



Contracting with Rural Development (RD)

About RD

The United States Department of Agriculture (USDA), Rural Development (RD) is a catalyst for rural prosperity. We serve rural America because it's more than a great place to live; it is also integral to America's spirit and character and provides all Americans with their everyday essentials.

Through loans, grants, and partnerships with local leaders, we provide tools and resources that ensure rural families, businesses, and communities have what they need to prosper today and in the future. We foster opportunity and economic security in rural America by investing in infrastructure and high-speed internet, by opening doors to better jobs and access to innovation, and by securing the promise of rural prosperity. We partner with rural families, businesses, and utilities to provide technical assistance and financial support including rural loans, grants, and loan guarantees. Together, these programs help create jobs, support economic development, and build essential services like housing, community facilities, and infrastructure.

USDA RD has a loan portfolio of more than \$230 billion working to bring enhanced economic opportunity to rural communities. By simplifying and streamlining our application process, we've ensured that capital can get into the hands of lenders, homeowners, and businesses faster than ever.

Agencies include:

- [Rural Utilities Service](#) – Broadband, telecommunications, water, and electric
- [Rural Business-Cooperative Service](#) – Business, energy, community economic development, and cooperative services
- [Rural Housing Service](#) – Single-family housing, multi-family housing, and community facilities

What RD Buys

RD procures a wide variety of supplies, equipment, and services. Some examples include:

- Facilities management services
- Appraisal Services
- Circuit Rider Services
- Information technology equipment and services
- Management and professional services
- Office machines and supplies
- Repair and maintenance services
- Telecommunications
- Financial Management Services
- Environmental Review Services
- Contracting Professional Services
- Records Management
- Training
- Loan and Default Services

Common Ways that RD Buys What It Needs

- Requirements up to and including \$2,500 may be filled directly by purchase card holders.



These purchase requirements do not go through the headquarters Procurement Management Office (PMO). However, capabilities statements can be forwarded to cardholders through the PMO.

- For requirements over \$2,500 but less than \$25,000, the Procurement Management Office (PMO) will garner a minimum of three quotes to ensure reasonable competition. Contact the small business coordinator at milbert.crossland@usda.gov to check on current requirements.
- Proposed contract actions of \$25,000 and higher are synopsized on the [SAM Contract Opportunities page](#) (unless an exception applies) or use established sources/ ordering vehicles. The automated [Procurement Forecast](#) provides information regarding possible opportunities of \$25,000 and higher as well as a contact to obtain further information.

Capability Statements

Firms or individuals wishing to do business with RD should provide a capability statement identifying their areas of expertise. Capability statements should be sent to the contracting office small business representative at milbert.crossland@usda.gov or can be provided at the [Vendor Capability Submission Portal](#). Your firm should provide enough supplemental information to ensure that your firm's products and capabilities can be fully understood.

Subcontracting Opportunities

Recognizing that small firms often do not have the capability to perform as prime contractors on certain large contracts, RD promotes the involvement of small businesses at the subcontracting level. Special contract clauses may be included in a large prime contract that requires the prime contractor to maximize the participation of small businesses through subcontracting opportunities.

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

Resources

For additional information of conducting business with the Federal Government please visit the following web sites:

- [USDA Office of Small and Disadvantaged Business Utilization \(OSDBU\)](#)
- [Contracting with USDA](#)
- System for Award Management – [Registering as a Government Contractor](#)
- General Services Administration – [Sell to the Government](#)
- SBA – [Become a Federal Contractor](#)
- RD Procurement Management Office – Doing Business with RD - [Procurement Management Office | Rural Development \(usda.gov\)](#)

If you have any questions, please e-mail milbert.crossland@usda.gov.

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