

# U.S. Department of the Interior

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## INTRODUCTION TO INTERIOR ACQUISITIONS

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## GUIDE FOR SMALL BUSINESSES

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Prepared by: **Office of Small and Disadvantaged Business Utilization**  
1849 C Street, NW, MS: 2252 - Main Interior Building – Washington, DC 20240

March 6, 2007

# U.S. Department of the Interior

The mission of the Department of the Interior is to protect and provide access to our Nation's natural and cultural heritage and honor our trust responsibilities to Indian Tribes and our commitments to island communities.

Interior has established five Departmental goals that encompass the major responsibilities of the Department. These goals provide a framework for the strategic plans of Interior's bureaus.

1. Protect the Environment and Preserve Our Nation's Natural and Cultural Resources.
2. Provide Recreation for America.
3. Manage Natural Resources for a Healthy Environment and Strong Economy.
4. Provide Science for a Changing World.
5. Meet Our Trust Responsibilities to Indian Tribes and Our Commitments to Island Communities.

We take seriously our awesome responsibilities to the American public:

- The Department manages one of every five acres of land in the United States, providing opportunities for wilderness, wildlife protection, recreation, and resource development;
- We supply water for much of the West so that farmers can grow food and people can turn on their taps;
- We provide access to energy and minerals so that people can warm and cool their homes, and drive to their jobs;
- We honor our special responsibilities to American Indians, Alaska Natives, and affiliated Island communities; and
- We protect wildlife and improve the environment.

DOI meet these responsibilities every day following the guide of what Secretary Norton call the 4 Cs: consultation, cooperation, communication, all in the service of conservation. We are committed to building partnerships to encourage conservation and preserve our natural and cultural resources; to bringing innovative approaches to solving land management and water disputes; and to developing energy, including renewable sources of energy, in the most environmentally protective manner.

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**U.S. Department of the Interior**  
**OFFICE of SMALL and DISADVANTAGED BUSINESS UTILIZATION (OSDBU)**

Providing continuous outreach and assistance to small, small disadvantaged, 8(a), woman-owned, HUBZones, veteran-owned, and service-disabled veteran, businesses.

**MARKETING YOUR CAPABILITIES:**

The best and most productive marketing approach for a small business contractor is "**Do It Yourself.**" Do not depend on the Government or others to locate contracting opportunities for you.

Prepare detailed capability statements/brochures for distribution to agencies (include NAICS codes). Be specific in describing the capabilities of your firm. Indicate prior experience, prior Government contracts, references, etc.; and, if you have multiple skills, market those of which a particular agency buys the most.

Register with the Central Contractor Registration @ <http://www.ccr.gov> (Because of the large volume of registrants, the process may take up to 30 days after submitting the application.)

**RECOMMENDED VENDOR MARKETING TECHNIQUES:**

-Become thoroughly familiar with the Federal agencies, their components, their missions, and how they are accomplished. Today websites can accomplish this.

-Learn as much as possible about the Federal acquisition system by reviewing information on the Acquisition Reform Network @ [www.arnet.gov](http://www.arnet.gov) and the Small Business Administration's website @ [www.sba.gov](http://www.sba.gov).

-Market to Federal small business advocates or to purchasing/contracting personnel. Do not assume that all Federal agencies operate the same. Market only those agencies which purchase the goods and/or services provided by your firm.

-Follow up periodically, but be reasonable about it, don't wear out your welcome.

-Become a participating merchant for Federal agencies Credit Card programs, which agencies utilizes for purchasing some of its smaller dollar value requirements.

-Check Federal agencies bid boards (onsite and Internet) for contracting opportunities.

-Don't hesitate to **ASK QUESTIONS!**

The pages following will give you an idea of the types of products and/or services procured by Interior's bureaus and offices.

