



# USDA FPAC

## Small Business Programs

In Market Research and Acquisition Planning

**Presenter: Sheryl Welch**  
**Small Business Coordinator**  
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## Farm Production and Conservation (FPAC)

Farm Production and Conservation (FPAC) is the Department’s focal point for the nation’s farmers and ranchers and other stewards of private agricultural lands and non-industrial private forest lands. FPAC agencies implement programs designed to mitigate the significant risks of farming through crop insurance services, conservation programs and technical assistance, and commodity, lending, and disaster programs.

**FPAC Small Business Program:** <https://usdagcc.sharepoint.com/sites/FBC-ACC/SitePages/Small-Business-Program.aspx>

Category	Goals (Fiscal Year 2023)
Service-Disabled Veteran Owned Small Business	3%
HUBZone Small Business	3%
Small Disadvantaged Business	USDA 22.40% /FPAC 38.02
Woman-Owned Small Business	5%
Small Business	55%

## FY 2023 SB Achievement

As of 7/10

Description	Goal	Overall Actuals	Division Actuals
Small Business	55.0%	74.3%	52.2%
Small Disadvantaged Business, 22.4%	38.02%	36.6%	16.9%
Woman-Owned Small Business	5%	20.6%	18.3%
HUBZone Small Business	3%	(1.3%)	3.0%
Service-Disabled Veteran-Owned Small Business	3%	20.5%	7.0%
<i>Arrows indicate change from previous week's report</i>			

Subcontracting Goal: 22%

Small Business Coordination:

- MP 4I-19.201-71 = 80
- AD-1205 = 6

Total SB Coordination = 86

Sub-Contracting Coord. = 1

AbilityOne Goal 1.5% and Activity = 1

*Division Actuals only include actions under contracting agency 12D0 (FPAC BC) and does not include mods under 12D2 (FSA) and 12C3 (NRCS), 12D4 (RMA).*

## **Farm Production and Conservation (FPAC)**

### **Farm Service Agency (FSA) - <https://www.fsa.usda.gov/>**

The Farm Service Agency implements agricultural policy, administers credit and loan programs, and manages conservation, commodity, disaster and farm marketing programs through a national network of offices.

### **Natural Resources Conservation Service (NRCS) - <https://www.nrcs.usda.gov/>**

NRCS provides leadership in a partnership effort to help people conserve, maintain and improve our natural resources and environment.

### **Risk Management Agency (RMA) - <https://www.rma.usda.gov/>**

RMA helps to ensure that farmers have the financial tools necessary to manage their agricultural risks. RMA provides coverage through the Federal Crop Insurance Corporation, which promotes national welfare by improving the economic stability of agriculture.

## Acquisitions Division provides

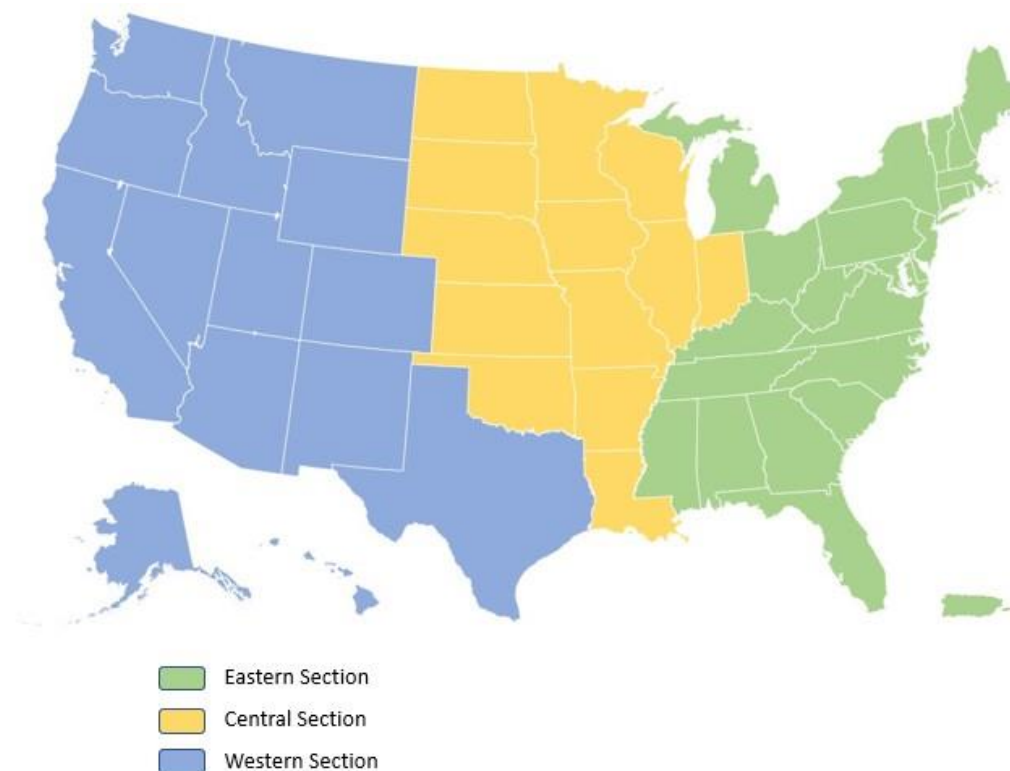
Comprehensive supplies, services, and construction contracting support to all FPAC Business Center (BC) Divisions, FPAC Agencies (i.e., FPAC-Business Center, FSA, NRCS and RMA).

