



Contracting with the Farm Production and Conservation (FPAC) Business Center

About FPAC

The Farm Production and Conservation (FPAC) mission area 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, conservation programs, farm safety net programs, lending, and disaster programs. FPAC agencies include:

- [Farm Service Agency \(FSA\)](#) – FSA 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 \(NRCS\)](#) - NRCS provides leadership in a partnership effort to help people conserve, maintain and improve our natural resources and environment.
- [Risk Management Agency \(RMA\)](#) - 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.
- [FPAC Business Center \(FPAC BC\)](#) – provides mission support across several business lines, such as acquisitions, budgeting, civil rights, information technology, and human resources, for FSA, NRCS, RMA, and FPAC BC.

What FPAC Buys

The FPAC BC acquires a wide variety of supplies, equipment, services, architect-engineer services, and construction service for FPAC agencies. Examples include:

- Architect-engineer services (e.g., legal boundary surveys and design/planning services)
- Construction: Horizontal (e.g., wetland restoration and dam rehabilitation)
- Facilities management services
- Information technology services, software, and hardware
- Administrative, technical, management, and professional services (e.g., financial, human resources, program support, and administrative assistance)
- Office machines and supplies
- Actuary and underwriter services
- Real estate appraisals
- Mail management and equipment
- Title and abstract services
- Furniture

Common Ways FPAC Buys What It Needs

- Requirements up to and including \$10,000 for supplies, \$2,500 for services, and \$2,000 for construction may be filled directly by card holders using the government-wide purchase card (GPC). These requirements do not go through the FPAC BC - Acquisitions Division. However, capabilities statements can be forwarded to the FPAC Small Business Coordinator (Sheryl Welch, sheryl.welch@usda.gov, 816-926-6108, or Small.Business.FPAC@usda.gov) for distribution to card holders.
- Certain card holders may use the GPC for service requirements over \$2,500 and supply requirements over \$10,000, but less than \$25,000, if the purchase is made under an existing



contract or blanket purchase agreement (BPA). These purchases are coordinated with the Acquisitions Division's GPC Expanded Use Pilot Program Coordinator (Ryan Evans), who can be reached at ryan.evans2@usda.gov.

- Proposed contract actions of \$25,000 and higher or those not eligible under the Expanded Use GPC up to \$25,000 Pilot Program, are advertised on [SAM Contract Opportunities](#) or [GSA eBuy](#) (as applicable), unless an exception applies or another existing contract or BPA is utilized. The annual [USDA Procurement Forecast](#) provides information regarding potential opportunities of \$25,000 and higher.

Capability Statements

Entities seeking to do business with FPAC BC should provide a capability statement identifying their areas of expertise. Capability statements can be forwarded to the FPAC Small Business Coordinator (Sheryl Welch, sheryl.welch@usda.gov, 816-926-6108, or Small.Business.FPAC@usda.gov). Please provide enough supplemental information to ensure that your firm's products and capabilities can be fully understood.

Subcontracting Opportunities

Recognizing that small businesses often do not have the capability to perform as a prime contractor on certain large contracts, the FPAC BC promotes involvement of small businesses at the subcontracting level. Special contract clauses may be included in contracts with large businesses that requires them to maximize participation of small businesses through subcontracting opportunities. If you are interested in subcontracting opportunities under FPAC contracts, contact the FPAC Small Business Coordinator listed above.

The Small Business Administration (SBA) provides helpful information and resources for businesses interested in [subcontracting](#).

Resources

For additional information related to doing business with the Federal Government, please visit the following websites:

- [USDA Office of Small and Disadvantaged Business Utilization \(OSDBU\)](#)
- [Contracting with USDA](#)
- [Doing Business with the Farm Production and Conservation Business Center](#)
- System for Award Management – [Registering as a Government Contractor](#)
- General Services Administration – [Sell to the Government](#)
- SBA – [Become a Federal Contractor](#)

If you have any questions, please contact the FPAC Small Business Coordinator at sheryl.welch@usda.gov, 816-926-6108, or Small.Business.FPAC@usda.gov.

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