**OSDBU – General Number: 202.208-3493**

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Rhoda Harley  
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Get to know INTERIOR @ [www.doi.gov](http://www.doi.gov)

- and -

Get to know us @ [www.doi.gov/osdbu/](http://www.doi.gov/osdbu/)

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Also visit - [www.osdbu.gov](http://www.osdbu.gov) --  
for links to other Federal Agencies and their  
Office of Small and Disadvantaged Business  
Utilization.

## Don't forget to register with the "Central Contractor Registration"



[www.ccr.gov](http://www.ccr.gov)

### Who registers in CCR?

- According to the DFARS 204.7302, after May 31, 1998, **prospective vendors** must be registered in CCR prior to the award of a contract; basic agreement, basic ordering agreement, or blanket purchase agreement, unless the award results from a solicitation issued on or before May 31, 1998.
- Prime contractors are not required to have their subcontractors register in CCR. If a prime's subcontractor wants to bid directly for contracts, they should register in the CCR.
- EFT and assignment of claims as stated FAR 52.232-33 Para. H.:  
"EFT and assignment of claims. If the Contractor assigns the proceeds of this contract as provided for in the assignment of claims terms of this contract, the Contractor shall require as a condition of any such assignment, that the assignee shall register in the CCR database and shall be paid by EFT in accordance with the terms of this clause. In all respects, the requirements of this clause shall apply to the assignee as if it were the Contractor. EFT information that shows the ultimate recipient of the transfer to be other than the Contractor, in the absence of a proper assignment of claims acceptable to the Government, is incorrect EFT information within the meaning of paragraph (d) of this clause."
- A Government Agency is required to register if the awarded contract is governed by the FAR or DFAR.

### **Exceptions to the CCR registration requirement**

The DFARS policy requiring registration in CCR applies to all types of awards except the following:

- Purchases paid with a Government-wide commercial purchase card
- Awards paid to foreign vendors for work performed OUTSIDE the United States
- Classified contracts or purchases (ref. FAR 4.401)
- Contracts awarded by deployed contracting officers in the course of military operations, including but not limited to contingency operations as defined in 10 U.S.C. 101(a) (13), or contracts awarded by contracting officers in the conduct of emergency operations, such as responses to natural disasters or national or civil emergencies
- Purchases to support unusual or compelling needs of the type described in FAR 6.302-2 .

### **Why CCR was created?**

In the past, any vendor who wanted to do business with more than one Federal Government was required to submit the same business information to each and every Federal Agency. This redundancy of paperwork not only created an administrative burden for both the government and the vendor, but also was a major source of administrative error and expense in terms of both time and money.

Because the Federal Government is the largest purchaser of good and services in the world, the cost savings to be incurred by streamlining these administrative processes are dramatic. CCR was created to be the single repository of vendor data for the entire Federal Government to avoid this administrative duplication and allow contractors to take responsibility for the accuracy of their own important business information by supplying it directly to the government through a single registration.

### **The Mandate**

In October 1993, the President issued a memorandum that mandated the Government reform its acquisition processes. Subsequently, the Federal Acquisition Streamlining Act (FASA) of 1994 was passed, requiring the establishment of a "single face to industry." To accomplish this, the DoD identified a centralized, electronic registration process known as CCR as the single point of entry for vendors that want to do business with the Federal Government.

## BUREAU OF INDIAN AFFAIRS (BIA)



Mission is to enhance the quality of life, to promote economic opportunity, and to carry out the responsibility to protect and improve the trust assets of American Indians, Indian tribes and Alaska Natives. We accomplish this through the delivery of quality services, and maintaining government-to-government relationships within the spirit of Indian self-determination.

