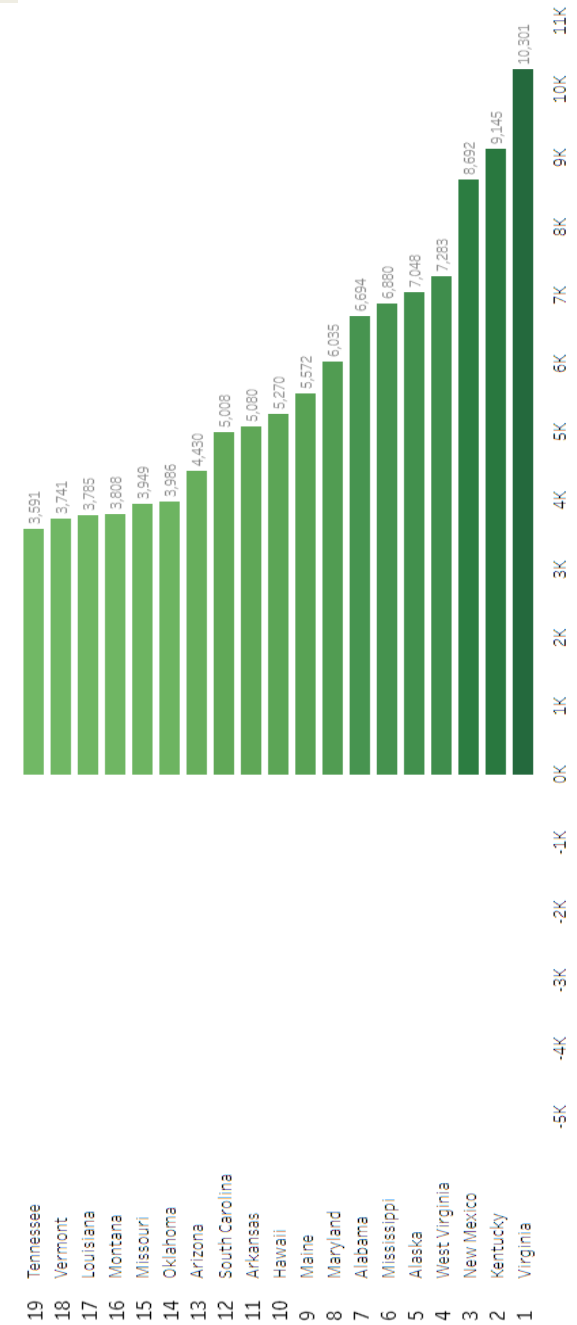


Source: Bloomberg Government data

Spending through simplified acquisition procedures (SAP), a government process for buying commonly acquired goods and services that fall below a certain price threshold, has [inched up each year](#) since fiscal 2014. In 2018, SAP spending reached the highest amount ever reported. The increase can be attributed to both threshold increases and the fact that SAP allows agencies to cut some red tape.



○ Balance of Payments (in millions of dollars)
 ● BOP Per Capita (in dollars)





OSHKOSH CORPORATION NEW HQ





The christening and launch of the future USS BILLINGS (LCS 15). Lockheed Martin photo.

WASHINGTON, D.C. U.S. Navy officials released funding for the construction of the 16th Freedom-variant Littoral Combat Ship (LCS) under a fixed-price-incentive-fee contract with Lockheed Martin and Fincantieri Marinette Marine (FMM).