## Acquisition Planning

Soliciting and evaluating quotes/bids/proposals, and awarding, administering and closing out contracts.

## Typical contracts

Information technology (IT) equipment, office supplies, easement program support services (such as title and closing services, boundary survey services, and appraisals), engineering and survey equipment, architect-engineer (A-E) services, other professional services, construction services, and temporary staffing services.



## IT Section

# Subcontracting Opportunities

Prime Contractor Name Address/Zip	Small Business Liaison	Major Product(s) or Service(s)	Subcontracting Opportunities	Contract Number (Option Years) <sup>1</sup>	Dollar Amount <sup>2</sup>
Weeks Marine, Inc. 304 Gaille Drive Covington, LA 7433-9125	Steve Chatry (985) 875-2500 jschartry@weeksmarine.com	Heavy Construction	Fuel, Supplies/small Stores, Trucking, Waste Removal Equipment Rental, Sanitary Facilities, Office Rental	12FPC321C0024	\$15,094, 545.00

## **GOVERNMENT BENEFIT**

The forecast is an integral part of the annual budget process. An effective forecast allows for improved decision-making in maintaining fiscal discipline and delivering essential community services.

It is our way to communicate to the small business community our “wish-list” of what we hope to achieve in the next fiscal year.

## **SMALL BUSINESS BENEFIT**

**Assists in goal-setting and planning**

**Assist with budgeting**

**Assists in anticipating market changes**

Link to all USDA Agencies' Forecasts portal where you can search and download by NAICS, etc: <https://forecast.edc.usda.gov/ords/r/ias/sba-opportunities/search-opportunities>. I encourage you to check out the link above and explore the new forecast portal for all the USDA agencies and especially FPAC's.

Then reach out to the POC or the Mission Area's Small Business Specialist to learn more about the opportunity.

## FAR Part 10

- System for Award Management (SAM) Database, SAM.gov
- GSA Schedules
- Asking Large Business contractors for names of their small business partners.
- Through performance on contracts within our Agency and other Federal Agencies.
- Through receipt of capability statements and meeting with vendors who express interest in doing business with us.
- Small Business Administration (SBA), DSBS
- Through outreach events
- Requests for Information (RFI)
- Sources Sought
- Catalogs and other generally available product literature, online searches
- Presolicitation conferences – Industry Days
- Recent market research for the same or similar requirement

GSA Advantage

GS Federal Supply Schedule and Other Governmentwide Contracts

Purchase Procedures

Micro-Purchase by Non-Procurement Personnel

## Who We Are

USDA is made up of 29 agencies and offices with nearly 100,000 employees who serve the American people at more than 4,500 locations across the country and overseas.

### **FY2023 - Wisconsin Principal Place of Performance (07122023)**

**670 Transactions**

**\$166,056,125.90**

### **FY2022 - Wisconsin Principal Place of Performance**

**993 Transactions**

**\$129,089,24.79**

**Farm Production and Conservation = 22 Actions, \$862,312.48** NAICS: 315990, 334111.  
334511. 336390, 337214, 493190, 513199, 541370, 541614, 541690, 541930, 561110

## **Food, Nutrition and Consumer Services**

### **Food and Nutrition Service (FNS) – <https://www.fns.usda.gov/>**

FNS increases food security and reduces hunger in partnership with cooperating organizations by providing children and low-income people access to food, a healthy diet, and nutrition education in a manner that supports American agriculture and inspires public confidence.

## **Food Safety**

### **Food Safety and Inspection Service (FSIS) – <https://www.fsis.usda.gov>**

FSIS enhances public health and well-being by protecting the public from foodborne illness and ensuring that the nation's meat, poultry and egg products are safe, wholesome, and correctly packaged.