**Annually, approximately \$200- \$300 Million in acquisitions.**

### CONTRACTING OPPORTUNITIES INCLUDE:

#### Information Technology

- hardware & software
- professional services
- research studies
- architectural & engineering services
- school design

#### Resources Development

- engineering & economic development
- land clearing
- tree thinning
- water development

#### Supplies and Equipment

- books
- fuel
- general food supplies
- heavy equipment
- paper
- pencils

#### Construction

- buildings
- dams
- renovation
- roads and bridges

#### Facility Construction

Albuquerque, NM

Curtis Wilson @ 505.346.7214

Road Construction

Handled by Regional Offices listed right

### BIA ACQUISITION OFFICES and CONTACTS ARE LOCATED IN:

[ NOTE: e-mail unavailable at this time ]

- Aberdeen, South Dakota  
Richard Zephier @ 605.226.7363
- Albuquerque, New Mexico  
Doreen Chino @ 505.563.3940
- Albuquerque, New Mexico  
Dianne Mora @ 505.563.3007
- Albuquerque, New Mexico  
Diana Garcia @ 505.563.3122
- Albuquerque, New Mexico  
Michael Perry @ 505.563.3940
- Anadarko, Oklahoma  
Jocelyn Little Chief @ 405.247.1527
- Billings, Montana  
Mary King @ 406.247.7941
- Boise, Idaho  
Linda Pitzer @ 208.387.5566
- Gallup, New Mexico  
Jeff Sena @ 505.863.8252
- Juneau, Alaska  
Christine Vavalis @ 907.586.7781
- Nashville, Tennessee  
Ken Lloyd @ 615.564.6970
- Minneapolis, Minnesota  
Bryce Clayhmore @ 612.713.4508
- Muskogee, Oklahoma  
Lorene Phillips @ 918.781.4612
- Phoenix, Arizona  
Stephanie Hicks @ 602.379.6760
- Portland, Oregon  
Linda Nelson @ 503.231.6763

### HEADQUARTERS:

- Reston, Virginia  
Peter Markey @ 703.390.6479

Get to know us @ Website **Unavailable:**



## BUREAU OF LAND MANAGEMENT (BLM)

Is responsible for managing the nation's public lands and resources in a combination of ways that best serve the needs of the American people.

**Annually, approximately \$95- \$110 Million in acquisitions.**

CONTRACTING OPPORTUNITIES INCLUDE:

get to know us @ [www.blm.gov/natacq](http://www.blm.gov/natacq)

### **Information Technology**

- limited hardware & software

### **Professional Services**

- architectural & engineering services
- aerial photography
- cadastral surveying
- environmental studies
- land appraisals
- socioeconomic assessments

### **Construction**

- buildings
- dikes
- fences
- pipelines
- recreation sites
- roads
- water wells

### **Supplies and Equipment**

- cattleguards
- food services
- forklifts, tractors
- fire trucks
- helicopters, aircraft
- grass seeds
- stock watering
- wooden posts
- hoses
- spades/shovels
- project markers

### **Land Treatment Projects**

- aerial fertilization/spraying/seeding
- brush removal
- chaining
- plowing
- tree planting/thinning

### **BLM ACQUISITION OFFICES and CONTACTS ARE LOCATED IN:**

#### **HEADQUARTERS:**

-Denver, CO

#### **National Business Center**

Luis Maestas @ 303.236.1832

[Luis\\_Maestas@blm.gov](mailto:Luis_Maestas@blm.gov)

#### **State Offices:**

AK - Vicky Hawkinson @ 907.271.5087

AZ - Ken Barborak @ 602.417.9328

CA - Julia Lang @ 916.978.4527

CO - Mary Skole @ 303.239.3674

ID - Linda Pitzer @ 208.373.3909

MT - Mary Clark @ 406.896.5205

NM - Jericho Lewis @ 505.438.7634

NV - Kenda Tucker @ 775.861.6417

OR - Dawn Higgins @ 503.808.6228

UT - Ray Holmes @ 801.539.4172

WY - Susan Nagel @ 307.775.6056

#### **Eastern States Office:**

VA - Velvette Clayton @ 703.440.1741

#### **National Interagency Fire Center:**

ID - Julie Whaley @ 208.387.5546

#### **National Training Center:**

AZ - Lyn McMahill @ 602.906.5563



## BUREAU OF RECLAMATION (BOR)

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. Reclamation goal is to become the premier water management agency in the world.

