2017
SAME-DEPARTMENT OF STATE
SMALL BUSINESS & BUREAU OF OVERSEAS BUILDINGS OPERATIONS
INDUSTRY DAY
October 5, 2017 • Washington, D.C.
Safety First!
Please take notice of the exits in case of an emergency.
Silence Please!
Please silence your mobile devices.
Q&A

Please walk up to the mic for questions during the allotted time.
Welcome & Thank You to Our Sponsors!
U.S. Agency for International Development Briefing

Joseph Terrazas, Foreign Service Officer/Program Manager, U.S. Agency for International Development
Our Mission

We partner to end extreme poverty and promote resilient, democratic societies while advancing our security and prosperity.
What We Do

USAID leads the U.S. Government's efforts to end extreme global poverty and enable resilient, democratic societies to realize their potential. The Agency does so by working in a variety of different technical areas, including:

- Agriculture and Food Security
- Democracy, Human Rights, and Governance
- Economic Growth, Trade, and Infrastructure
- Education
- Environment
- Gender Equality and Women’s Empowerment
- Global Health
- Water and Sanitation
- Working in Crises and Conflict

USAID has more than 9,000 staff working around the world with Missions in more than 80 countries and programs in more than 100 countries.
How We Do It

We Partner with a variety of different types of organizations who help to implement our programs and activities around the world. USAID has more than 4,000 different partners. Below are a few examples of the types of organizations that we work with.

- Non-Governmental Organizations (NGOs)
- Private Voluntary Organizations
- Colleges and Universities
- U.S. Businesses (Small and Large)
- Researchers, Scientists, and Innovators
- Diaspora Groups
- Faith-Based and Community Organizations
- Other Governments
- U.S. Government Agencies
- U.S. Military
- Donors
In FY 2016, USAID obligated $16.4 billion to programs.
Where to Find USAID Opportunities

Agency Website:  www.usaid.gov

● Congressional Budget Justification (CBJ)
● Country Mission Sites
● USAID OSDBU website:  www.usaid.gov/partnership-opportunities/small-business
● Training E-Modules on how to work with USAID:  www.usaid.gov/work-usaid/get-grant-or-contract/trainings-how-work-usaid
● FedBizOpps:  www.fbo.gov
USAID’s Business Forecast

The USAID Business Forecast includes any planned or currently open competitive acquisition or assistance opportunity above $150,000.

Opportunities that must be included in the Business Forecast:

- Blanket Purchase Agreements (BPAs),
- Contracts,
- Cooperative Agreements,
- Development Innovation Accelerators (DIAs),
- Fixed Amount Awards (FAAs),
- Grants,
- Broad Agency Announcements (BAAs),
- Indefinite Delivery/Indefinite Quantity (IDIQ) contracts,
- Leader with Associate (LWA) awards,
- Personal Services Contracts (PSCs),
- Purchase Orders,
- Task orders issued under IDIQs & GSA schedules,
- GSA BPAs.
Top NAICS Codes For Small Business

• 541611 – Administrative Management and General Management Consulting Services

• 923130 – Administration of HR Programs

• 541990 – All other Professional, Scientific and Technical Services
Tips for Submitting a Proposal or Application

- Read the entire solicitation carefully
- Ask questions by sending them to the Point of Contact listed during the open question period
- Follow the instructions outlined in the solicitation
- Create a strong proposal
  - Demonstrate your technical expertise, past performance, and ability to accomplish the work
  - Be specific - do not let USAID make assumptions
- New to USAID? Consider partnering with an organization that has worked with USAID
- Did not win the award? Ask for a debriefing to learn more about why you did not win
USAID and Small Businesses

SBs play a critical role in helping the Agency to achieve its Mission.

<table>
<thead>
<tr>
<th>Year</th>
<th>SBA Goal*</th>
<th>Achieved</th>
<th>SBA Grade</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 2013</td>
<td>11.00%</td>
<td>15.10%</td>
<td>A</td>
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<tr>
<td>FY 2014</td>
<td>12.35%</td>
<td>20.81%</td>
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<tr>
<td>FY 2015</td>
<td>14.00%</td>
<td>18.13%</td>
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<tr>
<td>FY 2016*</td>
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<td>13.12%*</td>
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- FY 2016 was the first year that contract awards issued overseas were counted towards federal agencies official SB goals.
- USAID awarded the highest ever dollars and percentage ($571M and 13.12%) to SBs worldwide in FY 2016 (totals were $451M and 9.3% in FY 2015)
Promoting Small Businesses within USAID

- In Washington, all awards over $25,000 reviewed by Office of Small and Disadvantaged Business Utilization (OSDBU) to ensure that small businesses are being considered.

- USAID allows Small Businesses to submit “reviewed” financial statements in lieu of “audited” financial statements at the proposal stage.

- Issued templates to all Contracting Officers that includes a small business evaluation factor for all Indefinite Delivery, Indefinite Quantity (IDIQ) contracts.

- Administrator review of all awards over $100 million includes OSDBU.

- USAID Senior Procurement Executive meets regularly with small business organizations to address issues/concerns and discuss best practices re: doing business with USAID
USAID OSDBU Activities

• OSDBU provides senior level advocacy for the use of US small businesses (SBs) as prime or subcontractors

• Manages an internal SB goals program which includes Washington and the field missions

• Starting in FY 2016, contract awards made overseas now count towards official agency SB goals so USAID has now set regional worldwide targets for its missions

• Provides small business program training for Agency staff (both technical and acquisition)

• Conducts SB outreach activities including USAID’s Annual Small Business Conference and frequent Vendor Outreach Sessions

• Tracks SB subcontracting compliance and works closely with USAID prime contractors
For Further Information

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OSDBU Website:
www.usaid.gov/partnership-opportunities/small-business
Wrap-Up and Tips on Going Global With Your Business

Laura Ruch, PMP, Prime Associates Inc.
Upcoming SAME Events

2017 FEDERAL SMALL BUSINESS CONFERENCE for the Architecture • Engineering • Construction Industry
November 15-17, 2017 • Pittsburgh, PA

SAME – IFMA FACILITIES MANAGEMENT WORKSHOP
Feb. 8-9, 2018
San Antonio, Texas

2018 CAPITAL WEEK

2018 ACADEMY OF FELLOWS INVESTITURE
MARCH 6, 2018 • BETHESDA, MD

FY2019 DOD & FEDERAL AGENCY PROGRAM BRIEFINGS
MARCH 7, 2018 • BETHESDA, MD

2018 GOLDEN EAGLE AWARDS DINNER
MARCH 7, 2018 • BETHESDA, MD

Hosted by the Society of American Military Engineers