**\*Food Safety and Inspection Service = 2 Actions, \$29,504.00 NAICS: 339112, 518210**

## Marketing and Regulatory Programs

### **Agricultural Marketing Service (AMS)** – <https://www.ams.usda.gov>

AMS facilitates the strategic marketing of agricultural products in domestic and international markets while ensuring fair trading practices and promoting a competitive and efficient marketplace. AMS constantly works to develop new marketing services to increase customer satisfaction.

**\*Agricultural Marketing Service = 241 Actions, \$154,945,968.77** NAICS: 311211, 311224, 311411, 311421, 311423, 311513, 311611, 311991, 311999

### **Animal and Plant Health Inspection Service (APHIS)** – <https://www.aphis.usda.gov>

APHIS provides leadership in ensuring the health and care of animals and plants. The agency improves agricultural productivity and competitiveness and contributes to the national economy and the public health.

**\*Animal and Plant Health Inspection Services = 24 Actions, \$1,291,410.14** NAICS: 114210, 115210, 238990, 311999, 322299, 336214, 513210, 541940, 561720, 561990, 562910, 811310

## Natural Resources and Environment

### Forest Service (FS) – <http://www.fs.fed.us>

FS sustains the health, diversity and productivity of the Nation's forests and grasslands to meet the needs of present and future generations.

**\*Forest Service = 315 Actions, \$7,236,740.51** NAICS: 113110, 113210, 115112, 115310, 212321, 221310, 236220, 237110, 237310, 237990, 238220, 238290, 311999, 325120, 325998, 332312, 332992, 332999, 333241, 333293, 333921, 333923, 333992, 334516, 335314, 336110, 443120, 488490, 518210, 531120, 532420, 532490, 541110, 541191, 541310, 541330, 541380, 541519, 541611, 541612, 41620, 541690, 541940, 561110, 561320, 561612, 561621, 561710, 561720, 561730, 561790, 562111, 611310, 621330, 922190

## Research, Education and Economics

**Research, Education, and Economics (REE)** – <http://www.ree.usda.gov>

**Agricultural Research Service (ARS)** – <http://www.ars.usda.gov>

ARS is USDA's principal in-house research agency. ARS leads America towards a better future through agricultural research and information.

\***Agricultural Research Service = 57 Actions, \$1,525,695.67** NAICS: 111940, 115113, 221310, 236220, 311119, 311224, 325311, 325314, 334290, 334516, 513210, 541380. 561210, 561730.811210

**Economic Research Service (ERS)** – <http://www.ers.usda.gov>

ERS is USDA's principal social science research agency. Each year, ERS communicates research results and socioeconomic indicators via briefings, analyses for policymakers and their staffs, market analysis updates, and major reports.

**National Agricultural Statistics Service (NASS)** – <http://www.nass.usda.gov>

NASS serves the basic agricultural and rural data needs of the country by providing objective, important and accurate statistical information and services to farmers, ranchers, agribusinesses and public officials. This data is vital to monitoring the ever-changing agricultural sector and carrying out farm policy.

## Research, Education and Economics

**National Institute of Food and Agriculture (NIFA)** – <http://www.nifa.usda.gov>

NIFA's mission is to invest in and advance agricultural research, education, and extension to solve societal challenges. NIFA's investments in transformative science directly support the long-term prosperity and global preeminence of U.S. agriculture.

**National Agricultural Library (NAL)** - <https://www.nal.usda.gov/>

NAL ensures and enhances access to agricultural information for a better quality of life.

**Office of the Chief Scientist (OCS)** - <https://www.usda.gov/our-agency/staff-offices/office-chief-scientist-ocs>

Mission is to provide strategic coordination of the science that informs the Department's and the Federal government's decisions, policies and regulations that impact all aspects of U.S. food and agriculture and related landscapes and communities.

## Rural Development (RD)

<https://www.rd.usda.gov/>

RD helps rural areas to develop and grow by offering Federal assistance that improves quality of life. RD targets communities in need and then empowers them with financial and technical resources.

**\*Rural Development = 7 Actions, \$146, 829.57** NAICS: 337214, 541519

## Departmental Administration (DA)

<https://www.usda.gov/da>

Departmental Administration's (DA) mission is to provide management leadership to ensure that USDA administrative programs, policies, advice and counsel meet the needs of USDA people and projects, consistent with laws and mandates; and provide safe and efficient facilities and services to customers.