**Annually, approximately \$200- \$300 Million in acquisitions.**

### CONTRACTING OPPORTUNITIES INCLUDE:

#### **Information Technology**

- Hardware and software

#### **Construction**

- aqueducts
- canals
- drainage facilities
- electrical transmission facilities
- access roads
- building construction
- power plants
- switchyards
- water distribution facilities
- highways
- railroads

#### **Equipment**

- hydraulic/wind turbines
- pumps and valves
- transformers

#### **Research**

- applied sciences
- atmospheric

#### **Supplies**

- water resources
- hydraulics
- engineering, laboratory , and drilling supplies
- communications
- earth sciences and electrical power supplies & equipment

### **BOR ACQUISITION OFFICES and CONTACTS ARE LOCATED IN:**

- Billings, Montana  
Andy Fox @ 406.247.7811  
[afox@gp.usbr.gov](mailto:afox@gp.usbr.gov)
- Boise, Idaho  
John Hedeem @ 208.378.5105  
[jhedeem@pn.usbr.gov](mailto:jhedeem@pn.usbr.gov)
- Boulder City, Nevada  
Marsha Daigle @ 702.293.8149  
[mdaigle@lc.usbr.gov](mailto:mdaigle@lc.usbr.gov)
- Denver, Colorado  
Robert McMillen @ 303.445.2446  
[rmcmillen@do.usbr.gov](mailto:rmcmillen@do.usbr.gov)
- Sacramento, California  
Dion Steele @ 916.978.5142  
[dsteale@mp.usbr.gov](mailto:dsteale@mp.usbr.gov)
- Salt Lake City, Utah  
Karen Happ @ 801.524.3675  
[khapp@uc.usbr.gov](mailto:khapp@uc.usbr.gov)

### **HEADQUARTERS:**

- Denver, Colorado  
Vicki Cook @ 303.445.2443  
[vcook@do.usbr.gov](mailto:vcook@do.usbr.gov)

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Get to know us @ [www.usbr.gov](http://www.usbr.gov)



## U.S. FISH & WILDLIFE SERVICE (FWS)

Is responsible for the conservation and protection of fish and wildlife and their habitats through Federal programs relating to wild birds, endangered species, certain marine mammals, inland sport fisheries, and specific fishery and wildlife research activities.

**Annually, approximately \$75- \$110 Million in acquisitions.**

### CONTRACTING OPPORTUNITIES INCLUDE:

#### Information Technology

- limited hardware & software
- procurement & systems development

#### Professional Services

- fish & wildlife studies involving:
  - ecology
  - ecosystems endangered species
  - environment
  - rivers
  - streams
- tidal marshes morphology habitat
- reclamation photo interpretation
- surveys

#### Construction

- maintenance & renovation
- architectural & engineering services
- major fish hatcheries
- channels
- land clearing
- pond rehabilitation
- sewer systems
- soil borings
- well drilling/testing

#### Supplies and Equipment

- audiovisual supplies
- cartographic supplies
- film processing
- hatcheries, refuge supplies
- publications
- graphic art

#### Research & Development

- ecological profile development
- effects of energy productions on habitats
- applied research in biological fields