ACQUISITION SEA

Saudis Save Wisconsin Shipbuilder: Fills Gap Between LCS & Frigates At Marinette

By PAUL MCLEARY

on January 17, 2019 at 4:00 AM

37 Comments

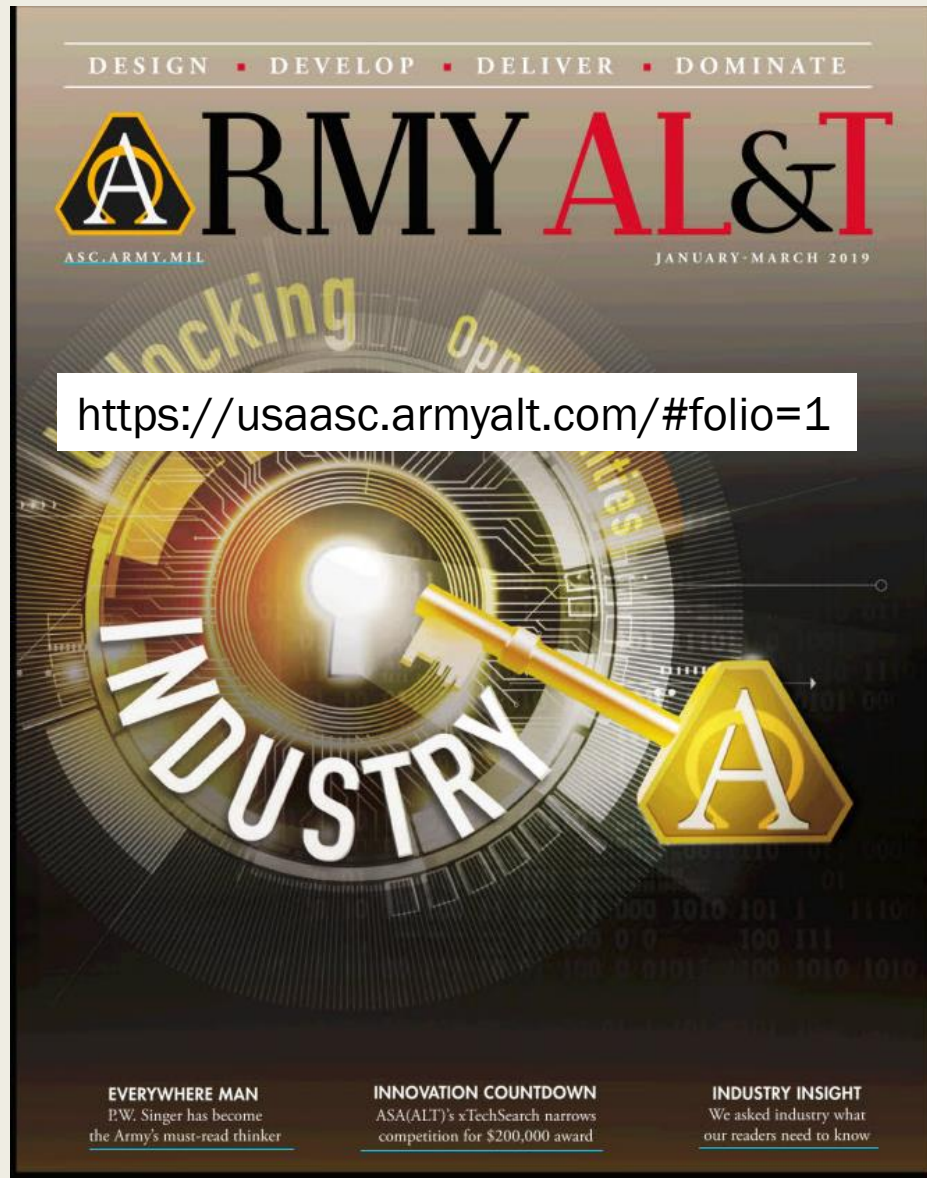
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SHARES



The Marinette Marine Corp. shipyard in Wisconsin, with three Freedom-class Littoral Combat Ships in view.

WASHINGTON: Four years after Lockheed Martin inked a \$11.2 billion deal to sell Saudi Arabia an upgunned variant of its Littoral Combat Ship, the company is starting work on the first vessel later this year, a company official confirmed Wednesday.



On Dec. 17, 2018, President Trump signed the Small Business Runway Extension Act of 2018 into law. It amends § 3(a)(2)(C)(i)(II) of the Small Business Act “by striking ‘3 years’ and inserting ‘5 years,’” so a contractor’s size will be measured by the annual average of its previous five years’ revenue, instead of the annual average of its previous three years’ revenue.

Notably, the amendment does not alter employee-based size standards, or the definition of a small business concern using a headcount rather than average revenue.

ONCE US SBA is back to work – will get their NDAA update and forward to all attendees!

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