**\*USDA, Departmental Administration = 2 Actions, \$17,664.78** NAICS: 339920, 339940,

## **Office of the Chief Information Officer (OCIO)**

<https://www.usda.gov/ocio>

The Office of the Chief Information Officer has a mission of serving the information needs for the U.S. Department of Agriculture. OCIO will support achievement of USDA's diverse mission areas by offering agile, world-class technology solutions to its stakeholders and applying innovative approaches to recruiting and developing a highly skilled workforce. The USDA OCIO develops, delivers, and defends the business information technologies that empower every aspect of the USDA mission.

## **Office of Inspector General (OIG)**

<https://usdaoig.oversight.gov/about/ig>

USDA OIG's work promotes economy, efficiency, and integrity in USDA programs and operations. USDA's budget is one of the largest in the Government, and the Department's nearly 100,000 employees run approximately 300 programs. These programs provide a wide array of services and benefits nationwide, including providing the Nation with nutrition assistance, ensuring public safety, and distributing benefits to the Nation's farmers and producers in the wake of natural disasters.

**For a Directory of Mission Areas & Agency Procurement Organizations within USDA go to:**

<https://www.usda.gov/our-agency/about-usda/mission-areas>

# USDA Mission Area Small Business Specialists

**Madonna Montgomery**

Food Safety and Inspection Service

[madonna.montgomery@usda.gov](mailto:madonna.montgomery@usda.gov)

**Sheryl Welch**

Farm Production and Conservation

Telephone: (816) 926-6108

[sheryl.welch@usda.gov](mailto:sheryl.welch@usda.gov)

(also services NRCS, FSA and RMA)

**Jessica N. Hadley**

Agricultural Research Service

Telephone: (301) 504-4300

[jessica.hadley@usda.gov](mailto:jessica.hadley@usda.gov)

**Desiree Clayton**

Office of Inspector General

Telephone: (202) 720-5931

[desiree.clayton@usda.gov](mailto:desiree.clayton@usda.gov)

**Milbert Crossland**

Rural Development

Telephone: (202) 690-0113

[milbert.crossland@usda.gov](mailto:milbert.crossland@usda.gov)

**Giorgio Ra'Shadd**

Food and Nutrition Service

[sm.fns.smallbusiness@usda.gov](mailto:sm.fns.smallbusiness@usda.gov)

**Danielle Knipper**

Departmental Administration

Telephone: (970) 295-5362

[danielle.knipper@usda.gov](mailto:danielle.knipper@usda.gov)

**Ashley Thompson**

Forest Service

Telephone: (703) 605-4594

[sm.fs.smallbusiness@usda.gov](mailto:sm.fs.smallbusiness@usda.gov)

**Michael J. Chiodi**

Animal and Plant Health

Inspection Service

Telephone: (612) 336-3203

[michael.j.chiodi@usda.gov](mailto:michael.j.chiodi@usda.gov)

**Laurence Gill**

Office of the Chief Information Officer

Telephone: (202) 505-0270

[laurence.gill@usda.gov](mailto:laurence.gill@usda.gov)

Because of the diversity and dispersion of agricultural programs, marketing to the United States Department of Agriculture (USDA) can be a complex undertaking. To assist businesses that are interested in selling their products or services to USDA, all the necessary information has been compiled in one location:

<https://www.usda.gov/da/business>

## [Path to Prosperity](#)

The U.S. Department of Agriculture (USDA), in partnership with the Small Business Administration (SBA) and the Federal Depository Insurance Corporation (FDIC), is hosting a series of regional economic development workshops on the “Path to Prosperity” in Mississippi, Kentucky, and Georgia to provide small businesses (including farmers and ranchers) the resources and tools they need to grow their businesses. Other States will follow later in the year.

# Helpful Websites

United States Department Of Agriculture (USDA) <https://www.usda.gov>

USDA Procurement <https://www.usda.gov/da>

USDA Office of Small Disadvantage Business Utilization

<https://www.usda.gov/da/osdbu>

USDA Management <https://www.usda.gov/da>

USDA Office of Chief Information Officer <https://www.usda.gov/ocio>

About the US Department of Agriculture

<https://www.usda.gov/our-agency/about-usda>

Opportunities

<https://sam.gov/>

Federal Procurement Data Systems [https://www.fpds.gov/fpdsng\\_cms/](https://www.fpds.gov/fpdsng_cms/)

Small Business Administration <https://www.sba.gov>

General Services Administration <https://www.gsa.gov/>

GSA Advantage [https://www.gsaadvantage.gov/advantage/main/start\\_page.do](https://www.gsaadvantage.gov/advantage/main/start_page.do)

[USA.gov provides a list of all Federal, State, Local, and Tribal Governments and links to their websites and contact information.](#)

Please forward written questions to Sheryl Welch,  
[sheryl.welch@usda.gov](mailto:sheryl.welch@usda.gov).