### FWS ACQUISITION OFFICES and CONTACTS ARE LOCATED IN:

- Albuquerque, New Mexico  
Reymondo Aragon @ 505.248.6792  
[rey\\_aragon@fws.gov](mailto:rey_aragon@fws.gov)
- Anchorage, Alaska  
Sheri Della Silva @ 907.786.3436  
[Sheri\\_dellasilva@fws.gov](mailto:Sheri_dellasilva@fws.gov)
- Atlanta, Georgia  
Lewis Boggan @ 404.679.7231  
[Lewis\\_boggan@fws.gov](mailto:Lewis_boggan@fws.gov)
- Denver, Colorado  
Mae Marie Alarid @ 303.236.4772  
[Mae\\_Alarid@fws.gov](mailto:Mae_Alarid@fws.gov)
- Hadley, Massachusetts  
Carol Bloem @ 413.253.8237  
[Carol\\_Bloem@fws.gov](mailto:Carol_Bloem@fws.gov)
- Minneapolis, Minnesota  
Robert Jacobson @ 612.713.5165  
[robert\\_jacobson@fws.gov](mailto:robert_jacobson@fws.gov)
- Portland, Oregon  
Frank Lee @ 503.872.2788  
[frank\\_lee@fws.gov](mailto:frank_lee@fws.gov)

### HEADQUARTERS:

- Arlington, Virginia  
Neil Ray @ 703.358.2285  
[Neil\\_Ray@fws.gov](mailto:Neil_Ray@fws.gov)

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### National Conservation Training Center Sheperdstown, WV

- Jerry Perry @ 304.876.7699
- Kristie Haskett @ 304.876.7708

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Get to know us @ [www.fws.gov](http://www.fws.gov)





## MINERALS MANAGEMENT SERVICE (MMS)

Mission is to provide stewardship of the leasing activities on the Outer Continental Shelf and to provide for the efficient collection of royalties as well as fees due from leases on Federal and Indian lands.

**Annually, approximately \$800 Million - \$1 Billion in acquisitions.**

CONTRACTING OPPORTUNITIES INCLUDE:

### **Information Technology**

- card punching
- computer supplies
- computer equipment
- maintenance
- non-scientific and scientific software development
- software and hardware lease and purchase
- time sharing
- systems design

### **Environmental and Research Studies**

- air quality
- socioeconomic assessments
- environmental impact
- geological/ecological impact
- technology evaluation and research

**MMS ACQUISITION OFFICES and CONTACTS ARE LOCATED IN:**

**HEADQUARTERS:**

-Herndon, Virginia

Terry Grush @ 703.787.1073

[Terry.grush@mms.gov](mailto:Terry.grush@mms.gov)

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## NATIONAL BUSINESS CENTER (NBC)



Under the purview of the Assistant Secretary for Policy, Management and Budget, develops acquisition policy and provides acquisition support for over 50 separate offices within the Interior's Office of the Secretary and several independent agencies and commissions.

**Annually, approximately \$600- \$800 Million in acquisitions.**

### CONTRACTING OPPORTUNITIES INCLUDE:

#### Information Technology

- computer supplies & equipment
- maintenance
- software development
- software and hardware lease and purchase
- systems design

#### Professional Services

- auditing and studies
- accounting services
- consulting
- training programs
- economic analysis

- library services
- management services
- editing

- monograph processing

#### Supplies and Equipment

- office supplies
- equipment maintenance

#### Aircraft

- airplane and helicopter purchasing
- airplane and helicopter operations
- aircraft maintenance

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Get to know us @ [www.nbc.gov](http://www.nbc.gov)

### NBC ACQUISITION OFFICES and CONTACTS ARE LOCATED IN:

- Ft. Huachuca, Arizona  
Betty Sebastian @ 520.533.8948  
[betty\\_e\\_sebastian@nbc.gov](mailto:betty_e_sebastian@nbc.gov)

### HEADQUARTERS:

- Denver, Colorado  
Corazon Sudds @ 303.969.7237  
[corazon\\_c\\_sudds@nbc.gov](mailto:corazon_c_sudds@nbc.gov)
- 



### Aviation Management Directorate <http://amd.nbc.gov/>

Annually, \$50- \$60 Million in contracts.

