

RECLAMATION

Managing Water in the West

**Bureau of Reclamation
Small Business Program**



October 2016



**U.S. Department of the Interior
Bureau of Reclamation
Acquisition and Assistance Management Division
Denver, Colorado**

October 2016

The Bureau of Reclamation:

- Manages, develops, and protects water and related resources in an environmentally and economically sound manner in the interest of the American public
- Serves as the fifth largest electric utility in the 17 Western States and the nation's largest wholesale water supplier, administering 384 reservoirs with the total storage capacity of 245 million acre-feet (an acre-foot, 325,851 gallons of water, supplies enough water for a family of four for one year)
- Provides 1 out of 5 Western farmers (140,000) with irrigation water for 10 million farmland acres that produce 60% of the nation's vegetables and 25% of its fruits and nuts
- Operates 58 hydroelectric power plants averaging 42 billion kilowatt-hours annually
- Delivers 10 trillion gallons of water to more than 31 million people each year
- Manages in partnership, 308 recreation sites visited by 90 million people a year

Mission

- Assist small, underutilized community to develop and grow by fostering an environment where highly skilled businesses can compete and treated fairly for BOR contracting and subcontracting dollars.

Goal

- Continuously build an exceptional record in assisting small businesses to grow and market their strengths in the community and become the premier water management agency in the world.

Vision

- Provides informative knowledge concerning BOR contracting opportunities.
- Provides our customers the best valued goods and services.
- Ensures contracting process is simple and easy to understand.

Is dedicated to managing, developing, and protecting water and related resources in an environmentally and economically sound manner in the interest of the American public. To achieve comprehensive solutions to water and related land resource problems of regional and national significance, Reclamation applies management, engineering, and scientific skills that result in effective environmentally sensitive solutions. www.usbr.gov



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**Bureau of Reclamation
Small Business Specialist (SBS)**

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What We Buy

Commodities

- Information Processing Resources - hardware and software including personal computers, off-the-shelf software, and telecommunication equipment.
- Equipment - hydraulic turbines, pumps and valves, motors, transformers, turbines, office machines, safety and drilling equipment.
- Supplies - laboratory, chemical, and engineering supplies, along with office and equipment supplies.

Services

- Research - applied science.
- Services - systems design, computer maintenance, data processing, janitorial, grounds
- Maintenance, refuse removal, appraisal and title, laboratory and office equipment maintenance, earth science data gathering and studies, telecommunications, architectural and engineering, professional and administrative services associated with functions and mission of Reclamation; for example, water resources planning and development, hydraulics, and facilities management services.

Construction

- New construction, repair, operation and maintenance of existing structures, including: aqueducts; canals; dams; drainage facilities; electric transmission facilities; levee erosion control; power plants; switch yards; water distribution facilities; office remodeling; highway, railroad, and utility relocation; and recreation facilities, and associated access roads.



How to do Business with the Bureau of Reclamation (BOR)

- Market your Business
 - Capability Statement and/or Brochures
 - Meet with Small Business Specialist
 - Review Advance Acquisition Planning on DOI -<http://www.doi.gov/osdbu/>
 - Business Cards – Ensure proper information
 - Company Name
 - Type of Business
 - Small Business (SB)
 - Small Disadvantaged Businesses (SDB)
 - 8(a) Firms
 - Woman-Owned Businesses (WOB)
 - Historically Underutilized Business Zone (HUBZone)
 - Veteran-Owned Small Business (VOSB)
 - Service-Disabled Veteran-Owned Small Business (SDVOSB)
- Register with the following government agencies
 - System for Award Management (SAM) – <https://www.sam.gov> (SAM replaces ORCA, CCR, EPLS, FedReg)
 - Federal Business Opportunities - <https://www.fbo.gov>
 - Electronic Subcontracting Reporting System (eSRS) - <https://www.esrs.gov/>

Other Agencies for Assistance

- Office of Small and Disadvantaged Business Utilization (OSDBU)
<http://www.doi.gov/osdbu/>
- Small Business Administrative - <http://www.sba.gov/>
- U.S. General Service Administration - <http://www.gsa.gov/>
- Procurement Technical Assistance Centers (PTAC's) –
<https://www.sba.gov/tools/local-assistance/ptac>



Policy:

- [Office of Acquisition and Property Management \(PAM\)](#)
 - [Department of the Interior Acquisition Regulation](#)

Governmentwide:

- [Congressional Documents - Bills and Congressional Record/Legislative Information \(Thomas\) <http://thomas.loc.gov/>](#)
- [Executive Orders - <http://www.archives.gov/federal-register/executive-orders/index.html>](#)
- [Federal Acquisition Regulations <http://farsite.hill.af.mil/VFFAR1.HTM>](#)
- [Federal Register <https://www.federalregister.gov/>](#)
- [Federal Statutes Library of Congress <https://www.loc.gov/law/help/statutes.php>](#)
- [Office of Management and Budget \(OMB\) Circulars | The White House](#)

What is Government Contracting – The U.S. Small Business Administration (SBA) has delivered millions of loans, loan guarantees, contracts, counseling sessions and other forms of assistance to small businesses. The SBA recognizes that small businesses are critical to our economic recovery and strength, to building America’s future, and to helping the United States compete in today’s global marketplace. Is your company a small business? The distinction is important if you wish to compete for government contracting opportunities that are set-aside for small businesses. To be a small business your company must adhere to industry “[size standards](#)” established by the SBA. In order to compete for government contracts you must be registered in “[SAM.gov](#)”.

Types of Set-Asides for Small Business: Expanding opportunities for small business to contract with the Federal government is a priority for Reclamation. Public Law (P.L.) 95-507 was enacted requiring Federal agencies to establish Small Business goals. Later, in 1987 the Small Disadvantaged Business Program (SDB) was established with a statutory goal of 5%. In 1994 the Federal Acquisition Streamlining Act established a statutory goal of 5% for Women-Owned Small Businesses. The Small Business Reauthorization Act of 1997 established a statutory goal of 3% for Historically Underutilized Business Zone (HUBZone) Small Businesses. Then in 1999 the Veteran’s Entrepreneurship and Small Business Development Act was enacted and a statutory goal of 3% for Service-Disabled Veteran-Owned Small Businesses was established. The Federal government utilizes the Section (8) Program as well, however, no statutory goal was established. When an acquisition is set-aside under any of these Socio-economic Programs, and in order for your company to compete for these set-asides it must meet the “size standards” established by SBA. To learn more about doing business with the Federal Government as a small business Go to: <https://www.sba.gov/category/navigation-structure/contracting>



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REMEMBER:

1. IDENTIFY

which organization best fits the type of work you do. Since Interior's acquisition programs are decentralized, your marketing strategy should include direct contact with each Bureau or Office. Do your homework, RESEARCH, and Know Interior.

Visit Interior's website www.doi.gov which has a wealth of information on the mission and requirements of its bureaus and

2. CONTACT

the Small Business Specialist of the Organizations find out who your regional representatives are and

3. FOLLOW UP

periodically, (but be reasonable about it, don't wear out the regional SBS and send capability statements) don't forget to register at all the suggested websites.