- Boise, Idaho  
Edie Stansbury @ 208.433.5028  
[edie\\_stansbury@oas.gov](mailto:edie_stansbury@oas.gov)
- 

### OFFICE OF THE SPECIAL TRUSTEE for American Indians – [www.ost.doi.gov](http://www.ost.doi.gov)

- Albuquerque, New Mexico  
VACANT @ 505.816.1295  
[ NOTE: e-mail unavailable at this time ]
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### OFFICE OF THE INSPECTOR GENERAL [www.doioig.gov](http://www.doioig.gov)

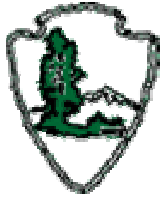
- Reston, Virginia  
Daniel Stanley @ 703.487.5445  
[Daniel\\_stanley@doioig.gov](mailto:Daniel_stanley@doioig.gov)



**GovWorks** is a Franchise Fund established by Congress and OMB to offer administrative services for procurement throughout Federal agencies.

Visit us @ [www.govworks.gov](http://www.govworks.gov)

Or contact **Beth Owen** via e-mail for an appointment at:  
[beth.owen@govworks.gov](mailto:beth.owen@govworks.gov)



## NATIONAL PARK SERVICE (NPS)

Mission is to preserve the past, manage the present, and invest in the future of the 385 areas that make up the National Park System. Promote and regulate the use of the Federal areas known as national parks and monuments.

**Annually, approximately \$300- \$400 Million in acquisitions.**

### CONTRACTING OPPORTUNITIES INCLUDE:

#### Information Technology

- hardware & software

#### Maintenance Services at Parks, Monuments & related Facilities

- garbage collection
- janitorial services
- night security & patrol

#### Professional Services

- architectural & engineering services
- administrative buildings
- visitor centers
- water systems
- research studies
- audiovisual films & brochures

#### Construction

- administrative buildings
- campgrounds
- comfort stations
- landscaping
- parking lots
- visitor centers
- historic restoration

#### Supplies & Equipment

- automobiles
- back pack units
- boats
- chain saws
- fertilizer
- grass seeds
- tractors/mowers
- uniforms
- communications equipment
- photographic equipment

### NPS ACQUISITION OFFICES and CONTACTS ARE LOCATED IN:

- Anchorage, Alaska  
Andrew Toller @ 907.644.3312  
[Andrew\\_toller@nps.gov](mailto:Andrew_toller@nps.gov)
- Atlanta, Georgia  
Demetria Smith-Wilson @ 404.562.5163  
[Demetria\\_Smith-Wilson@nps.gov](mailto:Demetria_Smith-Wilson@nps.gov)
- Denver, Colorado  
Rosemary Ortiz @ 303.969.2112  
[Rosemary\\_Ortiz@nps.gov](mailto:Rosemary_Ortiz@nps.gov)
- Harpers Ferry, West Virginia  
Bob Cody @ 304.535.6484  
[Bob\\_Cody@nps.gov](mailto:Bob_Cody@nps.gov)
- Omaha, Nebraska  
Debra Imhoff @ 402.661.1606  
[Debra\\_Imhoff@nps.gov](mailto:Debra_Imhoff@nps.gov)
- Philadelphia, Pennsylvania  
Linda E. Maiden @ 215.597.0055  
[Linda\\_Maiden@nps.gov](mailto:Linda_Maiden@nps.gov)
- San Francisco, California  
Leo Guillory @ 415.561.4791  
[Leo\\_Guillory@nps.gov](mailto:Leo_Guillory@nps.gov)
- Denver, Colorado  
John Norway @ 303.969.2272  
[John\\_Norway@nps.gov](mailto:John_Norway@nps.gov)
- Washington, DC  
Tom McConnell @ 202.619.6366  
[Tom\\_Mcconnell@nps.gov](mailto:Tom_Mcconnell@nps.gov)

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- Washington, DC  
Cynthia Adonoo @ 202.354.1946  
[cynthia\\_adonoo@nps.gov](mailto:cynthia_adonoo@nps.gov)
- Washington, DC  
Marcela Urrutia @ 202.354.1941  
[Marcela\\_Urrutia@nps.gov](mailto:Marcela_Urrutia@nps.gov)

The National Park Service has **11** training centers across the U.S. – please visit:

**[www.nps.gov/training/](http://www.nps.gov/training/)**  
for contacts and phone numbers.

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Get to know us @ [www.nps.gov](http://www.nps.gov)



## **OFFICE of SURFACE MINING RECLAMATION and ENFORCEMENT (OSM)**

Mission is to safeguard the people and the environment; regulate adverse effects of surface coal mining operations; and, amend the damage of the past mining operations.

**Annually, approximately \$15- \$20 Million in acquisitions.**

### **CONTRACTING OPPORTUNITIES INCLUDE:**

#### **Information Technology**

- limited hardware & software
- systems design

#### **Professional Services**

- applied research
- ecological investigations
- geotechnical research
- environmental monitoring
- laboratory testing, analysis
- reclamation of lands affected by mining
- engineering support services
- abandoned mine lands emerg. projects
- mine plan review
- training programs
- developing tests
- monitoring tests

#### **Supplies and Equipment**

- equipment for inspection
- office furniture
- mining equipment
- land excavation equipment

### **OSM ACQUISITION OFFICES and CONTACTS ARE LOCATED IN:**

-Pittsburgh, Pennsylvania  
Twanda Dennis @ 412.937.2846  
[tdennis@osmre.gov](mailto:tdennis@osmre.gov)

### **HEADQUARTERS:**

-Washington, D.C.  
Jacqueline Harris @ 202.208.2839  
[jharris@osmre.gov](mailto:jharris@osmre.gov)

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Get to know us @ [www.osmre.gov](http://www.osmre.gov)



## U.S. GEOLOGICAL SURVEY (USGS)

Is to provide geologic, topographic, biologic, and hydrologic information that contributes to the wise management of the Nation's natural resources and that promotes the health, safety, and well-being of the people.

**Annually, approximately \$100- \$120 Million in acquisitions.**

### CONTRACTING OPPORTUNITIES INCLUDE:

#### **Information Technology**

- hardware & software
- systems design
- equipment
- maintenance
- non-scientific software development

#### **Professional Services**

- management consulting
- training services
- symposia support of scientific programs

#### **Research and Development**

- coal potential projects
- coal resource occurrence
- earthquake studies/analysis
- flood plain studies
- geothermal activities
- environmental impact studies
- rock physics studies
- geophysical data collection
- geologic and mineral sources studies
- induced seismicity studies

#### **Supplies and Equipment**

- chemicals
- field supplies
- scientific/safety equipment
- topographic
- stereoscopic/plotting equipment
- industrial supplies & equipment
- printing supplies & equipment

#### **Technical Services**

- technical writing
- architectural and design engineering
- ground surveying
- imagery production and processing

### USGS ACQUISITION OFFICES and CONTACTS ARE LOCATED IN:

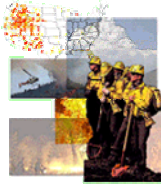
- Denver, Colorado  
Linda Stieduhar @ 303.236.9331  
[lstieduhar@usgs.gov](mailto:lstieduhar@usgs.gov)
- Sacramento, California  
Ron Donez @ 916.278.9342  
[rdonez@usgs.gov](mailto:rdonez@usgs.gov)
- Reston, Virginia  
Sally Stephens @ 703.648.7379  
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Get to know us @ [www.usgs.gov](http://www.usgs.gov)



## **National Fire Plan**

**Managing the Impact of Wildfires on the  
Communities and the Environment**

A cooperative long-term effort of the USDA Forest Service, Department of the Interior, and the National Association of State Foresters.

### **Contracting leads, fuels specialists, contracts, procurement opportunities, etc.**

How would you like to help restore and rehabilitate fire-damaged lands, protect your local community from destructive wildfires, and get paid for your efforts?

A recent law, the Fiscal Year 2001 Department of the Interior and Related Agencies Appropriations Act (Public Law 106-291), opens the door for local businesses and nonprofit groups to participate in fuels reduction, land rehabilitation/restoration, and training/monitoring for these activities on Federal lands. Restoration efforts can also occur on non-Federal lands if this would benefit resources on Federal land (for example, restoring fire-damaged stream banks on private lands might be essential to preventing high stream flows and soil erosion on downstream Federal lands).

The Appropriations Act authorizes the use of contracts, grants, and cooperative agreements and allows government agencies, notwithstanding Federal Government procurement and contracting laws, to cut through red tape and get the job done.

Under the new program, Federal agencies can take into account several factors in awarding contracts/agreements, including best-value practices and opportunities to enhance local small business employment levels. The Act specifies that, for fuels reduction, stabilization, and rehabilitation treatments, local contract people should be used whenever possible.

Funds have also been provided to the Department of the Interior for pilot efforts to assist rural fire districts in enhancing their fire protection capability. Assistance can include training, equipment purchase, and prevention activities on a cost-share basis.

**Visit: [www.fireplan.gov](http://www.fireplan.gov) for more information.**

U.S. Department of the Interior  
Office of Small and Disadvantaged Business  
Utilization (OSDBU)

OTHER ORGANIZATIONS TO ASSIST THE  
SMALL BUSINESS COMMUNITY.



*The National Center for American  
Indian Enterprise Development*  
[www.ncaied.org](http://www.ncaied.org)



*National Black Chamber of  
Commerce*  
[www.nationalbcc.org](http://www.nationalbcc.org)



*U.S. Hispanic Chamber of  
Commerce*  
[www.usfcc.com](http://www.usfcc.com)



*Business Women's Network,  
Inc.*  
[www.bwni.com](http://www.bwni.com)



*Minority Business &  
Professional Network*  
[www.minorityprofessionalnetwork.com](http://www.minorityprofessionalnetwork.com)



*U.S. Pan Asian American  
Chamber of Commerce*  
[www.uspaacc.com](http://www.uspaacc.com)



*MD/DC Minority Supplier  
Development Council*  
<http://www.mddccouncil.org/>



*National Indian Business Association*  
[www.nibanetwork.org](http://www.nibanetwork.org)

**Other WEB-SITES of INTEREST**



*Small Business  
Administration*  
[www.sba.gov](http://www.sba.gov)



*Minority Business  
Development Agency*  
[www.mbda.gov](http://www.mbda.gov)



[www.usa.gov](http://www.usa.gov), the official U.S. gateway to all government information, is the catalyst for growing electronic government. Our work transcends the traditional boundaries of government and our vision is global - connecting the world to all U.S. government information and services.



[www.FedBizOpps.gov](http://www.FedBizOpps.gov) is the single government point-of-entry for Federal government procurement opportunities over \$25,000.

Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps via the Internet. Through one portal, FedBizOpps commercial vendors seeking Federal markets for their products and services can search, monitor and retrieve opportunities solicited by the entire Federal contracting community.



The Native American Business and Services Directory (NABS) is offered as a service to all those interested in the facilitation of products and services related to American Indian and Alaskan Natives.

<http://www.native-american-bus.org/>

**REMEMBER:**

***Know your neighbor...***

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 get to ***Know*** Interior.  
  
Visit the Interior's website at [www.doi.gov](http://www.doi.gov) which has a wealth of information on the mission and requirements of it's bureaus and offices.
2. **CONTACT** the Business Utilization Development Specialist (BUDS) of the Organizations listed in this booklet to find out who your regional neighbors are and how to contact them.
3. **FOLLOW UP** periodically, (but be reasonable about it, don't wear out your welcome) with the regional BUDS and send capability statements and brochures, and;
4. **REGISTER** with the "Central Contractor Registration". You must be registered to do business with the Federal Government.

***Let your neighbor know you...***

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For the FORECAST of Interior's acquisitions for the fiscal year go to:  
<http://ideasec.nbc.gov/forecast>